

## Message from the CEO:

The latest edition of Globalink Logistics Group's newsletter again highlights the depth and breadth of our logistics and transportation services.

Like the rest of the world, the CIS is not immune to the global economic downturn. However, Globalink's track record of success and stability has insured we will fare much better than many others and are well positioned to assist our regular clients and attract new business.

Globalink is clearly a market leader in what we offer and our focus on innovation and problem solving, coupled with a world class quality service, undoubtedly makes our company the first point of contact for both domestic and international customers.

I am also proud of the recognition that our diverse services have received, through various awards and certifications, which are outlined throughout this newsletter. I would like to take this opportunity to congratulate all our dedicated employees and supply chain partners for these outstanding results.

While market cycles come and go, I am extremely confident that Globalink has the tenacity and experience to stand the test of time and to continue to meet the needs of our customers through both tailor made solutions and total quality management. At Globalink delivering quality service is much more than just a philosophy. It is an integral part of our daily operations and that is why our service portfolio is designed keeping in view Your needs and requirements.

As always, we look forward to continuing to be The Partner You Can Depend On.

Sincerely,  
 Siddique Khan  
 President and CEO  
 Globalink Logistics Group

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## Award Recognizes Rail Services

The Kazakhstan Freight Forwarders Association (KFFA) has named Globalink as the "Most Successful Rail Operator of 2008" in Kazakhstan and the CIS.

This award follows extensive evaluation of a company's capabilities and is directly tied to specific criteria such as service and quality. Globalink is proud to be recognized with this award that further enhances our reputation for being the region's leading multimodal transport operator, project logistics, removals and relocation management company.

Our specialist Rail Division has experienced staff focused on finding flexible conditions and attractive alternatives to benefit our customers. As official operators of all Railway Authorities in the CIS, Globalink is able to provide guaranteed and competitive rates with rapid turnaround of quotations.

Globalink's strong strategic partnership with Railway Authorities in the CIS ensures reliable, trouble free services throughout the region.



## Royal Horses



Globalink Dushanbe came bearing gifts for the Emir of Qatar from the President of Tajikistan. Tajikistan is well known in the equestrian world for breeding fine horses for both work and sport, and these two high-spirited thoroughbred race horses (which were the best of the best) had to be handled extremely delicately as delays of any kind would have had drastic results.

Globalink Dushanbe took care of all export formalities including required veterinary certificates and all were done in record time. With these formalities over, an Ilyushin 76 long range air freighter, specially chartered for carrying the horses to their new home, was ready and waiting. Additionally, our Dushanbe Team also made arrangements for a groom to accompany the horses on the long flight so that they could be cared for and fed and watered. Needless, to say, the horses arrived in excellent condition and we wish them all the best in their racing careers.

## Projects

### Urgent Caterpillars

Globalink's Turkmenistan Team recently undertook a mammoth project involving the transportation of several bulldozers from Russia to Turkmenistan.

Needed for a construction project in Farab, Turkmenistan, time was of the essence as ground breaking had already begun and these heavy duty bulldozers were urgently needed to speed up the work. Given the bulk and dimensions of these bulldozers (approx 50 tonnes), transportation by rail was the best solution.

Globalink's Russia team, at the request of our Turkmenistan office, were onsite at Vladivostok, Russia, to oversee and handle the loading onto rail platforms. Having ensured availability of platforms as well as arranging the needed cranes and equipment for loading well in advance, the loading process went through quickly and smoothly. Our in-house rigging team, on site to handle the lashing and securing of the equipment, also completed their portion of the job efficiently. With transit formalities completed in a short time frame, the shipment was on its way.

Upon arrival at the rail terminal in Turkmenistan, our local staff, completed customs clearance formalities and offloaded the bulldozers onto the waiting low bed trailers for the trip to the jobsite. Once again another job well done.



### "Mine Blowing" Result

Globalink Armenia transported three giant drilling rigs from a mine located in one of the most remote areas in Armenia to South Africa. Weighing in at over 40 tonnes and with oversized dimensions, these rigs, destined for Durban, had to be handled in various legs with different modes of transportation involved. Globalink's Armenia team was onsite at the mining field to arrange and supervise the loading and subsequent lashing of these rigs. Cranes and forklifts were arranged for the loading process onto special lowbed and flat track trailers for the long journey (180km to the Georgian border and then an additional 350km to the Black Sea Port of Poti, Georgia). While the distance was not one of the longest handled, the geographical layout of the region (extremely hilly with narrow roads) and Mother Nature (this was in the dead of winter with snow all around) certainly made this one of the most challenging projects undertaken.



