

**KALGIN**  
GLOBAL LOGISTICS



**COMPANY PROFILE**



## OUR STORY

Founded in 1989, Kalgin has grown from a team of two with a small office on Sydney's North Shore, to a passionate team of more than 50 professionals with offices in Auckland, Brisbane, Melbourne, Sydney, Suva & Lautoka.

## OUR HISTORY

- 1989** Richard Lamport establishes Kalgin International Freight Services in Sydney.
- 1993** Kalgin obtains IATA License to further develop its expanding air cargo business.
- 1998** Kalgin opens its first warehouse at its Sydney Head Office to bring cargo handling in-house.
- 2001** Kalgin International Freight Services (NZ) Ltd opens in Auckland, NZ.
- 2002** Kalgin opens in Melbourne.
- 2005** Kalgin opens in Brisbane.
- 2011** Kalgin purchases Consolidation Service (NSW) Ltd.
- 2014** Kalgin opens Total Logistics Solutions (TLS) in Suva, Fiji to further enhance its Pacific Island services.
- 2016** Kalgin opens Total Logistics Solutions (TLS) in Lautoka.
- TODAY** We are a dedicated team of logistics professionals with a global network providing a large portfolio of logistics solutions.

# OUR CORE VALUES

## INTEGRITY:

We maintain a high level of integrity & professionalism at all times, at all levels of our organization, in everything we do.

## REPUTATION:

Our reputation for excellence is fundamental to our success. We protect and build our reputation at all times.

## INSPIRATION:

Our Management Team is committed to mentoring, motivating & inspiring our people to be the best that they can be.

## RESPECT:

The Golden Rule – Be respectful to every person you interact with. There are no exceptions.

## TEAM WORK:

We embrace the diversity in our people. We foster cooperation and communication, adding value to our efficient, professional team.

## “PARSLEY”:

This concept is unique to Kalgin and forms a simple strategy for how our people treat our customers. Go that extra mile. Exceed the customers’ expectations. Add that little bit of extra garnish – ie. “Parsley”.

## GROWTH:

“It’s possible to change without growing, but it is impossible to grow without change”. We strive to grow our brand through continuously looking at better & more efficient ways to do what we do.

Continuous improvement = innovation = market advantage.

## OPPORTUNITY:

We are constantly seeking out opportunities to impress our customers. The smallest gesture can leave a lasting impression.



Our success can be attributed to four simple ingredients:

“**INTEGRITY  
PROFESSIONALISM  
FLEXIBILITY  
QUALITY**”





# OUR SOLUTIONS



## AIR CARGO

As an International Air Transport Association (IATA) accredited agent, we deal directly with the world's major airlines. This allows us to service more than 300 cities across the world.

All shipments are centralized in our own warehouses located close to Sydney, Brisbane, Melbourne and Auckland Airports. Each of our cargo facilities fully comply with Aviation Security requirements as required by the Department of Infrastructure & Regional Development. This compliance allows us to operate under "Regulated Agent" status.

All of our air freight staff are fully trained & certified with regards to Dangerous Goods & Aviation Security. Our ongoing refresher training program ensures their qualifications are kept up to date with changing regulations & trends.

### KALGIN'S AIR FREIGHT SERVICES INCLUDE:

- Cargo Insurance
- Door to Door Services
- Airport to Airport Services
- Import & Export Shipments
- Triangle (Cross-trade) Shipments
- Direct & Deferred Flights
- Passenger & Cargo Aircraft Options
- Buyers Consolidations
- Dangerous Goods
- Scheduled Consolidation Services
- Direct Master Air Waybill Shipments
- Transshipment Handling
- Project Charters
- Time Sensitive Shipments
- Mining & Ship Spare Parts
- Oil & Gas JIT solutions.



# OUR SOLUTIONS



## SEA CARGO

Kalgin offers a wide range of sea freight services, tailored to meet individual customer requirements.

We have several contracts with major global carriers including MSC, Cosco, K Line, Maersk, ANL and more regional carriers such as Neptune, Pacific Direct Line, Swire, Sofrana & Matson.

Kalgin's warehouses are located close to Sydney, Brisbane, Melbourne, Suva, Lautoka & Auckland Ports, allowing us to offer an unparalleled level of flexibility & reliability.

### KALGIN'S SEA FREIGHT SERVICES INCLUDE:

- Cargo Insurance
- Scheduled Consolidation Services
- Documentation Handling & Processing
- Full Container Loads (FCL)
- Less than Container Loads (LCL)
- Buyers Consolidations
- Break Bulk Services
- Roll on Roll off Services
- Container & Loose Cargo Transport
- Port to Port Services
- Door to Door Services
- Direct & Transshipment Service Options
- Container Packing & Unpacking
- Storage and Distribution Services
- Dangerous Goods
- Project Cargo
- Mining Equipment Transport





# CARGO INSURANCE



An important question to ask yourself is:

“**What happens in the event that my cargo is lost or damaged?**”

The bottom line is that unless your cargo is insured under a valid Cargo Insurance policy, you are not fully protected against loss or damage.

