



Global Forwarding Partners Inc

AGM 12 Hilton Hotel Guangzhou 6th -10th October 2015

Host – Universal Worldwide Transportation

AGM MINUTES 2015

6TH October –

1900hrs - Members gathered for the Cocktail Welcome Party, Lobby Floor Hilton Hotel

7th October –

0830hrs – Members registered, collected meeting pack and signed “wall display” provided by Universal Worldwide. Each Seat was marked with a Country Flag

0900hrs – Richard Littlefield AGM Presenter introduced himself

Meeting was opened by display photo of AGM 10th followed by a 3 minute video of the Cocktail Party from Madrid 2014. The final word was written as a Thank You to Transtact Cargo and a handover to Universal Worldwide Guangzhou

Richard Littlefield passed the microphone to all in attendance and each gave their name and company name/country.

Stephen McKittrick (Chairman) officially opened the meeting with a Welcome Speech. The welcome speech included key notes such as a welcome to the New GFP Partners and GFP Partners who had travelled to the meeting. Particular thanks from the Chairman was given to Transtact Cargo for the AGM 2014 and Universal Worldwide for AGM 2015. SM also referenced the fact that after 10 years of AGM's it was time to review and reflect on the current/future procedures and to find a way forward in expansion. SM also gave reference to the fact that the GFP is unique in that Membership is grown through recommendation through quality partners and that each year the AGM is attended

by actual business owners or senior people of each organisation. SM congratulated the GFP Board for the work during 2015.

Andy Wong (Managing Director) Universal Worldwide Transportation & Amen Chen (General Manager) welcome the GFP Partners to the meeting and explained the brief history of Universal Hong Kong & China

Ronald Lee (Ambassador) welcomed the GFP Partners and paid tribute to the AGM Hosts over the past 10 years and gave a formal message of Thanks to Universal Worldwide Transportation

Farrukh Iqbal (Vice Chairman) welcomed the GFP Partners and gave thanks to everyone involved in the organisation of AGM 11th. FI also spoke in detail about the desire for all members to try and recommend partners in vacant cities and to continue the need for positive communication.

The AGM official Logo was shown and it was said that each hosting country will now need to have a theme/logo to represent their country (Shown on 5 slide of Presentation)

Non Attendance was displayed of those GFP Partners who could not make the meeting and the wishes that were sent (refer to Slide 7)

Outstanding Membership Fees and Attendances Fees were collected during the first break

New GFP Partners gave Presentation (Slide 9 refers)

Lucky Ticket was announced and GFP Partners paid towards the GFP Charity OXFAM – a target was set to reach \$6000. Thanks to \$1500 donation from Petra and Steve Clark of Global Team USA and \$6000 from the partners, the total money raised was \$7500. The winner of the Lucky Ticket (Business Class flight to/from AGM 2016) was won by Mr Tony Srnec Summit Sydney. Tony has since requested that the cost of the ticket be donated to Oxfam instead.

GFP Board 2015/2016 – It was suggested that the board remained the same until 2016 but welcome any new applicants or who assist during 2016/2017 (Slide 11 details the Board)

New for 2015/2016

Richard Littlefield presented the new challenges for 2015 which included

New GFP Logo – a new logo has been produced to rebrand the GFP to reflect the 10 years of AGM's a colour change. The new logo is available in all formats on request from admin@hfreight.com

Membership Target – target for 2016/2017 is 100 members

Maintain Low Cost Membership – The GFP is determine to remain a NON Profitable Organisation at a Low Cost Membership

Working was still ongoing with the Global Logistics Fund to join an Optional Payment Protection Programme for the GFP – details due to be announced 2016

IATA Members – the benefits of being IATA were explained and by 2017 where possible all GFP Partners should try to be an IATA Agent

Eithad Incentive Programme – Etihad Programme was introduced for a start date of October 2016 full details of the programme and how it works are shown in Slide 24 & 25 – the follow up to the programme will be advised during Spring 2016. Only available to IATA AGENTS.

Departing Member 2015 – Bin Yousef Qatar was listed as the only departing member 2015

Balance Sheet – was displayed with a balance of \$39239.55 Audit and Accounts to commence in Spring 2016. No Financial Losses have been reported.

AGM Awards – a large number of AWARDS were presented due to the limited number in 2014

These rewards are detailed in slides 16 – 20 of the Presentation

Hosting 2016 –

Presentations for Hosting 2016 were made by

Vanguard Logistics GOA

PT ATT – Jakarta

Green Dragon – Ho Chi Minh

After individual voting, the winner by 19 votes was declared as VANGARD LOGISTICS GOA

Congratulations were given to Vanguard Logistics for 2016

Runner Up – PT ATT Jakarta would take the HOST for 2017

Presentations from Guest Speakers

Mr Steve Au – Etihad Cargo Hong Kong presented Etihad and the Etihad Programme

Etihad would like to start formal co-operation with the GFP and look at discounts for Freight Volumes and Flight Discounts when travelling to AGMs

Mr Adrian NG – Mega Fortis (Malaysia) presented his company and network which is specialized in the security and safety of transportation by road/sea and valuable cargo. Details can be found www.megafortis.com

EQU8TOR – Richard Littlefield reminded the Partners that there is a platform available for those who are interested in the E-Commerce Business – details can be found on the GFP website

VASENTH CREATIVE – Mr Prem Kanna presented the changes to the GFP websites and introduced the new GFP APP which will be launched in Spring 2016 more information to follow

Richard Littlefield explained the need to provide each other with actual buy rates and to give an honest and valuable profit share. Criteria for Membership was detailed (Slides 30/31 refer)

Details of the Evening Programmes are detailed in Slides 33-36

A GFP Group Photo was taken and an original given to each member in attendance. For those who did not attend the Photo and Membership Certificate will be sent.

The following two days were reserved for GFP One to One Meetings

Friday 9th October

The meeting was closed by Mr Stephen McKittrick

SM paid particular tribute to Petra and Steve Clark of Global Team USA for the generous donation after reading the letter sent. Global Team have donated \$1500 to Oxfam and \$1500 to Habitat for Humanity.

Thanks was given to all those who attended the Guangzhou AGM and announced the Record Attendance.

Support was announced to the Host of 2016 – Vangard Logistics

A final thanks was given to Universal Worldwide Transportation for the Hosting 2015-11-06 Universal Worldwide Transportation and the Hilton Hotel will be presented with a Wall Plaque within the next few weeks

A closing message of thanks came from Mr SK Leong of ICAT Logistics USA to thank the organisation of the AGM and Richard Littlefield for dedicating his time to the network

Minutes taken by Carl LeClair – AGM Secretary

The Final Day concluded in Members One to One Meetings

The GFP Partners met for the GALA Dinner

A Tour of Guangzhou was attended by those Partners who did not check out on Saturday 10th October



