



## New members

At the recent AGM, FPS pledged to increase membership of the network...

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## New Chairman/ Board

A new Chairman and Advisory Board will provide governance to the FPS network...

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## Huyck.Wangner Win

FPS Victoria wins large two-year contract for worldwide shipments...

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## STAYING POSITIVE TO OVERCOME UNCERTAINTIES

As 2012 beckons, I send my best wishes to all Partners, Customers, Employees and other stakeholders of the Famous Pacific Shipping group and our network partners for a healthy and a very successful New Year.

A year ago, we said that the transition from recession to recovery would have significant ups and down. That has certainly been so in 2011. This trend is expected to continue for sometime to come. This must be accepted and we should be encouraged to seek new opportunities.

Economic globalisation has slowed; and there are signs of further decline in the global trade. The BRIC nations (Brazil, Russia, India and China) are showing signs of potentially "slowing down". However there is a positive development within the so called "CIVETS", which comprises Columbia, Indonesia, Vietnam, Egypt, Turkey and South Africa. All highlighted for the speed of their economic growth, which is beating, in percentage terms, that of the BRIC Nations. Not surprisingly, these countries are attracting the attention of more investors. FPS members are reinforcing their presence in the supply chains between their countries and those nations.

The emergence of the CIVETS will give the process of globalisation renewed impetus, and will impact supply chains positively.

The FPS group, one of the fastest growing freight forwarding / NVO groups in the Asia Pacific region views the uncertainties in the global economic environment as positive challenges. We will not be deterred. We will be encouraged to see every such challenge transformed into a fruitful business partnership. We are spread across the globe in over 50 countries, well conversant and are experts in our respective disciplines. We shall relentlessly expand and strive for growth and come out on top in the year 2012.

You can be assured of our active partnership, innovative services and our total commitment at all times.

With my best wishes

**Gihan Nanayakkara,**  
Advisory Board  
Chairman



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## TARGETING NEW MEMBERS IN NEW MARKETS

The paradise South Pacific island jewel of Bali, Indonesia was the setting for the 2011 Annual General Meeting (AGM) of the Famous Pacific Shipping Group (FPS Group) where delegates and Group executives resolved to become even more resolute in the face of the challenging global economic conditions, whilst pledging to expand the network's global footprint.

Following our recent AGM, as a group we resolved to increase membership of our worldwide network of forwarders in specific geographical areas, to further strengthen the group's claims to be a leading player in the global supply chain.

Our senior management team played to the group's strengths in highlighting its ability to draw on the expertise of each member company in its own country and market to provide global supply

chain services to clients of the group both large and small. The group's deliberate avoidance of a 'one size fits all' approach means that clients, wherever they are in the world, get the right service for them.

### NEW MEMBERS

New member companies of the FPS network were welcomed at the AGM, which also provided invaluable networking opportunities.



## TARGETING NEW MEMBERS IN NEW MARKETS (cont)

These welcomes chimed with the meeting's ambition that 2012 will be the year the Group focuses on developing its reach even further than it is currently extended. A special task will be to recruit new member companies in global markets that are growing, which represent great opportunities for the FPS network to acquire good business opportunities but in turn also assist these areas grow through providing strategic international freight services to gain export business.

The main areas that will be the target of FPS network expansion include the former Soviet bloc countries in East and Central Europe, areas of Scandinavia, many African regions, as well as North and South America.

### EXPANSION AMBITIONS

In order to cement these expansion ambitions, the FPS network is seeking full co-operation agreements with strong and active NVOCCs and freight forwarders in these areas. Interested freight forwarders in these locales who may wish to enter into an agreement with the FPS Group or even join the Group, are invited to contact the Group Secretariat in Hong Kong at the earliest opportunity.

Potential members may benefit from gaining valuable territorial exclusivity in cities and regions as well as access to the Group's edi/track and trace programmes.