Upon arrival at Poti Port, staff from our Georgia office, were in place to supervise the unloading of these rigs at the port. The vessel, chartered for this project, was already in place and with the loading onto the vessel done smoothly and quickly, the shipment departed for the final journey to Durban.

Despite the terrain and weather challenges, our Globalink Armenia team worked in tandem with their colleagues from Globalink Georgia, to ensure that the rigs reached their destination safely and on time as promised. A truly 'Mine-blowing' result.



Globalink had all specialized equipment already in place prior to shipment arrival at these ports, thus ensuring the entire project was completed smoothly and efficiently.

### Spotless Excavators

Globalink's dedicated Projects, Rail and Ocean Division (PRO) completed the transportation of several Hitachi excavators from Vladivostok, Russia to Almaty, Kazakhstan.



Sent to Vladivostok from Japan, these new excavators (14 tonnes each) were sent to Kazakhstan in order to be sold. Given the numerous ongoing projects in the oil and gas sector, mining and construction fields, excavators are always in demand and supplies of same always have to be maintained. Needless to say, such equipment is sold almost right away.

Always up for a challenge, our Moscow Team was in place at Vladivostok Port and ready to ensure that everything was done with minimal wastage of time. Offloading from vessel with subsequent reloading onto low bed trailers was carried out quickly and transit formalities completed, the trailers left the port in record time



and proceeded onward to its next destination: the railway terminal. With the required cranes already positioned for transloading onto the rail platforms (arranged well in advance), the excavators were on their way to Almaty in no time.

Our Projects, Rail & Ocean Team, already alerted by their colleagues in Russia, were in place at the Almaty rail terminal and eager to proceed. With pre-clearance procedures already initiated by our customs brokerage team while the shipment was enroute, final clearance proceeded quickly. Our Road Transportation Division staff was also on hand, having arranged the low bed trailers needed as well as trucks from our own fleet for some of the smaller shipments accompanying the excavators (spare parts, etc).

With transloading from platform to trailer completed promptly, the trailers then proceeded to take the excavators (still in mint condition and without even a scratch) to the sales dealership. Understandably impressed with how smoothly the whole process was carried out from start to finish, the dealership had nothing but glowing comments. Hats off to our entire team for a job superbly done.

### Power Play

Globalink's experience and expertise won the day in a competitive bidding process to support the construction of one of the largest power plants in Azerbaijan. Azerenerji is responsible for almost half of the power production plants in Azerbaijan and plays an active role in the expansion of the industry throughout the country. Located in Mingachevir, this plant is being developed in various phases.

With shipments originating from various origins and the biggest pieces coming from China, Globalink China, along with assistance from its trusted partners, handled the consolidation from various entry ports and then arranged for transportation into Azerbaijan. Globalink used two separate ports for entry into Azerbaijan. Poti Port, Georgia, being an ideal port for containerized cargo was used for in-gauge break-bulk cargo. While oversized and outsized pieces (not permissible for rail transport) were transited via Bandar Abbas Port, Iran.

## French Connection

Globalink Logistics Group, renowned in the CIS for providing superior, dependable and proficient transportation and logistics services, was recently contracted to handle an important project for the Civil Aviation Authority of Tashkent, Uzbekistan.

The shipment, consisting of both general freight (numerous containerized cargo and general cargo) as well as oversized/overweight pieces (boarding steps weighing in at 7 tons each) was brought from France to Uzbekistan via rail. Globalink wasted no time in arranging for the pickup and delivery to the rail terminal at Saint-

Lin, France. Paperwork and other details were taken care of prior to shipment arrival and the shipment left France without delays and arrived at the rail terminal in Tashkent on schedule.

Upon arrival in Tashkent, representatives from Globalink's Tashkent office were on hand to speedily handle all customs formalities. While the clearance process was underway, special low bed trailers were already positioned for the final journey to Tashkent Airport. This meticulous planning resulted in same day delivery and an extremely satisfied customer.



