



## CONTENTS



### Feature Story

#### GlobeLink Opens in the United Kingdom

- Extension of Reach in Europe

### Notices

#### Notices by GlobeLink Offices

- GlobeLink Slovenia Obtains ISO 9001:2008 Certification
- Removal Notice: GlobeLink Bursa
- Revision of Document Fee for Hong Kong

### Industry News

- Maersk's Asia-Europe Capacity Cuts Could Spark Shipping Rebound

### Others

- World Holidays in March 2012
- Inspiring Quote

## FEATURE STORY – Globelink Opens in the United Kingdom

# United Kingdom

### Extension of Reach in Europe



Consistent with our roadmap of expansion and more comprehensive coverage, CWT Globelink is glad to announce the extension of our reach in Europe.

The United Kingdom is a core market for CWT Globelink group and an established marketplace. We have been cooperating with our reliable long term partner - Fallow International Freight Limited for some 17 years. The cooperation had been such a success that it became quite natural that both parties decided to bring the relationship a step closer.

CWT Globelink has formed a joint operation with Fallow International as an equity partner. Fallow will be re-branded as Globelink Fallow Limited. Globelink Fallow will be headed by directors, Bob Andrews together with Elaine Fox. They will continue to be the key drivers in our partnership.

# GLOBELINK FALLOW LIMITED



The re-branding was completed with the changing of office signs for the big changeover effective 1<sup>st</sup> March 2012.

This strategic investment in UK is of significant importance to the group given its strong traffic flow and competitive environment. As a group, we are now better positioned to thrive in this market.

**Elaine Fox and Bob Andrews at the doors of UK head office in Romford.**

Felixstowe, Southampton and Tilbury are the 3 major container ports in UK.

The Port of Felixstowe is UK's largest and busiest container port with over 40% of the country's import and export passing through it. Located at the Southeast coast of UK, Felixstowe is a major hub for UK local distribution and international transshipments.

The Port of Southampton situated in the centre of the South coast of UK is the second largest port after Felixstowe and is the leading UK port for import and export of vehicles. Southampton is also located near to mainland Europe.

The Port of Tilbury lies on the North shore of the River Thames and is in an advantageous location for transport in and out of London. Tilbury is the main port for importing paper including newsprint.



Trading since 1989 and with a company history steeped in experience and with a tradition of unparalleled service, Globelink's new family member is long established in the UK shipping market and is well placed to promote all of the group's services.

With a core business built up with freight forwarders as its main client-base, Globelink Fallow concentrates on operating export and import container groupage services globally. For exports, there are 8 cargo receiving stations throughout the UK. Imports play an important role for Globelink Fallow and the focus is much on providing customers with the very best service no matter which direction the cargo is moving.

A very active FCL department has been developed over recent years and this has also become popular with forwarders, who prefer to have a "one stop shop" for LCL and FCL traffic.



As the industry has evolved, Globelink Fallow aims to be at the forefront for IT development. Service add-ons such as QuickBook and QuickQuote for online bookings and quotes are proving to be invaluable, both to clients and staff alike. With centralized EDI booking and cargo tracking solutions within the group in the pipeline, the emphasis is very much on modern logistics solutions.

### **Main Services Offered by Globelink Fallow**

- Export & Import LCL Consolidation
- Regional Cargo Receiving Facilities
- FCL Services
- Customs Clearance
- UK Distribution

The 2012 Olympics will turn the world's spotlight on the United Kingdom later this year with the main stadium and Olympic village situated at Stratford in east London, just a few train stops away from Romford, where Globelink Fallow's head office is located.

With over 50 staff, Globelink Fallow also has an office in Warrington, near Manchester in the north of England. This office serves as a regional office as well as handling export services to USA, Canada and South & West Africa.

For more information and enquiries, please contact Globelink Fallow at:-

*Head Office:*

**Globelink Fallow Limited**

Unit 6, Redwing Court  
Aston Road  
Romford  
Essex RM3 8QQ  
Tel: + (44) 1708 677177  
Fax: + (44) 1708 677188

*Regional Office:*

**Globelink Fallow Limited**

Ascot House, Trident Business Park  
Daten Avenue, Birchwood  
Warrington  
Cheshire WA3 6BX  
Tel: + (44) 1925 839688  
Fax: + (44) 1925 839699