### TWELVE YEARS ON

The AGM, being held 12 years after the inaugural meeting of the network in Rotterdam in 1999, saw many new agents who have joined the Group in the last year introduce themselves. These included new general agents from Bulgaria, Brazil, Uruguay, Italy, Colombia and Pakistan. This brings membership of the Group up to 28 companies from 19 countries under the instantly recognisable FPS Banner.

The AGM was told of forthcoming attendance at relevant and timely trade shows that demonstrate the networking opportunities that membership brings. In 2012, for instance, a number of shows around the world have been lined up for FPS Group attendance. The first of these is Intermodal South America in Sao Paulo, Brazil in April, 2012.



## NEW CHAIRMAN & ADVISORY BOARD

At our recent AGM, we appointed a new Advisory Board to provide governance to our fast-growing network of NVOCC and freight forwarding companies.

The new Advisory Board will be chaired by Gihan Nanayakkara, FPS Sri Lanka, who is joined by Michele Dougal, FPS Brisbane; Jens-Ole Holmager, Team Freight Denmark; and Hendratmoko Walujo, FPS Indonesia.

Benny Ling, FPS Hong Kong was re-elected as Group treasurer, while Chito Rollan, FPS Philippines will act as IT consultant to the Board.

Some 115 participants travelled to Bali from 60 offices in 40 countries to take part in one of the highlights of the three-day event: one-to-one meetings between member companies of the FPS Group. This year, 1,248 individual meetings were organised.

Delegates were informed that the 2012 AGM is to be hosted in Genoa, Italy by Group member Sinergy Cargo Management Italy Srl.



## PROJECTS FPS IS MAKING ITS MARK

Just six months after its launch to provide strategic logistics support for the island's reconstruction, Projects FPS has been involved in many significant project cargo movements in Sri Lanka and the region, clearly making its mark in the project cargo market.

In the time since it came to the market, Projects FPS, which is the exclusive project logistics arm of FPS Sri Lanka, has successfully handled many special project shipments.

One such shipment was handling equipment, containers, machinery and earth moving equipment from Colombo to the Addu Atoll Island in the southern province of the Maldives for the Bi Water Project.

### VITAL EQUIPMENT

These shipments included vital construction equipment such as excavators, tractors, trailers and bowsers among many other equipment items.

UK-based Bi Water International, a leader in

water desalination and sewerage purification, was awarded a project to build water desalination and sewerage facilities for the Southern Provinces of the Maldives. As part of this project, FPS Sri Lanka was the preferred choice of the local partner of Bi Water M/s Vonlan Constructions to move the above mentioned material and related materials for this project.

Gihan Nanayakkara, founder shareholder, Chairman and MD of Projects FPS, says: "Our projects head, M.F Ibrahim, was on location in the Maldives to ensure that all aspects of this heavy lift movement was executed according to plan, which was well appreciated by the customer."

In addition, FPS Sri Lanka has a weekly groupage consol service from Colombo to Male.

## HUYCK.WANGNER AUSTRALIA AWARDS FPS VICTORIA A TWO-YEAR LOGISTICS CONTRACT

Famous Pacific Shipping (Victoria) has won a two-year contract to handle all worldwide shipments, including all import and export traffic for Australia, from Huyck.Wangner Australia



Part of the Xerium group, Huyck.Wangner Australia provides products to the papermaking industry.

Sam Aparo, director, Famous Pacific Shipping (Victoria) Pty Ltd says: "We worked so hard to secure this contract and I know all our staff will put 100 percent into achieving all the targets we have committed to for Huyck.Wangner Australia.

"This contract is about more than just moving cargo from A to B. We will have to co-ordinate worldwide delivery from 13 plants around the world to Singapore and then onwards to the final consignees across Asia and the sub-continent.

"Huyck.Wangner Australia has a yearly freight spend of about AUD4 million. We expect to handle in excess of 1,000 teu in FCL cargoes each year."

Going for a single supplier makes sense for this global operation, believes Mr Aparo.

