



NOV 2024

NEWSLETTER

g7logisticsnetworks.com

**+ MEMBERS
NEWS**

**+ NEW NETWORK
MEMBERS**

**+ MEMBER
NOMINATION**



NETWORK NEWS & UPDATES :

Newsletter Topic

**How Content Creation Builds Stronger
Freight Forwarding Partnerships**



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How Content Creation Builds Stronger
Freight Forwarding Partnerships





G7N

DIRECTOR'S MESSAGE



Nils Walle

Director & CEO
G7N Logistics Network

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Hello G7N Members,

As we wrap up November and look ahead to December, we're excited about all that we've accomplished this year. It's been an incredible year since the new management took the reins, and we're proud of the growth, collaboration, and progress we've made together.

Your continued engagement and commitment to our network have played a key role in this success, and we're thrilled about the opportunities ahead.

In this edition, we'll introduce a new industry topic, share members' updates, and highlight the new members who have joined us. We're also excited to explore new ways to enhance our collaborations, creating even more value for our community in the coming months.

Stay tuned for valuable insights and news as we continue to grow and thrive together. Thank you for your continued support. We look forward to sharing more exciting developments with you in the months ahead!

A handwritten signature in black ink, appearing to be 'Nils Walle'.

Regards,
Nils Walle



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CONFERENCE
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MEMBER NEWS



Regency Freight Services Time Critical Delivery

On Time, All the Time! - Regency Freight, our G7N Critical member, are proud to announce the successful completion of another critical delivery, reinforcing their reputation for reliability and efficiency in the transport of essential cargo.

Timely Transport of Aircraft Spares

Their latest delivery involved critical aircraft spares, a vital component in maintaining operational efficiency for their clients in the aviation industry. Understanding the importance of these parts, their team worked diligently to ensure that every step of the logistics process was executed flawlessly.

As they continue to expand their capabilities in delivering cargo, their commitment to providing exceptional service remains unwavering. With their experienced team and robust logistics network, they are prepared to handle any challenge, ensuring that your critical deliveries arrive on schedule.

Excellent work Regency Freight Services team!



MEMBER NEWS



Leb Freight Shipment of Temperature-Controlled Cargo from Montreal to Beirut

Montreal, Canada – Leb Freight, our G7N member are excited to announce the successful loading of 2,759 cartons onto 33 pallets, which have been securely stuffed into two 40-foot refrigerated containers (2X40' RE) aboard a CMA CGM vessel. This shipment is en route from the Port of Montreal to the Port of Beirut, ensuring the safe transport of temperature-controlled cargo.

Their team has meticulously prepared this shipment, utilizing advanced data logger technology to monitor and maintain optimal temperature conditions throughout the journey. This commitment to quality guarantees that the integrity of the cargo is preserved until it reaches its destination.

As they prioritize the needs of their clients, they are proud to offer reliable shipping solutions for temperature-sensitive products. They look forward to a successful delivery and appreciate the trust their clients place in them for their logistical needs.

Excellent work Leb Freight team!



MEMBER NEWS



Megagon Successful Delivery of OOG Trucks

Another fresh delivery by our G7N Projects member— Megagon Project Solutions. Their team has successfully transported 10 out-of-gauge (OOG) trucks from Turkey to the West EU.

This achievement reflects their dedication to providing reliable logistics solutions, and they extend their gratitude to all their partners whose support made this delivery possible. Your collaboration is invaluable to their success.

As they continue to expand their capabilities, they invite you to reach out with your OOG cargo transportation requests. They are here to assist you and ensure your logistics needs are met efficiently.

Excellent work, Megagon team!



MEMBER NEWS

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NETWORK NEWS
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G7N CRITICAL

Galaxy Freight Pvt Ltd
Fardeen Malbarwala
Director

Galaxy Freight Wins the IAG Cargo Valuable Business Partner Award

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Galaxy Freight Wins the IAG Cargo Valuable Business Partner Award

Our G7N and G7N Critical members, are delighted to announce that Galaxy Freight has been proudly awarded the esteemed title of 'Valuable Business Partner' by IAG Cargo, in recognition of their efforts in another uninterrupted innings of breathtaking partnership.

