



# WELCOME

TIME-CRITICAL FREIGHT SPECIALISTS - IT'S IN OUR DNA



**CONCORDIA**

INTERNATIONAL FORWARDING CORP.

# INTRODUCING

OUR TEAM

## Administration:

• **Fred Havron: Cell (201) 463.7306**

Vice President

• **Michael Castro: Cell (267) 559-5073**

District Manager

• **Anita Dambrowski**

Operations Manager

• **Dana Caputo**

Sales Representative

• **Rose Stewart**

Customer Service

# CONCORDIA INTERNATIONAL FORWARDING CORP.

**PHILADELPHIA (PHL)**

7 INDEPENDENCE COURT  
FOLCROFT, PA 19032

PHONE: 610.461.7300

FAX: 610.461.8364

[phl@concordiafreight.com](mailto:phl@concordiafreight.com)



***"A PHILOSOPHY IN ACTION"***

Worldwide Airfreight Forwarding





# WHO WE ARE

CONCORDIA

Concordia was established in 1978 and still remains a privately held US Corporation which has grown to 33 wholly owned and fully operational logistics service facilities 15 of which are in 1st and 2nd level cities in the USA.

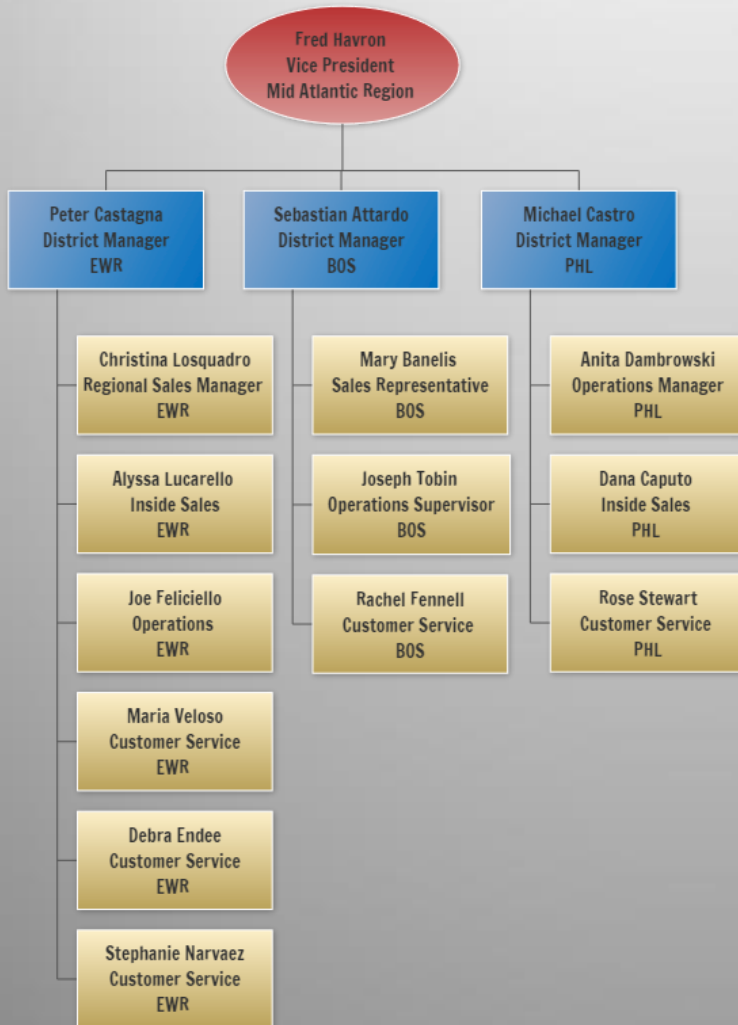
This network is supplemented by strategic alliance partners providing global coverage. Each service partner has extensive logistics service experience throughout their regions and are committed to common service standards.

This alliance partnership network provides truly global coverage through hundreds of dedicated logistic service facilities worldwide.



# WHO WE ARE

CONCORDIA



## States Included:

Delaware  
Maine  
Maryland  
New Hampshire  
New Jersey  
New York  
Pennsylvania  
Rhode Island  
Washington D.C.  
West Virginia  
Vermont  
Virginia



# WHO WE ARE

CONCORDIA

**Concordia Can Arrange Faster Transit Time Than our Competitors Can!**

*If all planes travel at the same speed, how can Concordia claim to be faster than other forwarders?*

***It's Simple!***

*By Specializing in only one activity, Concordia is given the daily opportunity to enhance and better serve its international clients.*

*If you had to choose between a dual purpose forwarder or a specialist that solely focuses on getting your product where it needs to be, who would you choose?*



# 15 USA LOCATIONS

CONCORDIA



Atlanta	<b>Georgia</b>
Boston	<b>Massachusetts</b>
Chicago	<b>Illinois</b>
Cleveland	<b>Ohio</b>
Dayton	<b>Ohio</b>
Dallas	<b>Texas</b>
Houston	<b>Texas</b>
Los Angeles	<b>California</b>
Miami	<b>Florida</b>
Minneapolis	<b>Minnesota</b>
New York	<b>New York</b>
Newark	<b>New Jersey</b>
Philadelphia	<b>Pennsylvania</b>
San Francisco	<b>California</b>
San Juan	<b>Puerto Rico</b>

