



Global Shipping Agencies

**Guatemala, El Salvador
Honduras, Costa Rica, Nicaragua
(Panama and Puerto Rico)**



The Global Group Background

Global was founded 20 years ago by executives from Sea-Land Service with extensive experience in Latin America. Now Global is the region's largest network of independent liner agencies with over 175 employees covering Central America, Panama and Puerto Rico. Diversified activities include liner cargo agencies, sales and marketing, port and vessel services, customs brokerage, logistic services and cargo consolidation. Global's clients (past and present) include Dole Ocean Cargo Express (DOCE), CSAV, Hyundai Merchant Marine (HMM), CCNI, Evergreen, Hanjin Shipping, Hapag-Lloyd, APL, CMA and HSud.

Each country is developed with local partners who bring local resources and expertise to the agency activities. More than 20 different entities cover these 1 countries (including USA) at 21 different office locations, and all are tied together through co-ownership and management from the Global Group principals.

The distinctive strengths of the Global organization are Experience and Reliability. Global owners and key managers have extensive liner industry Experience. The nine senior managers alone comprise over 240 years of industry experience. Our Reliability comes from the consistent and professional management practices followed across our entire network, including great attention to frequent and thorough communications.

GLOBAL GROUP Company Organization





Mission and Services

Mission Statement

To provide world-class transportation agency services to our Carrier Principals and transportation partners through superior management and technical talent using the most effective processes and communications so that maximum profitability for both the Principal and Global is achieved. To ensure that relations with our Principals, partners, employees and community are at all times ethical and responsible.

Services:

- ✦ General Agency
- ✦ Sales & Marketing
- ✦ Documentation
- ✦ Customer Service
- ✦ Supply Chain Management
- ✦ Trucking & Logistics
- ✦ Equipment Control
- ✦ Port Operations
- ✦ Cargo Logistics
- ✦ Canal Transits & related ship services – Panama



Office Locations

Guatemala

Guatemala City*
Pt. Barrios
Pt. Santo Tomas
Pt. Quetzal

El Salvador

San Salvador*
Pt. Acajutla

Panama

Panama City* / Balboa
Colon (MIT)

Puerto Rico

San Juan**

Honduras

San Pedro Sula*
Tegucigalpa
Pt. Cortes
San Lorenzo

Nicaragua

Managua*
Corinto

Costa Rica

San Jose*
Pt. Limon
Puerto Caldera

U.S.A.

Coconut Creek, Florida**
Port Saint Lucie, Florida*
Miami, Florida

* Local Head Office

** Includes Affiliate - CCS

(Carrier Credit Services, Inc.)

Total: 21



Who we are – Owners & Principals

David Herring (Global Shipping Agencies - USA)

- ❑ 45 years in transportation
- ❑ 24 years with Sea-Land:
 - VP Corporate Planning
 - Joint ventures, business development
 - General Manager, Central America (\$100 mil revenue)



Jerry Peterson (Global Shipping Agencies - USA)

- ❑ 48 years in transportation
- ❑ 22 years with Sea-Land:
 - General Sales Manager
 - Manager, Rotterdam port
- ❑ Sample Clients: NYK, Maersk, NPR, Sea Star, Horizon, Dole, Del Monte, Nedlloyd, CMA CGM, Inchcape



Michael Kramer (Global Shipping Agencies - USA)

- ❑ 32 years experience in the transportation industry.
 - 23 years with Sea-Land.
 - Director, Customer Service – North America
 - General Manager – Florida Region
 - General Manager – North Central America
- ❑ Has on-site/domicile management experience in Latin America





Who we are – Owners & Principals

Jorge A. Oria (Guatemala & El Salvador)

- ❑ 35 years in transportation
- ❑ 17 years with Carriers (Crowley, Concord, US Lines, Sea Star)
 - VP Sales and Marketing
 - Ops, Manager (vessels, terminals, equipment)
 - Regional Manager, Venezuela & WCSA
 - Regional Manager, Central America (13 years)
- ❑ Established and represented successful service companies



Rafael Ernesto Moreno (El Salvador)

- ❑ Degree in Economics Univ. California – San Francisco
- ❑ In 1983 established agency for Concorde Line in El Salvador
- ❑ In future years established agency operations for various ocean carriers
- ❑ Developed one of the largest and most modern CY Depot in El Salvador
- ❑ Established leading intermodal trucking for many lines
- ❑ Developed a consortium of different Logistic services
- ❑ Affiliated Port Agencies and Custom Broker.





