

Conqueror Quarterly Newsletter

June 2015



Bangkok
6th-8th May

4th annual conqueror
meeting 2015



Message from the Director



Thank you to all of you who came to the 4th Annual Meeting in Bangkok last month. Check out page 3 for a montage of the fun we had and if you weren't there, see what you missed.

At the meeting, we announced that we have developed two new tools for members; Payment Monitoring System and Quotation Request Tool. These will be available for your use next month but in the meantime, you can read more about them on page 2.

We also have all the usual sections, member news and of course, cities needing coverage. Don't forget, you will receive a 25% discount off next year's membership for every successful referral you make.

Finally; a friendly reminder, we will be sending out the Cooperation Survey in the first week of July and your assistance in completing it in a timely manner is much appreciated. We have redesigned it making it simpler and quicker to complete. By assisting us with this, you are increasing cooperation and helping to rid the network of inactive agents.

Kind regards,

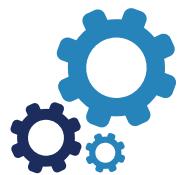
A handwritten signature in black ink, appearing to read "Antonio Torres".

Antonio Torres
Managing Director
Conqueror Freight Network

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New tools for members



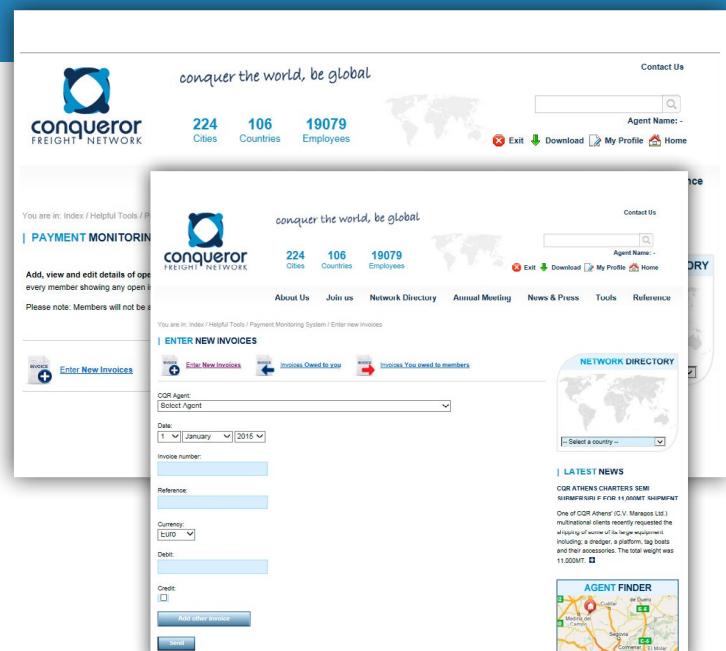
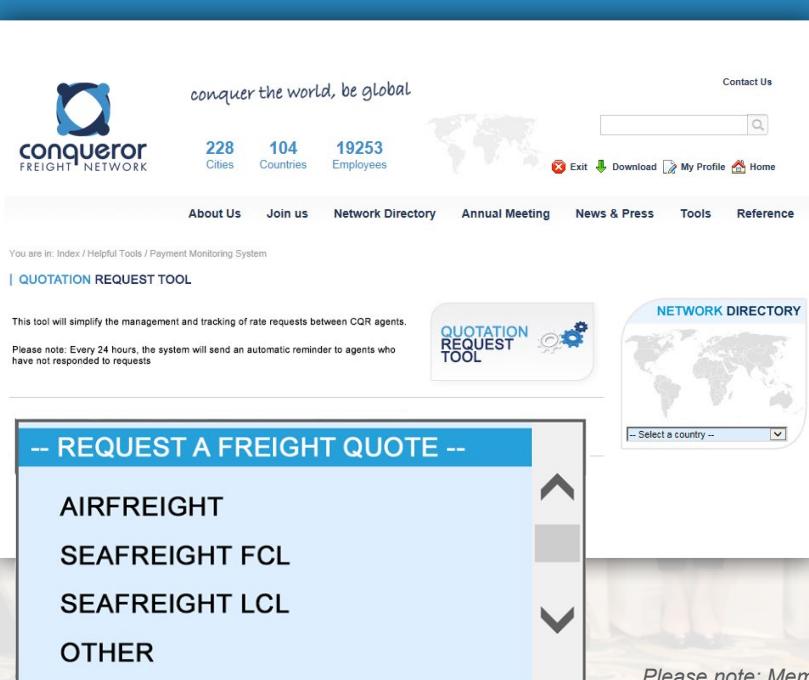
Online Quotation Request Tool