A business can very well be functional with a network of vendors and partners but it takes years to build a relationship of empathy, where the impact of each loss faced by either, is felt with parallel intensity.

It takes sheer humility and respect to walk hand in hand year after year, however turbulent the times are.

Thank you, IAG Cargo. Such acknowledgements fuel them to surpass their formerly set benchmarks with an attitude that will make teamwork even more conducive in the coming years! Hope for many more years of fruitful association!

Congratulations Galaxy Freight team, from all of us G7N!



MEMBER NEWS



Regency Freight Successfully Moved Aircraft Engine

Regency Freight – G7N Critical member has once again proven its logistical expertise by successfully transporting a Trent 7000 aircraft engine for a very special client. With dimensions measuring 513 × 335 × 310 cm, the project posed significant challenges, but the dedicated team accepted the task with confidence.

The Trent 7000, developed by Rolls-Royce for the Airbus A330neo family, is a high-bypass turbofan engine known for its efficiency and performance in long-haul flights. This move highlights Regency's commitment to handling complex logistics in the aviation industry.

The successful transport of the Trent 7000 reinforces Regency's position as a leader in specialized logistics, capable of managing even the most demanding projects in the aviation sector.

Excellent work Marc Owens and team!



MEMBER NEWS



Heavy Lifting and Logistics Solutions for Complex Transportation by Excel Freight

In a recent project, our G7N member – Excel-Freight Movers Sdn Bhd facilitated the movement of a 38-ton unit for a key client in Malaysia. The process involved transporting the unit from Port Klang to their dedicated open storage yard. Once on site, the client proceeded with assembly onto the truck chassis, expertly assisted by our 2 units of 45-ton cranes.

Their infrastructure is built to handle a broad spectrum of heavy cargo needs. They maintain an active fleet, including 20 low loaders, two 25-ton cranes, two 45-ton cranes, an 80-ton crane, a 120-ton crane, and a 150-ton crane. Additionally, they offer specialized equipment, such as multi-axle units, extendable trailers, and a range of forklifts (3-ton to 16-ton) to streamline operations. Their experienced teams are well-equipped for complex tasks, including factory relocations, loading/unloading of goods, and managing containerized cargo across various categories, including dangerous goods, general cargo, and heavy lift items.

At Excel-Freight Movers, they pride themselves on being a total logistics solutions provider with the capacity and expertise to handle projects of all scales, meeting the unique requirements of their clients with precision and reliability.

Excellent work, Elton Tan and team!



MEMBER NEWS



Leb Freight Shipment of Five 40' High-Cube Containers Departs China to Beirut

A shipment of five 40-foot high-cube containers has been successfully loaded and dispatched from Qingdao, China, bound for Beirut, Lebanon by our G7N member – Leb Freight. The containers will make their journey via the Cape of Good Hope, bypassing the Suez Canal due to ongoing concerns over possible disruptions.

Once the shipment reaches Beirut, it will undergo the necessary customs clearance process before being delivered to the final receiver. However, given the current geopolitical situation and heightened war risks in the region, the shipment is expected to experience longer transit times than usual.

Shippers are advised to ensure proper insurance coverage, especially considering the high-risk factors associated with the route and potential delays. As always, monitoring the latest updates on the current situation will be crucial for all involved parties.



MEMBER NEWS

G7N
NETWORK NEWS
G7N PROJECTS

Megagon Proje ve Denizcilik Ltd. Sti.
Suha Berksoy
Managing Director

Successful Delivery of 110-Metric-Ton Transformer from Turkey to Lithuania

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Successful Delivery of 110-Metric-Ton Transformer from Turkey to Lithuania

Megagon Project Solutions – our G7N Projects member are excited to announce the successful completion of another major project, safely transporting a 110-metric-ton transformer and its accessories from Balıkesir, Turkey, to Klaipėda, Lithuania. The shipment consisted of 25 units, with a total weight of 126.96 metric tons and a volume of 198.38 cubic meters.

