



Global Forwarding Partners Inc

AGM 12 Grand Hyatt Hotel GOA

Host – Vangard Logistics India

OFFICAL 12 AGM MINUTES 2016

3rd October –

1900hrs - Members gathered for the Cocktail Welcome Party, Ball Room Grand Hyatt

Guests were treated to music by “Serenaders” local Goa Group with fine Indian Cuisine

4th October -

0830hrs – Members registered and took seat in meeting room .Each Seat was marked with Name/Company Plague

0930hrs – Meeting was opened in Traditional Indian Ceremony

Mr Kumaran (Host) lit a Flame to signify the start of the meeting, tradition prayer was sung and projected on the main screen by the host.

GFP Board of Richard Littlefield, Stephen McKittrick, Carl le Clair, Claude Moritz, Sony Sebastian were invited to the main stage. Mr Hari (Host) honoured Mr Richard Littlefield (AGM Presenter) in traditional way by placing Indian Silk Shawl over his shoulders.

Mr Richard Littlefield then honoured the same to Stephen, Carl, Claude and Sony to close the opening ceremony.

Mr Kumaran gave a short speech to conclude the Traditional Opening to example the purpose of the prayers, flame and honour, at the same time giving thanks to Grand Hyatt Hotel GOA

Mr Richard Littlefield introduced the Official Host Team – Vanguard Logistics Mr Kumaran, Mr Hari and Ms Fatima. They were presented with a Wall Plaque to celebrate the 13th AGM Hosting GOA

Three guests were announced and welcomed; Ms Dinella Thakur – Etihad Cargo, Mr John O’Brien – Equator Software – Mr George Xavier Nautical Cargo India

Each attending partner was then passed the microphone and introduced themselves by name, company and location

Mr Richard Littlefield introduced the Board of Directors (per slide show 5)

Mr Richard Littlefield welcomed and announced Mr Stephen McKittrick GFP Chairman who officially welcomed the New Members, Guests and current Members. Special thanks were given to Vanguard Logistics India for the hosting AGM 13. Member’s commitment and long travel times were particularly noted and thanked.

Mr Richard Littlefield presented the AGENDA, Mr Prem Khanna (GFP Website) and Mr Amit (One to One Scheduler)

Non Attendance was displayed (per slide 6)

Members were asked to settle outstanding funds to Carl leClair AGM Treasurer

Richard Littlefield presented GFP 2015/2016 “Are we ahead of our Competition”

It was noted that 2015 saw the introduction of any new member having **Standard Trading Conditions and Freight Liability Insurance**, this would also apply to current members at point of renewal. This was believed to assist the strength of the group.

SOLAS/Weight/Verification/Gross Mass was mentioned and the need for all members to understand these changes and the financial impact. Foreign Currency/Exchange Rates were included, the need to try to contra and to fix exchange rate for the protection of each member.

Global Contracts – there was a request from the GFP that all members in the event that they had a Global Contract with an Airline/Shipping line that this be shared to better value and serve the group

Loss of Hanjin – there was a general feeling of concern regarding the market rates and increases which would potentially change the shipping industry and revenues. Members were urged to share any market increases/rates to fellow members.

The point was made that almost daily, members receive updated rates from various sources but the real need was to **encourage more exchange of nett rates/market changes** amongst members, keeping the network competitive and ahead

E-AWB/paperless – a reminder was made that each member should look at E-AWB/Paperless as a preparation tool for any future changes

Brexit – Heritage London would inform all partners of any expected or actual changes concerning the UK decision to leave the EU

Screening of Cargo – whilst many countries have the screening of cargo, new rules in certain countries regarding the screening of cargo will continue and will drive the cost of exporting upwards

FISCAL non EU VAT registered Companies. Partners such as WE Deane Europe and Cargocare Switzerland access the FISCAL system. This is a paper VAT payment for those exporters with EU VAT/EORI to protect cash flow and offer solutions for shipments moving into the EU

