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## HIGHLIGHTS

# Egypt

## Gathering and Annual Awards



### Honors of the Year

Name	Title	Years
Sameh Samir	Asst. Managing Director	20
Marwa Elshinnawy	LCL Export Manager	15
Ahmed Medhat	Financial Manager	10
Ayman Abdel Atty	Mergheim Agency Auditor	10
Gad Mabrouk	Warehouse Manager	10
Ahmed Hussein	Finance & Admin representative	10
Gaber Ali	Buffet	10

### Special Awards

#### Best Performance in Customer Service



**Mohamed AlGhazaly**  
Import FCL Customer Service

#### Young Achiever



**Mohamed Salah**  
Cairo - FCL Sales Executive

#### Best Cooperation Reward



**Ahmed Said**  
Finance & Admin Representative

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## NEW SERVICE PROMOTION

### Qingdao to Valparaiso

Please note our new direct consolidation service ex-Qingdao to Chile.

#### Qingdao to Valparaiso

- ❖ POL: Qingdao
- ❖ POD: Valparaiso
- ❖ Transit: 39 days
- ❖ Frequency: Weekly
- ❖ First sailing: SONG YUN HE V.0515 / 14-Aug-2014



For enquires, please contact Globelink Qingdao. Tel: +86 532 80902626 or email: [ding@globelinkcn-qd.com](mailto:ding@globelinkcn-qd.com)

## NOTICES – Globelink Offices

### Globelink Ningbo: Relocation Notice

With effect from 9 August 2014, Globelink Ningbo office will be relocated to the below address. Contact numbers remain unchanged.

#### **GLOBELINK-TRANS (TIANJIN) INTERNATIONAL FORWARDING CO LTD – NINGBO BRANCH**

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Ningbo, China

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Fax: +86 574 87645300

**因为有你  
心存感激**

**宁波环发喜迁新址**

经历了8年的风雨历程，宁波环发逐渐成长，风雨路上，是你们不离不弃，陪伴我们走过，千言万语，融合为一句感谢。由于您们的信任和支持，公司业务规模不断扩大，为了给您提供更多更好的服务，现决定自2014.8.9喜迁新址：宁波市江北区新马路288弄北岸财富中心9号楼3楼（通讯方式保持不变）

## INDUSTRY NEWS

### Maersk and MSC to attempt new east-west alliance

Maersk Line and Mediterranean Shipping Co. are planning a huge 10-year vessel-sharing agreement early next year in the Asia-Europe, trans-Pacific and trans-Atlantic trades as the carriers strive to better utilize capacity in the wake of their failed bid to launch the P3 Network.

The VSA, if it's approved by regulators, will be referred to as 2M and will replace all existing vessel and slot purchase agreements that Maersk Line has in these trades, Maersk said in a statement. It comes less than a month after China rejected the P3 Network application by Maersk, MSC and CMA CGM to operate in mainland ports, a move that stunned the industry and scuppered the ambitious alliance.

This new agreement between the world's two biggest carriers leaves CMA CGM out in the cold. A total of 185 vessels with an estimated capacity of 2.1 million TEU will be deployed on 21 strings with Maersk supplying 55 percent of the capacity and 45 percent coming from MSC. Maersk and MSC will be able to cover more ports with direct services and improve efficiency through better utilization of vessel capacity and economies of scale.

"I am very pleased with our agreement with MSC. We share the same ambition to have as efficient and effective operations as possible," said Søren Skou, Maersk Line CEO.

Skou said to provide customers with competitive and reliable container shipping in the east-west trades at attractive prices the line needed to take out cost while maintaining coverage, frequency and reliability.

Maersk Group CEO Nils Andersen said the agreement with MSC would improve its competitive cost position while reducing CO2 emissions.

"MSC is pleased to have reached this agreement with Maersk Line," said Diego Aponte, MSC vice president. "It represents another positive step in our continual drive to enhance our operational network in terms of scope, scale, efficiency and reliability. Our customers will be able to enjoy these benefits alongside the world class customer service that has been the cornerstone of our business since our formation in 1970."

Aponte said the new vessel-sharing agreement will enable MSC to move forward on its sustainability effort and "achieve significant reductions in fuel consumption, driving down the carbon footprint of (its) shipping operations."

The starting date depends on the filing of information to the relevant authorities in the many jurisdictions that will be covered by the carriers, and in some cases will require regulatory approval. With the memories of China's rejection last month still raw, Maersk was quick to distance the new 2M from the P3 that would have included CMA CGM.