This high-stakes project involved managing significant logistical challenges due to the large size and weight of the equipment. The shipment had impressive dimensions, with the transformer measuring 795 cm in length, 325 cm in width, and 433 cm in height, and a maximum weight of 110,000 kilograms.

Their dedicated team worked diligently to ensure the safety, efficiency, and timely delivery of this critical equipment. The success of this project underscores our commitment to handling complex, over-dimensional cargo with precision and care, reaffirming our capabilities in the heavy-lift and project logistics sector.



MEMBER NEWS



Sobel Network Shipping Opens New Branch in Seattle, Expanding West Coast Presence

Sobel Network Shipping Co., Inc., – our G7N and G7N Critical members are a leading provider of logistics and customs brokerage services, is pleased to announce the opening of its newest branch in Seattle, Washington. This expansion marks a significant milestone for Sobel, strengthening its footprint in the Pacific Northwest to better serve clients across industries with timely, specialized logistics solutions.

Sobel Network Shipping Expands with New Seattle Office, Welcoming Industry Veteran Mark Toulson as Branch Manager

Mark Toulson is the Seattle Branch Manager at Sobel Network Shipping Co.

At the helm of the new Seattle branch is Mark Toulson, a seasoned expert with over 30 years in the transportation and logistics industry. With a wealth of experience in same-day, next-flight-out, express, and freight services, Toulson brings a high level of expertise and proven leadership to Sobel’s growing team. His distinguished career includes a notable accomplishment of establishing and managing a European hub for a global network, showcasing his strength in strategic planning and operational excellence.

“Mark’s extensive experience and industry knowledge are invaluable assets as we continue our expansion and enhance our service capabilities nationwide,” said Richie Casarez, a spokesperson for Sobel Network Shipping Co., Inc. “Seattle is a dynamic gateway for international trade, and with Mark’s leadership, we’re equipped to provide even more responsive, high-quality service to our clients.”

Originally from the UK, Toulson spent nine years in Belgium before making the U.S. his home in 2007. He became a U.S. citizen in 2009 and achieved his customs broker license in 2010. In addition to his professional pursuits, Toulson is an avid Formula 1 enthusiast and a devoted family man. He enjoys time with his three daughters, aged 10 to 28, and is a proud grandfather to a 5-year-old granddaughter.



MEMBER NEWS

The Seattle office strengthens Sobel's operational network, reinforcing its commitment to delivering seamless and innovative logistics solutions across the country. With this new branch and the addition of Toulson to the leadership team, Sobel Network Shipping Co., Inc. looks forward to providing even greater value and expanded services to meet the needs of its clients.

Sobel Network Shipping Co., Inc. is a trusted name in logistics and customs brokerage, with over 75 years of experience providing clients with strategic, customized logistics solutions. Headquartered in New York, Sobel offers a full suite of services across various sectors, ensuring clients' needs are met with the highest level of expertise and dedication.

BIO

Mark Toulson is the Seattle Branch Manager at Sobel Network Shipping Co., Inc. With 30 years of experience in the transportation and logistics industry, Mark has developed deep expertise in same-day, next-flight-out, express, and freight services. One of his notable accomplishments includes establishing and managing a European hub for a network of global companies, which highlights his strong leadership and strategic planning abilities.

Originally from the UK, Mark spent nine years in Belgium before moving to the U.S. in 2007. He proudly became a U.S. citizen in 2009 and earned his customs broker license in 2010. Outside of his professional achievements, Mark is an avid Formula 1 enthusiast and a devoted family man, proud father of three daughters (ages 10 to 28) and a 5-year-old granddaughter.

Congratulations Brian Wills on your newly opened branch!



MEMBER NEWS



Freight World Corporation: Project Unload and Deliver from Shanghai to Melbourne!