Who we are – Owners & Principals

Carlos Alvarez (Costa Rica)

- ❑ 10 years experience in the shipping industry
- ❑ Sales manager for Del Monte's containerized carrier, Network Shipping
- ❑ 1999 thru 2007, Mr. Alvarez helped establish Global Shipping Agencies throughout Central America
- ❑ BA in Business Administration from Universidad InterAmericana de Costa Rica



Roberto Bobadilla (Honduras)

- ❑ MBA from Univ. of Fla.
- ❑ Over 25 years of experience in the shipping industry.
- ❑ Previous management positions include:
 - agency management
 - sales and operations
 - intermodal transportation
 - business development





Who we are – Partners & Managers

Chang-Kwon Oh (Seoul, Korea)

.Asia Representative for Global Group

- ❑ Graduated from Seoul National University (Economics)
- ❑ 9 years with Sea-Land Korea Agency (Sales Manager)
- ❑ 23 Years with Hanjin Shipping Company
 - Executive Senior Vice President
 - Chief of European Headquarters (Hamburg)
 - New York Branch Manager
- ❑ Since 2002, have worked successfully with experience and expertise as Advisor to the Governor of Gyeonggi Province for Port Logistics.
- ❑ President/CEO, Pyongtaik-Dangjin Bulkcargo Terminal Co. Ltd.
- ❑ Currently:
 - Asia Representative for Jacksonville Port Authority, FL, U.S.A.
 - Professor at Korea Aerospace University





Global Group Overall Features and Benefits

Features

- ✦ Experienced, professional management with a carrier orientation
- ✦ Resident country partners
- ✦ 20 year market presence
- ✦ Extensive internet/email connectivity
- ✦ Central control of procedures & standards
- ✦ Affiliated companies
- ✦ South Florida Offices

Benefits

- ✦ Market and operations expertise
- ✦ Quick problem solution
- ✦ Local knowledge & contacts
- ✦ Excellent customer relationships
- ✦ Quality vendor selection
- ✦ Reliable, effective communications & information sharing
- ✦ Consistently high-quality customer service
- ✦ Specialized services with controlled quality
- ✦ Central business hub for Latin America



Global Agencies – Owners and Principals

Corporation: **Global Shipping Agencies, Inc.**
Office: 145 NW Central Park Plaza, Suite 111
Port Saint Lucie, FL 34986
Telephone: Office: (772) 336-4112 Mobile: (954) 684-4315 Fax: (484) 727-0602
Website: www.globalagencies.com

Owners & Principals (with emails):

David Herring (Global Shipping Agencies - USA)	dherring@globalagencies.com
Jerry Peterson (Global Shipping Agencies - USA)	jpeterson@globalagencies.com
Michael Kramer (Global Shipping Agencies - USA)	mkramer@globalagencies.com
Jorge A. Oria (Guatemala & El Salvador)	jaoria@oein.com
Ernesto Moreno (El Salvador)	emoreno@gruporemor.com.sv
Roberto Bobadilla (Honduras)	rbobadilla@gmihon.com
Carlos Alvarez (Costa Rica)	calvarez@agenciamaritimaglobal.com
Michael Kramer (Nicaragua, Panama and Puerto Rico)	mkramer@globalagencies.com



Why the Global Group of companies is the right choice to represent you company?

Territory:

Guatemala, El Salvador, Honduras, Costa Rica, Nicaragua, Panama and Puerto Rico

- Global has been successfully established in Central America since 1993.
- Global ownership and management team is the most experienced and capable in entire area. And includes senior management experience with ocean carriers.
- Global has proven to be and remains a financially stable group of companies that gives clients no financial risk.
- Global is dedicated and committed to meeting and exceeding the expectations and requirements of all its client principals.
- Global Group consists of distinctive business units in each country for commercial and operating services.. Each unit is headed by an experienced on-site management team.
- Global offers variable versus fixed cost economics.
- Global clients have the advantage of leveraging the Global competitive cost structure.
- Global can offer a flexible consideration for agency compensation methodology.