The 2M agreement differs from the earlier proposed P3 alliance with a far smaller combined market share and the cooperation is a pure vessel sharing agreement, Maersk stated. There will be no jointly owned independent entity with executorial powers.

One of the reasons China rejected the P3 was because of the huge market share that would have been controlled by the three members of the alliance. On the Asia-Europe trade the P3 share would have topped 47 percent.

SeaIntel CEO Lars Jensen told the JOC that regulators would be less troubled over the 2M deal as the market share was smaller without CMA CGM. "Everything is also kept in two separate companies, making it less of a merger as the Chinese saw it (P3)," he said.

Independent transport analyst Charles de Trenck was not surprised by the announcement. "From P3 to 2M, and later 2M++. It makes sense as they will try to put to partial use some of the ideas they came up with for the P3," he said.

Maersk's statement outlined the details of the new 2M agreement:

- The VSA will improve the network efficiency and allow for lower slot costs through improved utilisation of vessel capacity and economies of scale.
- The VSA will provide more sailings and direct port pairs than the parties offer today individually.
- The VSA includes 185 vessels with an estimated capacity of 2.1 million TEUs in 21 strings in the Asia-Europe, trans-Atlantic (Europe-U.S. East Coast) and trans-Pacific (Asia-US East and West Coast) trades.
- The 21 strings are split as follows: Asia-North Europe, 6; Asia-Mediterranean, 4; Asia-U.S. West Coast, 4; Asia-U.S. East Coast, 2; North Europe-U.S., 3; Mediterranean-U.S., 2.
- Maersk Line will contribute with approximately 110 vessels with a nominal capacity of 1.2 million TEUs (55 percent of the total capacity).
- MSC will contribute with approximately 75 vessels with a nominal capacity of 900,000 TEUs (45 percent of the total capacity).
- Vessels deployed in the VSA will continue to be owned (or chartered) and operated by the two individual lines.
- The VSA does not include joint marine operations. Each party will execute their own operations including stowage, voyage planning and port operations.
- The VSA does not include any commercial tasks or responsibilities. Each party will continue to have fully independent sales, pricing, marketing, and customer service functions.
- A joint coordination committee will monitor the network on a daily basis.
- The duration of the VSA is 10 years, beginning early 2015.

*Source: JOC.com*

## WORLD HOLIDAYS

### World Holidays in August 2014



#### Costa Rica

15 Aug Assumption Day

#### Croatia

05 Aug Victory and Homeland  
Thanksgiving Day  
15 Aug Assumption of Mary

#### Guatemala

15 Aug Assumption of Mary

#### India

15 Aug Independence Day\*  
29 Aug Ganesh Chaturthi  
\*Only these holidays are observed throughout India.

#### Indonesia

17 – 18 Aug Independence Day

#### Korea

15 Aug Liberation Day

#### Malaysia

31 Aug National Day

#### Morocco

14 Aug Oued Ed-Dahab Day  
20 Aug Revolution Day  
21 Aug King Mohammed IV's Birthday

#### Pakistan

14 Aug Independence Day

#### Portugal

15 Aug Assumption Day

#### Romania

15 Aug Assumption Day

#### Singapore

09 Aug National Day

#### Slovenia

15 Aug Assumption Day

#### Spain

15 Aug Assumption Day

#### Sri Lanka

10 Aug Nikini Full Moon Poya Day

#### Thailand

12 Aug The Queen's Birthday

#### Turkey

30 Aug Victory Day

#### UK

25 Aug Summer Bank Holiday

## ABOUT CWT GLOBELINK GROUP

CWT Globelink started in 1988 in Singapore. It has now expanded to more than 100 offices in 28 countries, providing comprehensive and high quality consolidation services to our valued customers.

CWT Globelink's presence includes Australia, Bulgaria, China, Costa Rica, Croatia, Egypt, Guatemala, Hong Kong, India, Indonesia, Kuwait, Malaysia, Morocco, Pakistan, Portugal, Qatar, Romania, Singapore, Slovenia, South Korea, Spain, Sri Lanka, Taiwan, Thailand, Turkey, United Arab Emirates, the United Kingdom and Vietnam.

Together with key members of its agency network, Globelink formed the Global Consolidator Alliance (GCA) to provide comprehensive and seamless global coverage to its valued customers.

For more information about the CWT Globelink Group, please refer to our website: [www.cwt-globelink.com](http://www.cwt-globelink.com)



### CWT Globelink Group

For article contributions, please contact: [newsletter@cwt-globelink.com](mailto:newsletter@cwt-globelink.com)

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