



United Shipping
Local People. Worldwide Trust.™

We

service

the

world!

February 25, 2022

NETWORK NEWS

A GLOBAL INFORMATION SOURCE FOR FORWARD THINKERS

From the Desk of USI's CEO

Dear partners,

As you are aware, cybercrime is increasing daily along with threats to all of our United Shipping members. In particular, this includes wire transfers into fraudulent bank accounts. As a result, the United Shipping board of directors is reminding all members to be more diligent than ever when dealing with monetary transfers and cyber security. **Please be advised that the MLGP does not, nor has it ever covered losses suffered by a member when the member has transferred funds into a fraudulent bank account.** It is the paying member's responsibility to confirm that funds are transferred into the legitimate account of the creditor member.

In regard to wire transfers of funds, there are a number of red flags to be aware of:

- **A change in the member's bank account is the most significant red flag.**
- Any irregularity in a member's email address
- Contact received from an unknown person

To avoid problems in the future, the board recommends that any significant payments be verified in a number of ways as follows:

- Compare the bank account information provided with the account information on the United Shipping website
- Confirm the account information with the United Shipping administrative office
- Call someone known to you to verify the legitimacy of the email and the bank account information provided

As a reminder, the relevant language of the MLGP which describes covered losses is: "The MLGP is designed to reimburse USI Members or previous Members for the non-payment of undisputed freight forwarding charges including customs clearance and duty charges, freight or transportation expenses and charges for all authorized services and expenses relating to the transaction or shipment, which are properly the obligation of another USI Member or previous Member, subject to the provisions of this MLGP policy, as amended from time to time by the Board of Directors of USI."

This means that if your company has paid money into a fraudulent bank

account and your company fails to pay the member to which the funds should have been paid, this member may have a legitimate MLGP claim subject to the other limitations in the MLGP policy. In this event, United Shipping will have a claim against your company for funds paid by the MLGP.

Sincerely yours,

Bill Hromada, C.E.O.
United Shipping Inc.

From the Desk of the Director of Operations

Hello Partners!

I trust this message finds you all happy and healthy. In case you didn't see my message from two weeks ago, our Worldwide Meeting is a go and spots are going fast. In case you haven't registered yet, please do so as soon as possible to guarantee yourself a room. Registration has been great the last two weeks and we are looking forward to this well overdue get together with everyone. Should you have any questions, please don't hesitate to contact Lacey or myself.

Also, another reminder that we have a new address in Denver. Please do take note and update as our mail will only be forwarded for so long.

United Shipping Inc./ United Shipping Lines
2000 S. Colorado Blvd
Tower One, Ste 2000, Mailbox 1069
Denver, CO 80222

Regards,

Michael McKay
Director of Operations
United Shipping Inc.

Meeting News

Registration is Open *No Ocean View Rooms Left*

The registration for our upcoming Worldwide Meeting in Cancun is well under way and we couldn't be more excited! If you have not registered, please send in your registration as soon as possible. As of now, we only have lagoon view rooms and villas available. Please submit your registration to the [Corporate Office](#). ***The deadline to register will be Friday, March 18, 2022.***



The festivities will kick off on Sunday, May 8, 2022 with your choice of golf or a catamaran/snorkeling excursion to Isla Mujeres (more information below). We have a full week planned and more announcements coming. Our meeting will

come to a close on Thursday, May 12, 2022 with our awards banquet dinner. Please plan on attending and having a wonderful meal with your partners.

Excursions for Sunday, May 8



Golf: Iberostar Cancun

The Iberostar Cancún Golf Club is conveniently located in the heart of the hotel district. Cradled between the Caribbean Sea and the enchanting Nichupté Lagoon, and sitting among the lush mangrove vegetation, abundant indigenous plants and exotic wildlife, it's no wonder this exotic golf destination is a favorite choice for local and international players alike.