Freight World Corporation, our G7N and G7N Critical members are excited to share one of our recent projects, "PROJECT UNLOAD AND DELIVER!" This project highlights the extensive range of logistics services and their dedication to providing seamless and efficient solutions for their clients.

Here are the project details for reference:

Item: Store Fittings

Port of Loading (POL): Shanghai, China

Port of Discharge (POD): Melbourne, Australia

Container Size: 40'HC

In this project, they managed every aspect of the shipment process, ensuring timely and secure delivery from start to finish. Watch the full showcase to see their commitment to excellence in action!

Excellent work, Michael Muratore and team!

MEMBER NOMINATION



Extra Mile Shipping from Victoria to Florida by Freight World Corporation with Sobel Network Shipping

Freight World Corporation – our G7N and G7N Critical members proudly showcase a significant achievement made possible through their collaboration with Sobel Network Shipping Co. Inc. This partnership was instrumental in ensuring the success of their recent shipping project.

Project Overview

In this endeavor, they shipped three crates of ceramic tiles with the details of the shipment are as follows:

Cargo: Three crates of ceramic tiles

Port of Loading (POL): Tullamarine, VIC

Port of Discharge (POD): Miami, Florida, USA

Total Weight: 3,460 KG

The Importance of Collaboration

The successful transport of these ceramic tiles from Tullamarine to Miami exemplifies the power of teamwork and strategic partnerships in the logistics industry. Working closely with Sobel Network Shipping Co. Inc. allowed them to navigate the complexities of international shipping, ensuring that the materials arrived on time and in perfect condition. As they continue to strengthen their relationships with partners like Sobel Network Shipping Co. Inc., they remain committed to delivering excellence in all their logistics operations.

Celebrating the success of another great G7N collaboration of Michael Muratore and Brian C.Wills!



G7N

New Members



CENTRAL CARGO
INTERNATIONAL COMMERCE & LOGISTICS



Central Cargo SAS



ILOGS Corporate SAS



Im Cargo Transportes Internacionais Ltda.

Emons



EMONS Denmark A/S



G7N

New Members



RSA



Rich Shipping Agency Co., Ltd



Nexum Projects ApS



Trans-Ship Logistics Services Limited



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NEW
MEMBERS
2024

Added Regional Locations





Member Visits

October 1, 2024

Tatiana Ageeva, our G7N Network Development Manager, previously visited our G7N Critical member, ALMO Logistic, in Bergamo, Italy. A huge thank you to Gian Luca Morelli and team for the warm welcome and for making the trip memorable and valuable. It was great to connect and strengthen our partnership! Looking forward to seeing you in Pattaya next year!





Member Visits

October 2, 2024

G7N Community Manager Bhavna Singh met with potential partner Seahorse Shipping Corporation.

Seahorse Shipping is dedicated to taking care of their employees just as much as they do their clients and business partners. With a yoga room, a fully equipped gym, and a stunning office space, Bhavna was impressed by their hospitality and commitment to well-being.

A special thank to Susan, Nhat, Julia, and Maria for arranging the visit. Bhavna looks forward to meeting them again at the conference next year!





Member Visits

Oct 3, 2024

Exciting lunch meeting in the vibrant city of Dubai! Our director, Melvin Xavier and our Network Development Manager Tatiana Ageeva, had the pleasure of dining with G7N member Michael Muratore and Madison from Freight World Corporation. It's always inspiring to connect and catch up with our awesome members! See you all again in Bangkok!





Member Visits

Oct 30, 2024

Earlier this month, our amazing Community Manager Bhavna Singh traveled to Malaysia for a fantastic evening with our G7N Members! It was a wonderful night filled with great food and sharing laughs and building connections, all gathered around one table. We appreciate her candor and effort in pulling off this event for our Malaysian members.