### Key Contact List

<b>Globelink Fallow – Romford</b>		
<b>Name</b>	<b>Position</b>	<b>E-mail</b>
Bob Andrews	Managing Director	<a href="mailto:bob.andrews@globelink-fallow.com">bob.andrews@globelink-fallow.com</a>
Elaine Fox	Director	<a href="mailto:elaine.fox@globelink-fallow.com">elaine.fox@globelink-fallow.com</a>
Roy Woodard	Import Manager	<a href="mailto:roy.woodard@globelink-fallow.com">roy.woodard@globelink-fallow.com</a>
Donna Howard	Senior Import Clerk	<a href="mailto:donna.howard@globelink-fallow.com">donna.howard@globelink-fallow.com</a>
Chris Gowdy	Senior Import Clerk	<a href="mailto:chris.gowdy@globelink-fallow.com">chris.gowdy@globelink-fallow.com</a>
Clare Read	Senior Import Clerk	<a href="mailto:clare.read@globelink-fallow.com">clare.read@globelink-fallow.com</a>
Lisa Prowse	Senior Import Clerk	<a href="mailto:lisa.prowse@globelink-fallow.com">lisa.prowse@globelink-fallow.com</a>
Alan Thompson	Export Manager (Far East)	<a href="mailto:alan.thompson@globelink-fallow.com">alan.thompson@globelink-fallow.com</a>
Richard Simmons	Export Manager (Middle East)	<a href="mailto:richard.simmons@globelink-fallow.com">richard.simmons@globelink-fallow.com</a>
Simon Malone	Export Manager (Indian Sub-Con & S. America)	<a href="mailto:simon.malone@globelink-fallow.com">simon.malone@globelink-fallow.com</a>
Kerri Wright	Export Ops (Far East)	<a href="mailto:kerri.wright@globelink-fallow.com">kerri.wright@globelink-fallow.com</a>
Pat Warrender	Sales & Marketing	<a href="mailto:pat.warrender@globelink-fallow.com">pat.warrender@globelink-fallow.com</a>
Gina O'Meara	Sales & Marketing	<a href="mailto:gina.omeara@globelink-fallow.com">gina.omeara@globelink-fallow.com</a>
Nicola Gill	Accounts	<a href="mailto:nicola.gill@globelink-fallow.com">nicola.gill@globelink-fallow.com</a>
<b>Globelink Fallow - Warrington</b>		
Dave Matthews	Business Development Manager	<a href="mailto:dave.matthews@globelink-fallow.com">dave.matthews@globelink-fallow.com</a>
Audra Matthews	Export Manager	<a href="mailto:audra.matthews@globelink-fallow.com">audra.matthews@globelink-fallow.com</a>
John Slater	Sales & Marketing	<a href="mailto:john.slater@globelink-fallow.com">john.slater@globelink-fallow.com</a>
Helen Seddon	Sales & Marketing	<a href="mailto:helen.seddon@globelink-fallow.com">helen.seddon@globelink-fallow.com</a>

The future is certainly looking brighter for Globelink's new member, as growth has continued through the recent worldwide recession and the outlook for the UK remains positive.





# GLOBELINK FALLOW LIMITED



*Global Choice For  
Your **Global Needs***

[www.globelink-fallow.com](http://www.globelink-fallow.com)

Receiving Depots: **BASILDON - BIRMINGHAM - BRADFORD - BRISTOL - HEATHROW - MANCHESTER - SOUTHAMPTON - TILBURY - GLASGOW**

**EXPORT**  
LCL SERVICES

**IMPORT**  
LCL SERVICES

**WORLDWIDE**  
FCL SERVICES



On-line services offering instant quotations, bookings & schedules  
[www.fallowonlineservices.co.uk](http://www.fallowonlineservices.co.uk)

**BIFA**  
Mem No. 1054

THE BRITISH  
ASSESSMENT  
BUREAU  
**ISO9001**  
UKAS

**Global  
Consolidator  
Alliance**

**Head Office & Administration:** Unit 6, Redwing Court, Ashton Road, Romford, Essex RM3 8QQ  
**Regional Office:** Ascot House, Trident Business Park, Dagen Avenue, Birchwood, Warrington WA3 6BX

<b>ROMFORD</b>	Tel: <b>01708 677177</b>	<b>WARRINGTON</b>	Tel: <b>01925 839688</b>
	Fax: <b>01708 677188</b>		Fax: <b>01925 839699</b>

CWT Globelink Group has a presence of more than 100 offices in 26 countries. Globelink operates in Australia, Bulgaria, China, Costa Rica, Croatia, Egypt, Guatemala, Hong Kong, India, Indonesia, Korea, Kuwait, Malaysia, Morocco, Pakistan, Portugal, Romania, Singapore, Slovenia, Spain, Sri Lanka, Thailand, Turkey, United Arab Emirates, the United Kingdom and Vietnam.