He says: "I know that Huyck.Wangner Australia has worked with a third party to re-engineer its logistics model and we will work with them in support of this contract. Both

these parties sought the critical factors of lead-time reduction and cost saving opportunities. That is why it was determined that a centralised freight and distribution hub would be the most effective way to optimise the freight spend from all 13 production facilities and reducing the overall delivery time to Huyck.Wangner's customers across Asia and the sub-continent."

### EXTENSIVE TENDER PROCESS

After an extensive tender process, over two months, Famous Pacific Shipping (Victoria) was awarded the contract to manage the global forwarding and distribution requirements of Huyck.Wangner Australia until 2013. The contract will work to optimise the freight spend from all 13 global production facilities spread across Europe, plus North and South America from which Huyck.Wangner Australia sources equipment, while reducing the overall delivery time to Huyck.Wangner's customers across Asia and the sub-continent.

Completed orders, regardless of final customer destinations, will be collected on a regular weekly or fortnightly basis by FPS (Victoria) and then moved to a Singapore warehousing and distribution facility as the southeast Asian city state provides the highest frequency and transits for both the inbound production and outgoing orders to Huyck.Wangner's Asian customers.

Mr Aparo concludes: "Our reputation has been rightly built on providing exactly this multi-station international logistics activity."



## F.S. MACKENZIE'S QUINTET OF SUCCESSES

F.S. Mackenzie, the privately-owned international freight forwarding company, and long-standing Famous Pacific Shipping network member in the UK and Russia, has announced a quintet of contracts that neatly illustrate the wide portfolio of services the forwarder offers.

Firstly, F.S. Mackenzie recently shipped the first of just four AC Cobra 427 MkIV's ever made. This illustrious car, first produced in 1985, has made its return to the UK after 25 years spent with its owner in the USA. Through this move, F.S. Mackenzie continues to demonstrate its commitment to shipping highly specialist cargo securely, swiftly and cost-effectively.

Secondly, the company has recently expanded to incorporate two new offices in Lviv, Ukraine and Barcelona, Spain. The Barcelona office, specialising in all modes of transport, joins the F.S. Mackenzie Spain network, which includes its Valencia office. The Lviv office, specialising in sea and road freight joins the company's Odessa and Kiev offices in the Ukraine. In operation since the 1st October 2011, this new addition to the F.S. Mackenzie network is situated in one of the most productive regions in the Ukraine.

### UK / NZ CONNECTION

An express weekly container service direct between the UK and New Zealand, in collaboration with FPS New Zealand, has been also launched by F.S. Mackenzie. The service departs from Tilbury in the UK and this direct service operates

with a transit time of just 35 days to Auckland in New Zealand. It also offers full connecting services to the Pacific Islands.

F.S. Mackenzie's Basildon head office now offers a competitively-priced, express transshipment or direct rail service from Europe to Russia and all CIS countries. Rail services from Europe to Russia or Kazakhstan take just 15 to 30 days, depending on the distance being travelled. The F.S. Mackenzie team can arrange deliveries to the station before clearance. All clearance procedures once on-carriage are thereafter handled by the consignee.

Meanwhile, due to continued expansion, F.S. Mackenzie's Moscow office has relocated to a new business centre close to the historic Lefortovo Park and Palace. From these modern premises our Russian colleagues will provide customers with even better service than ever before!

The new address is:  
**Business Centre 'Rostek',  
Proezd Zavoda 'Serp i Molot', Bld 6/1, 9th Floor  
Moscow 111250, Russia  
Tel: +7 (495) 660-8799**



## FPS INDONESIA: A CARING EMPLOYER

FPS management places great emphasis on the health, safety and well-being of its entire staff. This is demonstrated by the efforts expended by managers at FPS Indonesia and the Iska Group over the last two months.