- Green Fee includes:
- Practice area
- Shared Golf Cart
- Food (*Breakfast from 07:00 a.m. to 10:00 a.m. Quesadillas, scramble eggs, omelet Snack from 10:00 a.m. to 06:00 p.m.: Sandwich, Salmon Sandwich, chicken sandwich, hot dogs and hamburger, French fries, pastor tacos, nachos and guacamole*)
- Beverages (*Open Bar Includes: beer, Tecate light, XX lager and Sol, Coca Cola, Sprite, Tequila Cuervo Especial, Don Julio, Jimador, Ron Havana Club Bacardi Solera, Appleton Especial, Whisky JW Red Label, Vodka Absolut, Stolichnaya, Smirnoff*)
- These rates include all taxes

Private Catamaran Sailing & Snorkeling

Sail through the crystal clear turquoise waters of the Caribbean Sea and enjoy a day full of fun and adventure while overlooking Isla Mujeres and snorkel on the fantastic reef near Playa Norte Beach.



This will be a 4 hour excursion. There will be snorkeling equipment (mask, tube, flippers) provided. Bring comfortable clothes and shoes, swimsuit, beach towel, sunglasses, cap, sunscreen, cash or credit card for extra activities, for souvenirs and personal shopping.

Current Attendee List

If you see your information below is incorrect or you need to change your reservation, please contact the [Corporate Office](#) as soon as possible. Your guest will not be listed below. However, if any changes need to be made with your guest's registration, please let us know.

If you sent your registration in after 3PM CST on 2/24/22 then your name may not appear on the list below. However we will be sending this list out on a regular basis and it should appear the next time the list is published.

Partner Company	Location	Last Name	First Name	Arr	Dep
Alfons Koster & Co. GmbH	Germany	Vasilopoulos	Peter	5/7	5/13
Alfons Koster & Co. GmbH	Germany	Hansen	Jan	5/7	5/13
Asian Consolidation International Services	Philippines	Vocales	Vivian	5/7	5/13
Asian Consolidation International Services	Philippines	Rodriguez	Emily	5/7	5/13
Asian Consolidation International Services	Philippines	Sengco	Maria Fe Nep	5/7	5/13
Bronel Group Ltd	United Kingdom	Dowling	Colin	5/7	5/14
Bronel Group Ltd	United Kingdom	McEvoy	Noel	5/6	5/13
Bronel Group Ltd	United Kingdom	Resinelli	Carlo	5/7	5/14
Combi Logistics Indonesia	Indonesia	Yahya	Dani	5/8	5/13
Delamode Anglia Ltd.	United Kingdom	Narup	Martin	5/8	5/13
Delamode Anglia Ltd.	United Kingdom	Green	Paul	5/8	5/13
Delamode Anglia Ltd.	United Kingdom	Mullins	Steve	5/8	5/13
Europrim Shipping	Romania	Ozdemir	Cristina	5/5	5/15
Europrim Shipping	Romania	Ungureanu	Dana	5/5	5/15
Fred Hall & Associates	Dallas/Ft Worth, Texas	Hall	Fred	5/8	5/13
Genuine Freight Services Ltd.	Kenya	Bosco Odera	John	5/7	5/13
Ghibli Forwarding Ltd	Hungary	Bicsak	Tamas	5/6	5/14
Griffin & Company Logistics	Minneapolis, Minnesota	Holetz	Michael	5/7	5/14
Griffin & Company Logistics	Minneapolis, Minnesota	Griffin	Billy	5/8	5/13
Groupe RDT	France	Caujolle	Bruno	5/9	5/14
Groupe RDT	France	Kalfalli	Kevin	5/8	5/14
Hawthorne Global Logistics, Inc	Houston, Texas	Piercy	Judy	5/7	5/13
Hawthorne Global Logistics, Inc	Houston, Texas	Tucker	Randall	5/9	5/13
IFC Global Logistics Pty Ltd	Australia	Bevinetto	Renzo	5/6	5/14
IMEX Shipping & Logistics LLC	United Arab Emirates	John	Joseph	5/7	5/14
ISS Global Forwarding Tasimacilik A.S	Turkey	Atalay	Burak	5/7	5/12
Jade International, Inc.	Philadelphia, Pennsylvania	Eisman	Marc	5/7	5/15
JP Reynolds Company	Fort Lauderdale, Florida	Penfold	Leslie	5/8	5/13
Leon Vincent	France	Hernandez	Cyril	5/7	5/11
McClary Swift	San Francisco, California	Swift	Jim	5/7	5/15
Midwest Transatlantic Lines	Cleveland, Ohio	Lazzaro	Tom	5/7	5/15
New Transport Milan	Italy	Volpe	Tino	5/7	5/14
New Transport Milan	Italy	Cattaneo	Cristina	5/7	5/14
Panamerican Logistics Group, S.A.	El Salvador	Bright	Deborah	5/8	5/12
Pearson & Paris	Denver, Colorado	Pearson	Jim	5/7	5/14
Roanoke Trade	Houston, Texas	Skipper	Sheila	5/7	5/13
Robert E. Landweer & Co.	Seatac, Washington	Benjaminson	Michael	5/7	5/14
TYN Ramirez Hnos, S.A.	Spain	Soriano	Josep-Maria	5/8	5/13
TYN Ramirez Hnos, S.A.	Spain	Marti	Josep	5/8	5/13
United Shipping Inc.	Washington, D.C.	Howorth	Alban	5/7	5/13
United Shipping Inc.	Canada	McKay	Michael	5/6	5/15
United Shipping Inc.	Longview, Texas	Chapman	Lacey	5/6	5/15
United Shipping Inc.	United Kingdom	Moxon	Derek	5/6	5/20
Vabix Airfreight	Netherlands	Maasbommel	Jeroen	5/7	5/13
W.F. Whelan Company	Detroit, Michigan	Falzon	Dan	5/9	5/13
W.F. Whelan Company	Detroit, Michigan	McLogan	Jerry	5/9	5/13
Wildenhofer Spedition and Transport	Austria	Stadlbauer	Gunther	5/6	5/14
Xpand Logistics Ltd.	United Kingdom	Parker	Stuart	5/7	5/14