## WORLD HEADQUARTERS

333 Earle Ovington Blvd., Suite 702

Uniondale, NY 11553 – (516) 561-1100

***“A PHILOSOPHY IN ACTION”***

Worldwide Airfreight Forwarding



# 15 USA LOCATIONS

CONCORDIA



Atlanta, Georgia

5324 Georgia Highway 85, Suite 300  
Forest Park, G 30297  
(404)763-0241

Dayton, Ohio

787 Cross Roads Court  
Vandalia, OH 45377  
937) 890-2438

Newark, New Jersey

604 Progress Street  
Elizabeth, NJ 07201  
(908) 289-6300

Boston, Massachusetts

8 Jewel Drive/Suite 101  
Wilmington, MA 01887  
(978) 658-8885

Houston, Texas

3340-A Green Rd./Suite 100  
Houston, TX 77032  
(281) 449-9862

New York, New York

155-37 145<sup>th</sup> Avenue  
Jamaica, NY 11434  
(718) 723-0900

Chicago, Illinois

1475 E. N. Thorndale Ave./Suite F  
Itasca, IL, 60143  
(630) 250-4400

Los Angeles, California

4955 West 145<sup>th</sup> Street  
Hawthorne, CA 90250  
(310) 219-0400

Philadelphia, Pennsylvania

7 Independence Court  
Folcroft, PA 19032-2111  
(610) 461-7300

Cleveland, Ohio

6640 Engle Rd./Suite F  
Middleburg Heights, OH, 44142  
(440) 243-2244

Miami, Florida

10913 NW 30<sup>th</sup> Street/Suite 102  
Miami, FL 33172  
(305) 592-9450

San Francisco, California

1172 Cherry Avenue  
San Bruno, CA 94066  
(650) 583-1766

Dallas, Texas

601 Hanover Drive/Suite 500  
Grapevine, TX 76051  
(817) 481-4560

Minneapolis, Minnesota

1010 Aldrin Drive/Suite 110  
Eagan, MN 55121  
(651)452-2767

San Juan, Puerto Rico

Ramal 887 Km0.6 Bo Martin Gonzalez  
Carolina, PR 00987  
(787) 757-6060



# GLOBAL LOCATIONS

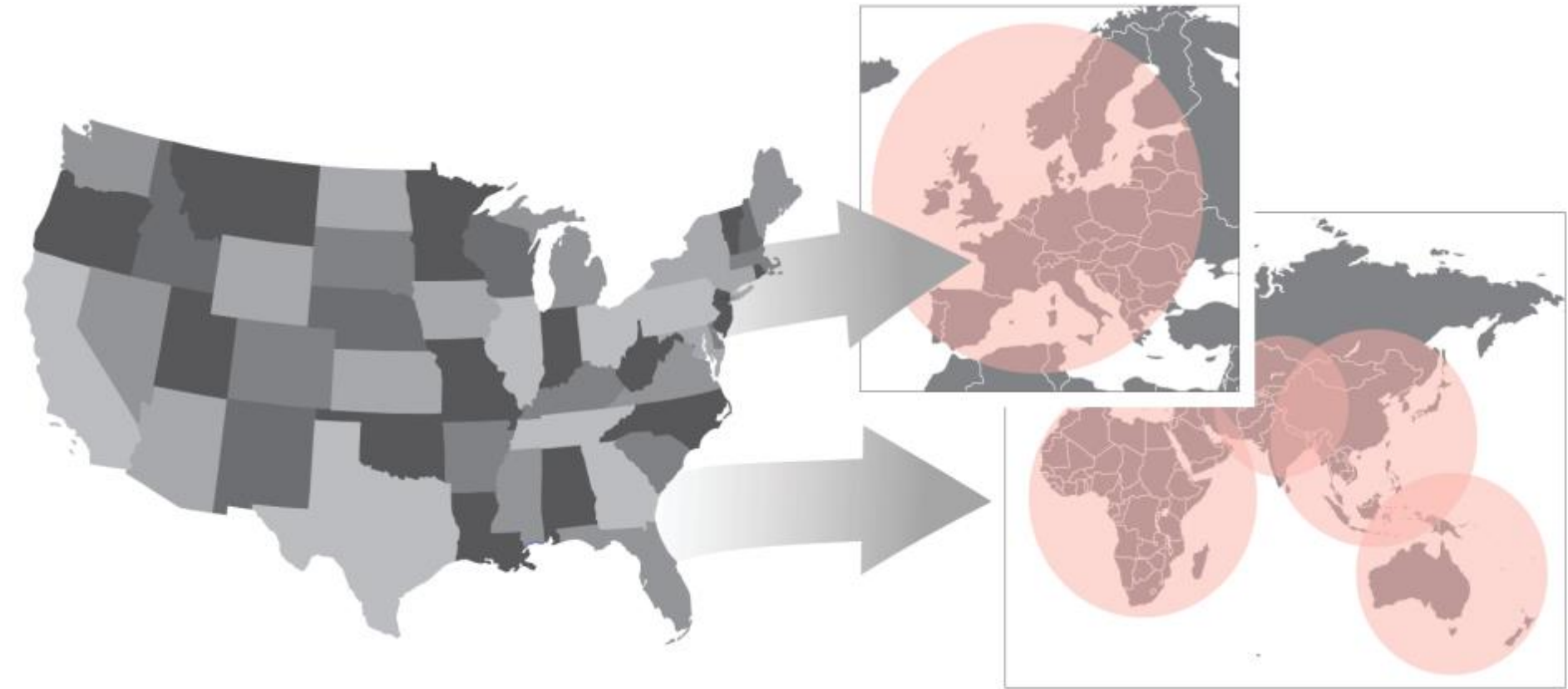
CONCORDIA - A WORLDWIDE NETWORK

United Kingdom	Europe	Africa, Middle East	Asia	Australia & New Zealand	Latin America
London Birmingham Bristol Cwmbran Manchester	Austria Belgium Czech Republic Denmark Finland France Germany Greece Holland Hungary Ireland Italy Luxembourg Norway Poland Portugal Slovakia Slovenia Spain Sweden Switzerland	Egypt Israel Lebanon Namibia Pakistan South Africa Turkey United Arab Emirates	China Hong Kong India Indonesia Japan Korea Malaysia Philippines Singapore Taiwan Thailand Vietnam	Auckland Brisbane Melbourne Perth Adelaide Sydney	Argentina Brazil Chile Equador Panama Peru Venezuela

USA TO THE WORLD... IT'S IN OUR DNA

# USA AIRFREIGHT FLOW

CONCORDIA GATEWAY OPERATION **USA TO THE WORLD... IT'S IN OUR DNA**





*The Movement of*  
*cargo at* **CONCORDIA**



# CONCORDIA INTERNATIONAL FORWARDING CORP.

WORLD HEADQUARTERS: 333 EARLE OVINGTON BLVD., SUITE 702 UNIONDALE NY 11553  
TELEPHONE (516) 561-1100 FACSIMILE (516) 561-2640 www.concordiafreight.com



**CONCORDIA's** service philosophy is the safe and timely flow of goods from shipper to consignee. By acting as a specialist in this industry, we focus solely on one task, and get it done impeccably.

## **CONCORDIA** has:

- **A worldwide network with over 35 offices both in the United States and Overseas.**
- **A Network of over 100 exclusive agents throughout the world.**

*The Philosophy is more than a goal at **Concordia***