Global Agencies Group

Office Details by Location



Global - Guatemala

Corporation: Agencia Maritima Global, S.A. (AMAGSA)

Office: Edificio Atlantis
Nivel 8, Oficina 802
13 Calle 3-40, Zona 10
Guatemala City, Guatemala

Telephone: 502 - 2 - 420-8800 (PBX)

Fax: 502 - 2 - 420-8801

Key Managers:	President	Jorge Oria (jaoria@oein.com)
	VP/General Manager	Oscar Gonzalez (oscar.gonzalez@cargo.com.gt)
	Finance Manager	Gloria de Mesarina (gloria.gesarina@cargo.com.gt)
	Operations Mgr.	Roberto Papadopolo (roberto.papadopolo@cargo.com.gt)

Affiliates: Operaciones Maritima, S.A. (Omarsa) - Port Agency
(Puerto Barrios, Santo Tomas & Puerto Quetzal)
R.T.M - Stevedoring
(Puerto Quetzal)



Guatemala - Principals and Managers

Jorge A. Oria

Owner / President

Guatemala & El Salvador



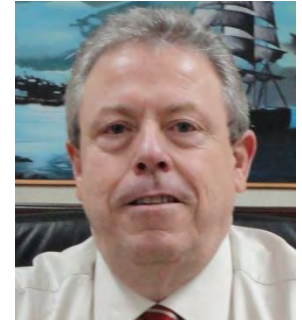
- ❑ 35 years in transportation
- ❑ 17 years with Carriers (Crowley, Concord, US Lines, Sea Star)
 - VP Sales and Marketing
 - Ops, Manager (vessels, terminals, equipment)
 - Regional Manager, Venezuela & WCSA
 - Regional Manager, Central America (13 years)
- ❑ Established and represented successful service companies

Guatemala - Principals and Managers

Oscar Gonzalez

VP - General Manager

Guatemala



email: Oscar.Gonzalez@cargo.com.gt
cell: 502-5-700-6062

- ❑ 25 years of transportation industry experience
 - Director of Caribbean Services and GM for the CAGEMA Service
 - General Manager of Florida Region
 - General Manager for Central and South America Services
 - National and Corporate Accounts Sales Manager
 - Traffic and Documentation Manager
- ❑ Extensive background experience in Traffic, Documentation, Sales and Operations Management
- ❑ Clients (past and present): CCNI, DOLE, CSAV, HANJIN
- ❑ Since 2001 has established and or expanded service related companies in the United States and Central America

