

2013 WWPC 23RD ANNUAL WORLDWIDE CONVENTION

Paradisus La Esmeralda, Mexico



All Corners of the World Came Together for Three Days & Four Evenings of Professional Networking, Meetings & Events in Playa del Carmen, Mexico

Thousands of Successful One-on-One Meetings Completed

*Long-term Relationships Developed,
Resulting in Lucrative Business Ventures*

Dear Respected Colleagues

*Arrived safely in Zurich, Switzerland after a long Business Holiday in Mexico and Canada with my family
Back in office today, hope you as well arrived in your country safely.*

I sincerely thank you for the productive meetings you had with me during the WWPC 2013 Convention held in Playa del Carmen -Mexico, taking the time to meet with you regarding the challenges facing in the Business Market, especially in the field of Logistic relation between our countries.

I enjoyed meeting with you and other colleagues who are really friendly and needful. I'm glad we had the opportunity to discuss various Logistic matters which could be implemented in the future. I especially appreciate your commitment to work with Aerolines Zurich Airport, and Geneva Airport Switzerland.

I want to thank you for taking the time to discuss this important issue at the WWPC 2013 Convention one on one meeting and wish to assume business aspects soon.

I wish you all the best in all future endeavors.

Hoping to meet you at the next Convention

*Best Regards,
SRI Rasamanickam
Aero Lines GmbH*



Congratulations, the Convention was fantastic!

As usual, very well planned, organization of the meetings was perfect, the evening events were well structured. I think it went extremely well.

It was great to see some familiar faces and meet the new members, now the work begins!

Thank you for all of the effort you put into making 2013 such a success and I look forward to the next convention.

*Kind regards
Chris Johnson
Spectrum Cargo Services Limited
London, England*



Trust most of our family members have returned back home and got back to his/her excellent work and life normally, and of course there are still someone who are adjusting jet-leg, I guess. Luckily that I think I've almost adjusted well.

On behalf of our President and all people in our group, just want to drop a message to say thank you to your excellent arrangement with this all-together once again. Time flies and we could feel more and more energy and fruitful things increased in our group and family year by year. You are one of the very important part, of course.

There are always some fresh blood and faces added, but very quickly become the family member and enjoyed the gathering and meetings indeed.

Also we are really enjoying the friendship and partnership with all people in this group, and trust it will be lasting for still.

We sincerely wish that base on all of our efforts together, any individual member of us could grow up even faster and more healthy for the coming years.

Thanks again and look forward to meeting with you again very soon!

*Cheers!
Tks & B.rds,*

*Kristy Guo- Overseas Development Manageress
Honour Lane Shipping Limited*



Hi Leslie, many thanks for the excellent convention at Playa Del Carmen.

Everything was great and well organized. The conference room with the large tables for all of us was just perfect. Great place to build bridges with new and old friends.

Leslie, you did a GREAT JOB, I am very pleased and I will for sure come back.

Best wishes from a friendly forwarder in Sweden!

*Kennet Sjöstrand
F.H Bertling AB
Sweden*

Dear Leslie;

First of all let me thank you for such a wonderful experience; Isidoro and I were thrilled and very pleased with the professional opportunities we could find and the personal experience it was; for me personally, was one of the best times of my life! And I'm not just saying.

Also, we hope you had a nice and safe trip back home, and we also hope one more time you had a great time in our country, it is always very comforting to hear that foreign people who visited Mexico enjoyed being here.

Be sure we will see each other next year and we will keep finding business and having fun.

Yours sincerely;

Ilan Kushnir

GLOBE EXPERTS S.A. DE C.V.

Mexico

Dear WWPC Member & Friends:

The Convention this year was Super as Always. Huge Round of Applause to Leslie & her Group. Awesome Job!

It is always wonderful to see Old Friends & meet New Friends at Convention. The support we get from the WWPC group is Priceless...

You, our Friends and Partners help make our job more efficient and easier. We are also here for you to do the Same.

Until Next Year !!

Teresa Haley

HELD & ASSOCIATES INC.

Kansas City, Missouri, U.S.A.

Dear Leslie,

I would like to say thank you again for a wonderful convention. It was as usual a pleasure to meet you, old and new members.

