

Nairobi chosen to host 2023 meeting

Interview with Marcello Saponaro, ALN and ALNA Chairman



Marcello, why Nairobi to host ALN and ALNA meeting in 2023?

Nairobi was the location for the year 2020 but Covid arrived and for months the World stopped. We were living in

ghost towns. People learned new platforms and technologies to communicate: Zoom, Teams, obviously whatsapp... digitalization made a big step into the future but video and data are not enough and we have a moral debit with Nairobi. Nairobi is our revenge!

It's the first time in East Africa. What are the expectation?

Nairobi has been announced during the meeting in Muscat, in front of 140 members happy to meet again in person, face to face, like in the old days! People were excited about the location for Nairobi. I didn't meet anybody who wasn't happy to say "see you in Kenya!". I'm expecting at least 150 people like in Istanbul. Or more. Probably Nairobi is going to be the most-attended meeting of ALN and ALNA history!

How many days will the meeting in Nairobi last?

Exactly as the previous ones, 4 nights from October 8 to 11 with 2 full days and half of one to one meetings, half a day dedicated to welcome speeches, partners and sponsors. And one additional (and optional) leisure day on October 12th.

Every year there's more competition for the network Awards. Is this so important for the members?

Yes, every year more! Because every year more and more members prefer to work with other members, inside the network, because every year the confidence inside the network grows. And the Awards night represent this confidence and competition.

In Nairobi we are going to have a great ceremony to celebrate our members. See you in Kenya!



Muscat, Capital of the 8th Annual Conference of ALN

Chronicle from the event by Africa Supply Chain magazine, media partner



After two years of disruption due to Covid-19, the 8th Annual Conference of Africa Logistics Network (ALN), one of the largest freight forwarding networks in the world, was held in Muscat, the capital of Oman, from September 11 to 14. This major event in the agenda of logistics companies saw the participation of eminent personalities of the Supply Chain from several continents such as Africa, Asia, Europe and the United States. This meeting was also the third of its kind for the

Airfreight Logistics Network for Africa (ALNA) which is specialized in air transport and the first time it was co-organized with the logistics network Exclusive Project Network (EPN).

Africa Supply Chain Magazine, which



participated in the event as a Media Partner, reports on the conference.

The 8th Annual Conference of Africa Logistics Network (ALN) kept all its promises. Organized for the first time in Oman, the event recorded the massive participation of major transport & logistics companies who came not only to do business but also to discover the culture of this country. Located in the Arabian Peninsula, Oman consists of desert, riverbed oases and long coastlines on the Persian Gulf (or Arabian Gulf), the Arabian Sea and the Gulf of Oman. It also shares huge borders with Saudi Arabia, the United Arab Emirates and Yemen. This makes it a country with enormous logistical advantages in both sea and air transport as well as in land transport with its hinterland.

For the President of ALN, **Marcello Saponaro: "Oman is a country rich in culture, heritage and history. A country that tries to preserve the traditional while galloping towards the 21st century."** This is what justifies its choice to host this year's conference.



Thus, Oman was also the country that hosted the first time the co-organization of the event between ALN & EPN who will now organize the annual conference together every 3 years as part of their partnership. So, their next event that they will organize together is scheduled for 2025. As a reminder EPN is a global network of high level experts in the field of project logistics and heavy transport where members are limited to 1 per country.

At the end of the four days of intense activities and B-to-B meetings that allowed ALN & ALNA members to make contacts and develop their logistics network in the world, awards were given to companies for each continent with the first two places.

Here is the complete list of the awarded companies:

WORLDWIDE TOP AGENT:

First: LOGIMAR SRL

Second: SKYLINE EXPRESS GMBH

AFRICA TOP AGENT:

First: DARKA GROUP

Second: SWIFT WORLDWIDE LOGISTICS

ASIA AND OCEANIA TOP AGENT:

First: MM FREIGHT FORWARDING CO LTD

Second: DAHNAY LOGISTICS CO LTD

MIDDLE-EAST TOP AGENT:

First: GLOBE TREKKERS LLC

Second au pair : DISPATCH GLOBAL

LOGISTICS

Second au pair : TARGET LOGISTIC SERVICES

AMERICAS TOP AGENT:

First: SYNERGIE CANADA INC.

