



## China Logistics Club – Newsletter, May

### Dear Members,

Please find below the 5<sup>th</sup> issue of the CLC newsletter in 2010, to help keep you updated with various activities happening at CLC.

We would like to announce that we have now updated our China Logistics Club website along with the African Logistics Club, and the European Logistics Club, all under the same site. There are still a few bugs and please have patience with us until we have removed them all. The majority of the login and password remains unchanged but a few was changed during the transfer from the old site to the new web site. Please ask Sally if you have problems logging in. The system now automatically stops expired members from logging in. We have spent far too much time chasing slow payers which uses up too much of our time, hence, the change there. The purpose with the change was to consolidate the back office and make it more user friendly both for you, the members, and for us who has to keep it all running as economically and efficiently as possible.

Website Link: [www.chinalogisticsclub.com](http://www.chinalogisticsclub.com)

### Conference Agenda

However, it has come to our attention that some contact and company details of our members are lacking. We kindly request for all our CLC, AFLC, and ELC members to log in to their account(s) and update the necessary details that might be out-dated or missing, especially your company logo. This will then assist us more conveniently to contact you and your colleagues.

*\*Please be aware that it is now possible for you to make changes or updates for your details on your CLC account directly.*

If also possible, please provide your details of the following (where applicable):

MSN:

Skype:

Email:

Direct Telephone:

Mobile:

If you have any issues or technical problems please do not hesitate contacting us with the following email address: [jee@chinalogisticsclub.com](mailto:jee@chinalogisticsclub.com) or [sally@chinalogisticsclub.com](mailto:sally@chinalogisticsclub.com)

### New Members

Recently following member(s) has joined our network; please extend your warm welcome to these new CLC member(s):

- **Constanta, Romania:** Black Sea Crown Shipping
- **Apapa, Nigeria:** Hemag Maritime Services Limited
- **Calgary, Canada:** Key International Shipping Service Inc.
- **Calgary, Canada:** Key International Shipping Service Inc.
- **Sialkot, Pakistan:** PCA Cargo PVT Limited
- **Agege, Nigeria:** Allizy Cargo Service Nigeria Limited

Please login as member on <http://www.ChinaLogisticsClub.com> to view the contact details of these new members in the worldwide members directory.



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### Canceled Memberships

Some members have decided not to renew the membership or have failed to pay for the membership renewal and we have therefore canceled the membership of the following:

- **Ukraine, Odessa:**Kaalbye Logistics Ltd.

### Simplified membership fees for CLC and the allied logistics clubs (ELC & ALC)

We have simplified the membership fees for all the clubs and unified the price of USD 399, which includes the registration fee and banking fee. This means the fees for new members in all the logistics clubs are identical but the renewal price will be slightly higher. The overhead of running China Logistics Club has increased and we have had to increase the yearly fee to USD 399. We still believe it is the most economical freight-forwarding network in the world.



**CLC is the first global network to sign up  
for the GLS Freight Protection Plan**



### Freight Protection

After nearly 4 years we have finally found an insurance company who are willing to underwrite a professional freight protection scheme. Part of the reason that it has been nearly impossible to put together, is because no single network or alliance is big enough to make it financially viable for any insurance company. Therefore, instead of China Logistics Club doing this on our own we decided to work with 8 – 10 other networks and alliances and combine all the members of these networks into one independent "Freight Protection" company that will be run and managed professionally by industry experts. This company is Global Logistics Shield, please see: [www.glshield.com](http://www.glshield.com), which will run and manage the freight protection on behalf of China Logistics Club and many other quality networks.

Another reason that the insurance company agreed to underwrite the scheme was because it will have stringent and thorough due diligence of all the companies that applies and it will have an amber/red alert which will monitor the companies that are protected on a monthly basis. This amber alert system has been successfully managed by a very good network for over 6 years and has virtually eliminated payment problems.

All freight forwarders hate to become an unwilling banker for agents that extend long credit to their clients or do more business than they can really afford and then pay their partners late. This greatly increases the cost of the freight forwarders and increases the credit lines and cash flow needed by the other agent. We are therefore also going to award companies that also pay on time and keep to a 30



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days payment schedule. These companies will eventually stand out like a beacon and we believe they will become the first choice of agent to work with. More information about that on the web site.

As this is the first time a REAL professionally underwritten freight protection has been done, we are very pleased that the cost for the insurance will only be USD 500 per year. The additional cost to the insurance will be the monthly monitoring and due diligence. Full details of the costing are available on the GLS web site.

What also makes this very unique and different to any other freight protection or credit insurance is that you will INSURE YOURSELF and you will only be covered when you work with fellow network members that are also insured. This will give you a marketing tool to tell overseas agents that you are a solid and financially sound company, which has gone through a thorough due diligence and are monitored independently every month and that you pay on the agreed 30 days payment terms. It will also allow you to tell an overseas agent that you are NOT ALLOWED to give them credit before they have insured themselves. Surely this is a great excuse to avoid taking an unnecessary risk with a new agent.

We know there will be some members of China Logistics Club that might not pass due diligence and we have created GLS Silver cover to these members. Full details of the covers can be found here: <http://www.glsshield.com/plans>.

[CLC Website](#) | [Conferences Registration](#) | [CLC Agenda](#) | [About GLS](#)

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