



Newsletter Issue 1

April 19th, 2006



News from China Logistics Club

Welcome to the **China Logistics Club** – the new forum for smaller freight forwarders and logistics companies involved with shipping to and from China. Our focus will be on developing closer cooperation between Chinese freight forwarding companies and freight forwarders across the globe that do not have their own office or operation in China. This will help members to compete with the global companies that might be good on pricing but often lack the personalized service that we all know is necessary to serve smaller clients.

In our first week we enjoyed a remarkable number of visits to the web site forcing us to upgrade the site much faster than anticipated. In the first 2 weeks, we had over **42,000 hits** to the site and are currently running at over **5300 hits per day**.



We have opened a representative office in Shenzhen and employed Ms. Eugenia Wu, an experienced freight forwarder who will head the team in China.

We have decided to extend the early-bird price of **US\$150 until the end of April**. Commencing 2nd May the **yearly membership fee will be US\$250**.

Final preparations for the **first conference** to be held in Guangzhou on **2nd June** (1st June golf day) are nearly complete; we hope to have the program outline completed later this week when it will be posted on the CLC web site. There will be a second track at the conference on M&A in the Freight Forwarding industry.

An industry executive from Great Hill Partners, a well know Boston based Private Equity Firm, will join the conference to discuss investments in the Chinese logistics industry. Great Hill manages over \$1.5 billion in capital and target investments of \$20-100 million into growth companies operating in service industries. Hong Kong based Corporate Capital Consultants with a track record of taking Chinese forwarders public in the USA, will give a presentation. Stevenson, Wong & Co. a well established Hong Kong Law Firm with extensive M&A experience in China will address the topic of going public in Hong Kong.

Freight rates from China to various destinations around the world have been included in the CLC web site. Shortly it will be possible for all members to upload their own rates (Air and Sea) from China to the site.

A comprehensive Membership List will be available on our web site by the end of April.

To facilitate payments we have installed **Paypal**.

See you on the 2nd of June!

Hong Kong:

Suite 2202, Tung Chiu Commercial Centre, 193
Lockhart Road, Wanchai, Hong Kong
Tel: +852 2528 3066, Fax: +852 3010 0161
Email: Henrik@ChinaLogisticsClub.com

Shenzhen:

Rm 2807-2810, JinTong Bldg., Sec.B, No.1060
AiGuo Rd., Shenzhen, China Zip 518003
Tel: +86-755-25414756, Fax: +86-755-25661394
Email: eugenia@ChinaLogisticsClub.com