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## FEATURE STORY – Globelink Opens in Bulgaria



### CWT Globelink Strengthens its Black Sea Services



CWT Globelink has opened a new office in Bulgaria, strengthening the services offered in the Black Sea region and complementing the existing Romania, Slovenia and Croatia Globelink offices in Eastern Europe.

Sharing borders with Greece, Macedonia, Romania, Serbia and Turkey, Bulgaria is the largest producer of perfumery essential oils such as lavender and rose oil. Major industries include the extraction of metals and minerals, production of chemicals, machinery and vehicle components, petroleum refinement and steel.

The Capital of Sofia and the surrounding Yugozapaden planning region is the richest and most developed region of the country. Many major universities, cultural institutions and businesses of Bulgaria are concentrated in Sofia, the country's economic heart.

Bulgaria's developing infrastructure and strategic geographical location made Sofia a major hub for international railway, land and sea transport. Located near the Turkish Straits, Sofia controls the key routes from Europe to Middle East and Asia.

The Port of Varna is Bulgaria's largest container gateway with excellent road and rail access and is one of the important gateways into Central and Eastern Europe.

The port has modern facilities that operates year-round and is a suitable gateway into countries like Macedonia, Albania, Kosovo and certain parts of Serbia.



Similarly, Bulgaria is also a export gateway to America (via Hamburg), Africa and Middle East (via Istanbul) and Far East (via Singapore).



### Services Offered by Globelink Bulgaria

- Export & Import LCL Consolidation
- FCL Services
- Road Freight
- Air Freight
- Customs Brokerage
- DDP and DDU Services
- Storage and Distribution
- Cargo Insurance
- Labeling

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

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CWT Globelink Group has a presence of more than 100 offices in 25 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, U.A.E and Vietnam.

## FEATURE STORY – Globelink’s New Lisbon Office

# Portugal

### Globelink Portugal Expands



CWT Globelink, one of the largest NVOCC operator in Portugal, is pleased to announce the expansion of our Portugal office with the set up of a new branch office in Lisbon. This strategic expansion will significantly widen our coverage of the important market at the Southern industrial region of Portugal.

Lisbon the capital and biggest city in Portugal, is the economic and financial centre of Portugal. The city and its port lie in the Western Iberian Peninsula, between the River Tagus and the Atlantic Ocean.

A natural port and located strategically on the world’s major trade routes, the Port of Lisbon plays an important role in linking the Mediterranean region with North and Central Europe.

Lisbon port, the busiest port in the country, is equipped with good infrastructure and transport access which serves as a platform for road, rail and air transport to Portugal and the Spanish hinterland of Galicia and Extremadura, to as far as Madrid.

Lisbon is one of the most important transshipment hub for the African and South American markets. Currently, Globelink Portugal is the only NVOCC offering its own regular consolidation boxes to Luanda in Angola and Maputo in Mozambique.



Lisbon city is also served by the Port of Sines, an open deep-water sea port located on the Atlantic coast, 150km south of Lisbon. These days, the Port of Sines is mainly utilized by carrier MSC with rail connections to and from dry ports in the central region (Entroncamento), Lisbon area (Bobadela) and the Spanish Western provinces of Extremadura and Andaluzia.

Globelink Portugal offers direct export consolidation to Montreal, New York, Santos, Dubai, Singapore and direct import consolidation service from Shanghai, Ningbo, Hong Kong, Singapore, Mumbai.



In addition, there are twice weekly trucking services connecting Porto and Lisbon with both Barcelona and Valencia.

This comprehensive trade lane coverage, operated at Barcelona and Valencia by Globelink Uniexco, serves as efficient and competitive gateways for both import and export traffic of Portugal.

The new office at Lisbon also enables Globelink Portugal to start two new services to Luanda in Angola and Maputo in Mozambique. The economic standards of these countries have been increasing steadily and will offer exciting perspectives for the near future.

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To find out more about the services offered by Globelink Portugal kindly email: [info@globelinkportugal.com](mailto:info@globelinkportugal.com)

## FEATURE STORY – Globelink’s New Mersin Office

# Turkey

### Globelink Turkey Adds New Branch



Since the establishment of Globelink Unimar in Turkey in 2011, there have been considerable efforts to expand our coverage of the Turkish market with a greater presence and this is made possible with the set up of a new branch in Mersin located at the Southeast of Turkey.



Located on the North-Eastern coast of the Mediterranean Sea, the Port of Mersin is the country’s third largest container port.

Mersin port plays an important role in the Mediterranean region with connections to more than 100 ports and is a gateway and hub to many Eastern Mediterranean destinations. With its close proximity to markets in the Middle East, North Africa, East and West Europe, CIS and Central Asia, Mersin port will continue to thrive.

The port enjoys modern infrastructure and equipment, efficient cargo handling, vast storage areas and is located adjacent to the Mersin Free Zone – the first free zone in Turkey, with warehouses, shops, assembly-disassembly, maintenance and engineering workshops, banking and insurance, packing-repacking, labeling and exhibition facilities.

