



... WELL CONNECTED

the CPN Bulletin



CPN 24th Annual Conference 2020 will take place

in

Cape Town, South Africa



Samer & Co. Shipping celebrates 100 Years...!!!



In Trieste, on the 30th May, **Samer & Co. Shipping** celebrated its centenary with a gala dinner in a fascinating venue facing the sea. More than 400 international guests were greeted by Enrico and Lilli Samer, together with local and national authorities and diplomats, who paid homage to the first century of the company.

Established in 1919 as the Italian office of the British ship owner *Ellerman & Wilson*, **Samer & Co. Shipping** gained its current, strategic role thanks to Mr. Dario Samer, who was the first non-British manager and later ac-

quired the company in the '80s, changing its name and expanding its business scope, from shipping to insurance, from freight forwarding to managing port terminals. Today, the most recent focus is partnering with the local scientific institutions to attract high-technology industries into the *Customs Free Zone of Trieste*.

Together, the 100 years in business of Samer and the 300 years since the Free Port was established make Trieste a hub for shipping and logistics that is reliable, customer-friendly, internationally oriented and ever-expanding, especially in recent times when this port was indicated as the gateway to Europe under the *One Belt One Road Initiative*.





PT. Bakhtera Freight Worldwide, Indonesia inaugurates BAKHTERA CORP.- MARKETING OFFICE



Bakhtera Corp, which also houses of PT. Bakhtera Freight Worldwide and PT. Bakhtera Innovation Gemilang, along with their few brands partners, on Friday, June 28, 2019, they held a Soft Launch to inaugurate BAKHTERA CORP, MARKETING OFFICE.

The event was attended by Team Management, Clients reps, Partners, and all employees of Bakhtera Corp.'s Head Office.

New office located in Puri Mansion's and act as Marketing Office, which has a minimalist concept, it is hoped that it can facilitate marketing activities and business development in the future more effective, innovative, creative & dynamically.



Olamilekan Adelana, CEO Zenith Carex Courier & Logistics visits CPN Head office in Canada from June 14 to 18





PENTAGON FREIGHT SERVICES AS (PFS) acquires Seafront logistics AS effective from June 25, 2019.

PRESS RELEASE

Norway – 24 June 2019

Pentagon Freight Services AS (PFS) has entered into an Agreement to acquire the forwarding department of Seafront Logistics AS (SFL), effective from 25 June 2019.

The acquisition relates purely to SFL's forwarding divisions in both Kristiansand and Larvik. The remaining activities of SFL (port services, port haulage, port security and Seafront Dockers) will continue under the Seafront name and brand. PFS and SFL have enjoyed a close association for many years, both occupying the same office building in Kristiansand. With ambitions to grow and develop the business even further, the acquisition of SFL's forwarding department provides PFS with the mechanism to do this.

Lars Reidar Grimestad, Managing Director, Pentagon Freight Services AS, commented:

"We know all of SFL's employees and there are staff that have previously worked with Pentagon. We also have staff at Pentagon that have previously worked with SFL. The integration of people should be positive and inspiring."

"There are some great opportunities available and we want to receive our fair share. To achieve this, we need more people with the right skills. This acquisition will provide that and puts us in a position where we need to be."

Seafront Logistics AS have operated as a small niche forwarder since 2007. SFL's forwarding department operates over two locations in Norway (Kristiansand and Larvik) and employs 18 staff with first class forwarding skills. In addition to general forwarding for multiple clients, special areas of expertise are advising on complex customs processes and imports from the Far East.

Morten Årikstad, Chairman, Seafront AS, commented:

"It is becoming harder and harder to survive as a small forwarder. On top of being competitive and having to deal with developments within IT, QHSE and Compliance, it is difficult. By joining PFS, we can deal with these aspects in a totally different way, not at least through global certifications, such as ISO9001, ISO14001 and OHSAS18001."

"We have had a two-sided focus on forwarding for a long time. Getting all forwarding activities together under the Pentagon umbrella, will give us a momentum going forward and release a lot of positive energy."