The aim of this tool is to streamline communication between members.

In this age of internet-based communication and countless different IT systems, the best way to bring agents together is by using 1 common system.

This tool will simplify the management and tracking of rate requests between CQR agents.

One useful feature is that every 24 hours, the system will send an automatic reminder to agents who have not responded to requests.

Payment Monitoring System

At CQR, we believe in promoting healthy financial relationships between members and preventing late payments.

After careful consideration, we have decided that an **Online Payment Monitoring System** is the best way forward. The CQR payment monitoring system will allow you to ADD, VIEW and EDIT details of open invoices, and the system will send periodic reminders to every member showing.

For more information, please contact Eduardo Knowles on eknowles@conquerornetwork.com.

4th Annual Conqueror Meeting

Bangkok, Thailand. 6th - 8th May 2015.

A picture is worth a thousand words



Watch Video



View Brochure

Annual Conqueror Meeting in the news

The wider freight forwarding community has been talking about the success of our meeting.



THE LOADSTAR
MAKING SENSE OF THE SUPPLY CHAIN

HOME AIR LAND SEA SUPPLY CHAIN PEOPLE

Freight forwarders cooperate in Bangkok for Conqueror Freight Network

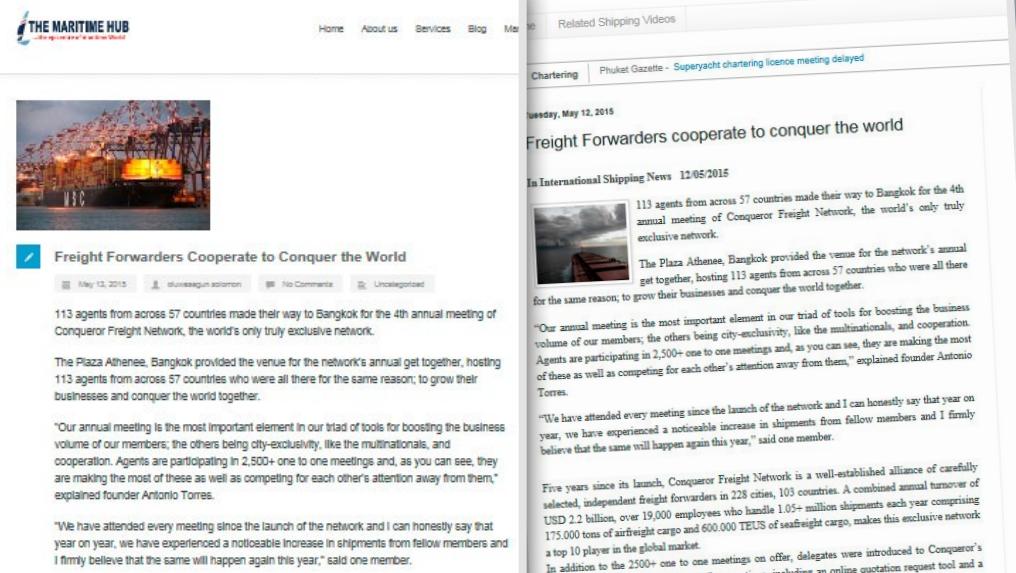
By Loadstar Editorial 05.19.2015 - Posted in Company News, Supply chain

Bangkok – 113 agents from across 57 countries made their way to Bangkok for the 4th annual meeting of Conqueror Freight Network, the world's only truly exclusive network.