### IDUL ADHA

As done in previous years, during Idul Adha, the Day of Sacrifice, a ceremonial slaughter of livestock was undertaken by staff at FPS Indonesia and Iska Group, in a demonstration of the company's charitable nature



After the Group's AGM in Bali, Indonesia in October, efforts were made to examine the levels of fire safety, QMS and OHSMS.

Fire drills were undertaken at FPS Indonesia's fifth floor office at the Graha Iska building.

### GOOD RESULTS

Satisfactory results were seen in removing vulnerable staff, such as pregnant women, from the office to the ground quickly and safely.

It is the requirement of OHSAS 18001:2007 certification that FPS Indonesia has to organise an emergency drill regularly.

Another important aspect of



staff security focused on by FPS Indonesia managers is performance and the result of work evaluation, particularly the aspects of quality and safety and compliance to the implemented standard from internal and external audits of QMS and OHSMS.

### QUALITY AUDITS

Over four days in November, FPS Indonesia has performed internal and external combined audits based on ISO 9001:2008 and OHSAS 18001:2007 international standard.

Competency of personnel as a whole is to be the focus of the company in line with the coming Free Asian Trade in the near future.

### FPS INDONESIA REWARDED FOR POSITIVE DISCRIMINATION POLICIES

For more than 15 years PT FPS Indonesia has employed positive discrimination in favour of employees with disabilities, in its head office in Jakarta, as well as a number of branch offices.

Disabled employees are deployed in various roles in tele-marketing, customer service, accounting/finance and EDP/IT.

In early December, as a reward for its efforts over many years, the Government of Jakarta awarded PT FPS Indonesia an award recognising its employment of people with disabilities.

This award is a testimony to the company's efforts to create added-value for all stakeholders.



## G'DAY TO FPS WA AS IT CELEBRATES ITS 15TH BIRTHDAY

Famous Pacific Shipping Western Australia Pty Ltd – FPS WA – has celebrated its 15th anniversary by letting its hair down at the Acqua Viva restaurant with 160 invited guests comprising of customers, service providers and key managers of FPS WA.

At the luncheon, kind-hearted guests donated AUD50,000 towards the Leukaemia Foundation of WA, which brings the total raised by the company's initiatives over the last eight years to AUD250,000.

The anniversary event neatly crowned a decade-and-a-half of serving Australia's booming aggregate and mining industries. As the boom continues, FPS WA continues to be involved in bringing significant volumes of crushing equipment from South Africa and is now hoping to move stackers and reclaimers from Dalian, China over the New Year.

In December 2011 and in early 2012, FPS WA has shipment orders for two mobile and one large CC 2500-1 Demag crawler cranes to be shipped from Singapore to Fremantle, Australia as well as a number of enquiries to move modular accommodation units from Bunbury, WA to Lae, Papua New Guinea and from Thailand to Port Hedland for the resource sectors and LNG Gas Project in Papua New Guinea.

FPS WA was established in 1996 when industry stalwarts George Ravlich and Tim Kelly, after 35 collective years of working with the forwarding industry's major corporate names in Australia and New Zealand, decided to follow their dream and establish Famous Pacific Shipping (WA). Both men realised that Western Australian importers and exporters would benefit greatly from the provision of services aimed specifically at satisfying the total needs of the customer. Famous Pacific Shipping (WA), which is located in 73 North Lake Road, Myaree, Perth, has 26 experienced and dedicated staff and provides a wide range of logistic services to a large client base.



## FPS HEAVY LIFT WINS GOLD IN OLYMPIC TRAIN TRIALS

We donned our best ‘sporting’ kit to start deliveries of railroad equipment from China to Brazil to support fans of the world’s greatest sporting festival.

The FPS office in Dalian is working with Chinese forwarding company Genertec International Logistics Co Ltd on this contract.

After securing the rights to hold the 2014 FIFA World Cup and the 2016 Olympic Games, government and state authorities instigated multi-million dollar investments in railroad infrastructure and rolling stock. Even before the Olympic Games, every one of the dozen cities hosting the World Cup matches are looking at investing in metro lines, tram lines and light rail networks. The state of Rio de Janeiro alone plans to invest 2.2bn reals (USD1.38bn) in the city’s metro lines 1 and 2 by 2016.