Second: CROWLEY GOVERNMENT SERVICES

EUROPE TOP AGENT:

First: NTG AIR OCEAN NETHERLANDS BV

Second: ALTUN LOGISTICS INC CO.

Finally, Marcello thanked all the participants to the event and gave them an appointment next year in Nairobi (Kenya) for the 9th Annual Conference.



What the winners say

Few Questions and Answers to the Awards winners at Muscat 2022 annual meeting



LOGIMAR SRL – Mr. Alessandro Zanin, Sales Director

1. What role do you think ALN played in the growth of Logimar?

I can definitely rely on ALN members, without having a doubt that inquiries will be handled at their best and with the fastest response time!

2. Do you think that social time at annual meetings has been useful for growing the business?

Socialization promotes network coherence and harmony.

Personally, I think that sharing time with partners during events is a great time but also an extension of daily work.

SKYLINE EXPRESS INTERNATIONAL GmbH – Mr. Deniz Polat, Sales Manager

1. After two and a half years of pandemic, we finally had the opportunity to meet us in person. How was your experience in Muscat?

The personal face to face meetings are the most important thing in our logistic life, so we missed it and it was great to meet all the people from our ALN family in Muscat.

2. 130 attendees from all over the world came to Muscat. How were the one-to-one meetings, the famous speed date of Logistics?

Professional as usual, you could see that everybody was looking to catch each other to have good business talks with friends. All of them was perfect.

DARKA GROUP – Mr. Fred Owiti, Divisional Manager-East&Southern Africa

1. Why have you been an ALN member for so many years?

Because ALN has given a clear platform for opening up African continent to the entire world.

2. ALN has missed the meeting in Africa since 2018 because of Covid. What do you think about the choice

of Nairobi for the Meeting in 2023?

Nairobi has emerged as the fasted growing hub of commerce in sub-saharan region, hence its choice is well on time for ALN members to experience first hand economic growth and the realization of the African economic freedom.

NTG AIR OCEAN NETHERLANDS BV Mr. Jeroen Shuering, Managing Director

1. With all existing networks, what differentiates ALN from all others?

Within ALN there is a certain type of familiarity.

Another factor is that most of the agents seem to be quality and serious partners. And last but not least, due to the limited number of agents per country, the network remains rather exclusive and not so impersonal as some other networks are.

2. It was your first live meeting. The attending companies met your

expectations?

The event was very well organized and I must say that almost all one to one meetings were very useful and made new business opportunities. The ALN family is truly a good group of people with a very similar mindset, focused on growing global business together.

SWIFT WORLDWIDE LOGISTICS

Ms. Tennesa Chetty, Customer Service Department

1. There are hundreds of networks. What differentiates ALN from all other ones?

ALN is very close knit and we feel like a family.

You guys are always willing to help us if we need it.

2. How do ALN members support you in your daily business?

I rate it has fairly good, we receive responses on time and rates are also competitive in most regions.





ALTUN LOGISTICS INC CO.

Mr. Kiyasettin Erol, Business Development Manager

1. Finally, after many years, next meeting will be held in Africa, in Kenya. What do you expect from the 9th AGM 2023?

The meeting in Muscat was amazing and having chance to meet with our friends after so many years was wonderful.

My first expectation for Nairobi is to have cooler weather temperatures.

2. Hei, you are a serial award winner! What is the secret for being chosen by other members?

First of all, I would like to thank all our partners. They are all exclusive from our point of view and we are doing our best to provide them the best service. I cannot declare just one secret to have this great support from our agents.

The truth would be the total quality of our services along with our friendly relationships.