The Plaza Athenee, Bangkok provided the venue for the network's annual get together, hosting 113 agents from across 57 countries who were all there for the same reason; to grow their businesses and conquer the world together.

"Our annual meeting is the most important element in our triad of tools for boosting the business volume of our members; the others being city-exclusivity, like the multinationals, and cooperation. Agents are participating in 2,500+ one to one meetings and, as you can see, they are making the most of these as well as competing for each other's attention away from them," explained founder Antonio Torres.

[Read more...](#)



THE MARITIME HUB

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Freight Forwarders Cooperate to Conquer the World

May 13, 2015 olusegun.solomon No Comments Uncategorized

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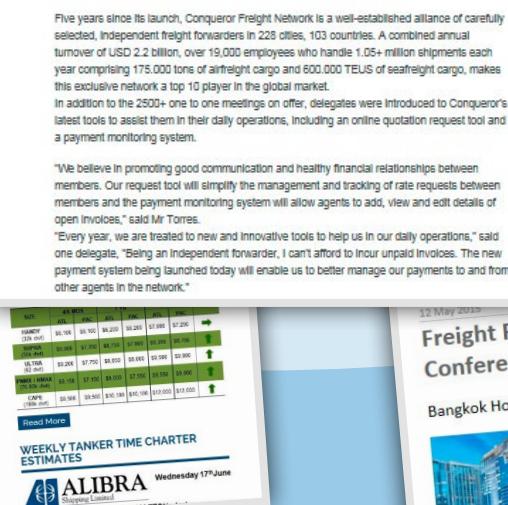
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"We have attended every meeting since the launch of the network and I can honestly say that year on year, we have experienced a noticeable increase in shipments from fellow members and I firmly believe that the same will happen again this year," said one member.

Five years since its launch, Conqueror Freight Network is a well-established alliance of carefully selected, independent freight forwarders in 228 cities, 103 countries. A combined annual turnover of USD 2.2 billion, over 19,000 employees who handle 1.05+ million shipments each year comprising 175,000 tons of airfreight cargo and 600,000 TEUS of seafreight cargo, makes this exclusive network a top 10 player in the global market.

In addition to the 2,500+ one to one meetings on offer, delegates were introduced to Conqueror's latest tools to assist them in their daily operations, including an online quotation request tool and a payment monitoring system.



Freight Forwarders cooperate to conquer the world

in International Shipping News 05.12.2015

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Handy Shipping Guide
Your Complete Global Freight and Shipping Directory

12 May 2015

Freight Forwarders Gather for Annual Conference

Bangkok Hosts This Year's Event

THAILAND – WORLDWIDE – Bangkok played host this year to the 4th annual meeting of the Conqueror Freight Network, a global alliance of freight forwarders which saw 113 member agents from 57 countries come together for a chance to meet and talk with an eye to developing business. With a combined turnover of over \$2 billion and 19,000 employees the 2,500+ one to one meetings on offer gave ample opportunity to catch up with old associates whilst developing new friendships. Founder Antonio Torres commented:

"Our annual meeting is the most important element in our triad of tools for boosting the business volume of our members; the others being city-exclusivity, like the multinationals, and cooperation. We believe in promoting good communication and healthy financial relationships between members. Our [new] request tool will simplify the management and tracking of rate requests between members and the payment monitoring system will allow agents to add, view and edit details of open invoices."