Mersin port is also linked by rail and road to Turkey’s industrialized cities like Gaziantep, Kayseri, Kahramanmaraş, and Konya and to bordering countries Syria, Iraq and Iran.

Headquartered in Istanbul, Globelink Unimar Turkey has other branch offices located at Izmir, Bursa and an office at Ataturk airport to handle airfreight.

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Globelink Uniexco Spain has been facing problems with email sent to the wrong party, which causes time loss and delays in communication. In order to improve and expedite communications, kindly address all emails and inquiries to the appropriate person in charge only.

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## INDUSTRY NEWS

### NYK Diversified and Seeks NVOCC Solution to Escape Box Shipping Volatility

With rates falling and prospects dimming of success in traditional ocean container shipping, Japan's No. 2 container line is diversifying and planning major NVOCC (non vessel operating common carrier) activity to grow its container business in China.

Keizo Nagai, NYK corporate officer and chief representative in China, told *The Container Shipping Manager* that his company wanted to thrive in the container shipping business, but would do so in new ways - and scoop up any other transport business that came its way.

The key to the change is NYK's new logistics arm, Yusen Logistics, which has set itself extraordinary goals to double throughput to stay ahead of expected declines in container ocean shipping.

Asked about NYK's high logistics goals, Mr. Nagai, who also serves as chairman of NYK Logistics in China, said: "Yes, one million TEU by 2015."

But the operational difference, he explained, is that the new logistics set up extends into all aspects of freight movement, air, sea and road. "NYK Logistics is fully oriented into the air cargo business, but next April, NYK logistics - Yusen Logistics [merged into one] - are to become a forwarding company. They will act as a forwarder," said Mr. Nagai, whose role as chairman of NYK Logistics, has now taken on a more serious role in overall corporate strategy.

Another factor is NYK's new "asset light" philosophy, which places less emphasis on owning ships and equipment. While this may weaken its standing on the shipping league tables, it leaves the company less vulnerable when ships must be laid up. Instead, NYK can download such task's expenses on charterers or charter bigger ships when needed and unload them when not.

Accompanying the defensive "light asset" strategy is the company's more aggressive "More Than Shipping" scheme, proclaimed by NYK chief executive Yasumi Kudo. "This means," said Mr. Nagai, "we are the shipping company that expands into other services. What shall I say? 'Shipping Plus Alpha!'"

Operating on a narrower focus, but a more profitable one, Mr. Nagai said it would be more like trucking, his earlier specialty. "Customers not so many, but very close - a much closer society. Many shipping companies build bigger and bigger vessels. That's why there is over supply. That's why NYK changed its policy. We don't follow the shipbuilding [route]. We don't have plans to make the more than 10,000-TEU vessels. We charter such kinds of vessels. We have a light-asset policy."

## OTHERS

### World Holidays in February 2012



#### Egypt

04 Feb Birth of the Prophet

#### India

04 Feb Milad-un-Nabi  
(Birth of Prophet Muhammad)

20 Feb Maha Shivratri

#### Indonesia

04 Feb Mouloud (Birth of the Prophet)

#### Kuwait

04 Feb Mouloud

25 Feb National Day

26 Feb Liberation Day

#### Malaysia

01 Feb Federal Territory Day

05 Feb Mawlid al-Nabi  
(Birth of Prophet Muhammad)

#### Morocco

04 Feb Aid al-Mawlid (Birth of Prophet)

#### Pakistan

05 Feb Kashmir Day

05 Feb Eid Milad un-Nabi

#### Slovenia

08 Feb Preseren Day

#### Sri Lanka

04 Feb National Day

05 Feb Milad-Un-Nabi  
(Holy Prophet's Birthday)

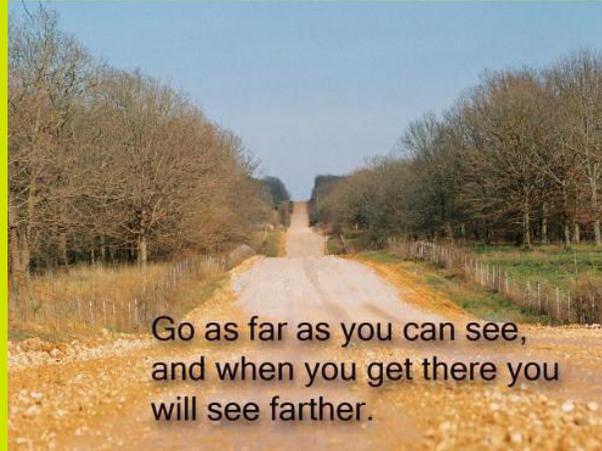
07 Feb Nawam Full Moon Poya Day

20 Feb Maha Sivarathri Day

#### UAE

05 Feb Mouloud

## INSPIRING QUOTE



CWT Globelink started in 1988 in Singapore. It has now expanded to more than 100 offices in over 25 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, UAE 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)



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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)

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