



HF **HIGHLAND**® **FORWARDING**

We Take Care of You™

Issue: 13

EDITORIAL

DECEMBER 2014: OPENING OUR OFFICE IN CANADA & OTHER NEWS



Radek Maly
President

Highland Forwarding has been growing further since our last newsletter a year ago.

During the year we participated in trade conferences around the world, including Thailand, Hong Kong, Sri Lanka, Russia, Kazakhstan, and USA. We have also made other sales visits to Canada, India, UAE, Oman, Saudi Arabia, Bahrain, Qatar, Turkey, Uzbekistan, UK, France, Belgium, Poland, Germany, Brazil—and of course many parts of the USA. We have held hundreds of meetings with our clients, vendors and overseas partners to maintain and strengthen our relationships.

We exhibited at Breakbulk Americas Trade Show held in Houston in September 2014. Houston is our biggest market in USA and we are proud to be part of this important gathering of project experts worldwide.



We have opened our own office in Montreal, Canada which will be operational as of 1-1-2015. We have always handled a lot of cargo from Canada and now with our own office we plan to grow our business in Canada at a rapid pace. The new office is registered under our project company brand and can be reached at:



Highland Project Logistics Corp.
1870 Boulevard des Sources, Ste 305
Pointe-Claire, QC H9R 5N4, CANADA
canada@highlandprojectlogistics.com

We added 25% more staff in the last year and we are almost 40 employees at the end of 2014— and ready to grow again.... In August 2014 Highland has been recognized by INC Magazine for the 7th time as one of America's 5000 fastest growing private companies. **HF**



America's Fastest Growing Private Companies

PROJECT SHIPPING – FROM ANY COUNTRY TO ANY COUNTRY



In September 2014 we shipped a compressor from Olean, NY, USA via Camden and Shanghai to Chongquin, China. The largest piece was 546x171x154"=1387x434x391 cm and 191,750 lbs=86,977 kgs. You can see our truck and then cargo being loaded into the vessel in Camden,



Between December 2013 and November 2014 we handled a large project of minerals processing machinery originating in multiple countries (USA, Canada, China, India, Chile, Switzerland, Italy, Germany, Poland, Spain...) for a mine in Bozshakol, Kazakhstan. The total volume of cargo was 5,000 cubic meters, the largest piece measuring 213x189x193"=540x480x490 cm that shipped from Santiago, Chile. (photo on right)



WHAT OUR CUSTOMERS E-MAILED US IN THE LAST 12 MONTHS



Marilyn Capuz

A dedicated Customer Service & Logistics Professional

Marilyn was my contact for all the destination details and delivery in the USA. From the first time I contacted her, she was polite and efficient. She was pro-active to keep tabs on our shipment and communicated with me nearly every day. Marilyn is truly an asset to your company. Thank you Marilyn and Highland Forwarding for

your professional service and helpful and courtesy staff.

Brian, Importer, USA OCT 2013

It is a real pleasure working with you. You are very thorough and extremely responsive and helpful. It is very refreshing.

Myrtha, Importer Florida, USA NOV 2013

Your company, the people and the new office have fantastic atmosphere.

Julia, Exporter New Hampshire DEC 2014 (after visiting our office and staff)

Firstly we do thank for your timely reply and appreciate for your high efficiency. Your professionalism leaves us a deep impression and we do feel so glad to have you as our partner in the long run.

Michael, agent in Tianjin, China FEB 2014

Thank you very much once again for your diligence in servicing our account, keeping it 'up close and personal' and

relaying important points to all parties.

This alone is such a big reason we continue to maintain a close working relationship with Highland.

I always do feel like I can reach out directly to you.

Karen, Importer Vermont, USA APR 2014

Thanks for your real quick quotation. Are you based in Europe????

Markus, agent in Germany JUL 2014 (after getting a quote back from us at 7 am USA time—we quote quickly and early!)

What do you think— is our service true to our motto: “We Take Care Of You” ?

COMPANY OUTINGS

This past year we had a lot of fun with all our employees. From ice skating in February (photos 1+2) to a summer picnic on Pawtuckaway Lake nearby (3+4) to apple picking and pumpkin hunting right in our own Londonderry NH (5+6).

We played volleyball in our own field next to our office building (7) and of course some employees could not resist dressing up for Halloween (8). We can't wait to see what the next year will bring! **HF**



6A Kitty Hawk Landing, Suite 200
Londonderry, NH 03053, U.S.A.

Phone: 603-425-1800

Fax: 603-425-1844

E-mail: info@highlandforwarding.com

www.highlandforwarding.com

Established in 1998, Highland Forwarding has been providing exceptional international freight forwarding services for over 16 years. As a specialist in arranging transportation to and from overseas via air or ocean while offering customer service of the highest caliber, Highland Forwarding has become a premier freight forwarder and the choice of experienced logistics professionals worldwide.

Come to find out why our motto is:

“We Take Care of You”