This last comment was in relation to Conqueror's latest tools to assist members in their daily operations, an online quotation request tool and a payment monitoring system, both of which received favourable comments from visiting delegates. The atmosphere at the gathering was doubtless helped by the location for this year's event, the five star **Plaza Athenee** hotel near Phloenchit BTS skytrain station.



conqueror
FREIGHT NETWORK

4th annual
me



Bangkok
6th-8th May

Annual conqueror
eting 2015



Member News

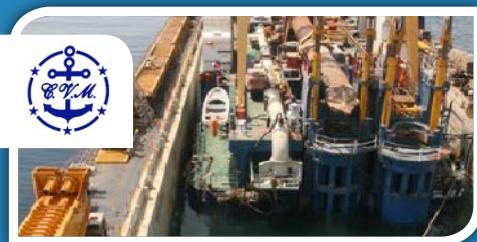
CQR TAKORADI SHIPS 85MT ELECTRICAL TRANSFORMERS

McDan Shipping, CQR's representative in Takoradi, was recently charged with receiving, clearing and hauling two electrical transformers (85MT each) from the port of Tema to Winneba, about 100km from the port.

McDan Shipping arranged two of its 120MT Lowbed trailers to take the transformers directly from the quay side. This was arranged to save the client port demurrage charges and also to avoid double the handling. The transformers were imported from Egypt by the government of Ghana to improve its nations' power grid system. The team had to mobilize their 150MT crane to offload the transformers at the delivery site where the transformers were to be installed. All this was done in record time due to proper planning and prior arrangement with port authorities to receive the cargo at the quay.



CQR ATHENS CHARTERS SEMI SUBMERSIBLE FOR 11,000MT SHIPMENT



One of CQR Athens' (C.V. Maragos Ltd.) multinational clients recently requested the shipping of some of its large equipment including; a dredger, a platform, tag boats and their accessories. The total weight was 11,000MT.

The team chartered a submersible FLO/FLO vessel for two consecutive voyages; Ras Al Khair to Jizan port, in Saudi Arabia, the second from Jeddah to Kavkaz port in Russia.

The uniqueness of this shipment was that the chartered vessel was one that can load sea water for the tug boats and its equipment, in order to float their entire transport. CVM Ltd, once more, met its client's challenges with professional punctuality and delivered a successful outcome.

TRANSPORTATION OF TRANSFORMERS FROM CHINA TO KAZAKHSTAN

Equipment for oil refineries is frequently transported to Western Kazakhstan and generally, all these cargoes are over-dimensional and out of gauge.

Recently, Globalink's experienced Project Department was tasked with handling and working out the most efficient route for the transportation of two transformers from Hefey, China to Atyrau, Kazakhstan. Certainly not the heaviest piece ever handled but with their deadline fast approaching, their customer needed the shortest possible transit time for delivery to final destination.

Always up for a challenge, their Project Team began planning right away. Using in-house resources, Globalink's China Office supervised the loading and lashing at origin and dispatched the cargo, where upon arrival at the Kazakhstan border, their Dostyk Office (situated strategically on the border) controlled the offloading and subsequent re-loading onto the waiting rail wagons for the final leg of the journey. Meticulous and thorough planning resulted in yet another successful delivery and in fact they beat their own delivery time. Comprehensive planning, flawless execution and constant monitoring ensured the job was completed as promised.



CQR VISAKHAPATNAM; PROJECT CARGO EXPERTS

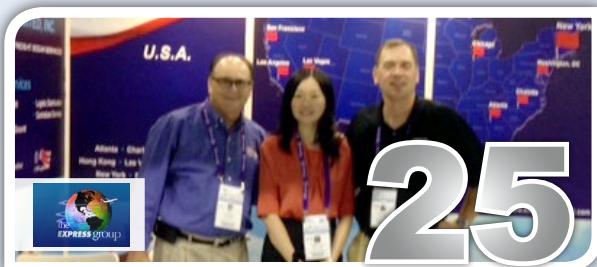


CQR Visakhapatnam, FOCUS TRANS TECH SHIPPING PVT LTD, is an expert in the handling of project cargo shipments. Here are a few examples of the team's most recent shipments!