## NOTICES – Globelink Offices

### Globelink Slovenia Obtains ISO 9001:2008 Certification

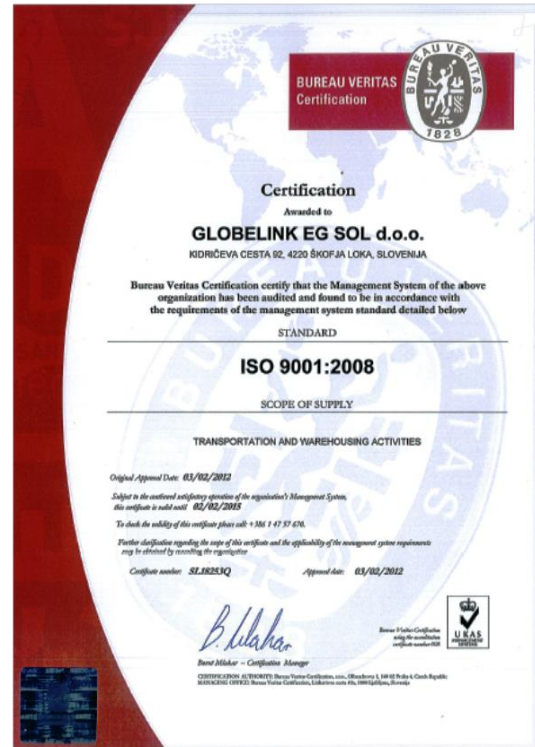
Globelink Slovenia has been audited by the Bureau Veritas and has obtained ISO 9001:2008 certification.

With this new certification and its worldwide recognition, Globelink Slovenia will be able to enhance customers' satisfaction and experience.

Headquartered in Slovenia, with a branch office in Croatia, Globelink Slovenia offers a wide range of services to complement the Globelink network.

Globelink Slovenia operates regular direct LCL consolidation services from various Far East origins into Koper and Rijeka. There are also regular export consolidation services from Koper to Israel and Singapore.

To find out more about the services offered, please contact Globelink Slovenia.



### Removal Notice: Globelink Bursa

Please note the new address and contact numbers for Globelink Unimar, Bursa w.e.f 13 February 2012:-

#### **Globelink Unimar Logistics Inc.**

Yeni Yalova Yolu, Buttım Plaza  
 K:11, N:1630, P.K.16250  
 Osmangazi – Bursa, Turkey  
 Tel: +(90) 224 2116040 – 2116226  
 Fax: +(90) 224 2116313  
 E-Mail: bursa@globelink-unimar.com

### Revision of Document Fee for Hong Kong

With effect from 15 March 2012, Hong Kong document fee will be adjusted to HKD350 per HBL (ETD Hong Kong / ETA Hong Kong). This fee is applicable for export and import services on all trade lanes.

## INDUSTRY NEWS

### Maersk's Asia-Europe Capacity Cuts Could Spark Shipping Rebound

Maersk Line's recent announcement that it will cut its Asia-Europe capacity by nine per cent may very well signal the beginning of the end to the current downturn.

In one sense the move on its own is but a drop in the ocean when compared to the very difficult market in which shipping lines find themselves in today. What is noteworthy, however, is that this move could spark a wider change in how carriers begin to react to the challenges ahead.

After all, during the financial crisis of 2009, it was not until shipping lines began to get serious about vessel layups and capacity management in general that the turnaround began.

Sure, these efforts were then backed up by a surprising rebound in demand in the early part of 2010, but the capacity management efforts of the lines certainly helped pave the way.

This time around shipping lines that did layup last time recall that some of their competitors did not do so last time with the same enthusiasm as other lines did. This allowed those lines less active in idling ships to gain market share. As such, there has been no great rush to cut capacity this time.

But now with the world's largest shipping line agreeing to cut capacity by as much as nine per cent on the world's most troubled trade lane, this is significant. And it could compel other lines that have been holding back to take similar action as well.

As part of the Danish shipping giant's plan to cut capacity it has announced that it, together with the world's third largest shipping line CMA CGM, will merge four existing Asia-Mediterranean services into two strings, thus reducing weekly capacity by 22,000 TEU.

Additionally, the carrier will add two port calls to its existing Daily Maersk service, thus lengthening the voyage and effectively tying up capacity for a longer time. This too is another form of capacity management that became popular during the last crisis.

The shipping line has said it will consider other capacity management strategies "where commercially appropriate", including slow steaming, returning chartered ships and vessel layups.



## OTHERS

### World Holidays in March 2012



#### India

08 Mar Holi

#### Indonesia

23 Mar Nyepi (Hindu New Year)

#### Korea

01 Mar Independence Movement Day

#### Pakistan

23 Mar Pakistan Day

#### Sri Lanka

07 Mar Medin Full Moon Poya Day

#### Thailand

07 Mar Makha Bucha Day

#### Vietnam

31 Mar Hung Kings Commemoration

## INSPIRING QUOTE



CWT Globelink started in 1988 in Singapore. It has now expanded to more than 100 offices in 26 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, Romania, Singapore, Solvenia, South Korea, Spain, Sri Lanka, 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) or contact: [newsletter@cwt-globelink.com](mailto:newsletter@cwt-globelink.com)



### CWT Globelink Pte Ltd

If you have anything that you would like to share in our newsletter, please send your contributions to: [newsletter@cwt-globelink.com](mailto:newsletter@cwt-globelink.com)

**All Rights Reserved.** While every effort has been made to ensure the accuracy of the information in this newsletter, no liability can be accepted for errors, omissions or inaccuracies of any kind. CWT Globelink would be pleased to receive amendments and other appropriate information for possible inclusion.