

WIN AGM 2020 Review



At this **WIN 20th Anniversary Annual General Meeting** record number of attendees 115 persons gathered to conduct the AGM and celebration of the 20th Anniversary at the AVANI+ Riverside Hotel in Bangkok.

115 participants including some of our member's spouses and we were also very happy to welcome **Sir Eligio Oggioni and Mr. Daniel Stein**, two former Chairmen of WIN. Unfortunately, **Mr. S.K. Leong** could not attend but sent his best wishes for this WIN Anniversary and achievements.

Not only we conducted the AGM process as it is required by Law to be done for Associations, but also we conducted a first session on behalf of **WIN Logistics AG as "shareholders"** to decide on the projects and tools to be developed for the benefit of the WIN members.

It was in fact the third time WIN conducted its AGM in Thailand however it was the first time we gathered in Bangkok. Furthermore, this time the AGM was entirely organized by WIN office following the new rules that no host should be bothered with organizational tasks of an AGM. The venue and the concept were perfect and proved to be right for WIN.

Apart from the official conference, discussions and the elections, 20 Bilateral meeting sessions were offered to members. And obviously the Gala Evening, the **20 Year Celebration of WIN** presented the highlight of this 2020 AGM.

The Gala Evening turned into an "Oscar Night" with golden Oscars for every delegate recognizing the 20 years WIN network history.

Brief overview of the AGM 2020 - topics and decisions:

The AGM 2020 was opened by the WIN Song by ABBA "the WINNER takes it all" a 5 Minute video with pictures of 20 years of WIN.

Our Chairman Mr. Alberto Maier officially opened the WIN AGM 2020 and the Association's AGM technical part was managed by Doris, WIN office.

Some updates of the past year were given including some statistics and analysis of the EP survey 2019. The main topics of this opening day on 19 January were the new member's presentations and voting as well as the presentations of the 6 projects planned to be developed during 2020.

Please see below the souvenir photos of those members who were granted full WIN membership including their respective voting rights if applicable:



Mr. Ricardo Homeyer,
Transcargo Argentina S.A., Argentina



Mr Ghulam Muqtadeer, Mr. Wahiduzzaman Chunnuu
Freight Management Ltd., Bangladesh



Mr. Kevin Son and Mr. Iljoon Park of
YSL Agency Co. Ltd. South Korea



Mr. Adnan Khalil of Reliance Freight &
Logistics, Pakistan



Mr. Peter Nguyen and Mr. David Huynh of
Super Cargo Service Co. Ltd., Vietnam

Auditors Elections: Term 2020 – 2021



WIN Auditor
Yusuke Takahashi, ASE Japan



WIN Auditor
Thomas Haller, InTraLog Switzerland

Congratulation to successful re-election for the position of **WIN Auditor to Yusuke Takahashi of ASE Japan**. Yusuke was re-elected for the third time as WIN Auditor and we thank Yusuke very much for his engagement! Thomas Haller was elected Auditor for the first time! A big thank you to both Yusuke and Thomas for volunteering to this important function and for their valuable support.

Elections: Term 2020 - 2021 WIN Board

In line with WIN 2.0 there are no elections for Board positions until 2021.

This was agreed at the AGM in Buenos Aires in 2018 to secure a seamless transition of WIN to WIN 2.0 as outlined.

Board of Directors for 2020:



The WIN Board of Directors left to right:

*Ron Sham
RD Americas
**

*Alberto Maier
WIN Chairman
**

*Matthew
Cheung RD Asia
& Pacific
**

*Juri Falandt RD
Europe
**

*Jacques
Abouzeid Vice
Chairman*

These were the main topics discussed at the AGM 2020:

In line with the founding of WIN Logistics AG, a WIN company that is supposed to offer tools and services to WIN members and, to eventually be financially self-supporting, following projects were presented by the respective Board member who will take the lead in developing the project:

- **Online Rate Management & Booking – presented by Jacques Abouzeid**

Overall scope: Digitalization of Freight Forwarding. Lower respond time for quotation, avoid double work and research, lower time used for quotation, lower cost of sales.

Investment in rate management tools, Track & trace features, online 24/7, complete one-stop-shop logistics platform with EDI integrator, online booking & status update, digital freight forwarders, online freight marketplaces.

- **Procurement Project - presented by Juri Falandt**

Overall scope: lower cost and / or increase income by consolidating buying power of WIN members

This project consists of several side projects such as: Airfreight incentive programs, FCL / LCL VID or incentive programs, better deals from Hotels and for Tickets for travel for WIN members, IT - platform (as described before) WIN Insurance, Bill of lading etc.

- **Bill of Lading Project - presented by Matthew Cheung**

Key elements cover by WIN Bill of lading: WIN Bill of Lading's Company Formation under WIN Logistics AG whom being the Holding Business Entity, to be a Legal Company issuing WIN Bill of Lading.

Automatization & IT support: system B/L Nos. generation + IT maintenance fee along with technical support in case system malfunction

Maritime Liability Insurance: market benchmark being 0.95-1.2% of Billing Lading Issuance party's annual turnover \$\$

FMC Bonded - N. America: Annual base rate as USD4,000 + USD5.00 per rate filing subject to principle entity's financial background support

- **WIN Handling Fee - presented by Ron Sham**

Overall scope of this project: Recognition for members that are contributing to the network with nomination cargo and to generate some income for WIN Company. Key benefits: motivation for members to contribute business to WIN members, accurate numbers of business traded within WIN by more cautious EP completion, more transparent EP results, MIS tool for the WIN Board to identify weak areas

- **Vertical Markets Project - presented by Jon Iglesias and Peter van der Klift**

To create a platform for the WIN members to follow the intended exhibitions, based on vertical markets. Key benefits: interested Members can save cost on exhibitions for marketing purposes and stall renting if sharing participation, increase WIN awareness, identify vertical niches and market participation if members join forces, target Global Accounts per Vertical Market & Industry specialization.

- **Further topics:**

The WIN membership fees will remain unchanged once again also for the year 2020. The proposed Budget 2020 for WIN Association and for WIN Logistics AG were approved.

- **Special Award for attending 20 WIN AGM's**

During the past 20 years WIN conducted an AGM every Year in January. Until only 4 years ago, WIN AGM venues were alternating by WIN Regions: Americas, Europe, APAC (there was no MEA Region at that time). Although, the AGM took place at exotic and most wonderful places that one can imagine, the travel time and cost was often a stumbling block for many members to attend.

Since 2016 AGM venues must be central, easy to reach by direct international flights and easy for Visa requirements and last, but not least, good value for money!

There are however couple of members and persons who attended

EVERY AGM SINCE THE FOUNDING YEAR IN 2000

Following member companies and individuals merit a big hand and a very nice award for their loyalty:



All Transport Network Inc., Philippines
Represented by Mrs. Mary Lou Estrada
and Ms. Penny Estrada



Air Sea Express, Japan
Represented by Mr. Yusuke Takahashi



Senator International Spedition GmbH, Germany
Represented by Mr. Berndt Lindenmayer
And Mrs. Martina Pahl



Decoexsa Air & Sea Division, Spain
Represented by Mr. Alberto Maier



Mr. Juri Falandt
Founding Member Bleckmann followed by
own company Milestone Group N.V.



WIN office, Switzerland
Represented by Mrs. Doris Kreis
and Mr. Stefan Wuerth