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Local People. Worldwide Trust.[®]
30 Years, 85 Countries, 430 Offices

June 20, 2018

NETWORK NEWS

A GLOBAL INFORMATION SOURCE FOR FORWARD THINKERS

A.G.O. Transportation in Action!

On June 6 A.G.O. Transportation and Action Customs Services were invited by the U.S. Commercial Service and Dr. Valentina Chappell, Professor of Business and Technology in the Graduate School at Friends University in Wichita, Kansas to do a presentation for a group of professionals that they brought in from Kansas to educate them on various business practices. The



presentation was held at the Royal St Lawrence Yacht club right on the water in Montreal. Our part of the program was to deliver a speech on International Imports and Exports. Among the topics covered were: The Importance of Incoterms, Import Requirements into Canada Including Other Government Departments, Exports into the U.S from Canada, International Exports out of Canada, NAFTA and where we stand, CETA as well as helpful hints for not getting any unwanted surprises when you Import and/or Export. The group was then treated to a lunch that is truly representative of our city "Montreal Smoked Meat." A good time was had by all.

On June 8, A.G.O. Transportation & Action Customs services were invited to share their expertise at an Export Seminar put on by the West Island Chamber of Commerce in Montreal at the Marriott Airport Hotel. Among the topics covered were: The Importance of Free



Trade Agreements, more specifically NAFTA and CETA (Canada European Free Trade Agreement), International Export Documentation Requirements, Carnets, Shipping Samples to the U.S. and how E-Commerce is Changing the Landscape of Logistics.

ATC & CNT Meet and Build Relationships!

As many of you are aware, I have visited most of United Shipping partners in their offices. One-on-One meetings and social events during the Worldwide Meetings have greatly helped build good relations with the partners. All the same, personal visits to partners' offices is even more invaluable as it enables me to meet almost everyone from that organization and creates an interest for mutual cooperation across the organization & it also motivates both partners for sales. All the visits, I have made to partners have been productive.



CNT has been a long-standing USI partner. We have done business with them but not to our mutual potential. It was a pleasure meeting the CNT Team in Manila. CNT has a wonderful infrastructure right in the heart of Manila city which makes them formidable, but even more, CNT is a strong process driven organization (which includes total compliance of SOP). CNT has a well-documented booklet for SOPs which they call the 'Blue Book.' In addition, the CNT office is full of posters and instruction notes posted all over the office and warehouse.

Jeff drives an expensive fast car... but he drives his business even faster, this is something which makes CNT very strong. He has also built an organizational culture of creating a strong identity and brand. You will see in the photograph Jeffrey, Rolly, Bom and Mark. Besides, Irene (Jeff's wife), the CFO (she is, unfortunately, missing in this picture; however, she did join us for the meeting and working lunch) has a strong control on finance.

I will continue to travel and visit partners in their office. I have off & on shared photographs but I have many times missed to share the photographs and visit

findings. During the visit, I learned a lot from the partners, it is an invaluable learning, I will now make a habit to share the special meetings of the partners with all of United Shipping. I believe it will encourage partners to build stronger bonds with each other for building both, business relationship and personal relationships.

Thanks & regards
Shantanu Bhadkamkar
ATC Global Logistics Pvt. Ltd.

New Manifest Policy for China Imports & Exports Your Thoughts & Opinions

On May 31 we published the enclosed article. But, we want to hear from you, our USI partners. We want to know YOUR thoughts on this - write in and let us know! We are encouraging an open dialog with each of you. Please send us your thoughts: support-usi@unitedshipping.com

[View Article Here](#)

Merck To Prepare for Supply Blackout in Brexit Planning

Article by AJot



U.S. pharmaceutical giant Merck & Co. is planning for the possibility of a temporary supply blackout when the U.K. leaves the European Union, and may stockpile as much as six months worth of goods and

revise trade routes in preparation, according to a person familiar with the matter.

To read the full story [CLICK ME](#)

UPS Announces Expansion of LCL Ocean Service

Article by Supply Chain 247

UPS said this service is geared towards shippers that do not have enough cargo to fill an entire ocean freight container, with this service providing them with an economical way of transporting goods compared to other freight transportation modes, as well as being able to leverage other UPS services, including UPS Capital cargo insurance and financing services, customs brokerage, supplier management, sea-air service, UPS Preferred, LCL, and China-Europe Rail service.