See you again on next convention.

All the best for you and your family.

Mit freundlichen Grüßen / Kind regards

Oliver Buell

INSA Air & Sea Logistics GmbH



The convention was sensational specially the hotel. Every one was wonderful and helpful. Met a lot of new and old friends. You did and excellent job.

Melvyn Cohen

MANACO INTERNATIONAL FORWARDERS INC

Ft. Lauderdale, Florida, U.S.A.

Leslie,

Under normal circumstances I would feel badly and express my apologies for not having sent you an expression of my personal and deepest gratitude for the absolutely outstanding experience I had at the Cancun Convention. However, these are not 'normal circumstances' for I have met with many of the fantastic WWPC Members that were in attendance and our Company has now begun relationships as well as acquired new traffics and business with our fellow WWPC Members and I'm so busy continuing to pursue the various opportunities that we discovered during the Convention, that I simply cannot be sorry!!

As a "First Time Attendee", I must say that you have put together and continue to organize the most amazing and well defined Network of Providers that I have ever had the pleasure of working with. As I told you there, I don't know how you do it, but you do a "Fantastic Job" at creating the opportunities and giving us the opportunity for each of us to grow and you continue to build on our Network with exceptional detail and focus to where the needs are.

I would just like to finally, "Thank You, Again" for all that you do and the manner in which you do it!! I hope to never miss another opportunity to attend a Conference as this was an experience I will never forget and one that has already impacted our business and created abilities for us to further grow as we go forward.

To those Fellow WWPC Agents in attendance, I would like to thank you as well for making a "First Timer" like myself feel like "one of the family" from the first minutes of the Conference until we parted in Cancun.

Thank you!!

*Sincere and very best regards to all,
Patrick DePriest
HYC Logistics, Inc.
Memphis, TN U.S.A.*



Hello Leslie,

I too am a first time attendee and I am truly impressed with the quality of people I met during the convention. I too have been inundated with emails and I am busy trying to make new business happen with the partners I met.

Leslie, I had a terrific time and you did an amazing job with the organization of this wonderful convention. I also feel that WWPC has created the perfect size convention with lots of activities to keep us all involved and happy.

To the other WWPC members, I would like to thank you all for making a first time attendee like myself feel like a big part of your extended family.

Thank you so much!

*Gloria Calderwood
Airtrades Freight
Quebec, Canada*

Dear Leslie,

It is with great pleasure I write to you once again to express our thanks to you for putting together yet another fantastic conference.

It was great to see good friends and partners as well as meet so many new members.

We have been extremely busy sending out quotes since my return to the office and we look forward to new partnerships.

I am sure you are already busy working on the next conference and I am confident that it will be a huge success as well.

*Warm regards,
Orit Horn
International Logistics Express, Inc.
New York, U.S.A.*



Hi Leslie, many thanks for the excellent convention at Playa Del Carmen.

Everything was great and well organized.

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Great place to build bridges with new and old friends.

Lesley, you did a GREAT JOB, I am very pleased and I will for sure come back.

Best wishes from a friendly forwarder in Sweden!

*Kennet Sjöstrand
F.H Bertling AB
Sweden*

Greetings from California!

Thank you so much for organizing a wonderful event in Cancun, Mexico. This was my very first time meeting fellow members of the WWPC, and I thoroughly enjoyed myself.

I sensed a great level of sincerity amongst the membership, and I hope to have established a real foundation from which to mutually grow business.

It takes time and effort to grow relationships. BELOGISTICS stands committed to servicing each and every member with our best efforts.

*Again, THANK YOU!
Daniel D. Dvorsky
BELOGISTICS
Los Angeles, California, U.S.A.*

Dear Leslie,

MABUHAY! From your friends in the Philippines!

It was our first time to visit Cancun and we totally enjoyed it! We were not sure to come before, having to endure the 31 hours of travel time... we can say it is all worth it! We met friends and agents we did not meet in Singapore last year.

Thanks for the business, WWPC agents. Our dear Leslie ~ thanks for the well- organized convention. Amazing place, food, accommodations and great night events.

Looking forward to seeing you all in October in Phuket.