Thank you for the Malaysian hospitality, it will be in my heart forever. I appreciate you all for sharing your knowledge and experience in logistics. It helps us grow as a network and take care of our members effectively and efficiently. See you all in May! - Bhavna Singh

- SIMPLIFY LOGISTICS LTD - Ralph Wong
- Alien Logistics Sdn Bhd - Gavin Trapshah
- Commerce Continental - Ryan Soo





Member Visits

Nov 4, 2024

Exciting developments ahead! Our Network Development Manager, Tatiana Ageeva, recently met with Phillip Khoury from ADSO LLC in the UAE. They discussed expanding G7N membership, with plans for Phillip to enroll in his Oman branch and the upcoming Saudi branch in January. He also shared his enthusiasm for our conference, stating it was unlike anything he had attended before! Looking forward to a strong partnership!

See you at the conference!





G7N

Newsletter Topic

HOW

**CONTENT
CREATION
BUILDS STRONGER**

**FREIGHT
FORWARDING**

PARTNERSHIPS



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Newsletter Topic:

How Content Creation Builds Stronger Freight Forwarding Partnerships

In the freight forwarding world, establishing connections is only half the journey. It's what happens after the handshake that often makes the difference between a one-time exchange and a lasting partnership. Imagine you're at an G7N conference, meeting dozens of freight forwarders from all over the world. You exchange business cards, chat about potential collaborations, and make a strong impression. But as weeks pass, how do you make sure these new contacts think of you when the next shipment opportunity arises?

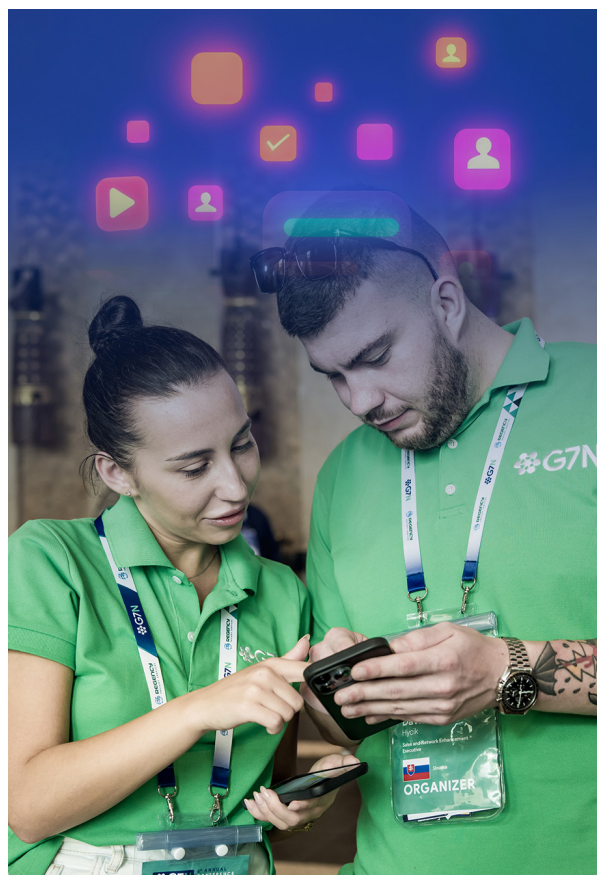


This is where content creation becomes a powerful ally. Staying active on LinkedIn helps reinforce the connections you've made and keeps you top of mind with partners across the globe. Through consistent content, you're passively staying visible, reminding partners of your expertise, and making it easy for them to reach out when they have needs in your area of expertise.

Turning Initial Connections Into Ongoing Partnerships Through Content

After an event, it's easy for those initial conversations to fade into the background as people return to their daily work. By sharing valuable content regularly on LinkedIn, those partners you met through G7N Logistics Networks continue to see your insights in their feed, keeping your expertise in mind even if you haven't spoken since the event. Imagine this: three months after meeting a forwarder from Singapore, they see an insightful article you posted on customs challenges in South America. They have a client interested in the region, and because you're fresh in their mind, they're more likely to reach out.

