



# Bulletin

21<sup>st</sup> May 2012

## FPS at Intermodal, 2012



### *Dear Group Members and Network Agents,*

"I am delighted to inform you that FPS Group's recent attendance at the Intermodal Fair (Sao Paulo, Brazil, 10<sup>th</sup> - 12<sup>th</sup> April) was a great success.

"On behalf of FPS Group, I would like to thank World Freight Brazil for giving us the opportunity to share the costs of the stand with them. The result – as you will see from the picture – was a very prominent presence located in a central position adjacent to the Maersk Line and MSC stands.

"The Intermodal Fair at Sao Paulo has grown to become one of the foremost events in the Freight Forwarding Industry. The South American market is clearly growing, and we encourage all our members and network agents to pay greater attention to this market and its potential.

**FAMOUS PACIFIC SHIPPING GROUP** Group Secretariat:  
25/FI., Midas Plaza, 1 Tai Yau Street, San Po Kong, Kowloon, Hong Kong  
Tel: +852 2599 0508 E-mail: [group-adm@fps.com.hk](mailto:group-adm@fps.com.hk)



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"The FPS Advisory Board was represented by Jens Ole Holmager, Michele Dougal and myself, with Kettivit acting as Consultant to the Advisory Board, and Cindy Ko (Secretariat) providing support. Hendratmoko was sadly unable to attend due to personal reasons.

"As in 2011, the Advisory Board took the opportunity to hold its bi-annual meeting the day before the show, with daily follow up meetings. I extend a special "thank-you" to Kettivit for spending considerable time both at these meetings and manning the stand.

"The 2012, Intermodal Fair in Sao Paulo drew a very large gathering of Freight Forwarders, Shipping Lines and related industry players from South America, the USA and around the world. There was also substantial representation of affiliated sectors such as insurance, general transportation, heavylift and media.

"To maximise their effectiveness at the show, your Advisory Board members worked on a roster system in order to engage with visitors to our stand and also to visit other standholders, to promote the FPS Group. Our main focus was on the South American market, and we had many companies registering their interest. The Advisory Board is now in the process of evaluating potential members and a further update will be provided in due course.

"We also wish to thank those FPS members and Network Agents who visited the FPS Group stand, many of whom assisted us in promoting the group at this event:

Quincy Tan - FPS Singapore  
Sam Aparo – FPS Melbourne  
Surasit Asavasakseri and Sona Malhotra – Leo Global Logistics Thailand  
Jean Paul van Munster and Saskia De Jong - FPS Rotterdam  
Patrice Renault - FPS France  
Zhongli Luo and Polly Wang – Portever, Ningbo  
Antonio Costa and staff - Bon Voyage Brazil  
Siby Kurian - CSS Dubai  
Asim Saeed - CSS Pakistan  
Jorge Magalhaes - G-Freight Portugal  
Oscar Zingoni and Veronica Tear - ICL Argentina  
Darling Alvarado - Newtral Mexico  
Joachim Schilling - Sea Master Germany  
David Onnis - Sinergy Italy  
Hernan Escardo - Cargas del Atlantico Uruguay

"We hope the success of this event will inspire all of you to look for more opportunities to develop business in this exciting market."



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*Kind regards and best wishes*

***Gihan Nanayakkara***  
***Chairman***  
***FPS Advisory Board***

#### Intermodal 2012, at a glance:

Show visitors:	45,451
Exhibitors:	422
Scanned/registered visitors to FPS stand:	110
Advisory Board meetings with agents on stand:	23
No. of potential agents for follow-up:	14

*A more comprehensive report will follow in the next Newsletter, out soon. Meanwhile you can see photos of the show and our meetings by visiting our Facebook page.*