# SECURITY

## CONCORDIA

### Smiths Detection Provides Air Cargo Solutions for all Concordia's U.S. Facilities

#### Concordia Uses Smiths Detection Technology to Maintain Speed of Commerce, Protect Integrity of Freight

Pine Brook, NJ, 29 April 2009 - Smiths Detection today announces **Concordia** International Forwarding Corporation has chosen Smiths Detection's explosives trace detectors to protect its customers' merchandise to meet the Transportation Security Administration (TSA's) air cargo screening mandate.

Each of **Concordia's** 15 U.S. sites will use the **IONSCAN 500DT**, the latest in Smiths Detection's desktop trace detection technologies which can detect tiny amounts of explosives from a single sample in a few seconds.

Mark Laustra, Vice President of Homeland Security, Smiths Detection, said: "Our trace detection solutions provide an unparalleled level of protection while facilitating the business flow for freight forwarders, airlines and indirect air carriers."

**Concordia's** Corporate Vice President, Paul Emposimato III, said: "When we researched options for screening solutions, Smiths Detection was the only choice that made sense. The IONSCAN 500DT technology allows us to comply with the mandate without negatively impacting our transit time.

"Additionally, the 500DTs enable our customers to have complete confidence in both the integrity of their packaging and merchandise and the assurance that their cargo will arrive in a timely manner. As the economic downturn impacts businesses globally, it is increasingly important that we maintain our competitive edge with reliable security equipment and services."

The first TSA air cargo screening mandate, which required freight forwarders, indirect air carriers and airlines to screen 50 percent of all air cargo, took effect in February 2009. The second and upcoming TSA mandate requires 100 percent air cargo screening by August 2010.

*By using Smiths Detection Technology, we maintain the speed of commerce & protect the integrity of freight.*

***Concordia serves as a TSA Certified Cargo Screening Facility***

# SECURITY

CONCORDIA



Transportation  
Security  
Administration



CCSP-K9



Certified

SILVER

2018  
ecovadis

CSR  
Rating



HAWB/Invoices	HAWB #	Date	Origin	Dest	Invoice/Ref#	Consignee	Pieces	Wei
	5000454	08/15/2017	LAX	CDG	CATHAY SH038951	ZODIAC SEATS FRANCE	2	
	5000450	08/14/2017	LAX	CDG	CX 6641325/SH038909 SH038910 SH038912	ZODIAC SEATS FRANCE	3	1,
	5000451	08/14/2017	LAX	CDG	SPARES:6641305/SH038886	ZODIAC SEATS FRANCE	1	
	5000452	08/14/2017	LAX	LON	UK 6650106/ZSH4510 ZSH4511 ZSH4512	ZODIAC SEATS UK LTD	2	
	5000447	08/14/2017	LAX	CDG	UK 6650106/ZSH4510 ZSH4511 ZSH4512	ZODIAC SEATS FRANCE	1	
	5000448	08/11/2017	LAX	CDG	MOCKUP:6641349/SH038868	ZODIAC SEATS FRANCE	2	
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	5000448	08/11/2017	LAX	CDG	SPARES:6641305/SH038775	ZODIAC SEATS FRANCE	1	
	5000448	08/11/2017	LAX	CDG	SPARES:6641305/SH038775	ZODIAC SEATS FRANCE	1	