Creating valuable content can be as simple as sharing industry news, professional tips, or operational stories from your day-to-day. For example, you might post a brief update on a recent multi-modal shipment you managed, highlighting the challenges and how you solved them. Posts like these build your reputation as a reliable partner with problem-solving expertise, and they remind contacts of your active presence in the industry.





Maintaining Your Presence on LinkedIn: A Virtual “Follow-Up”

LinkedIn offers a unique way to follow up with contacts without directly reaching out each time. After adding new connections on LinkedIn, regularly sharing posts or updates serves as a friendly, unobtrusive follow-up. For instance, sharing insights on trends affecting international logistics demonstrates your industry knowledge and keeps you relevant.

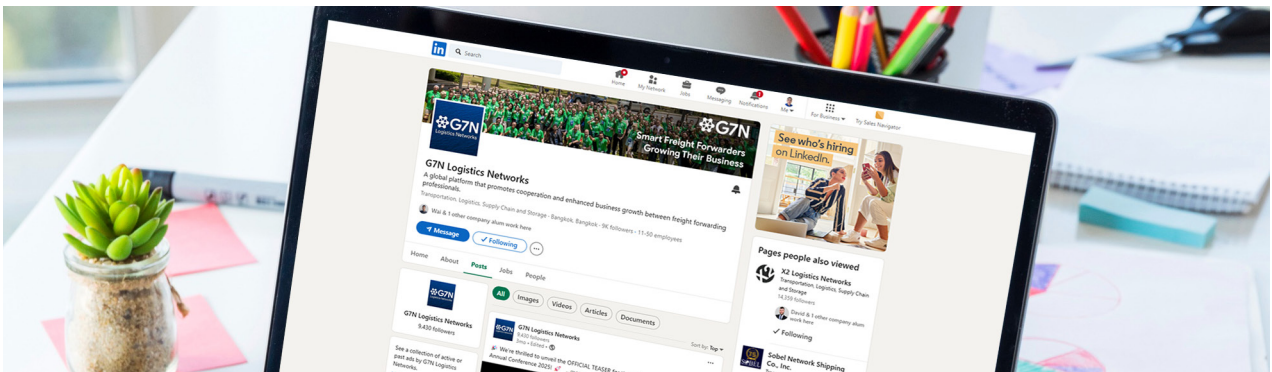
Some effective types of posts include:

Industry Insights: Sharing thoughts on trends, trade agreements, or policies impacting logistics keeps you positioned as knowledgeable and proactive.

Operational Stories: Success stories or unique challenges demonstrate your problem-solving capabilities and reinforce your dependability.

Educational Tips: Offering tips on Incoterms, warehousing, or customs procedures adds value for your connections, positioning you as a helpful resource.