Best Regards,

Cris & Tess Buensuco

JEMARA INTERNATIONAL FREIGHT SERVICES, INC.

Philippine

To those who attended it sure was nice to see so many friends and to meet all the new attendees.

The Venue was Great - the Events were Great!

To those of you who missed it, you probably want to be there next year!

Yours in profit and progress,

Bob Pearson

Allcovered.net

Fort Valley, Georgia, U.S.A.

Fellow WWPC Partners

It's always great to have the opportunity to be with you to strengthen our relationship and meet some new partners!

Thanks for all the fellows and hope we can again be together next year!

Best regards,

Ivo A. Mafra

DC Logistics Brasil



*Hi my friend Leslie!
Hope you are doing Awesome!*

This years meeting in Mexico was great. You really outdid yourself once again. Saw and met a lot of new wonderful people, and caught up with old friends. It was an amazing turnout!

Job well done once again. Looking forward to next years convention.

You looked great by the way

Have an awesome rest of the week.

*Best regards,
Hakob (Jake) Amso -
Freight Partners International Inc.
Ontario, Canada*



Good Day!

I would like to say thanks to the WWPC management for the excellent, amazing and professional event - WWPC 2013, Playa Del Carmen.

Thanks to everyone who gave me the opportunity to present the NATIONAL FREIGHT service.

We have been a WWPC member since 1998 and the National Freight Team are very proud of it.

The convention was well tailored to all who attended. It was amazing, the power to join people from all over the world in such a good atmosphere.

Moreover, National Freight has been working with several WWPC members. Every year we have the great opportunity to make new Partnerships, not to mention the chance to strengthen the friendships that I have made during these past 15 years.

You Leslie have been doing a very nice job, congratulations, and CONGRATULATIONS FOR THE CAN-CUN 2013 CONVENTION!

*Kind Regards,
Ana Quirino
National Freight
Sao Paulo, Brazil*

Dear Leslie,

Once again I wish to congratulate you and your team for the excellent job during our last unforgettable convention.

I enjoyed fruitful meetings with several potential partners even most important made several friends at Playa Del Carmen.

Allow me to convey the gratitude of Cargoland Brazil and Costa Rica for being part of such a wonderful WWPC family.

*Rgds
Victor Flores
Cargoland International
Sao Paolo, Brazil*

This was my very first WWPC meeting and from now on I'm sure that this will be an addiction for me. I thank you very much Leslie due to perfect organization and the perfect atmosphere. It is really a perfect success. I'm really happy to meet all the wonderful people and I do really feel that I'm a part of a big family. According to my opinion business is not the only thing in life, and for being really successful in life; working must be together with friendship, which is the main important thing for me. And I found this in wwpc meeting.

I am looking forward to see all in the next meeting in Phuket.

Warm regards from warm Istanbul

*Z. Ayca TURKANTOS
SEA WORLD*



Dear Leslie

It has been a pleasure to share these days with all company colleagues who have attended this convention, looking forward to continue growing together in this beautiful project.

Thanks to Leslie and the organization of WWPC for making possible these meetings.

Get my warm regards

*Francisco Corrochano
Blue Cargo
Madrid, Spain*

Dear Leslie,

I would like to congratulate you and all the WWPC family on another successful convention. It was a great opportunity to catch up with friends and make new ones. We had around 60 one-to-one meetings in two and a half days (we cut it short on the third day to enjoy the site, recommend everyone to do so next time, it was worth it!)).

WWPC conventions are a great way to realize that that there are many great fun loving people in this over busy and stressful sector. You have made everything so smooth for us. Besides having very fruitful meetings, I had a great time at the beach parties. Especially enjoyed the Austin Powers Party!

No need to say, if you want to feel like you are in good hands, want to create good business opportunities while spending time with great friends, WWPC is the best of all!

We got back home with great memories...

Thank you all!!

Looking forward to seeing you in Thailand,

*Kindest regards,
Aysun Sengozer
AGL-Agemar Global Logistics
Istanbul - Turkey*



Dear Leslie

We DCFC Logistics and Distribution LLC, established in Dubai and actively involved in Freight forwarding, Air and Sea freight Consolidation, Logistics and Distribution for the last 41 years in United Arab Emirates and 20 years in India are proud to be an elite members of WWPC for the last 19 yrs.