## FOR IMPORTERS

If you purchase goods overseas under FOB (Free on Board), FCA (Free Carrier) or C&F (Cost & Freight) terms, don't forget that insuring the cargo is your responsibility.

If you purchase goods on a CIF (Cost, Insurance & Freight) basis it is your supplier's responsibility to arrange insurance. Note, however, that under CIF terms the insurance provided by your supplier may have the following pitfalls:

- **No control of premium costs**
- **Inadequate Policy Conditions**
- **Difficulty with claims settlement**

FOB Terms are always the safest terms to purchase goods to ensure you maintain control over costs and logistics service provider.

## FOR EXPORTERS

If you are selling goods under Cost, Insurance & Freight (CIF) terms it is your responsibility to insure the cargo up to the destination point.

Under Kalgin's comprehensive cargo insurance product, we are able to offer our customers cover for goods in transit for all kinds of cargo transported by road, rail, sea or air, anywhere in the world.

Annual or per shipment policies can be tailored depending on your specific requirements.



# PROJECTS & OVER-SIZED CARGO

For over-sized shipments, we provide logistics support including heavy-lift and out-of-gauge cargo moves for capital projects, oil and gas projects, mining & marine services.



## CUSTOMS & QUARANTINE CONSULTANCY

For importers we can offer fast, efficient air and sea freight clearance through Customs and Quarantine, complete harmonized tariff advice, tariff concession applications, import permit applications and duty drawbacks.

With Free Trade Agreements either in place or under negotiation with the vast majority of Australia's major trading partners, it makes sense to use an integrated complete logistics solution.

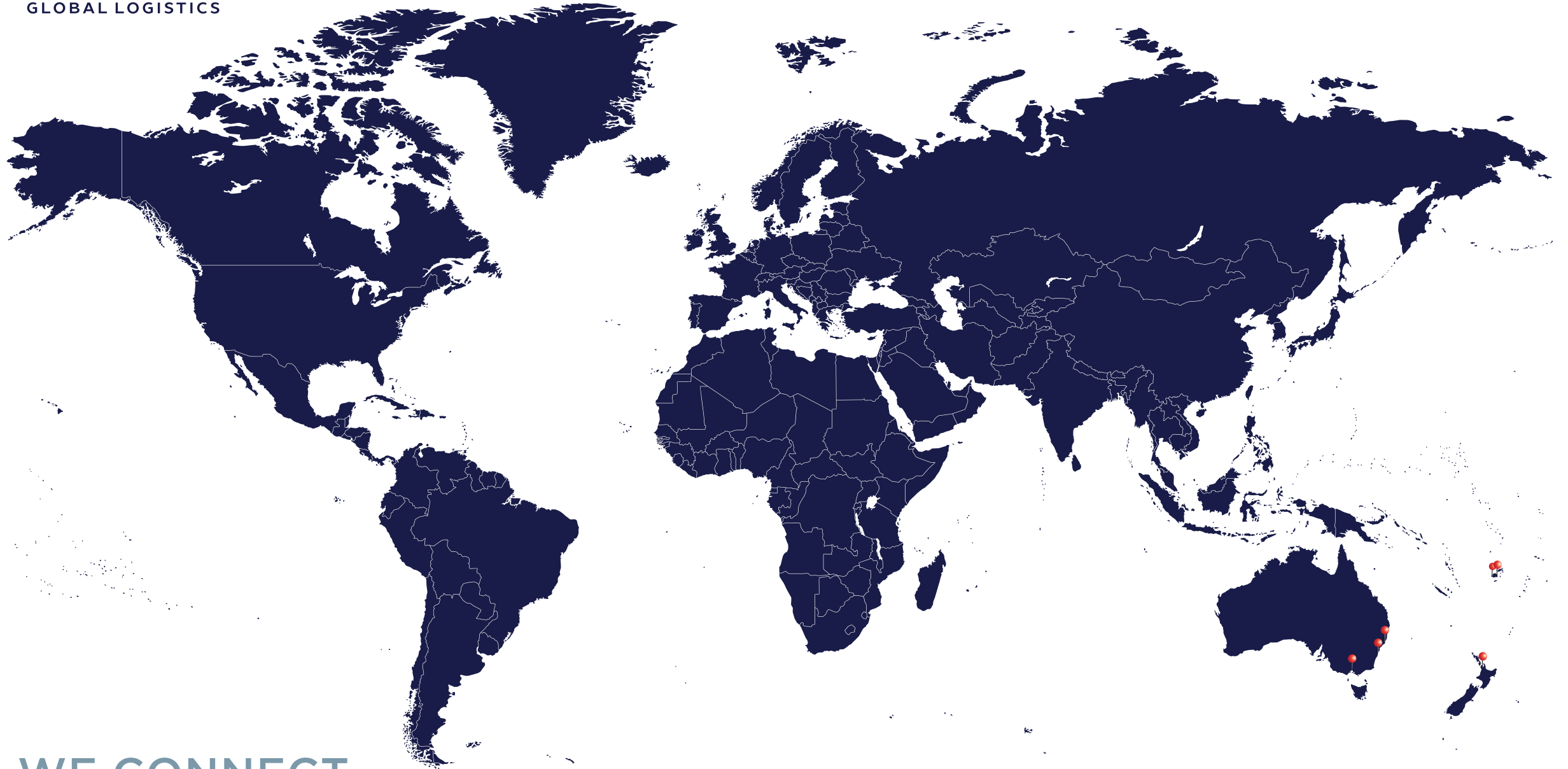
Kalgin combines all parts of the international transport chain into one simple package.





