



# NEWSLETTER

WEDNESDAY

JULY 23RD

2025

## From Francois

Hello Umbrella family,

We've had a busy and exciting few weeks—new leadership support on the Committee, two strong new members joining in key markets, and AGM momentum building fast. Please take a moment to read through the updates below and secure your participation before key deadlines pass.

## Committee Update: Welcoming Nick Lamport

Following the departure of Phil (SAFCO) after their company entered voluntary liquidation, we are pleased to confirm that Nick Lamport has joined the Umbrella Committee.

Nick brings deep hands-on operational experience, long-standing industry relationships, and a practical, solutions-driven approach that aligns perfectly with Umbrella's collaborative culture. Many of you already know Nick from project cargo work and multi-country coordination over the years; for those who haven't worked with him yet, you'll have a great chance to connect in Bangkok.

Already Announced: This appointment was shared previously via email and the Umbrella WhatsApp group. Consider this your formal newsletter introduction—and a warm welcome once again to Nick!

Coming Up: "Getting to Know Nick" Feature  
In this month's profile segment, we'll sit down with Nick for a short Q&A.

Watch for the full piece later in this newsletter (Section 5)!



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## Welcome Our Newest Members

We're delighted to expand Umbrella's reach with strong representation in Vietnam and Egypt.

### **PAM Cargo – Vietnam**



**Main Contacts:** Dennis & Harold

**Services Snapshot:** Comprehensive international air & ocean forwarding; import/export coordination across Vietnam's major gateways; time-sensitive cargo solutions for tech, manufacturing, and retail; documentation support and vendor consolidation.

**Umbrella Advantage:** Vietnam continues to grow as a manufacturing and transshipment hub—having PAM Cargo on board gives members reliable, responsive coverage in Ho Chi Minh City and beyond. Please reach out to welcome Dennis and Harold and begin exploring routing partnerships.

### **DPL Logistics – Egypt**



**Main Contact:** Moheb Magdy

**Services Snapshot:** Full air, ocean, and multimodal freight; customs clearance at Egyptian ports; project & out-of-gauge cargo; warehousing and distribution in Cairo region; support for inbound trade from Europe, Middle East, and Africa corridors.

**Umbrella Advantage:** Egypt's strategic Suez-linked position makes reliable local expertise essential. DPL's on-the-ground team can help members navigate port congestion, regulatory nuances, and regional transshipments into North & East Africa.

*Please join me in giving both PAM Cargo and DPL Logistics a warm Umbrella welcome! Member contact details will be live in the directory shortly (or contact me directly if you need an introduction right away).*



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## **AGM 2025 - BANGKOK (31 OCT - 3 NOV)**

Registration is open and spaces are filling fast. If you haven't locked in your participation yet, please register as soon as possible to ensure meeting slot access and hotel availability at the group rate.

Register here: <https://www.umbrellafreightnetwork.com/umbrella-agm-2025/>

### Why You Should Attend

- One-to-one meeting scheduler with guaranteed pre-booked sessions.
- High-impact networking with agents in 50+ countries (and growing!).
- Market Intelligence Roundtables (air, ocean, trade lanes, compliance).
- Social events + hosted networking dinners.
- Sponsor showcases (including shipper case studies where available).

### Sponsorship & Advertising Update

- Only 2 Silver Sponsorships remain. First come, first secured.
- Full-page ads in the AGM Book are still available—great visibility throughout the event and beyond.

Let me know if you'd like pricing or bundle options combining membership renewal + AGM + sponsorship (saves on bank fees!).

### Sponsors:



AEO Freight





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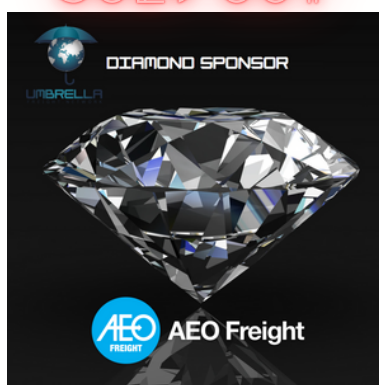
## Quick Reminders & Deadlines

Item	Deadline	Notes
AGM Registration	<b>15 August 2025</b> cut-off for Registrations	Register now to secure meeting slots
Silver Sponsorship (2 left)	First come	Branding + meeting priority
AGM Book Ads	Until layout lock (TBA)	Full-page option only
Membership Renewals	Rolling	Combine with AGM invoice to save bank fees

SOLD OUT



SOLD OUT



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## **AGM in Bangkok – 51 Members Already Registered!**



Since announcing the AGM in Bangkok, hosted by IMEX Logistics, we are excited to share that 51 members have now secured their spots! The Early Bird Special has also been extended — thanks to the generous support of AEO Freight — so there is still time to take advantage of this offer. We encourage all members who haven't yet registered to do so soon — we are on track for a fantastic turnout in Bangkok!

- ◆ **Date:** 31 October – 3 November 2025
- ◆ **Location:** Bangkok, Thailand
- ◆ **Why Attend?** Strengthen partnerships, expand business opportunities, and engage with fellow members in person!

**If you haven't registered yet, don't miss out—secure your spot today!**

## Sponsors:



## **Reminders & Important Updates**

- ✓ **Hotel Discount for AGM Attendees** – Special rates are available for 3 days before and 3 days after the AGM for those looking to extend their stay.
- ✓ **Looking for More Business?** – Engage with fellow members in the group chats and at our events to maximize your connections.
- ✓ **Exclusive Country Memberships Available** – If you know a trusted agent in a country where we don't yet have representation, invite them to apply!



