



UA team: Andres Torres, Mildred Garcia-Bogota, Tim Naraiah, Maddy Marrero Mia and Michael Cano Sfo Sales.)

United Attends Proflora trade show in Bogota

Columbian President Juan Manuel Santos presided over opening ceremonies of the biannual Proflora "best floral trade show" in Bogota.

United Regional Mgr Latin Maddy Marrero hosted a coordinated sales effort at a late-arriving but busy session Sept 28. Participants reported that floral business has been robust from Columbia and Ecuador this year and Oct/Nov is going to continue that trend. ✈

Dascher Opens Third Eurohub in France

Unique pan-European logistics network will support enhanced service for U.S. importers and exporters

Atlanta, GA - Dachser Transport of America Inc. (Dachser USA), the U.S. division of one of the world's leading global logistics services providers, has announced its parent company Dachser has completed development of a unique three-hub pan-European logistics network with the opening of its third Eurohub in Clermont-Ferrand, France.

The new \$13.8 million transshipment center in Clermont-Ferrand links with Dachser facilities in Überherrn, Germany, and Bratislava, Slovakia, to complete a logistics concept launched by the company with the opening of the Überherrn Eurohub in 2002.

"Thanks to targeted and systematic consolidation of consignments at the three Eurohubs, we can offset imbalances in European traffic flows using national and regional freight. This enables us to achieve better capacity utilization rates, increasing the economic efficiency and reducing the environmental impact of our forwarding services," says Bernhard Simon, head of Dachser's management board.

Eurohub locations in Überherrn, Bratislava and Clermont-Ferrand were specifically chosen to make the pan-European Dachser network accessible in all directions via 24- or 48-hour connections. The Eurohub network also will support Dachser USA as it seeks to enhance the logistics services available for importers and exporters across the United States.

"Our Eurohub network allows Dachser to reach some 160 destinations in 30 European countries with expedited logistics services," said Frank Guenzerodt, President and CEO of Dachser USA. "As we expand in the U.S. to more locations, we will be able to seamlessly link to the global Dachser network and provide any level of air or ocean logistics services required by our customers."

The location of Clermont-Ferrand was selected strategically at the heart of France's economic center. On a 15-acre site, Dachser has constructed a 75,000-square-foot transit terminal and a 17,000-square-foot, three-story office building. Both buildings reflect Dachser's policy of sustainability: 32,000 square feet of the transit terminal's roof has been fitted with solar panels and the office building has been constructed to low-energy building standards. Dachser is using double-deck swap body trucks both at the Eurohub and at many other locations in France, playing a pioneering role in the French distribution and shipment consolidation markets. ✈

NCBFAA's 2012 Scholarship Program Open

Schaumburg, IL — As an affiliate member and platinum sponsor of NCBFAA's Annual Conference, Roanoke Trade is pleased to announce it is sponsoring the annual NCBFAA (National Customs Brokers & Forwarders of America, Inc.) \$5,000 Scholarship again in 2012. High school seniors or undergraduate students at an accredited college or university may apply for this award.

To request an electronic application, contact NCBFAA at comm.ncbfaa.org or 202-466-0222. To qualify, applications must submit a 1,000-2,000 word essay on "How Do U.S. Companies Benefit From Trade?" To be eligible for consideration, the candidate must be an employee, or child of an employee, of a regular NCBFAA member, but may not own a company involved in the industry. The applicant must be pursuing a career in customs brokerage, freight forwarding or a related field, such as international trade. Candidates must also include a short personal statement on career goals, proof of acceptance to or current enrollment

in an accredited college or university, class year and major area of study, as well as employment verification from the NCBFAA regular member confirming the candidate or candidate's parents. Application package must be postmarked by Friday, March 1, 2012.

The scholarship winner will be invited to NCBFAA's Annual Conference being held at The Westin Diplomat Resort & Spa, Hollywood, FL April 22-25, 2012, joining other conference attendees on the morning of April 23rd to receive the award. The scholarship award will be paid directly to the winner's college or university.

Roanoke Trade believes in the power of education by supporting its clients' interests by participating as active members and sponsoring industry related associations. For more information, contact Sandy Gaszynski, Marketing Administration Manager, Roanoke Trade Services, Inc. at sandy.gaszynski@roanoketrade.com or 1-800-762-6653 ext. 1215. ✈