# PORTAL TRACKING

## CONCORDIA

**Reporting information**  
**Bullet points of specified information:** Either weekly or monthly

**HAWB #2797400 (8 Milestones)**

Date	Type	Origin	Destination	Pieces	Weight	Airline	Flight	Remarks
12/29 19:00	Freight Received From Shipper	LCL	SJU	6	1,898			
12/30 01:45	Freight Received by ConcordiaAgent	LON	LON	6	1,898		0006	
12/31 09:00	Transferred to Broker	LON	LON	6	1,898			CONCORDIA INT'L FORWARDIN
12/31 12:00	Customs Cleared	LON	LON	6	1,898			
01/04 12:00	Delivered to Consignee	LON	LON	6	1,898			
12/30 01:45	Freight Transferred to Airline	SJU	LON	6	1,898	VG	0006	SJU7801, MAWBE# 932-44050715
12/30 17:40	Freight Departed on Flight	MA	LHR	6	1,898	VG	118	
12/31 00:00	Freight Recovered from Airline	LHR		6	1,898			

**AIR WAYBILL**  
**CONCORDIA**  
**INTERNATIONAL FORWARDING**

**CONSIGNEE:** CONCORDIA INTERNATIONAL LTD  
**TO:** ZODIAC SEATS FRANCE  
**SHIPPER:** ZODIAC SEATS FRANCE  
**DATE:** 2017-08-15 11:00AM

**ALSO NOTIFY:** CONCORDIA INTERNATIONAL LTD, 10000 WOODBURY AVENUE, SUITE 200, CARROLLTON, TX 75006, USA

**SECURITY DECLARATION:** I HEREBY DECLARE THAT THE ABOVE-NAMED CARGO IS NOT DANGEROUS GOODS, OR IS NOT SUBJECT TO RESTRICTIONS, AND IS NOT SUBJECT TO SPECIAL HANDLING REQUIREMENTS.

**SHIPPER'S DECLARATION:** I HEREBY DECLARE THAT THE ABOVE-NAMED CARGO IS NOT DANGEROUS GOODS, OR IS NOT SUBJECT TO RESTRICTIONS, AND IS NOT SUBJECT TO SPECIAL HANDLING REQUIREMENTS.

**WEIGHT AND MEASUREMENTS:**

NO.	DESCRIPTION	UNIT	WEIGHT	VOLUME	REMARKS
1	CONCORDIA LONDON 000	KG	1,898.00	0.00	
2	CONCORDIA LONDON 000	KG	1,898.00	0.00	
3	CONCORDIA LONDON 000	KG	1,898.00	0.00	
4	CONCORDIA LONDON 000	KG	1,898.00	0.00	
5	CONCORDIA LONDON 000	KG	1,898.00	0.00	
6	CONCORDIA LONDON 000	KG	1,898.00	0.00	
7	CONCORDIA LONDON 000	KG	1,898.00	0.00	
8	CONCORDIA LONDON 000	KG	1,898.00	0.00	
9	CONCORDIA LONDON 000	KG	1,898.00	0.00	
10	CONCORDIA LONDON 000	KG	1,898.00	0.00	
11	CONCORDIA LONDON 000	KG	1,898.00	0.00	
12	CONCORDIA LONDON 000	KG	1,898.00	0.00	
13	CONCORDIA LONDON 000	KG	1,898.00	0.00	
14	CONCORDIA LONDON 000	KG	1,898.00	0.00	
15	CONCORDIA LONDON 000	KG	1,898.00	0.00	
16	CONCORDIA LONDON 000	KG	1,898.00	0.00	
17	CONCORDIA LONDON 000	KG	1,898.00	0.00	
18	CONCORDIA LONDON 000	KG	1,898.00	0.00	
19	CONCORDIA LONDON 000	KG	1,898.00	0.00	
20	CONCORDIA LONDON 000	KG	1,898.00	0.00	
21	CONCORDIA LONDON 000	KG	1,898.00	0.00	
22	CONCORDIA LONDON 000	KG	1,898.00	0.00	
23	CONCORDIA LONDON 000	KG	1,898.00	0.00	
24	CONCORDIA LONDON 000	KG	1,898.00	0.00	
25	CONCORDIA LONDON 000	KG	1,898.00	0.00	
26	CONCORDIA LONDON 000	KG	1,898.00	0.00	
27	CONCORDIA LONDON 000	KG	1,898.00	0.00	
28	CONCORDIA LONDON 000	KG	1,898.00	0.00	
29	CONCORDIA LONDON 000	KG	1,898.00	0.00	
30	CONCORDIA LONDON 000	KG	1,898.00	0.00	