To read the full story [CLICK ME](#)



Heeding the Call of Shippers: What 3PLs Must Know to Survive the E-Commerce Revolution

Article by Air Cargo World

As the industry moves forward, RLA's Sciarrotta said 3PLs "need to recognize that they have a lot of business coming their way, and that the retail shippers have higher expectations that are coming from the consumers."

One of the major expectations, said ARC's Cunnane, is ever-shrinking delivery time frames. "Smaller retailers, in particular, have felt this pressure," he said. "Many of these companies simply cannot keep up with the shipping demand and have turned to 3PLs to manage the final mile."

To read the full story [CLICK ME](#)



FIATA Present at WTO Trade Dialogues

Senior business representatives meeting at the WTO headquarters discussed how the WTO could help them address the challenges they face in conducting global trade. FIATA, represented by Director General Hans Günther Kersten, and other private sector representatives sent a strong message of support for the WTO and the rules-based multilateral trading system, stressing its role in creating economic stability and supporting growth, development and job creation.

The event brought together over 60 senior business representatives to discuss the challenges they face in global trade. The main topics of discussion - sustainable development, e-commerce, facilitating investment, and small businesses - stemmed from the trade priorities identified at the Business Forum held in December 2017 alongside the WTO's 11th Ministerial Conference (MC11) in Buenos Aires.

For more details: [CLICK ME](#)

Mexico Initiates WTO Dispute Complaint Against US Steel, Aluminum Duties

Mexico has requested WTO dispute consultations with the United States regarding US duties on certain imported steel and aluminium products. The request was circulated to WTO members on 7 June.

The request for consultations formally initiates a dispute in the WTO. Consultations give the parties an opportunity to discuss the matter and to find a

satisfactory solution without proceeding further with litigation. After 60 days, if consultations have failed to resolve the dispute, the complainant may request adjudication by a panel.

For more details: [CLICK ME](#)

Did You Take Our Poll?

Our last Network News featured our Opinion Poll asking your preference on a beer stein, wine glass or coffee mug for our next Worldwide Meeting in Austria. Did you vote? You still can! Take a minute and cast your vote below. Here is what the results from last time:



Coffee Mug - 25%
Wine Glass - 32%
Beer Stein - 43%

Would You Prefer A Coffee Mug, Wine Glass or Beer Stein For Our Next Meeting?

Coffee Mug - No Doubt!

Select

Wine Glasses are Classy!

Select

Beer Me!

Select

Come Grow With Us!

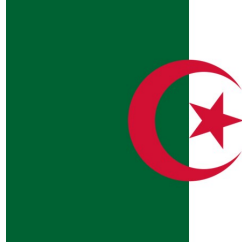


USI is always looking to strengthen and build our Network! Currently, we are looking for new partners in the countries below. Do you know any agents who would be a great asset to USI? If so, send us their complete company and contact details.

Become A Partner



Albania



Algeria



Angola



Antigua & Aruba



Bahamas



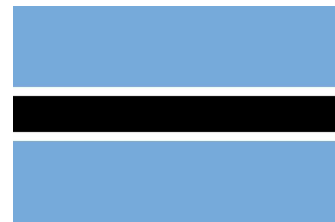
Barbados



Bermuda



Bosnia



Botswana



Croatia



Cuba



Ethiopia



Georgia



Greenland



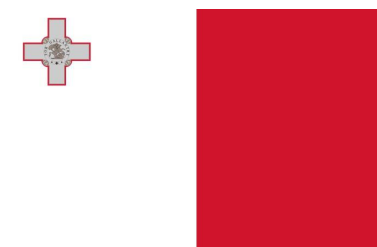
Haiti



Ivory Coast



Libya



Malta



Mongolia



Namibia



Serbia



Slovenia



Tanzania



Ukraine



Zimbabwe

July Holidays

For a complete list of closings, please [click here!](#)



Dream big, stay positive, work hard, and enjoy the journey.

Urjah Faber

quotefancy

STAY CONNECTED