We sincerely thank all the delegates who participated for the productive meetings we had with them during the WWPC 2013 Convention held in Playa del Carmen -Mexico.

We thank for the time they shared with us and information they provided us on the new challenges they are facing in their respective stations and the solutions they can offer to overcome the same.

It was interesting to know the strengths of each and every members in their own country and the facilities they can provide us in the never ending market of Logistics and Distribution.

We have already started working on the sales leads we got from the WWPC delegates and even have passed on our routing orders to our fellow members. So in short, we can say that "It has started working".

We hereby thank you for all the hard work Leslie and her team has put in to make this event a grand Success!!

Thanks and regards

Fiaaz

DCFC Logistics & Distribution LLC

United Arab Emirates

Dear Leslie,

I thank my fellow members who attended the WWPC conference in Playal Del Camen Cancun - Mexico, and to those whom we had the opportunity to meet and talk to on one-on one.

I really had a fruitful and productive business discussion together with partners and we look forward to working with them all as true partners. As my 2nd experience in attending the WWPC convention i saw everyone friendly and like a family and i had the opportunity to meet new and old friends thus building a strong business relationship.

Leslie, We in Optidar Nigeria Ltd. thank you and your team for your tireless effort and really hope to see you and all the members again in the next convention in Thailand

Best Regards

Peter Omozuanvbo

Optidar Nigeria Limited

I had been part of last two WWPC conventions and I found Mexico convention in particular the most beneficial & superb event I ever had experienced in my 35 years of shipping & Forwarding experience.... Three cheers for event planners.

Best Regards

Ishrat Haider

MR Group

Karachi, Pakistan



Dear Leslie,

I have been attending the WWPC conferences for 12 years now and I have to say that I have seen them improve and grow from year to year.

I always enjoy seeing old friends and partners and meeting new partners. In our business networking is a key to success and you give us a great platform to network, make new business contacts and build up personal relationships which many times become very strong business relationships.

I know how much planning and organizing goes in to planning these functions and I thank you for always going out of your way to make sure all the details are taken care of. I am looking forward to our next conference!!

*Warm regards,
Orit Horn
International Logistics Express, Inc.
New York, U.S.A.*

Dear Fellows.

We want to thank you for your warm welcome since this was our first attendance to a WWPC Convention. This was a great and very successful experience for us, not just to know our business partners but also to make friends.

We really enjoyed our one-on-one meetings and the nice environment that the WWPC team create for all of us to know each other better and work together.

Please feel free to contact us for any inquire you need from México.

Many thanks and See you soon!

*Sergio Rodriguez / Ángela Jiménez
SE GLOBAL LOGISTICS SA DE CV
MÉXICO*

*This is our first year to Join WWPC Convention.
The meeting was fruitful and organized well.*

It was a wonderful event and we did very good business planning with partners because everything went smoothly and we hope that members achieved lots at daytime meeting & networking events every night.

We miss all friends in next meeting.

*Dandy and Luke
Pioneer Logistics Group (HK & China)*



Dear Colleagues and Friends,

Though some time it is not so easy to express feelings, it is always a great pleasure to do it. And this is one of those times.

First of all, and sharing opinion of many, if not all participants, I would like to congratulate Leslie and her Team because of an excellent WWPC Conference 2013. Well done!!

Besides that, I would like to say thank you to all those colleagues whom we met person-to-person with, and spent their valuable time. It is very important for me to learn about new members and, to be able to show them what we can offer from our end.

To all the rest, old and not so old members, I would like to say thank you for your permanent support after 16 years of membership and, I'd like to renew our compromise to continue working and assisting you all, from Buenos Aires.

*AVILA Y CIA. S.R.L. is very proud having you all not only as Partners but, also -and mainly-, **as Friends**. I usually say our work must offer not only benefits but, an opportunity to make friends!!*

All over the World, present time is very hard but, our activities will certainly be much easier to accomplish when we have a "friend" at the other end.

Many thanks to you ALL for being there !!

Carlos P. Avila

AVILA Y CIA S.R.L.