# Sample Shipper Airfreight Dashboard

## Shipment Data

## Weight Data

## Spend Data

### Shipments by Month



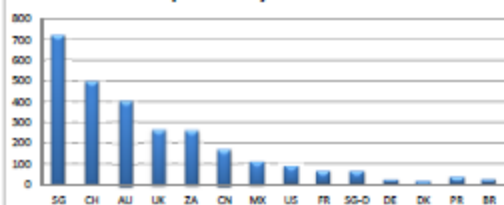
### Weight by Month Actual & Chargeable



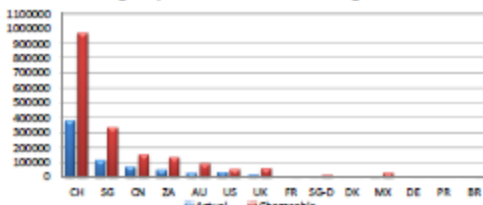
### Total Spend (USD) by Month



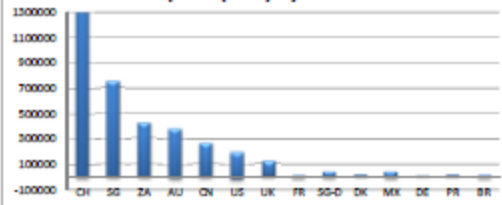
### Shipments by Destination



### Weight by Destination Actual & Chargeable

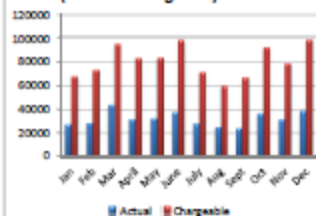


### Total Spend (USD) by Destination

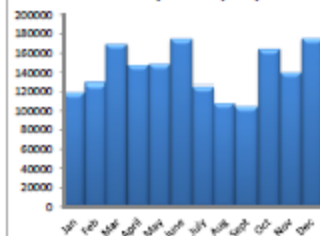


## Country A

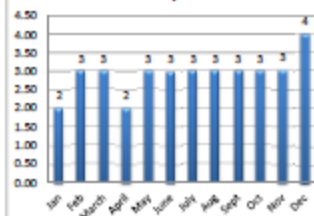
### Weight by Month (Actual & Chargeable)



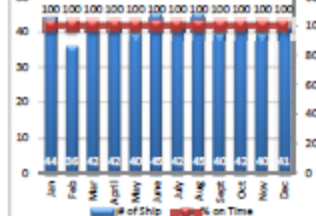
### Billout by Month (USD)



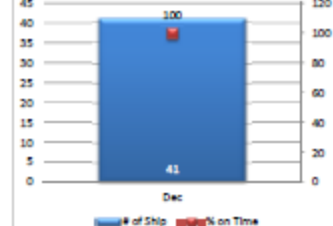
### Average Total Transit in Business Days



### # of Shipments & On-Time Percentage

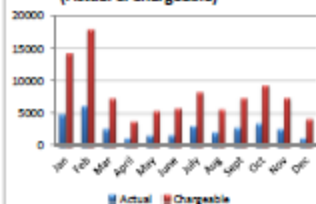


### # of Shipments & On-Time Percentage WITH UNCONTROLLABLE

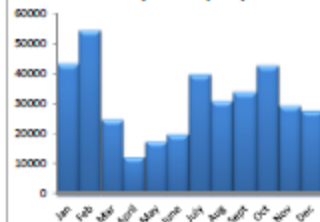


## Country B

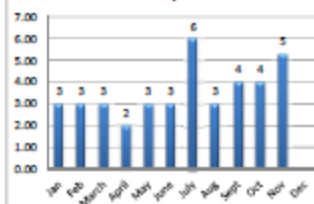
### Weight by Month (Actual & Chargeable)



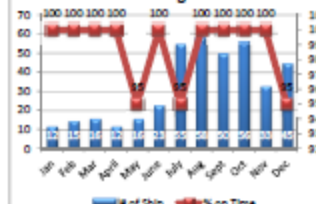
### Billout by Month (USD)



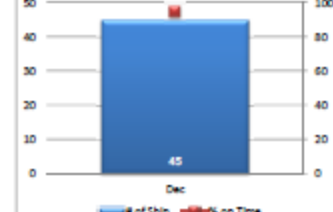
### Average Total Transit in Business Days



### # of Shipments & On-Time Percentage



### # of Shipments & On-Time Percentage WITH UNCONTROLLABLE





# SERVICE LEVEL

AND SCOPE

## *U.S. Services*

- Daily Pick up from any U.S State
  - Excellent Rates
- Quickest and most reliable transit times
- Servicing to all international destinations
  - Edi
    - Consular legalization
  - Banking & Letter of Credit
  - Consignee pre-alerts
    - Free domicile
    - Electronic tracking
    - P.O.D. ( proof of delivery)
  - Same day quotes guaranteed
- Certified to handle restricted articles
  - Vendor staging
- Warehousing/storage available
  - Trucking for over-sized cargo
  - Charters





# OUR GLOBAL TEAM

CONCORDIA

## *Overseas Capabilities*

- Full warehousing
- Customs bonded (where permitted)
  - 7 day a week operation
- Licensed customs brokerage personnel
  - Local security approved
  - Same day pick-up & delivery
- Containerized consolidations
  - Pre-booked allocations
    - Pre-alert system
  - HAZMAT certified