John Ren, Managing Director of FPS Dalian says: “The world’s greatest sporting event must be supported by a world-class transport system. Chinese manufacturers have won significant rolling stock contracts on the back of strategic railroad

investment being undertaken by both state and national governments.

“FPS is on track to develop a first class logistics solution to supply this rolling stock to Brazil. We are at the starting line of a major contract that will eventually help to deliver sporting fans to both the world soccer championships and the athletic games.”

### TRIAL RUN

Earlier this year, FPS Dalian officials supervised the loading of a trial run of rolling stock at the port of Dalian, China destined for the port of Rio de Janeiro, Brazil. Genertec International is handling the oceanfreight ex-Dalian and FPS is managing the movement of the units from the manufacturing plant to the port.

The four carriages were despatched from the factory in China as a trial run for a bigger shipment

of 120 carriages. The trains have a gauge of 1,600 mm. The equipment was loaded on a COSCO vessel for the 50 day, 13,716 nm sea voyage to Brazil.

Ultimately 120 carriages will be shipped to fulfil the contract, with the final shipment expected to take place in February next year.

### WINNING CONTRACTS

Mr Ren adds: “FPS Dalian may not be accepting a gold medal on the winners’ podium in 2016 but to the FPS group, every contract successfully concluded, is a win. FPS has a name second to none in the handling of project shipments such as this. We work from the ground up with the clients to determine the most effective and timely shipments of heavy mechanical equipment, assembly lines, high and heavy equipment and OOG equipment worldwide.



## PORTEVER SHIPPING OPENS IN CHINA'S THIRD LARGEST PORT

Portever Shipping Ltd, Ningbo, a long-standing member of the Famous Pacific Shipping Group (FPS), has opened a new branch office, Portever Shipping (Tianjin) Ltd, in Tianjin, China.

Based in Ningbo, a port city on the China East coastline in Zhejiang province, Portever Shipping was established in 1995. Approved by China Ministry of Communications in August 2002, it became an NVOCC and later an international freight forwarder able to operate as a Customs broker.

With state-of-art equipment facilities and an office area of 1,466 m sq, the company has more than 120 highly competent staff specially trained in the whole procedures and requirements of marine and air import/export forwarding in China and abroad.

In 2010, the port of Tianjin was the third largest port in China and the fifth largest port globally in terms of total throughput. During the same period, the port of Tianjin's total container throughput was the sixth in China, which placed it among the top eleven largest container ports in the world.

The new office can be contacted:

**Portever Shipping (Tianjin) Ltd**  
**Rm 12E/F/G, Chuangzhan Building, No 283,**  
**Jiefang, South Road, Hexi Dist, Tianjin, China**

**Tel +86 022 58895066**  
**Fax +86 022 58895906**



## IT'S A GAS FOR LEO GLOBAL LOGISTICS

In Thailand, Leo Global Logistics, a sister of FPS Thailand, has recently handled the shipment of all units of a Gasifier Project Phase II.

The services provided included customs clearance, inland transportation, craneage for a 200 tonne lift, stevedoring operations, cargo packing and lashing ex-works from the factory in Pattumthane, Thailand to Manila in the Philippines.

The shipments included a water-based gas cooler, gas mist eliminator and other modules, shipped on the Deryoung Superstar.

The company was also responsible for all inland haulage and warehousing of various modules from a number of manufacturing plants in Thailand, chartering the vessel up until operational discharge in Manila.



### Advisory Board:

Chairman:  
Gihan Nanayakkara  
FPS Sri Lanka

### Members:

Michele Dougal  
FPS Queensland

Jens-Ole Holmager  
Team Freight Denmark

Hendratmoko Walujo  
FPS Indonesia

### Contact:

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