## Compressors No Problem

Globalink Uzbekistan recently transported compressors from Belgium to Samarkand, Uzbekistan, where they were needed for a major power project. After arranging to have the shipment collected and brought to the rail terminal, the shipment made its way down to Samarkand where our Tashkent team was on hand to perform transit formalities and the transloading onto multi axel trailers for delivery to the job site. Careful planning ensured all the required cranes and other equipment were in place. The loading process went by without a hitch and with customs clearance also done immediately, the excavators departed from the terminal and arrived at their final destination as planned.

## Removals & Relocation

### Moving & Shaking with Globalink

Globalink Baku, Azerbaijan, has obtained the coveted FIDI-FAIM (FIDI Accredited International Mover) quality assurance award. This achievement comes only after a grueling compliance procedure undertaken by management consultants Ernst & Young, acting on behalf of FIDI, a Belgian-based organization representing over 520 overseas moving companies around the world.

Although sponsored by FIDI, the actual inspection of companies is handled entirely independently by Ernst & Young. This ensures absolute fairness of the compliance procedure, which is claimed to be much tougher than the one used for the well established International Standards Organization (ISO). Re-inspection is then repeated every two years. FIDI-FAIM is the only quality assurance standard for the international moving industry and covers every aspect of a company's activities in detail. From the way that telephones are answered, fire regulations maintained, type of packing materials used, to the security of the warehouse, the FIDI-FAIM standard covers over 500 operational elements.

Globalink Almaty, Kazakhstan, already a member of the FIDI-FAIM circle, also passed the grueling FIDI-FAIM re-certification audit with flying colors. This success was due to the culmination of all the hard work and dedication that every member of our Removals and Relocation team exhibits, and validates our commitment to being the best Removals, Relocation and Move Management Company in the region.

Globalink Moscow has also experienced high achievement in the Removals and Relocation field. From continuing to provide quality services to their broad base of existing clients, they have expanded that base by adding numerous clients from various embassies, NGO's, oil and gas companies, and prominent multinational companies. With a dedicated Removal and Relocation Division to handle and monitor this growing business, Globalink Moscow continues to expand its presence in the region. While already renowned for being one of the leading companies in the project and freight management arena, Globalink Moscow has achieved the same recognition when it comes to providing quality world class Removals and Relocation services.



## Relocation

Globalink's Removals and Relocation Division was chosen by French Oil company Total to assist, handle and manage the move of its office from Almaty, Kazakhstan, to the capital city of Astana, Kazakhstan.

In addition to having a sizeable office and staff, time was of the essence as Total could not afford to have its operations

stopped or slowed down for even one day. An additional challenge facing our team was working around the building's policy of not allowing any moves during office hours. With the entire operation planned down to the last detail, our team of expert movers and packers set themselves a target of achieving this colossal move in the shortest possible time.

Starting on the weekend, the first stage of the move involved just the office furniture and computer equipment. Even though Total's offices were located on the 11<sup>th</sup> floor (which did not make it easier), the transfer was completed just in two days. A further two days (working after hours) completed the entire project. By simultaneously packing at one location and unpacking at the other, Globalink ensured that Total employees suffered no down time.

Extremely pleased with these results, Total re-approached Globalink for assistance in handling the personal effects and vehicle shipments of their employees from Almaty to Astana.

When it comes to providing removals and relocation services in the CIS and the Middle East, Globalink's well trained, experienced and professional staff ensures quality service and personal attention.

## Spotlight: Globalink Kabul



## Kabul Office Wins Praise

Globalink Kabul received a wonderful letter of appreciation for its services from the Portuguese International Security Assistance Force (ISAF). No job is too tough for Globalink, even the challenges of ensuring safe delivery in Afghanistan. Globalink Kabul demonstrated their professionalism and experience by successfully completing this important project.

The shipment, consisting of Hummer vehicles and other Army supplies, required transportation from the Army base camp to Kabul Airport. This was only the first leg and possibly one of the hardest given the current military activities in the area. Globalink arranged for forklifts and cranes (needed for the loading) and subsequent lashing onto low bed trailers. Additionally, a police/army escort was arranged for the trek to Kabul Airport. All this was done throughout the night as part of a comprehensive security plan.

Upon arrival at Kabul Airport, the plane chartered was already in place and off loading from trailers to the plane took place in record time. Globalink staff were always present with the cargo every step of the way to ensure safe and timely shipment.

## Air Charter Success

Globalink Kabul received yet another letter of appreciation for its services to deliver equipment for an electrical substation being built outside Kabul. Globalink Kabul worked in partnership with Globalink Almaty's Air Freight Division to ensure that the entire operation was well coordinated and seamless.