- The delivery of a number of naval boats Ex Colombo to Vizag; these boats were discharged directly into the sea from vessel and then empty flat rake containers will discharge normally.
- A shipment of 7 x 40'OT + 5 x 40'FR (OH, OW) + 2X40'FB (OH, OW, OL) from Laem Chabang to Vizag, the 2 x 40'FB containers were discharged in Break Bulk operations.
- 2 x 40'FB - Over Length 105 CMS each side over width 45 CMS each side and over height 35 CMS.

CQR Visakhapatnam was founded with the intention of providing tangible benefits for customers in the area of logistics through a professional approach and maintaining high quality standards, offering competitive prices and on-time delivery through an ethical business approach. This approach has enabled FOCUS TRANS TECH SHIPPING PVT LTD to become one of the leading freight forwarders in Visakhapatnam, India.

CQR LAS VEGAS CELEBRATES SILVER ANNIVERSARY



We are grateful to our customers and partners whose business we have had the privilege of handling over the past 25 years. We will always be thankful for your support and loyalty. It means the world to us!"

CQR DURBAN: HANDLES MAJOR UNITED NATIONS SHIPMENT

Alpha Shipping Agency which represents CONQUEROR in both Durban and Johannesburg, was recently awarded, through their principals, part of a major United Nations tender to ship an entire military base from Lusaka in Zambia, via Durban and Douala to Bangui, in Central African Republic.

Alpha Shipping handled the road transport from Lusaka through Zimbabwe down to the port of Durban, the loading on board and port agency for the vessel. Director David van Maasdijk commented, "The logistics were complex and involved securing special permits from three governments defence forces to allow military equipment through their borders, and at the same time obtain customs clearances".

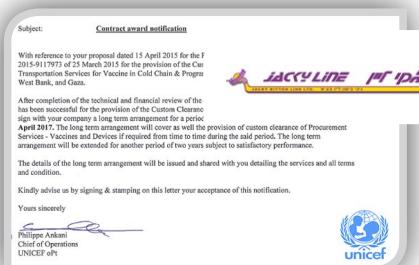
The total packing list consisted of 117 military vehicles, and containers which required complete coordination to deliver all the equipment, exactly on time to meet the vessel arrival at Durban. Van Maasdijk continues, "The operation was one of the biggest we have ever handled, and required constant attention and coordination with many different authorities, locally and over the border. That we made a very tight deadline was quite an achievement". Alpha Shipping's team all played a big part in the success of the operation.



CQR TEL AVIV AWARDED UNICEF PROJECT

Conqueror is pleased to announce that CQR Tel Aviv, Jacky Line, is providing Custom Clearing, Freight Forwarding and Transportation Services for Vaccine in Cold Chain and Program Supplies to Final Destination in Jerusalem, the West Bank and Gaza for the next two years.

The transportation of pharmaceutical shipments is a relatively new venture for the company, having started to handle such goods just a couple of years ago. But in just a short space of time, Jacky Line Group has sealed its place as the pre-eminent forwarder in Israel for these time-sensitive shipments.



JACKY LINE UNICEF

TIME IS OF THE ESSENCE

CARGO-PARTNER EOOD, CQR's exclusive agent in Sofia, was recently commissioned to ship 100 urgent packages of automotive parts in just 10 days. Each parcel had to be delivered from Bulgaria to London and from Germany to London in just 9 hours.

The delay of even one package would have caused hundreds of thousands euros loss to their client. In order to meet the short deadline, the team was available around the clock picking up the packages from their factory; yes, even during the night.

The team was very flexible and used different solutions in order to deliver the shipments on time - on board courier, charter flights, next flight out emergency service, prepaid capacity of the airlines, dedicated couriers for pick-ups and deliveries, exclusive support of ground handling agents to ensure handling during the night, etc. Thanks to their good business relations with the carriers and the airlines, as well as their proven record in the three point traffic, none of the shipments was delayed.

