



United Shipping  
Local People. Worldwide Trust.™

We

service

the

world!

January 23, 2019

## NETWORK NEWS

*A GLOBAL INFORMATION SOURCE FOR FORWARD THINKERS*

### Meeting News

#### Asia Regional Meeting

The Asia Regional Meeting (ARM) ended January 18th and attendees are flying back home. We will have more information and photos in our next edition, allowing the partners who couldn't be there an opportunity to hear what was discussed and have a general overview of the meeting. Stay tuned!



#### Vienna: Food & Wine Poll



The Corporate Office would like to know your interest in an event after the meeting officially ends on May 16<sup>th</sup>. We have the opportunity to take a smaller group to a wine and food tasting event on Friday, May 17<sup>th</sup>. Most of our attendees leave the Friday after the meeting, but it is our goal to determine what the interest level would be from you on having this event. If you plan on attending the Vienna meeting, please make a selection if you would be interested in this event.

I am attending the WWM in Vienna and would be interested in a food & wine event on May 17

Yes

Select

No

Select

## Sponsorship Opportunities

Is your company interested in sponsoring an event for our 52nd Worldwide Meeting? We have several ways you can do this and get your company's name displayed as well! Or, maybe you just want more information on it? Either way, the Corporate Office is happy to speak with you about it - just send us an email letting us know and we can go over all the options!



## Corporate News

### 2019 Partner Performance Survey is Open!



We need your assistance! We need you to create a survey entry for all partners with whom you did business last year. Log in to the USI website and click the **2019 Partner Survey** button. Once you are finished, click to "Save & Submit My Survey." There are four categories to rate a partner: Operations, Communications, Payments and Sales. Use the following

scale to rate partners with whom you conduct business. You must rate them in each category: 5 (Excellent), 4 (Very Good), 3 (Satisfactory), 2 (Needs Improvement), 1 (Poor), 0 (Not Applicable). There is also a category to vote for Partner of the Year. Please make sure you thoroughly review all your selections before submission. Please submit your survey by March 1, 2019.

The feedback we receive from **YOU**, our partners, correlates to how the awards are assigned to the winning companies and given out each year at the Worldwide Meeting. It is SO important you vote! Let your voices be heard!

### UPS Rate Increase

There has been a 4.9% rate increase with our UPS services both Internationally and in the USA. If you are billing customers for services before you receive your bill, please make sure you are factoring this increase in.



### February Holidays

Click for complete list!

# HELLO FEBRUARY

## *Partner News*

### Happy Anniversary Bruno!



This month, Bruno Liotta, Managing Director for Interunion, celebrates his 19th work anniversary!

From all of your United Shipping family,  
**CONGRATULATIONS!**

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### Groupe RDT Launches New Website

Dear Partners and Friends,

To start this new year, Groupe RDT has the pleasure of announcing the launch of its new website! It offers a comprehensive overview of our expertise, services and solutions. The interface provides a more interactive experience allowing the customer to find information easier than before. Feel free to get in touch with your usual contacts, Julie, Caroline or Bruno for further details. We invite you all to visit our new website: [www.groupe-rdt.com](http://www.groupe-rdt.com)



Warm regards from France,  
Bruno Caujolle, Director

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## ATC Selected For Huge Project

ATC Global Logistics Pvt Ltd proudly announces the successful execution of an exports project of Heavy Earth Moving Machinery on "88 flat rack containers from Kolkata Port. Besides these, a break bulk vessel, MV Hanxin/1853 of M/s. Rainbow Marine & Shipping Pte Ltd, Singapore, was chartered last week for loading 3000cbm cargo with gross weight 476377kg. The shipment consisted of tippers, water tankers, concrete pumps, generating sets, JCB, trailers, hydra cranes, hydraulic press diesel dispensers and 400 KVA diesel generating sets. Just to name a few!

These exports are worth USD \$484 million, which Mizoram-Myanmar Kaladan Multimodal Project awarded to a Delhi-based Indian infrastructure company by Myanmar Government. We are proud to be a part of this huge project. On completion of this 109 kilometers road project, Mizoram will get directly connected with Myanmar by land.



### Got News?

Partners - we need you to share all your important information with us! Moving? New Employee? Major Project? We want to know! Email the Corporate Office today!



## Willson International Logistics Limited Canada



**Who We Are:** Since 1918, Willson International has been a revolutionary force in simplifying North American cross-border trade with client-focused customs brokerage and logistics solutions. With service locations at major gateways along the Canada-U.S. border, in addition to trusted logistics partners around the world, Willson helps ensure on-time and cost-effective distribution of your goods. Our goal is to break through the industry barriers and deliver exemplary service to importers and exporters across North America. Willson International will guide your supply chain process so you can get back to running your business.

