



Menlo sees good growth after Emery sale

By Chew Wai Yee in Singapore

Just over a year after the sale of its freight forwarding business to a competitor, Menlo Worldwide is "alive and kicking" and saw 60% revenue growth in its Asia-Pacific business in 2005, says the logistics company's regional chief.

"We're doing very well after we sold Emery Freight Forwarding to UPS Supply Chain Solutions," James Hsu, Asia-Pacific MD for Menlo Worldwide told *Lloyd's FTB Asia*.

"After we sold the business, we continued to focus on what we're good at, which is logistics and supply chain management. We continue to focus on the three verticals: hi-tech, automotive, and retail/consumer.

"In addition to that, we continue to bring lean concepts into Asia Pacific

and lean warehousing to our client sites."

By "lean concept", Hsu explained the company aimed to bring value to the marketplace by cutting away the fat and waste.

To respond to the market better, Hsu has also set up supply chain offices in the four strategic cities of Hong Kong, Shanghai, Singapore and New Delhi, each of which has complete capabilities in sales, IT, solutions and staff.

Excited about the growth opportunities in the region, he said the company would focus on expanding its operations in countries such as China, India, Hong Kong and, most recently, Malaysia.

Operating as Menlo Worldwide (Malaysia), the new venture would

service mainly Nike in Kuala Lumpur and some hi-tech customers in Penang. Menlo also planned to extend services to other industry verticals in the country, said Hsu.

"There's a domestic market there that we value, and our customers are enjoying a growth in this market and their expectation is to see Menlo providing a better service.

"To ensure we provide value, we need to totally engage ourselves in Malaysia; that's why we needed to set up an entity there to manage the relationship better."

With a five-year relationship already in place, Menlo will service Nike in Malaysia, in addition to the existing account in Singapore. In Malaysia, Menlo will operate in facilities shared with local firm MLH Logistics.

Online claim facility for Indian exporters

By TC Malhotra in New Delhi

The Indian commerce ministry has launched initiatives to benefit exporters in fiscal 2006-07 and to simplify procedures to reduce the paperwork related to exports.

There is to be an online facility for all export licences and authorities, including DEPB (duty entitlement pass book) scripts, and the ministry has introduced a new application

form, which will replace the previous 120-page form to 50-pages. A web interface is in place for online filing by exporters and retrieval of documents bylicensing authorities.

Exporters can also claim DEPB benefits online instead of making regular visits to offices.

With the new facility, all exporters, after sending their shipments, will be

able to transfer their shipping bills online and the department will issue DEPB scripts online. These can then be used by exporters for importing products duty-free as per guidelines.

The ministry has also introduced a fast-track mechanism for clearance, examination, testing, quarantine and packaging to be set up by all agencies to facilitate the trade of perishable cargo.

In Brief

Solectron Corporation has signed a deal with IBM for indirect procurement across 17 countries. IBM will manage more than \$1.2bn a year of indirect spend in areas such as temporary contract

services, office equipment, utilities, and telecoms. Core to the project is the implementation of IBM's Procure-To-Pay procurement solution which will be integrated with Solectron's internal systems and controls. IBM says its solution will enable web-based requisitioning as well

as efficient procurement and supplier payment.

U-Freight has opened a temperature and humidity-controlled warehouse facility in Shanghai. Located within its existing hub near Hongqiao airport, the new facility

encompasses a total area of 2,1,00sq metres. It comprises three individual units within one overall warehouse which can be customised and modified to individual customer requirements. It features two cargo lifts and storage capacity of 840 pallets.