"The client was satisfied by our services and we managed to establish good long term business relations with him," said Adriana Damianova, Director Business Development, she continued, "we would invite any members with urgent cargo who are looking for a reliable partner who is attentive to details and will deliver in a timely manner, to get in touch with us. Due to our experience and knowhow, we can support you with solutions for triangle shipments also. We are available 24/7 and will find the best solution for you because we just take it personally."



Cities needing coverage

9 new
cities

Since our last publication, Conqueror has covered:
Rome, Yangon, Manila, Guangzhou, Santiago, Dar Es Salaam, San Pedro, Chennai
and Prague.

There is still room for more agents. Therefore, **we would like to remind agents that the referral programme is still open**. All it involves is a quick conversation between you and another agent. Simply tell them about Conqueror and the benefits you have experienced from your CQR membership.

Should they apply and their application be successful, you, the referring agent, will receive 25% off your annual membership. A maximum of four discounts can be awarded per member annually.

What have you got to lose!

Examples of cities needing coverage are:



Conqueror Birthdays

Nancy Wei	03/07/
Sami Atik	04/07/
Trang Thai (Tracy) Trang	05/08/
Keree Chaichanavong	05/09/
Roberto Ramos	07/07/
CT Tsui	07/09/
Jarkko Lamminpaa	08/09/
Ronee Sengupta	08/09/
P.N. Swaroop	09/08/
Liming Zhang	10/07/
Faraz Malik	11/09/
Richard Brook-Hart	12/07/
Nguyen Dung	17/08/
Kurt Leichum	18/09/
Mazen Khaled	19/07/
Joseph Greco	20/08/
Elena Gabetova	20/09/
Paulus Juergen	22/07/
Nabiul Amin	25/08/
David Plaza	26/09/
Hendratmoko Walujo	27/07/
Amjad Qaituqa	29/09/
Alex Selwyn Rajkumar	30/07/
Isaac Jacky Bitton	31/07/



Endorsed Meetings

Conqueror is collaborating with many industry events and members can enjoy exclusive discounts. Please contact abarton@conquerornetwork.com to find out more.




india smart supply chain forum
capitalizing smart supply chain world

2015

4 - 5 August
Radisson Blu Plaza
New Delhi | India



10th Southern Asia Ports, Logistics and Shipping 2015 India

Biggest Annual Container Ports & Terminal Operations Exhibition Conference in Southern Asia

The Leela Mumbai, India | Tuesday 15 and Wednesday 16 September 2015



12th Ballast Water Management Summit

16th-17th September 2015 / Singapore

Book Now & Save £225 on Your Registration
Contact: Mohammad Ahsan on +44 (0)203 141 0606 or email: mahsan@acieu.net



EUROPEAN BULK LIQUID STORAGE 2015

9-10 SEPTEMBER
ANTWERP, BELGIUM



European Dredging Summit

7th & 8th October, 2015 / Antwerp, Belgium

HYDROCARBON CYBER SECURITY

14-15 OCTOBER 2015 | London, United Kingdom



ACI'S 7TH FPSO VESSEL CONFERENCE

4TH-5TH NOVEMBER 2015. HOUSTON, TEXAS – USA.



7TH ARCTIC SHIPPING SUMMIT

11TH - 12TH NOVEMBER

London, UK



3RD PORT SECURITY SUMMIT

25th-26th November 2015, Bremen, Germany

Exclusive Site Visit:
Port Of Bremen
24th November 2015

For More Info & Registrations
Please contact, Rohan:
rbaryah@acieu.net



14th Intermodal AFRICA 2015

Biggest Annual Container Ports & Terminal Operations Exhibition Conference in Africa

Lagos Oriental Hotel, Nigeria | Wednesday 25 and Thursday 26 November 2015





03-05 MARCH 2016

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