# A SEAMLESS SERVICE

CONCORDIA - DOOR TO DOOR

## Specialist Freight Forwarder

Air Charter / Heli Charter

On Board Courier

Express Dedicated Vans UK / European

Worldwide Express Airfreight

Tailor made Freight Solutions

Despatch Management in-house

Dedicated Account Manager on-site whenever required

Bespoke packing services for Hazardous / Non Hazardous

24/7 Operations Department

24/7 Storage Facilities

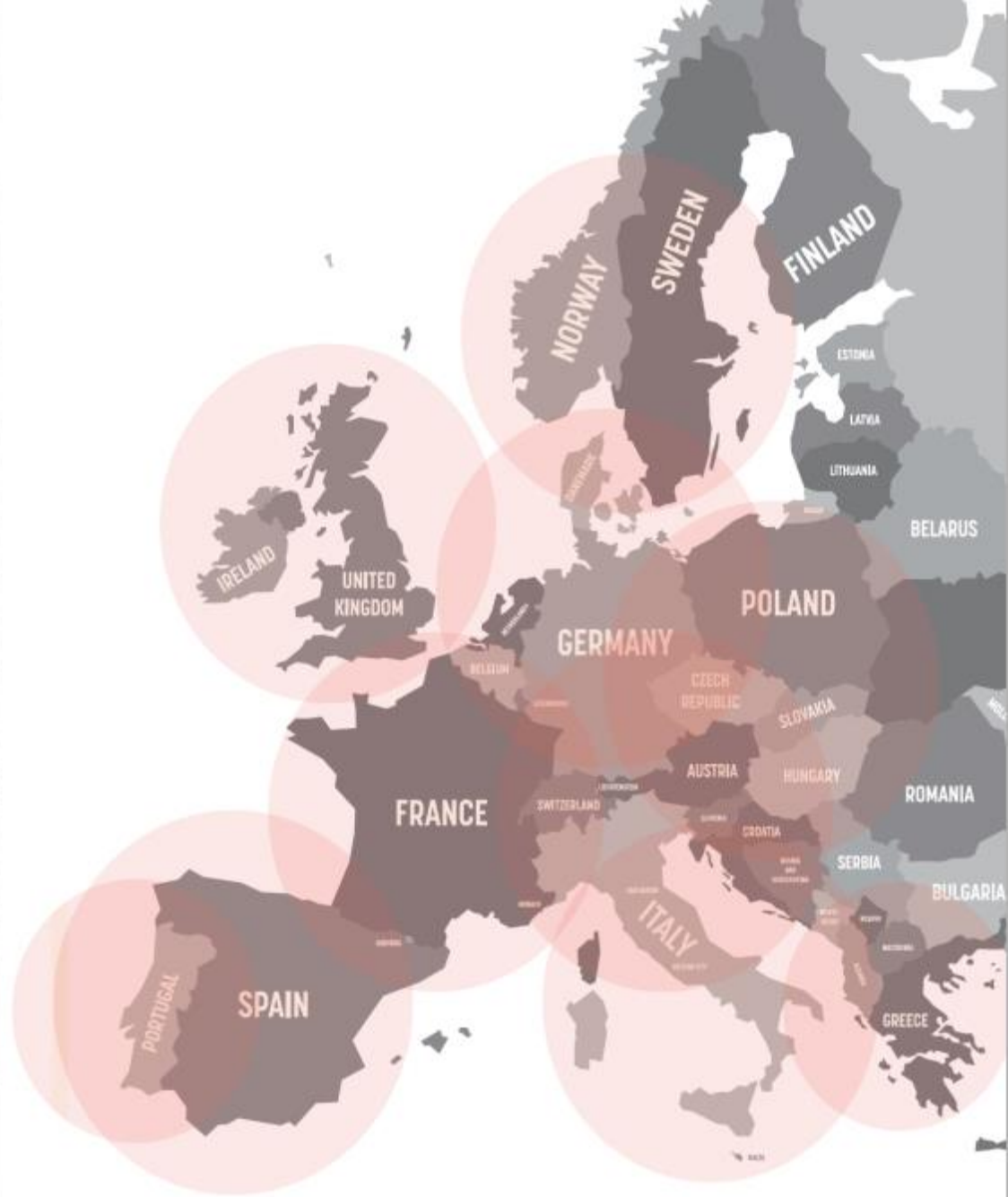
# CONCORDIA

DELIVERS DOOR TO DOOR

- 97% on-time delivery to our worldwide customers
- Our flexibility to change

**We have a proven global on-time service record**

**ON-TIME DELIVERY GUARANTEE**



**USA TO THE WORLD... IT'S IN OUR DNA**

# IT Emergency Response

*Concordia's Worldwide IT System resides on a multiple database service located in widespread worldwide geographical locations, each of which are backed up to at least two other locations.*

---

*This will enable Concordia to almost immediately replicate the IT function of any individual location which will ensure continuity of service in the event of a major loss of facility or utility in one or more geographical areas.*

*The physical makeup of Concordia, which is set into eight regions, allows for each region to act independently in the event of any disaster that would sever the lines of communication.*