**Specialized Expertise:** Willson International is a fourth-generation, family owned business with deep-rooted experience and expertise in the regulatory environment of international trade. Using real-time and innovative technology tools, web portals and expertly trained client service specialists, Willson has upheld its reputation as the service provider of choice to a wide variety of time-sensitive and logistically complex businesses, including the food, steel, produce, floral and automotive sectors, among others. We facilitate global trade through:

- Canada/U.S. Customs Brokerage
- Non-Resident Importer (NRI) Customs Brokerage
- International Air & Ocean Shipping and Logistics
- LTL Cross-border Shipping and Logistics

Our customs and logistics specialists quickly and professionally navigate technology, processes and regulations to identify only the best options that meet importers' and exporters' unique needs. We're thorough, precise and forward-thinking — exactly what our clients need to succeed in a competitive world.

**Why Choose Us?** Willson International does more than just move your goods across borders, quickly and cost-effectively. For almost a century, we've been building successful partnerships within our industry and yours with unrivalled expertise, to help you gain a competitive edge in the marketplace. So, what can you expect from Willson International and its team of professionals?

- **Accessibility & Transparency:** We have the tools and resources to get answers when you need them. As a Willson International client you have 24/7/365 access to the most experienced customs and logistics specialists available. This results in 98% of inquiries being resolved on the first call – no passing you around from office to office or person to person.
- **Comprehensive Process & Risk Management:** Willson's standardized processes and e-commerce readiness ensure everything gets done right

the first time — lowering risk, saving time and reducing direct costs.

- **Industry-Leading Knowledge & Expertise:** Our experts are continuously engaged in the trade community and professional development opportunities. We are members, board members and chairmen of industry specific associations, actively involved in decision making processes, bringing best practices, trends and regulatory developments to our business and yours.
- **Powerful Client Portal & Technology Tools:** Our WillTrade suite of technology tools delivers the information you need from your own customized web portal. Whether you need to create documents, track a shipment, analyze data or perform an audit, WillTrade has you covered. Our real-time technology tools are just what you need to streamline your trade process.

## *Industry News*



### **Air Cargo Supply Chain Disruptions Expected if U.S. Shutdown Persists**

The current United States federal government shutdown is already the longest in history with no clear end in sight, and industry associations and participants are concerned that aviation and airfreight will suffer in the short- and long-term if it is not resolved soon. Our sister site Cargo Facts [reported](#) some of those concerns related to aircraft certification last week, but daily operations also stand to be affected if the shutdown continues longer-term. To read Air Cargo World's full article, [click here!](#)

### **Forwarders Step Up to Prepare for 'Hard Brexit'**

Following the rejection of United Kingdom Prime Minister Theresa May's European Union withdrawal agreement, in a statement today the British International Freight Association (BIFA) recommended its members prepare for what it expects will be "a hard Brexit." To read Air Cargo World's full article, [click here!](#)



## Challenges Mount for US Intermodal Rail

As a new year for US transportation begins, the question of what is to come inevitably comes to the fore. For intermodal, 2018 was a good year, the best in some time. But it also was a year of missed opportunities. Rather than a springboard for future gains, the industry's performance may have created new challenges that will need to be overcome in the coming months. Meanwhile, big changes are under way in the underlying intermodal network and service offerings, with uncertain implications for the industry's growth prospects. To read The JOC's full article, [click here!](#)

### Container Congestion Ripples US Interior

Cargo owners are facing weeks-long delays and demurrage bills into the thousands of dollars as international containers stockpile at Union Pacific Railroad's Marion terminal in Memphis, Tennessee, and Global IV terminal in Joliet, Illinois.

The surge of imports into Los Angeles & Long Beach causing congestion in December is now spreading inland, although there are no complaints yet about BNSF Railway's yards. The volume spike is also bringing back two chronic issues: chassis shortages and lack of trucker choice. Ocean carriers and terminal operators have advised that this disruption may continue until mid-to-late February. To read The JOC's full article, [click here!](#)

### New Vancouver Fee Promises Faster Cargo Clearance

Beneficial cargo owners (BCOs) shipping through the port of Vancouver will soon have to pay a C\$25-per-TEU fee (\$18.82 per TEU) for Canadian Customs inspections at a new facility, with a trade-off of timelier inspections and fewer detention and demurrage charges. To read The JOC's full article, [click here!](#)

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### Other News Links to Check Out

- [Chittagong-Dhaka Rail Expansion Critical](#)
  - [Cascade of Capacity Cuts to Mark Asia-Europe Trade](#)
  - [Air Cargo Global Launches Direct OSL-TSN Route for Seafood](#)
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**ON THE ROAD TO SUCCESS,  
THERE ARE NO SHORTCUTS.**



**NOBODY TOLD THIS GUY.**

STAY CONNECTED