This project totaled 400 tonnes and consisted of electric transformers, galvanized steel structures, cables and other electrical equipment that required 12 separate charter flights to complete. Globalink was responsible for all aspects of the transportation process from arrival at Kabul Airport. From arranging cranes, to supervision of unloading, reloading, and lashing, Globalink controlled every single detail to ensure nothing went wrong. Special low bed trailers designed to handle both the weight and the terrain for the journey to the final destination were organized well in advance and upon arrival at the job site, unloading and setup was completed in record time.



## Customer Appreciation



## Air Freight



### Partnership Flies High

Air bridge cargo services provided by Globalink Logistics Group were recognized with the presentation of "The Best Supporting Customer of 2008" award by Air France-KLM Cargo. Globalink's Air Freight Division and Air France-KLM Cargo work closely to deliver first class services to customers. This award recognizes outstanding results in terms of revenue and customer service. This partnership offers a range of services to regular destinations as well as to destinations off the beaten track, via fixed schedules, convenient connections and charters.

Air France-KLM Cargo guarantees a consistent approach to improving processes that are designed to meet and exceed the needs and expectations of its valued customers.

*Pictured left to right: Tim Schouwe (Operations Development Europe, Air France – KLM Cargo), Gulnar Nurmanbetova (Cargo Manager Almaty, Air France – KLM Cargo), Julia Kraft (Air Freight Manager, Globalink), Vasily Dovzhenko (General Manager Air Freight, Globalink) and Hans Korbijn (Director Central & Eastern Europe, Air France - KLM Cargo) at the presentation of The Best Supporting Customer of 2008 award.*

## Corporate News



*Pictured: Globalink Sales Executive, Firuzi Nurullo, along with some of the happy children at the Almaty orphanage that has received help with the purchase and installation of new insulated windows.*

### Helping Hands

Globalink's corporate social responsibility recognises the positive impact our business can have on community life and well-being.

Aligned to this, Globalink was happy to quickly answer a call for help from a children's orphanage in Almaty, Kazakhstan. Our Almaty staff were moved by the orphanage's letter seeking assistance for insulated windows to help protect the children from the elements. Donations were quickly made to raise enough funds to pay a local window specialist to ensure that the new windows were installed right away.

Globalink has also supported a Charity Bazaar organized to raise funds for worthwhile causes. Globalink's Almaty office, along with trucks from our own fleet, arranged all the transportation, to and from the event, of the various stalls and other items that were needed.

### Globalink Dubai on the Move



Globalink Dubai is effectively operating paperless customs clearance using the MIRSAL 2 system implemented by the Customs Authority of the United Arab Emirates. This provides customers with real-time access to traditional declaration processing through a web interface. Some of the key benefits of paperless declarations are that they can be filed remotely 24-hours-a-day, seven-days-a-week, with an electronic signature that significantly improves service delivery times. Hard copies no longer need to be submitted but must be kept on file for five years.

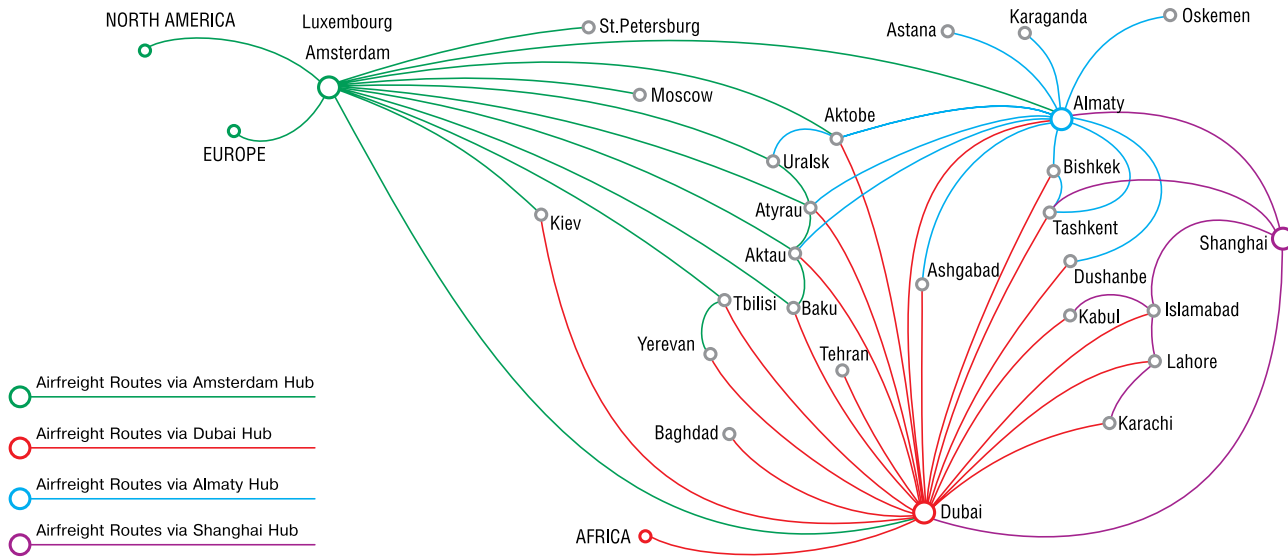
Globalink Dubai, while only in operation for five years, has continued to grow and develop by offering superior service levels. Our Dubai office is now one of the leading logistics providers in the Middle East. Staff numbers have tripled and to accommodate this growth the branch has moved to a new and larger facility (pictured left).