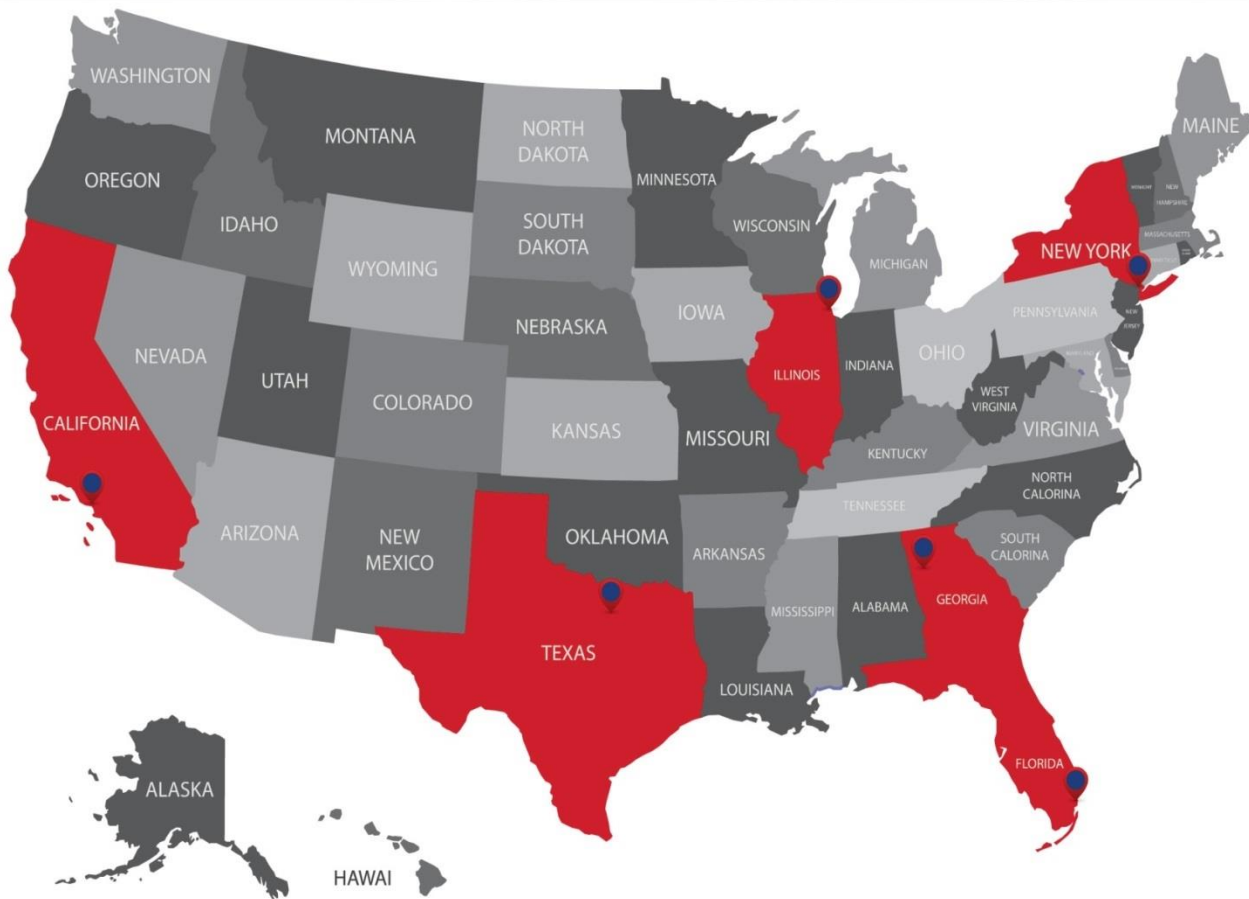
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*Each office in the United States is located strategically, so that we are able to absorb the responsibilities of other facilities. This would include, but not be limited to; communication, pickups, processing documentation and tendering cargo to airlines.*

# Operational Emergency Response

# USA AIRFREIGHT FLOW

CONCORDIA



## Gateway operation

- Los Angeles
- Dallas
- Chicago
- Atlanta
- Miami
- New York



# GEOGRAPHICAL COVERAGE

## CONCORDIA

### North America

United States (ATL BOS CLE  
DAY DFW EWR IAH JFK LAX  
MIA MSP ORD PHL SFO)  
Puerto Rico (SJU)

### Europe

Austria (VIE)  
Belgium (BRU)  
Czech Republic (PRG)  
Denmark (CPH, BLL)  
Finland (HEL)  
France (PAR)  
Germany (FRA BRE BER CGN  
DRS DUS HAJ HAM MUC LEJ NUE  
STR)  
Greece (ATH SKG)  
Holland (AMS)  
Hungary (BUD)  
Ireland (DUB, SNN)  
Italy (MIL, ROM)  
Luxembourg (LUX)  
Norway (OSL, SVG)  
Poland (WAW KRK GDN POZ  
WRO)  
Portugal (LIS OPO)  
Slovakia (BTS)  
Slovenia (LJU)  
Spain (MAD BCN BIO ALC VLC  
AGP XRY TCI MJV LPA VGO)  
Sweden: GOT STO  
Switzerland: ZRH BSL GVA  
United Kingdom (LON BFS  
BHX BRS CWMAN)