Following completion of the acquisition, Pentagon Freight Services AS (Norway) will employ more than 80 dedicated employees over four locations, in Stavanger, Kristiansand, Larvik and Oslo (Gardermoen).

Ashley Taylor, Group CEO, Pentagon, commented:

"We are delighted to welcome the SFL forwarding team. SFL has been a well-respected and long-term logistics partner working with many customers. SFL's forwarding expertise, combined with our facilities, systems and Global footprint, will undoubtedly assist us to substantially grow our business even further going forward."

"This is an exciting addition to our business as we continue to follow our Mission to be recognised as the Best-In-Class Freight Forwarding & Logistics Service Provider to the Energy & Resource industries."

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NEW GLOBE rides with BMW !

Two Estonian planned for perfect holidays with a road trip to India on their magnificent BMW's. All they needed was reliable logistic partner to cater to their logistic needs. New Globe – AEO operator with all India presence, came to their rescue. New Globe with team of experts, assisted Estonian tourist travelers by timely clearance of Two BMW 1170 CC Adventure Motor cycles.

These are some words of admiration from our Estonian partners :-

"We appreciate the work New Globe did with this shipment, took all together two months to arrange this. Without your help we wouldn't be able to send this cargo. Your knowledge with this shipment was highly appreciated. Thank you and all of your team for making this work. We will contact you again if we have any shipments from or to India."

Rebrand Announcement



**Former Universal Logistics Solutions Int'l, Inc.
rebrands to Cavalry Logistics International, Inc.**

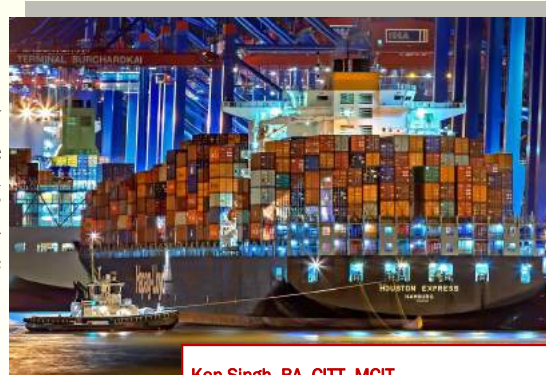
As per the report of *Sandi Villeneuve, General Manager*, Cavalry Logistics International, Universal Solutions international changed their name to Cavalry Logistics International, Inc. effective 7/1/9. All business activities will be conducted under this name.

He said in this report “what does this change mean for you? You can still expect the same point of contact, from the same team, with the same level of service for all of your international needs. We look forward to bringing you expanded service offerings and improved features in the near future. Look for more communication from us as any new changes are rolled out. We will continue to serve you with the same devotion to excellence and quality which you have come to expect from us. If you have any questions regarding this change, please do not hesitate to reach out to us for clarity. We look forward to your continued business and support!”

Shipping and the supply chain: keeping up in the e-commerce era

The rise of e-commerce is changing the face of global logistics, and shipping companies aren't exempt. How is the industry keeping up with the supply chain changes coming from the e-commerce revolution, and who might be left behind?

The rise of e-commerce in the last two decades has helped to break down the traditional barriers of global trade. Increasingly integrated supply chains, coupled with the rise of e-commerce giants such as Amazon and Alibaba, have served to meet soaring demand as internet access continues to skyrocket worldwide and a burgeoning global middle class emerges with disposable income and a taste for foreign-made products. [Read more](#)



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SEND US YOUR FEED BACK

We are always open to your comments and suggestions. Let us know what topics you would like to see discussed in our Bulletin and your impressions about this new era of communication we are initiating. By getting better communicated, the impact of our interactions will increase and be potentiated. Keep in mind the increases challenges that globalization imposes to us and, in consequence, apply this valuable formula: **“Act locally; but think Globally”** [Not a CPN member? If you are interested to receive this Bulletin, please send an email to [subscribe to cpn@cargopartnersnetwork.com](mailto:cpn@cargopartnersnetwork.com)]

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