Across the Arabian Sea, Globalink Karachi also achieved a milestone of their own when they successfully completed the customs examination held by the Customs Authority of Karachi, Pakistan. This allows filing our own entries and providing in-house customs assistance.

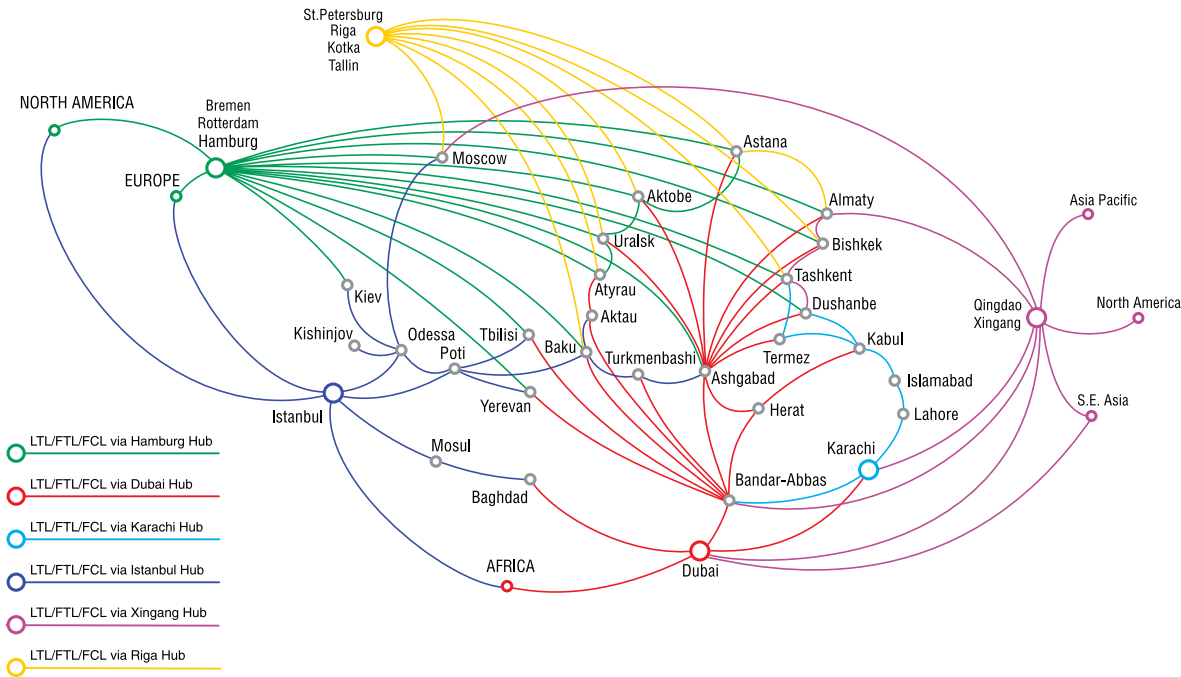
# Complete Transportation & Logistics Solutions

Globalink connects the world's economic centers and major global trade markets like North America, Europe, Middle East, Asia Pacific, SE Asia, Africa and the CIS into a seamless network - efficiently, economically and reliably.

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## SURFACE ROUTE



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