

Member Circular No. 096/2010

Date : 12th July 2010
To : All SFFLA Members
Attn : General Manager / Operations Manager

Dear Sir,

RE : TRADE AND INVESTMENT MISSIONS

We are pleased to inform that FMFF has successfully lobbied Matrade to consider grants for the logistics services industry, especially in exporting our logistics services and extending our external logistics network outreach. An initial Fund of RM5 million has been provided for the logistics services grant, which would be on a one-to one matching grant.

FMFF has been in consultation with Matrade to map out the **Specialised Marketing Missions** for 2010 and 2011.

For 2010, we have scheduled a few trade and investment missions viz:-

Trade and Port Promotion mission to Medan from 21st to 24th July 2010.

Trade and Investment Mission to Yangon 29th-31st August 2010.

Port and Trade Mission to Luka Koper Port, Slovenia and Port of Marseille, France from 19th-25th September 2010.

For our members, these trade and investment missions would give us the opportunity to establish and set up our network of corresponding Agents worldwide and opportunities for collaboration with international partners.

The trade missions involving the logistics sector will give our members the opportunity to export our services through providing logistics solutions to Malaysian exporters and foreign companies wishing to invest in Malaysia.

The trade missions would also provide a platform for Malaysian Logistics services providers to showcase and promote to foreign business communities, Malaysian Logistics capabilities, Ports' facilities and shipping connectivity and Free zones environment for hassle-free trade that Malaysia can also be a good alternative option for IPCs and RDCs' business for the region.

Plans for next year include Trade missions to South American states, which are enjoying a boom in their economy and they seek new markets for their commodities and exports.

FMFF hopes that members will grasp the opportunities provided through the Matrade fund for logistics services to go beyond our national borders. The Matrade grant would provide one-to one matching grant for airfare and accommodation.

Regards,

Alvin Chua
Acting President
Selangor Freight Forwarders Logistics Association

c.c Committees
(Attached 5 Pages)

Best Regards,

Cindy Tan

SFFLA Secretariat

MT/BPPP/10-6/12

Dear Sir/ Madam,

SPECIALISED MARKETING MISSION FOR LOGISTICS SERVICES TO PORT OF MARSEILLES, FRANCE AND PORT OF KOPER , SLOVENIA FROM 19-25TH SEPTEMBER 2010

Pleased be informed that MATRADE is organizing a **Specialised Marketing Mission for Logistics Services to Port of Marseilles,France and Port of Koper,Slovenia 19-25th September 2010.**

2. The Objective of the SMM are:-

- i. To further explore business opportunities for collaboration between Malaysian and Foreign companies in the logistics services sector.
- ii. To showcase and promote to the foreign business communities , Malaysian Logistics,Transport services capabilities and Ports' ideal location & Free Zone Facilities for Regional Distribution Centre and International Procurement Centre activities in the South East Asia region
- iii. To establish and strengthen useful business contacts and network with the local logistics services providers including port operators.
- iv. To create a platform to promote Malaysian Logistics Services with their counterparts from the European and North Africa region for further business ties and collaboration
- v. To study and understand the operations of the Port, supply chain processes and specific requirements of the European market/region in order to provide logistics solutions to Malaysian exporters as well as European companies intending to export to Asia
- vi. To understand the trade between the regions and link the logistics and transport sector to enable and facilitate physical movement of cargoes

3. Detailed information of the mission, which includes the tentative programme, and participation form are attached for your kind information and perusal. The participation fee is **RM500.00 per participant per city** (to be paid by crossed cheque made payable to "Ketua Eksekutif MATRADE"). The fee will be used to cover the administrative costs in arranging the mission, local transportation and networking receptions as indicated in the programme. Other costs, such as air tickets, accommodation, meals and other incidental costs will be borne by individual participants.

4. MATRADE is pleased to invite your company to participate in this Mission. Kindly submit the completed registration form and participation fee of **RM500.00 per participant Per City** to MATRADE on or before **22 July 2010 (Thursday)**. For further details on participation, please contact Mr. Damian or Ms. Noorainie at 03-6207 7142 / 7135 or email: **damian@matrade.gov.my, noorainie@matrade.gov.my**

We look forward to your participation.

Thank You

Best Regards,

Rosmizah M.Jusoh
Product and Services Development Division
MATRADE
DL: 603- 6207 7131



TENTATIVE PROGRAMME FOR
SPECIALISED MARKETING MISSION ON LOGISTICS SERVICES TO PORT OF MARSEILLES, FRANCE AND
PORT OF KOPER, SLOVENIA
19-25TH SEPTEMBER 2010

19 September 2010 (Sunday)

0000 hrs : Depart from KLIA to Nice
0000 hrs : Depart to Marseille (by road)
1800 hrs : Check in hotel at Marseille
Briefing by MATRADE Trade Commissioner
- end of Day 1 -

20 September 2010 (Monday)

0930 hrs – 1230 hrs : **Seminar on Business Opportunities for Logistics Sector (Malaysia-France)**
Registration of participants
- Opening remarks by MATRADE
- Presentation on the Logistics sector by:
i. representative from Marseilles
ii. representative from Malaysia
- Introduction by Malaysian Delegates
- Q & A session
1200 hrs : Lunch
1400 hrs : Individual Business Meetings between Malaysian Delegates & French Companies