Click the above to see a full/printable list

Partner Performance Survey is NOW OPEN Please Vote Today!



United Shipping has launched the Partner Performance Survey for 2020 & 2021! We are asking that you create a survey entry for all partners with whom you have done business with over the past two years. It takes only a few seconds to complete for each partner. We know your time is valuable, so we created the survey so that it will be very easy to navigate and complete. Simply log into our website with your credentials and click on the *2020 & 2021 Partner Performance Survey* under Resources.

With this survey, you are evaluating your interactions with your partners. There

is a scoring system for **OPERATIONS, COMMUNICATION, PAYMENTS & 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 section for Partner of the Year. Please make sure to cast your vote!

If you have any questions, please do not hesitate to contact the Corporate Office. We are always happy to help!

The survey is open beginning today and will close on
Friday, March 18, 2022

The winners will be announced at the awards banquet & dinner in Mexico on
Thursday, May 12, 2022.

We Are Looking For Sponsors



Did you know that your company can sponsor or co-sponsor an event at our Worldwide Meetings? There are many ways to sponsor. A lot of times it can sound costly to sponsor something for an event like this. But, rest assured, no sponsorship is too small! Maybe you want to do contribute to a smaller event or wine at a dinner? Maybe you'd like to sponsor a lunch or the meeting book? There are opportunities for larger sponsorships as well! We would love the opportunity to talk to you about them all. Email the [Corporate Office](#) today and we can discuss all the options available!

Corporate News

February Bills of Lading

Your February Bills of Lading will be due into the Corporate Office by March 10. Please send all Bills of Lading in one PDF.

A TLI Number or NRA Number must be entered on **ALL** US Bills of Lading upon issuance. This is an important detail that **MUST** be followed. Any US Bill of Lading sent without this information will not be accepted. If you have a question or are unsure about something, please contact the [Corporate Office](#) and we will help you.

AR Reports

Your February AR Report will be due March 10. All AR Reports should be filed by the 10th of each month. Please log in to our website and file your report today. If you do not have anything to report, a *Zero Report* is still due. Every partner is required to file this report in order to maintain MLGP benefits.

If you are a new partner and have questions about this process, please contact the [Corporate Office](#).

Holidays

To see the March Holiday list, please click the photo!



Way Back Wednesday



Do you have any great old photos you want to share for WBW? Throughout the years, you, THE PARTNERS, have taken some great shots which captured amazing memories. Share them with [us!](#)

Got News?

Please send the Corporate Office any updates on your company, new employees, current or completed projects, awards and/or anything you want to share with our USI family! Photos, videos, or presentations are always a plus! Please send all submissions to us today!



Send Your April Holidays



Please send your holidays for **April 2022** for publication in the Network News. We are unable to send holiday updates, holidays received late and/or corrections due to the extensive number that we receive on a monthly basis. We are also unable to list half-days.