KALGIN  
GLOBAL LOGISTICS

# OUR GLOBAL NETWORK



## WE CONNECT

CHINA ■ HONG KONG ■ TAIWAN ■ JAPAN ■ KOREA ■ SINGAPORE ■ PHILIPPINES ■ MALAYSIA ■ THAILAND ■ INDONESIA  
VIETNAM ■ BRUNEI ■ CAMBODIA ■ USA ■ CANADA ■ ARGENTINA ■ CHILE ■ BRAZIL ■ MEXICO ■ SOUTH AFRICA  
INDIA ■ SRI LANKA ■ BANGLADESH ■ PAKISTAN ■ AFGHANISTAN ■ FIJI ■ PAPUA NEW GUINEA ■ VANUATU ■ NEW CALEDONIA ■ TONGA  
SAMOA ■ AMERICAN SAMOA ■ SOLOMON ISLANDS ■ TAHITI ■ NAURU ■ KIRIBATI ■ TUVALU ■ NORFOLK ISLAND ■ REUNION ISLAND ■ RAROTONGA  
SWEDEN ■ FINLAND ■ DENMARK ■ BELGIUM ■ NETHERLANDS ■ FRANCE ■ SPAIN ■ ITALY ■ TURKEY ■ SWITZERLAND ■ POLAND  
GERMANY ■ UNITED KINGDOM ■ RUSSIA ■ EGYPT ■ UAE





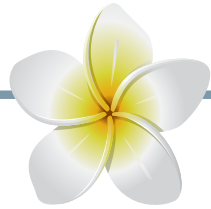
# PACIFIC ISLANDS SERVICES

Kalgin International Freight services provides unparalleled access to the south pacific.

**We give you access to more than  
20 South Pacific Island ports serviced  
from 6 gateways throughout Australia,  
New Zealand & Fiji.**



Over the past 28 years we have built up a proven network of reliable agents & carriers who are market leaders in their respective island trades. This network coupled with our Australian & New Zealand consolidation services, makes us the largest player in this unique part of the world.



## BULA!

TLS was established in Suva, Fiji in October, 2014 as a wholly owned subsidiary of Kalgin International Freight Services, Australia & NZ.

In November 2016, we successfully opened our branch office in Lautoka to cater to our growing business on the west coast of Fiji's main island. Our offices in Fiji further strengthen Kalgin's position as the market leader in Pacific Island freight services.

- Provides all facets of international logistics services including LCL, FCL, Air Cargo, Customs Clearance, Door Transport, Fumigation Services, Trans-shipment handling & Freight Charge Collection.
- Dedicated staff located in the main commercial hubs of Suva and Lautoka in addition to the Management team in Australia & NZ.
- Fully Customs bonded CFS with a 500 m2 storage & distribution warehouse onsite.
- Market leader in the import FAK business from Australia & New Zealand, Asia, Subcontinent and Europe.
- 100% supported by Kalgin International Freight Services and its 28 years of trading history.
- Well positioned to take advantage of Fiji's strategic geographical position in the South Pacific & its key member roll within the Melanesian Spearhead Group (MSG).
- Direct connections from Asia through Kalgin's shipping line contracts & agency network



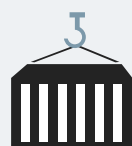
**OPEN FOR BUSINESS...**  
**BULA VINAKA!**





# SO WHY KALGIN ?

- We have 28 Year's experience providing successful logistics solutions.
- We tailor solutions around our customers' unique requirements through a partnership approach to customer relationships.
- Our People – This is our single, most valuable resource. Our people strive to go the extra mile for our clients (Our “Parsley” Philosophy).
- Our people are skilled, cross-trained & motivated to achieve positive outcomes at every opportunity.
- We own & operate our own fleet of rigid trucks with full time drivers.
- We cover the world through our global agency network spanning Asia, Pacific Islands, Sub-Continent, Europe and North & South America.
- From our EDI Cargowise IT platform we are able to provide a variety of integrated IT solutions to match customer requirements. These include web based Track & Trace (KalTrak), Purchase Order Management, Landed Costings, Data Transfer utilising XML, CSV, XLS & Plain Text Formats.
- Our IT & Supply Chain expertise allows for a range of customisable data provisioning services as well as tailor made applications & interfaces that meet each customers' unique requirements & business rules.
- Global buying power with a combined annual container volume of more than 100,000 TEU (20' Equivalent Units).





[www.kalgin.com.au](http://www.kalgin.com.au) • [www.kalgin.co.nz](http://www.kalgin.co.nz)

## OUR OFFICES

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