MM FREIGHT FORWARDING CO LTD

Mr. Damiano Turriziani, Chief Executive Officer

1. 130 attendees from all over the world came to Muscat. How were the face to face meetings?

After two years of Zoom meetings, it was definitely another kind of experience and the possibility to finally get to know each other personally. Freight Forwarding is a business made by people and online will never really replace in person experience.

2. People says that ALN social time is one of the best in the World of networks. Do you think leisure time is useful for business?

We have truly appreciated the leisure moments and we look forward to

more time together to create more memories with the friends of ALN at the ALN event in Kenya!

DAHNEY LOGISTICS CO LTD

Mr. Sultan Basha, Vice President International

1. It was your first live meeting. Have you met companies and managers that live up to your expectations?

My First live meeting was great with ALN and overall it was a wonderful show, felt like a family.

2) finally after many years, the next meeting will be held in Africa, in Nairobi. What do you expect from the 9th AGM 2023?

I hope there are many more agents from many other countries to interact with us in the upcoming summit.

GLOBE TREKKERS LLC – Mr. Douglas Gozmao, Managing Director

1. It's not the first year you have been Awarded at ALN meeting. What is the secret of your success?

I believe that there is no secret other than the fact that we have a good and friendly relationship with our partners and in general its all about the quality of services that we provide in terms of speedy responses and timely deliveries/pick ups.

2. what role do you think ALN played in the growth of Globe Trekkers?

ALN has always been a great network in terms of quality as well as promoting agents like Globe Trekkers UAE and we truly rate ALN as one of the Top networks in the world to be a part of.

TARGET LOGISTIC SERVICES

Mr. Anas Abu Markhieh, General Manager

1. This is not the first time you have

won at the ALN Awards. What is the secret to being voted?

This is the proof that all members are a family, supporting each other, with personal relationship, trust and continuous business.

The votes are for the members who deserve it.

2. Do you think social time and leisure day in ALN are useful for business?

Of course because these moments develop the personal relationship between all members and will reflect back to business for sure!

DISPATCH GLOBAL LOGISTICS

Ms. Nermeen Said, Overseas Manager

1. What makes ALN and ALNA different from all the other networks?

Being medium sized networks they give more chance for business concentration within members.

Family spirit felt during the meeting i was honored to attend in Muscat which is not common in some other networks.

For the care and prompt assistance we used to get from network team and management.

2. What do you think about the choice of Nairobi for the meeting in October 2023?

Kenya is good choice, however i think that Mombasa would be much better for being a seaside city and more safe.

SYNERGIE CANADA

Mr. Jay Sakr, Vice President- International Division

1. What do you like most about ALN?

ALN is a quality logistics network connecting us to all 5 continents. Synergie Canada doesn't need 100 agents in each country, but 2 good quality reliable agents capable to

cover our client's needs by providing an excellent service.

2. Finally after many years, the next meeting will be held in Africa, in Nairobi.

What do you expect from the 9th AGM in 2023?

As a Canadian company, the African continent is new to us and we would enjoy the opportunity to learn more about emerging markets and logistic challenges in Africa.

Additionally, ALN always thinks about its members, beside work and Networking there is always a leisure day where we build our memory with other members and learn about the African continent.

CROWLEY GOVERNMENT SERVICES

Mr. Cheyenne A. Miranda, Director International Operations

1. It was your first live meeting. Have you met companies and managers that live up to your expectations?

We have seen a tremendous follow through of opportunities from a variety of partners, from simple EXW pickup on LCL to significant project type opportunities.

Also we've seen some awarded routings of FCL.

We can say with certainty ALN partners have responded very positively, exceeding our expectations.

2. Did you choose Africa Logistics Network because Africa is yours main market?

Our primary mission with ALN is to expand our Africa partner base in order to support the many areas of US Government agencies.

The clear family partnerships really gives Crowley an understanding of the depth that ALN members have taken to build sustainable, reputable, and quality partnering opportunities.