Please send the [Corporate Office](#) your holidays by **March 18, 2022**.

Partner News

BIG News From Your Partner in Houston!



HAWTHORNE GLOBAL LOGISTICS

Dear partners,

Greetings all! I wanted to let you know about a project we have been working on since the end of April.

The Hawthorne Group of companies: E R Hawthorne, Port Dispatch Service and Hawthorne Customs and Dispatch have been sold. We have just completed the transition at the end of 2021 and are now Hawthorne Global Logistics, Inc!

Our President and owner is Randall Tucker. He comes with a very vast and impressive background in the industry. The board reviewed his resume and was impressed. WE have been allowed to remain as your United Shipping partner in Houston.

Randy is already making positive changes to our processes and procedures. He wanted to grow the business and he's already making a positive impact. He is in the office every day and is involved. The staff have welcomed him and is very comfortable with the change in management. It is a positive change. Most all of our staff remains on board that you have been dealing with over the years. 100% of the staff remains in our International operations and accounting.

Randy will join me at the World Wide Meeting in Cancun in May. He looks forward to meeting our partners. Please plan to say hello and welcome him!

Sincerely,
Judy Piercy
Vice President
Hawthorne Global Logistics Inc.

Banking Information Update for Hawthorne Global

Please pass this information along to your accounting teams. Their information has been updated on their partner page on the USI website as well. For a larger, printable copy just click the photo.



To our valued clients:

Please find below important information regarding the payment of your invoice to Hawthorne Global Logistics, Inc.

The information is on the invoices you receive from us but to make sure it is changed correctly in your system and your accounting department, please find the below information.

Payments should be made to:

Hawthorne Global Logistics, Inc.
Mailing address remains the same at
9370 Wallisville Rd,
Houston, TX 77013

Bank information for ACH or Wire payments are to:

Account Name: Hawthorne Global Logistics, Inc.
Account Number: 2804223097
Bank Name/Address: Bank OZK
1990 Post Oak Blvd, Suite 110
Houston, TX 77056
Bank Phone: (713) 552-2920

Bank ABA Routing #: 082907273 Same for Wires and ACH payments

Bank SWIFT: OZARUS44

Thank you for your attention to this additional change.

Your business is greatly appreciated. Please let me know if you have any questions:
jpiercy@erhawthorne.com

Sincerely,

HAWTHORNE GLOBAL LOGISTICS, INC.

Judy Piercy

Judy Piercy
Vice President

Congratulations to Andre & Debbie!

United Shipping, along with all of our partners around the world, would like to congratulate Andre & Debbie on their engagement! We are so very happy for you both! Andre Goguen is the President of A.G.O. Transportation in Canada.





Congratulations Eva!

A very BIG congratulations to Eva Tomkova who has been appointed as the new Managing Director of Alfons Köster s.r.o.! Eva has been a valued member of the Prague team for 17 years.



Zavis Meca will remain as part of the Prague team in charge of finances as their CFO.

IFC Global Logistics' New Site Info!

Renzo Bevinetto, Managing Director for IFC Global Logistics, one of your partners in Australia, confirmed that they have signed contracts to build a new IFC Sydney warehouse and office site with projected completion late this year! This new site will be more than 2.5 times the size of their existing Sydney site & will see their pallet capacity increase from 11,000 to 27,000! They are building this new Sydney site at the same time as they're building their new Melbourne warehouse & office site.



IFC Accounting Contacts Update



There have been a few changes to IFC's Contacts. Please visit their partner page on the USI website and take note of some of the new team members in accounting - Andy Anwari & Grant Jiang.

Interport Logistics Contact Update

Interport Logistics in Miami has a new Customer Service Manager, Alex Guzman. Please visit their partner page on the USI website to see Alex's contact information.



K Square Has Updated Their Banking Information



K Square, one of your partners in India, has updated their banking information. Please go to their partner pages (Mumbai & Chennai)) on the USI website and take note of their new bank information. Please make sure your accounting teams are aware of the new information.

Grupo Combix Has Moved

Grupo Combix, your partner in Chile, has moved. Please visit their partner page on the USI website and update your records accordingly.