### Latin America

Argentina (BUE)  
Brazil (GRU, VCP, RIO, GIG)  
Chile (SCL, IQQ, PUQ)  
Ecuador (UIO)  
Panama (PTY)  
Peru (LIM)  
Venezuela (CCS)

### Africa & Middle East

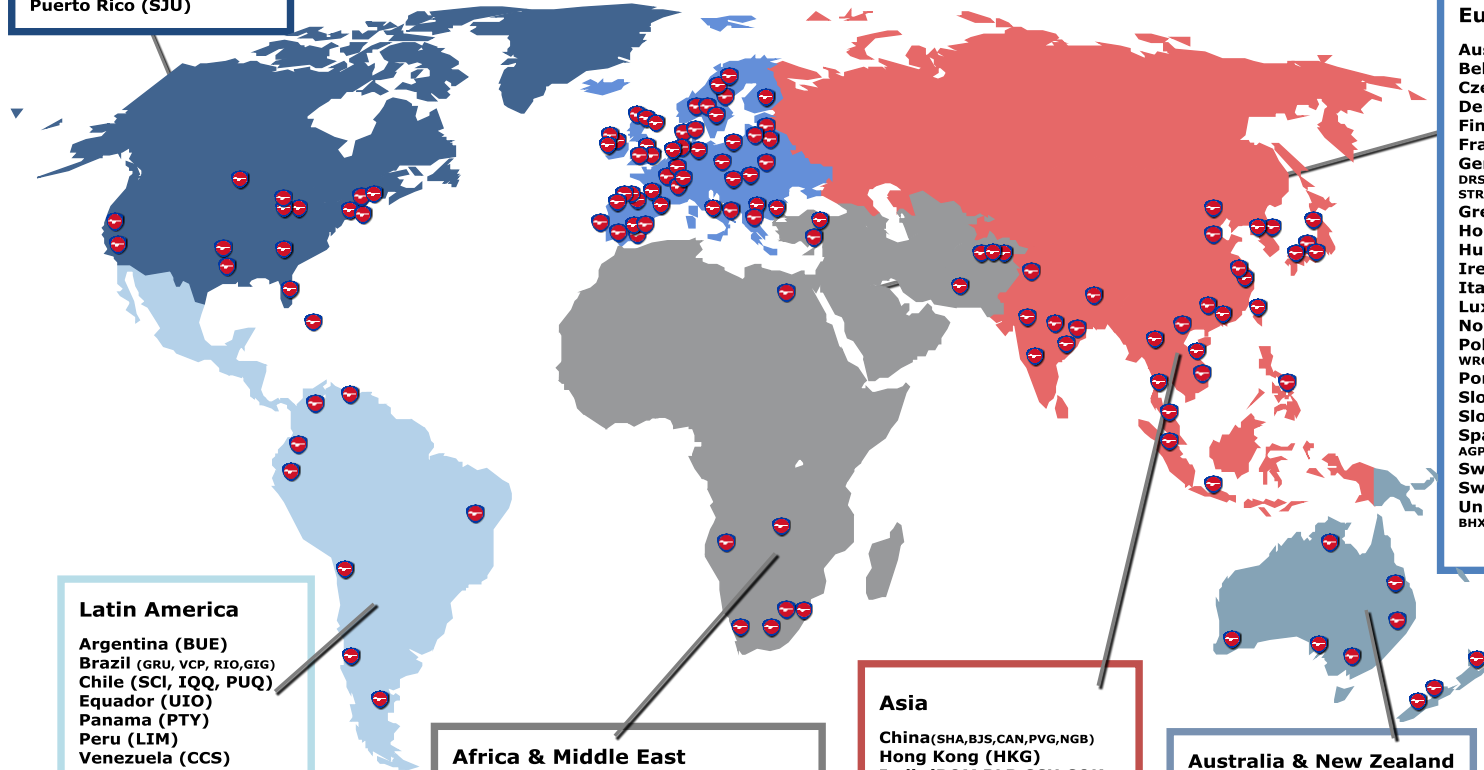
Egypt (CAI)  
Israel (TLV)  
Lebanon (BEY)  
Namibia (WDH, WVB)  
Pakistan (KHI LHE ISB PEW)  
South Africa (JNB, CPT, DUR, PLZ)  
Southern Africa Zimbabwe (HRE)  
Turkey (IST ANK ADB)  
United Arab Emirates

### Asia

China (SHA, BJS, CAN, PVG, NGB)  
Hong Kong (HKG)  
India (BOM BLR CCU COK  
DEL HYD MAA)  
Indonesia (JKT)  
Japan (TYO, FUK, KIX, NGO)  
Korea (SEL, PUS)  
Malaysia (KUL, PEN)  
Philippines (MNL)  
Singapore (SIN)  
Taiwan (TPE)  
Thailand (BKK)  
Vietnam (SGN HAN HPH  
DAD)

### Australia & New Zealand

Auckland (AKL, CHC, WLG)  
Brisbane (BNE)  
East Arm Wharf (DRW)  
Melbourne (MEL)  
Perth (PER)  
Port Adelaide (ADL)  
Sydney (SYD)





# THANK YOU

We invite your questions.



**CONCORDIA**

INTERNATIONAL FORWARDING CORP.