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## **FEATURED MEMBER:** **AUSTRALIA / NEW ZEALAND**



This month, we are proud to feature Nick Lamport, the owner of Cargo Traders International (CTI), who represents both Australia and New Zealand within the Umbrella Freight Network.

CTI has established itself as a trusted logistics partner across the region, offering comprehensive freight forwarding services, including air, sea, customs clearance, and specialised handling of recycled IT and telecom equipment. With a strong focus on sustainability and service excellence, CTI is a natural fit within the Umbrella community.

Nick brings over 40 years of experience in the freight industry and is deeply committed to collaboration, professionalism, and network growth. His involvement in the network has been outstanding – actively participating in AGMs, contributing to group discussions, and working closely with many Umbrella members around the world.

We are also pleased to welcome Nick as the newest member of the Umbrella Committee, where his experience and dedication will help shape the future of our growing global network. We look forward to continued collaboration and success together!



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## GETTING TO KNOW CARGO TRADERS INTERNATIONAL



### Can you start by introducing yourself and telling us a little about your company?:

I am the owner of Cargo Traders International based in Australia. Our office is located in Brisbane however we cover all of Australia and also New Zealand.

### When is your birthday?:

1st January many years ago :)



### How long have you been in business?:

Personally this is my 43rd year in Freight Forwarding, CTI has been. Operating since December 2019 so we will be 6 years this December

### How many employees do you have?:

6



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## Company Overview



### What initially brought you into the freight and logistics industry?:

I needed a part time job while studying at University back in the early eighties, and my Dad knew someone who had an opening in freight at Brisbane Airport for 2 or 3 hours a night. I went for the interview and when asked could I use a typewriter said YES of course (never used one before) and had no idea about freight. I got the job (I think my Dad had something to do with that) and was soon typing AWB's and arranging Consolidations up to Papua New Guinea and New Zealand. I loved it from day 1!



### What are the key services your company provides, and what makes your business unique?:

We provide all the import and export, air and sea services plus customs clearance of a traditional Freight Forwarder. I have strong ties to the Recycled IT equipment markets in Australia and around the world so we provide domestic transport, warehousing and storage and container packing for many IT Equipment refurbishing and recycling companies both here and around the world. My largest clients are based in the UAE, Pakistan and Europe. We also handle alot of cross trade shipments for these clients. I have extensive experience and knowledge in handling shipments which include Lithium Ion Batteries such as phones and laptops.



### Can you share a success story or significant milestone your company has achieved recently?:

I love that we are heavily involved in the refurbished IT Equipment markets and this has recently been extended into the Telecommunications Equipment sector. In the past large corporations when upgrading their IT or Telecoms infrastructure used to send approximately 75% of the old equipment to landfill. With changes in Technology and recycling/reprocessing services we now work with specialist providers to reduce waste and recycle. We are currently handling a contract for one client that handles all the upgrading of equipment for the largest Telco in Australia, Telstra, and now am happy to report that much less than 10% ends up in landfill with the majority of items going to countries like Japan, Singapore and India for recycling. Not only does it reduce waste it also allows a return on investment to the company who is upgrading their infrastructure, a win/win situation for the planet, our clients and our company also. Being a bit of a greenie myself I love being involved in this kind of work.



### Who invited you to join Umbrella or how did you find out about Umbrella?:

I heard about Umbrella through previous network connections where I had known Francois and as a founding member I got the invitation to join from him directly.





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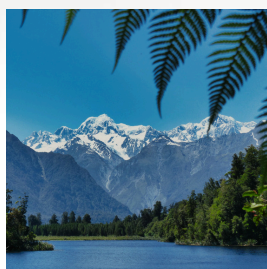
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## Experience with Umbrella Freight Network



### What motivated you to join the Umbrella Freight Network?:

Previous contacts such as Francois made a real difference, and also some of the companies from the previous network also came over. I lived the fact it was a new start up, and I could get in ok. The ground floor and grow with the network while still working with companies I knew and trusted already. The size of the network was also very appealing.



### How has being part of this network benefited your business so far?:

It's meant everything to me and allowed me to grow my business, employ people and build a larger network of trusted partners.



### Can you share a specific instance where being part of Umbrella made a positive impact on your company?:

I ensure that I participate in everything that Umbrella does, so I travel from Australia to anywhere the conference is, jump online at odd hours (for me) to listen and contribute. I put in the effort and treat it as a solid investment which to date has paid off with growth and new business. I now use many of the Umbrella agents exclusively and have worked hard at growing two way business dramatically.



### What do you value most about being part of a smaller, exclusive network like Umbrella Freight Network, compared to larger mega-networks?:

I enjoy the "family" feel to smaller networks and Umbrella is certainly that to me. I can go to the conference and meet every member personally and I could not do that in a larger network.



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## Fun & Personal



**Outside of work, what are some of your hobbies or interests that you'd like other members to know about?:**

I play golf and love playing poker. Being older now my sporting days are less but as a grandfather of four girls my focus is firmly in family. Oh and I love to travel!



**If you could describe your company's approach or philosophy in one sentence, what would it be?:**

Service Excellence. There are lots of forwarders out there and we need to provide the best service possible to ensure our clients and network partners remain with us.



**What advice or insights would you share with new or prospective members of the Umbrella Freight Network?:**

**Go to the conferences!!!!** Meet the members, invest your time and money and you will be rewarded. Be a part of the Umbrella family!