WF Whelan Contact Update



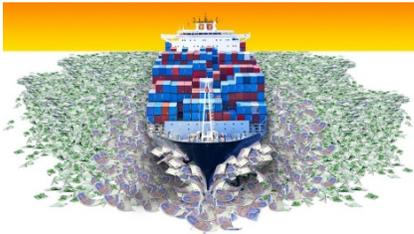
Donna Klavon has been updated as the Import Manager on WF Whelan's partner page. Please visit their page to see Donna's contact info.

Trinity Shipping Has Updated Their Banking Information

Trinity Shipping, your partner in Sri Lanka, has updated their banking information. Please go to their partner page on the USI website and take note of their new bank information. Please make sure your accounting teams are aware of the new information.



The Shipping Kings Getting Rich on Soaring Cargo Prices



The following article by Sam Chambers appeared in The Sunday Times Feb. 6th 22. Submitted by Colin Dowling

For British businesses, the supply chain crisis has been a source of dismay, stress and, increasingly, anger. For shipping magnate

Gianluigi Aponte, though, it has been a bonanza.

Like other gigantic shipping lines, Aponte's Mediterranean Shipping Company (MSC) has capitalized on a shortage of containers by jacking up prices to seven or eight times their pre-pandemic level.

His move is not without irony. For years, Aponte's rivals mocked MSC's bargain-basement prices and its reputation for unreliability — disparagingly referring to the company as “Maybe Ship Comes.”

It's fair to say that the 81-year-old Italian is having the last laugh. In January, MSC, whose headquarters is in the landlocked tax haven of Switzerland, surpassed Denmark's Maersk to become the world's biggest shipping company. Forbes magazine estimates that Aponte's net worth has swelled by \$4.4 billion to \$10.9 billion (£8.1 billion) since the pandemic began.

Intractable bottlenecks in global supply chains have caused widespread delays and led to an acute shortage of containers. Despite offering a dismal service, shipping companies are charging vastly inflated prices, helping the industry rake in \$48.1 billion of net profit in a single quarter last year — a nine-fold increase on the previous year's haul.

That staggering result means the sector made almost 50 per cent more than Facebook, Amazon, Netflix and Google combined over the same period, said shipping expert John McCown.

The cost of moving a container from Asia to the UK has surged from about \$2,000 to \$16,500 in just 15 months. This has come at the expense of British importers, who are left with little choice but to swallow vastly inflated prices, and of the consumers they serve.

Aponte's MSC shipping line has raised prices up to eight times higher than normal.

With a growing cost of living crisis, the industry faces accusations of profiteering. "The margins are staggering. We need collaboration at a G20 level to curb malpractice or levy a windfall tax," said former business secretary Sir Vince Cable.

In the first half of its financial year, the German shipping company Hapag-Lloyd reported €2.7 billion (£2.3 billion) of net profit — more than it has made over the whole of the past decade. Maersk, meanwhile, has dished out \$3.6 billion to shareholders in the form of dividends and buybacks since the onset of the pandemic. Analysts expect it to report more than \$17 billion in net profit this year, the biggest in Danish corporate history.

China's Cosco made a \$10.5 billion profit in the first nine months of the year, 16 times the previous year's total. MSC does not disclose its accounts, but a spokesman said its "trusted partnerships" with customers would endure beyond the pandemic.

In Britain, which has been without a big shipping company since P&O was acquired by Dubai's DP World in 2006, the direct benefits have been limited to brokers, insurers and financiers. Last month, London-based shipping broker Clarkson forecast that underlying pre-tax profit would rise to at least £69 million, from £44.7 million the previous year.

"The crisis has not been caused by the shipping lines but is one they have been quick to take advantage of," said Alan Murphy of researcher Sea-Intelligence. "But it's hard to see what alternative they had ... If they maintained a sensible freight rate, they would be walking away from the first time there has been billions in this industry. What's more, their CEOs would probably be out of a job."

In their defense, shipping insiders invariably point to the miseries of the past decade, when a glut of capacity left them transporting goods at a loss. In the ensuing consolidation, eight players were swallowed by rivals and Korean operator Hanjin Shipping went bust.

The problem, though, was largely of the industry's own making. As consumer demand recovered after the financial crisis, Maersk unveiled its new "triple E class" ship in 2011: a 400m behemoth designed to move goods cost-effectively. Maersk's rivals followed, only to find that Chinese exports did not come close to the level needed to fill the new vessels.