1700 hrs : End of Business Meetings
- end of Day 2 -

21 September 2010 (Tuesday)

0900 hrs : Depart for Port of Marseilles
0930 hrs : Meeting & Technical Site Visit to Port of Marseilles
1200 hrs : Lunch (own arrangement)
1350hrs- : Visit "Top Transport Europe" Exhibition at Palais du Pharo, Marseilles &
1700hrs : Follow up on business meetings
- end of Day 3 -

22 September 2010 (Wednesday)

0630 hrs : Check-out hotel and depart for Milan (by flight)
1230 hrs : Transit at Milan for transfer to Portoroz
(Lunch own arrangement)
1630 hrs : Depart Milan for Portoroz (by road)
2200 hrs : Check in Hotel at Portoroz, Solvenia

- end of Day 4 -

23 September 2010 (Thursday)

- 0900 hrs – 1130 hrs- **Seminar on Business Opportunities for Logistics Sector (Malaysia-Slovenia)**
- Registration of participants
 - Opening remarks by MATRADE
 - Presentation on the Logistics sector by:
 - i. representative from Koper
 - ii. representative from Malaysia
 - Introduction by Malaysian Delegates
 - Q & A session
- 1130 hrs- : Lunch & Individual Business Meetings between Malaysian Delegates & Slovenian Companies
- 1430 hrs : Depart for Sezana
- 1500 hrs- : Technical Site Visit and Presentation of Sezana Terminal
- 1600hrs
- 1600hrs- : Introduction by Malaysian Delegates and B2B Meeting with Freight Forwarders in Sezana
- 1630hrs
- 1630hrs : Return to Hotel in Portoroz
- 1930hrs : Dinner Hosted by Luka Koper

- end of Day 5 -

24 September 2010 (Friday)

- 0800 hrs : Depart for Port of Koper
- 0900 hrs : Meeting & Technical Site Visit to Port of Koper
- 1130 hrs : Depart for Ljubljana
- 1300 hrs : Lunch at Ljubljana
- 1400hrs- : Briefing by JAPTI on "Opportunities in Central and Eastern European Economics"
- 1300hrs
- 1300hrs- : Briefing by the Chamber of Commerce and Industry of Slovenia (CCIS)
- 1400hrs
- 1430hrs- : Return to hotel in Portoroz

- end of Day 6 -

25 September 2010 (Saturday)

- 0830 hrs : Check out hotel for depart for Venice (by road)
- 1100 hrs : Arrived in Venice and depart for Kuala Lumpur KL

REGISTRATION FORM
SPECIALISED MARKETING MISSION FOR LOGISTICS SERVICES TO PORT OF MARSEILLES, FRANCE
AND PORT KOPER, SLOVENIA
(19-25 SEPTEMBER 2010)

MATRADE Kuala Lumpur

Fax: 03-6203 7260

Tel : 036207 7142 /7135

Attn: Damian / Noorainie

Email: damian@matrade.gov.my / noorainie@matrade.gov.my

Closing Date: 22 July 2010

YES, I am interested to participate in this Specialised Mission and am enclosing a crossed cheque of RM500.00 per PARTICIPANT per city payable to "KETUA EKSEKUTIF MATRADE".

Company/Organization :

MATRADE Registration /ROC number :

Name of Participants:

(i) Mr/Ms
Designation:.....

Passport No:Date of Issue:.....Date of Expiry.....

(ii) Mr/MsDesignation:

Passport No:Date of Issue:.....Date of Expiry.....

Business Address :

.....
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Tel : Fax :

E-mail : Website:

Contact Person:Mr/Ms..... Designation :

Mobile number :

Authorised Capital : RM Paid-up Capital : RM

Ownership : Local: _____% Bumiputra _____% Non-Bumiputra _____%
Foreign : _____%

Number of employees:.....

Business Activity:

(Please describe your present business activities. The information given will be included in the Mission handbook)

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Business Interest:

(Please indicate your company's main interests/objectives during this delegation. The information given will be included in the Mission handbook)

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Air Travel

Participants are to make their own air travel arrangements but are recommended to follow the official flight schedule as per the programme, to facilitate logistics on arrival. Airport transfer will only be arranged for participants traveling on the official flight schedule and staying at the recommended hotel.

Checklist

- I have enclosed a **non-refundable**, crossed cheque payable to "KETUA EKSEKUTIF MATRADE" for RM500.00 per participant per city as participation fee. The participation fee will cover some of the administrative cost in arranging the delegation, local ground transport for participation in programme and networking dinner/lunch as indicated in the programme. Other costs such as air tickets, accommodation, meals (other than that indicated specifically in programme) as well as other incidental costs will be borne by individual participants.
- I have enclosed a passport-size photo (in business attire) for each participant and have written the name behind each one.

Name:..... Signature Date:
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PLEASE RETURN THE COMPLETED FORM TO MATRADE BY 22 JULY 2010