AMAZON FBA – members were warned of the logistical changes with the start up of Amazon Logistics China in addition to be warned about handling Lithium Batteries. It was reminded that Amazon.com currently face \$80,000 fine by FAA for breaching HAZ rules. Members who export these goods need to protect themselves against such penalties and overseas partner needs to be considered in the event of snagged/seized goods where TAX/DUTY/handling and storage has been incurred

Birthday and Landmarks would be the focus of email broadcasts, it is important that GFP showcases member's success stories

GFP Branding – GFP will offer the Logo and Business cards to anyone who wishes to promote the GFP as part of their business

Martime Law – GFP is dependent on each partner having access to lawyers who understand maritime law. In the event of error/release of Bills / Mistake letter of credit, GFP supports good practice and members being protected by each other through back up of maritime lawyers

GFP would like all members to move from traditional freight forwarders to total logistics suppliers giving clients and GFP members a one stop shop

Future AGMs will include 90 minutes of open forum/think tank – giving members more voice

Globalization – in closing Mr Richard Littlefield quoted an article by Ronald Lee/CEO/My Forwarder

“Globalization – it is one of the factors that will catch a lot of folks off guard – especially those who are very complacent players. My Forwarder believes in being prudent enough to rely on partners it works with, and leverage on their strengths. We have that luxury because of the years of partnerships with our Global Network” (article dated Aug '16 The BrandLaureate Business World Review)

This quoted was shared and highlighted the importance of the GFP to each members business

NEW MEMBERS PRESENTATIONS

Presentations were showcased by new GFP members

AGIL LOGISTICS – QATAR

QUICK CARGO LOGISTICS – SRI LANKA

TKL LOGISTICS – SWEDEN

LUCKY TICKET

Mario D'Costa (Fusion Shipping Kuwait) took charge of the **Lucky Ticket** raffle

\$3270 was raised on behalf of OXFAM and the winner of the Business Class Flight to Jakarta 2017 was Mr Darrell Gajadhar – HNM Global Miami

6 Lucky Winners of Cash Prize \$500 was announced (those who registered on the 10th,20th,30th,40th,50th and 60th registration) being Mario D'Costa, Omar Luna, Carlos Diaz, Ilham Hutomo, Marc Christan Hansel, Alice Darragh

GFP Partners broke for TEA/Coffee and Official AGM Group Photo

Second Period

Awards were given to the GFP Partners (as shown in slide 17-20)

Presentation was given by Mr Prem Khanna – GFP Website/IT

Presentation was given by Etihad Airways (official GFP Partner) Ms Dinella Thakur

Details of the Etihad Cargo programme incentive was immediately followed by Richard Littlefield

Presentation was give by Amit Chabra – 1to1 Scheduler official Partner of GFP

Presentation was given by Equator Software – E Commerce Production by John O'Brien

Lunch – was held in Ballroom Lobby

PM Session/Closing 1st Day

Mr Stephen McKittrick – Chairman

Stephen explained the financial position of the GFP. It was reported that on final costs of AGM a balance sheet and P&L sheet would be created. The same set of accounts would be produced and audited by East West Corporation Brunei (who register the GFP) at the end of the financial year 31.3.2017

Mr Richard Littlefield reminded all GFP Partners of

Criteria for Membership

Profit Share Protection

GFP Organisation/Structure

Members Updates

Partners Responsibility

Mr Claude Moritz - Senior Board of Directors

Claude was presented with a Wall Plaque and congratulated on his 10 years of service to the GFP Board of Directors

Mr Claude Moritz – thanked the GFP and opened the new AGM Forum of THINK TANK

Claude detailed his plans and requirements based on his 10 years of experience and the need to grow the GFP from within. He encouraged all GFP Partners to recommend one or two members where the GFP doesn't have coverage. With support, Claude wanted to look and review the strengths and weaknesses of some GFP members. This would form a review of members, to see if we can open up cities and divide by having members strong in Air or Sea, active in Sales or good in specialist areas. This would benefit all the GFP partners giving strength and service to their own clients in addition creating healthy competition. The idea would be to try and grow by 10 members a year, giving additional funds to the network, to look at an individual payment protection or savings plan. Claude thanked the members for their continued commitment and the need to celebrate the AGM as a commitment to the organisation over 12 years. There is not the desire to become big, but a desire to become strong with coverage of members contributing to each other to avoid being part of a group but then using a non member, this was recognized that time and effort and commitment was needed from the Board and from the Members.