The Advantage of Personal Branding over Company Pages

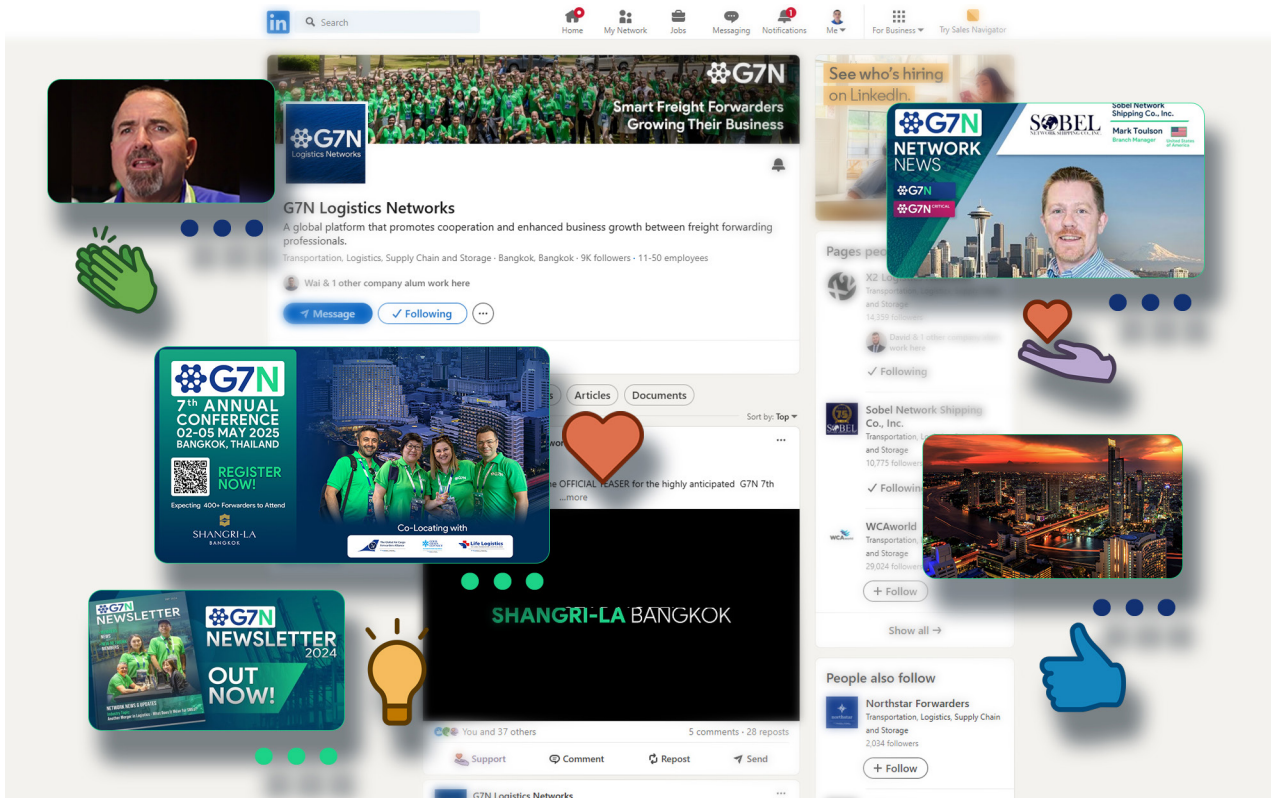


In freight forwarding, trust often starts with individual connections rather than a brand page. As a company owner, your personal LinkedIn profile can be a stronger tool for relationship-building than your company page, providing a channel to share unique insights, professional reflections, and engage organically with contacts. To see this dynamic in action, look at the difference in engagement between Bill Gates’ LinkedIn profile and Microsoft’s page. Gates, with over 38 million followers, posts on a wide range of topics from global health to personal experiences, which adds relatability and authenticity. Microsoft, with about 20 million followers, focuses more on corporate updates and product news. While both are valuable, Gates’ personal content allows for a stronger connection with followers who relate to him as an individual.

In freight forwarding, your personal profile can similarly act as a bridge between you and potential partners, showing your personality and approach to work. By engaging with others’ posts or commenting on industry developments, you’re not only positioning yourself as an expert but also as a friendly, approachable contact. Over time, these smaller interactions build a relationship of trust that’s crucial in a partnership-driven industry.

Building a Content Strategy That Supports Long-Term Connections

Creating content doesn't need to be complicated or time-consuming. Start with one or two LinkedIn posts per week and cover topics relevant to your contacts. This approach is an easy rhythm that keeps you visible without overwhelming your audience. A consistent posting schedule positions you as a dependable source of information, enhancing the trust that's key in long-distance partnerships.



Measuring Your Content's Impact

LinkedIn analytics offer insight into who's engaging with your posts. As you build a rhythm, you may start seeing familiar names from past events interacting with your content. These interactions are a sign that your content is keeping you "top of mind" for them. The result? When they have new business needs or are looking to collaborate, you're one of the first contacts they consider.

In sum, creating content with a purpose—to stay connected, top of mind, and valuable to your network—can be one of the most effective ways to turn brief conference interactions into meaningful, lasting freight forwarding partnerships. With a steady flow of professional, personal, and local content, you can maintain those relationships and stand out as a trusted partner in the industry.



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