Buenos Aires, Argentina



Dear All member partners and WWPC head office,

I am sending this message on behalf of our President Mr. Vincent Chan as well as the whole group.

This was a very good experience again for us that we had an excellent and successful annual meeting another year.

We could see for the past years all of the members have been growing-up no matter if the outside economy was good or not.

For us, we know more good friends through this network and experienced not only a kind of joy on work, but also a great joy as a family members, this is like a home.

The leader here Leslie is a very nice and powerful lady that there always be some power from her which could carry us on.

Once again, thank you all, the network, Leslie and all partners, we like the conference and meeting, it's worthy to be kept on attending.

We wish all those relative partners who have not yet work with our company could have chance to know more about us through this network and let's be more experienced and professional together.

Thanks & Best Regards,

Kristy Guo

Honour Lane Shipping Limited

It's not about the Hard Sell

Rudee Bertie, joint Managing Director of customs broker Customs Clearance Limited, offers his thoughts on industry networking and building business creatively

There are various networking groups within the freight forwarding and third party logistics industry. Organisations participate in these networks for many reasons. Some want to source new business; some want to offer their services to other members; others seek to build collaborative commercial partnerships to extend their reach.

I joined the WWPC for two reasons; to showcase the profile of my business and to meet new people, connect with business associates - and make friends.

There's method and a process to my thinking, which has helped my business to thrive over many years. Our approach is casual, there's no hard sell; but it's effective in that it leaves a lasting impression which was sold on introduction. It says, "Don't let subliminal sales tactics and mind games get to you; you either need my services or you don't. But ... if you think you don't, you probably do!"

Let business come to you

I never chase business. I believe that if your services give value, and people trust you and your reputation, business will come to you.

Instead, I make it my job to make friends with the people that I might be doing business with in the future. It's not hard, because I enjoy meeting new people. You could say I'm a professional networker - it might not be on my business card, but it's in my DNA.

CCL is not a freight forwarder. CCL is a customs broker, a neutral provider to the forwarding industry. Guess what - your competitors could already be customers of ours. We're a wholesale provider offering services to assist you and strengthen your position in the marketplace, helping to give you a competitive edge. We're specialists, and we tailor bespoke, niche solutions for your specific needs and challenges.

Think further than the 'straight swap' trade

Time and again, when we attend networking events, we see agents switch off when they realise we aren't forwarders. They ask, often in disbelief, "Why are you here if you have no business to exchange?" But it's not always about two-way traffic, where I send you my freight and you reciprocate. There are a few businesses out there, like CCL, offering services to assist freight forwarders and 3PL providers. Here's a question: Would you go to American Airlines with your cargo and expect all their inbound freight in return? No, of course not; because they offer a wholesale service to the whole industry, and your competitors are their customers too. It's the same with BA, United, Emirates, Qatar, Virgin... and CCL too - you get the picture?

Our service to the industry is Gateway Customs Clearance and Third Party Logistics and we seek partners to collaborate, create synergies and support the continuing rapid development of our business. We'd like to help you understand what we can do for you, and how we take the headaches out of the process - the sort of headaches that can mean lost contracts, dented profits and a tarnished reputation.

Networking - where business can be fun

We're proud to be supporting the WWPC 2013 Convention in Mexico. Where else can you meet like-minded people, and both work and socialise at the same time? Where can you be yourself, relax and have fun, whilst getting to know friends, colleagues and professional associates over meetings, dinners and cocktails? We'll be there. Make sure you are too - and then come and seek us out. It'll be a relaxed meeting, and you'll feel like you're chatting with a friend - but the connection you make, and the things you learn could be important to the future of your business.

Before then, you can get to know me, Rudee Bertie, and CCL on our website at www.ccllhr.com or our blog at www.customsclearancetalk.com. You can follow me on twitter @RudeeBertie and the rest of the team @ccllhr. Then make sure to connect in person through WWPC.

**THANK YOU TO ALL WWPC MEMBERS WHO ATTENDED THE
23rd Annual WorldWide Convention**

**Next Event • 24th Annual Regional Convention • October 8-12, 2013
Le Meridien Beach Resort • Phuket, Thailand**

We Look Forward to Seeing You All in Thailand! Networking, Paradise Style