THINK TANK

How to grow members – immediately following Claude's opening, at least 3 members of the GFP said they would assist with immediate help by recommending partners

Accounting/Slow Payment/NON Payment – GFP celebrated 4 years without a single BAD DEBT

It was noted and reminded that **ALL GFP Partners report to admin@thegfp.com** any non payer over 60 days and that this would be shared amongst the network. The BYLAWS incorporate this information and all members need to be aware of any issues of problems within the group. Members expressed the importance of confidentiality. It was reminded that Mr Farrukh Iqbal – Vice Chairman covers the area of Dispute/Arbitration

Exchange of Business – a request for all members to contribute business within the GFP and not outside. Sales leads would be welcomed and should be encouraged. A review of a Sales Lead programme would be discussed by 2017 to see if a support tool or showcase of any member could be obtained via the website/software for easy reference/cross check/reporting and follow up

Branding of GFP – basic branding of the GFP through GFP Logo on the business card and the ability to have a GFP Business Card in the event of Global Contracts/Tenders

GFP Board welcomed any ideas on how to Brand the GFP for members business

WEBSITE UPDATES – it was reminded and noted that some of the member's contacts were not up to date on the website. There was a reminder to provide regular updates to admin@thegfp.com and website@thegfp.com

Equator Software – more information was needed from Equator to understand how this can benefit members

Membership Benefits – in response to the growing of Membership, it was suggested and agreed that one year free membership be given to the applicant or the introducer or split as an incentive to grow

It was also noted that the Website become more of a tool to showcase the GFP so that any new member or potential can see the advantages

It was agreed to add to the WEBSITE – SPECIAL OFFER/NOW RECRUITING ! in areas where we do not have members. A list of those countries would also be provided by the GFP Board

Contribution of Figures – on the basis that there was an easy to use software tool, it was requested to review the need for each member to give clear recording of contribution to the network

It was agreed to introduce **Think Tank at the AGM**

First Day Meeting was closed by

PRESENTATION OF 13th AGM JAKARTA was made by HOST 2017 PT ATT GROUP

Dinner was held at SIN Q GOA

5th October – ONE TO ONE MEETINGS

One to One Business Forum of 26 meeting slot started at 9am and closed 4.45pm

Dinner at GOA Resturant with Traditional head marking / tattoo/dancing/music

6th October – ONE TO ONE MEETINGS

One to One Business Forum of 22 meeting slot started at 9am and closed 3pm

GALA DINNER – River Cruise – Buffet, Music, Dancing

Meeting was officially closed by Mr Stephen McKittrick with final word of thanks to Vangard Logistics and message of support to PT ATT Jakarta Host

7th October – Vangard hosted optional tour for those members with extended stay which included market visit, historic site St Francis Church and Baga Beach

Attendance to AGM reported separately

ACTION POINTS FROM GFP PARTNERS

To show support to attend GFP AGM 13 Jakarta

Enter Etihad Incentive Programme

To assist the GFP to recommend at least 1 member where we are not represented

To check www.thegfp.com to ensure company profile is upto date if not contact website@thegfp.com

Reporting of slow payers after 60 days

ACTION POINTS FROM GFP BOARD

31.3.17 Audit Account

Discussion and review/budget/costing of software to report/record figures

Discussion and review/budget/costing of sales lead software programme

Support to Claude Moritz to assist growth of Membership

Supply basic brand business card template

Review Website Costs to consider APP / Newsletter