HOW IT HITS PRICE TAGS

Pair of trainers: Shipping costs have risen from around 63p per pair to £2.44 per pair. **Garden table:** Shipping costs have risen from £2.22 per table to £22.17 per table.

Large companies book up container space years in advance at more favorable rates than smaller ones. During the pandemic, shipping firms have slapped them with surcharges that in effect require importers to pay up to \$10,000 to ensure their goods are loaded onto a specific vessel. They have had to get creative to mitigate the damage. Gary Grant, founder of toyshop chain The Entertainer, said: “Some factories have started vacuum-packing soft toys. When in the UK, our suppliers have to take them out and fluff them...you get around four times the volume in the same space [in a container].”

The supply chain woes have precipitated a string of profit warnings from companies operating on thin margins — most recently the fashion chain Joules, which said last week that annual profits could be as low as £5 million.

Many firms have little choice but to wait for the crisis to ease. Anna Howard, head of marketing at Lay-Z-Spa, which imports hot tubs from China, said there was no prospect of moving manufacture to the UK because domestic factories cannot produce to the same standard.

Others have more flexibility. “It’s becoming more cost-effective to make it in the UK for the UK,” said Christopher Greenough, chief commercial officer at manufacturer SDE Technology, a supplier to JCB and Whirlpool. “Our order book is up 25 per cent because of higher costs and lead times [from sourcing overseas]”.

Although inflation may begin to sap demand for goods, supply chain bottlenecks are expected to persist for much of this year; Murphy at Sea-Intelligence said ships were still waiting two or three weeks to berth outside Los Angeles. There will be a limited increase in new capacity this year but the industry is “ramping up quite rapidly” in 2023 and 2024, raising the prospect of much lower rates, according to Peter Sand, chief analyst at maritime data provider Xeneta.

In the meantime, contracts agreed at last year’s elevated prices will herald another blowout year for the shipping industry. McCown forecasts the industry will rake in \$239.5 billion of profit, up from \$152.9 billion — ensuring that scrutiny does not fade away soon.

In October, the manufacturing trade association Make UK and the British Chambers of Commerce demanded the competition watchdog investigate the shipping industry’s “cartel-like” behavior. Andrea Coscelli, chief executive of the Competition & Markets Authority, said the CMA had yet to see any evidence of competition law breaches.

Meanwhile, in America, the shipping industry is lobbying senators to reject a bill that aims to crack down on anti-competitive practices, arguing that container rates will come down once bottlenecks on land are resolved. “This is not a shipping issue,” said John Butler, chief executive of the World Shipping Council. “The conditions of the market are the conditions of the market. They can turn pretty suddenly and be pretty harsh.”

Far from a drop in the ocean

MSC An Italian company with 100,000 employees and the capacity to move

4.3 million 20ft containers. Owner's wealth surged by \$4.4 billion during the pandemic.

Maersk The Danish company has forecast that underlying earnings will be \$24 billion this year. It has paid out \$3.6 billion to shareholders since the pandemic began.

CMA CGM The French carrier has reported \$11.2 billion of net profit in nine months — a 15-fold increase.

Cosco The Chinese state-owned carrier made a \$10.5 billion profit in the first nine months of the year — up 16 times on a year earlier.

Colin Dowling
Director of Business Development
Bronel Group Ltd

Happy Work Anniversary!



Patrick Colligan is celebrating 16 years with
Scarborough International!

Michelle Roth is celebrating 17 years with
Scarborough International!

Ana Oke is celebrating 10 years with Transborder!

Dana Ungureanu is celebrating 9 years with Europrim Shipping!

Flash Back Friday





Industry News

[ONE and Hapag boost Asia-East Africa links to provide 'better reliability'](#)

[Ambitious young liner Transfar now launches
China-US east coast sailings](#)

[European forwarder fury at EC failure to join Five Eyes liner probe](#)

[UK-EU SME e-commerce trade 'ground to a halt' after
new border controls](#)

Click the links above to read the full articles.

These are articles by **The LoadStar** and they have not been altered in any way. This link will take you directly to their website

[Supply chain whack-a-mole: West Coast eases, East Coast worsens](#)

[\\$450 million in port grants aimed at cutting consumer costs](#)

[Extensive winter storm to stretch from Plains to Northeast](#)

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[Top Ships strikes deals for suezmax trio](#)

[Euroseas' smallest boxship beats previous charter deal by more than 250%](#)

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