Guatemala - Principals and Managers

Roberto Papadopolo

Operations Manager

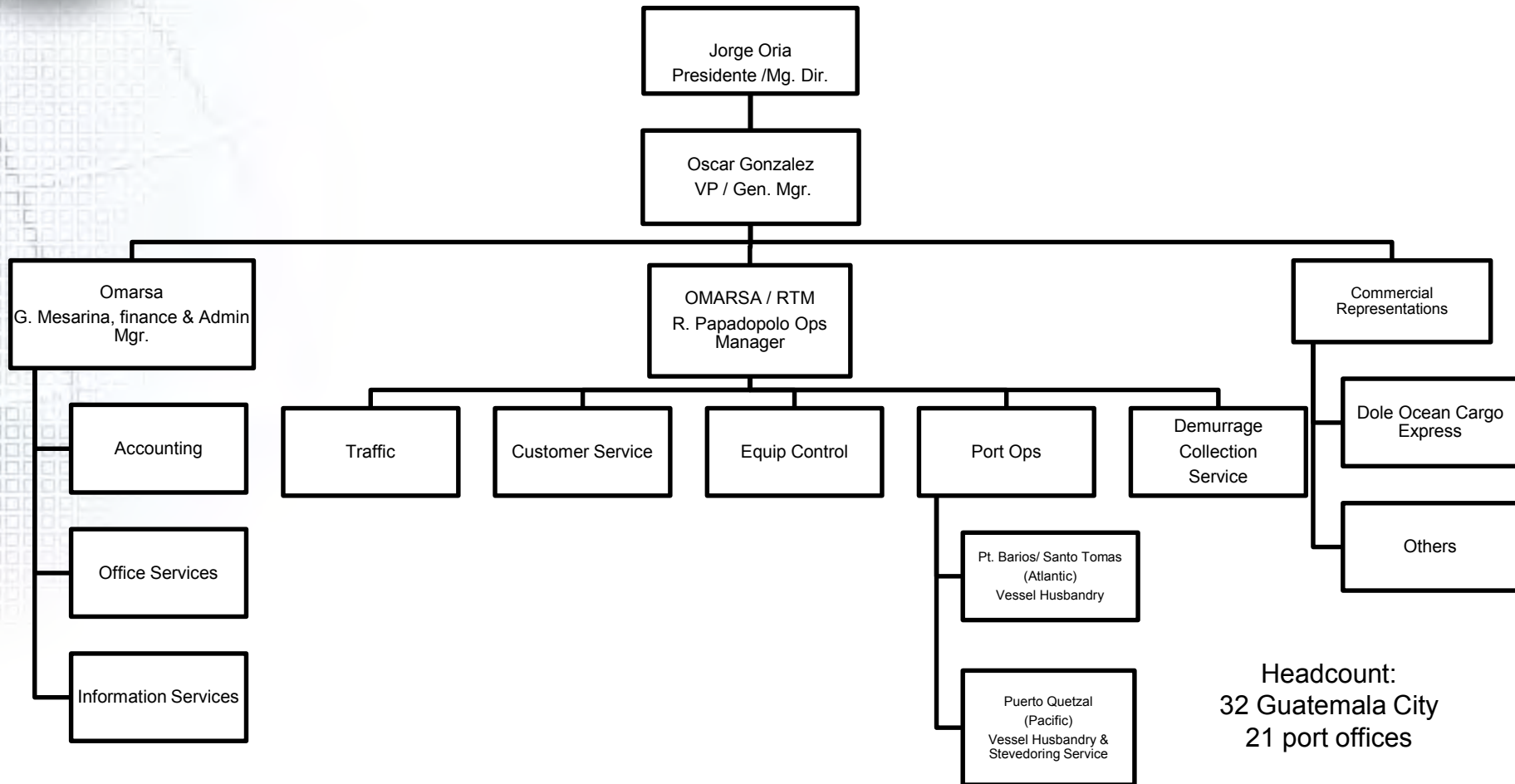
Guatemala



- ❑ *25 Years of Transportation Industry Experience*
 - *Operations Manager*
 - *Commercial Manager*
 - *Port Manager (Four years stationed at Ports)*
 - *Traffic and Documentation Manager*
- ❑ *Extensive experience in Port Operations, Vessels, Terminals, Stevedoring Services, Traffic, Equipment Control and Documentation.*
- ❑ *Sample Clients: Harrison Line, Thompson Shipping, Fyffes, Stolt Nielsen, Seatrade R.C., RRDC, CSAV, CCNI, DOLE, Hanjin, Cosco bulk division, Agriex.*



Global – Guatemala Organization



Headcount:
32 Guatemala City
21 port offices



Omarsa / R.T.M.

Omarsa - Port Agency Services

R.T.M Stevedoring Services

December 2015



Omarsa / R.T.M.

Omarsa / R.T.M.

Edificio Atlantis

13 calle 3-40, zona 10,

Oficina 801

Guatemala City, Guatemala

Tel. (502) 2420-8801

Fax: (502) 2420-8801

Email:

Oscar.Gonzalez@cargo.com.gt

Vice-President

Roberto.Papadopolo@cargo.com.gt

Operations Manager





Omarsa / R.T.M.

Omarsa / R.T.M.

Is an International Company directly focused on Operational services to Multinational Ocean Liner Shipping Companies in Guatemala.

Omarsa as Operational Agency was founded in 1988, since its establishment and during the last twenty six years Omarsa has professionally represented different Ocean Liner Shipping Companies in Guatemala

- 1. Port Agency Services in the Atlantic and Pacific ports of Guatemala**
- 2. Stevedoring Services in Guatemala – Puerto Quetzal.**





R.T.M. Representaciones de Transporte Marítimo

Stevedoring Services



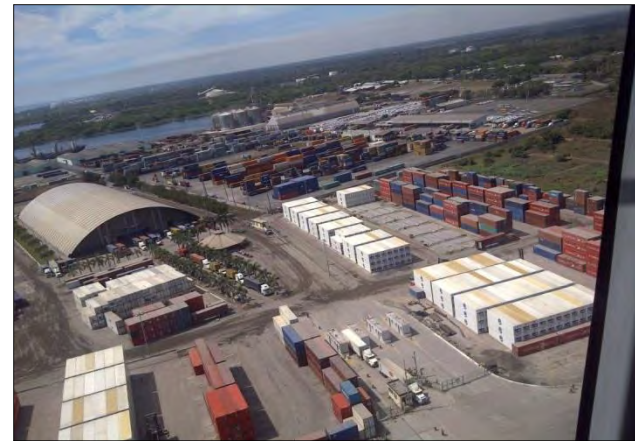
- **R.T.M. Industria de Transporte Marítimo** is a fully licensed and ensured Stevedoring Company in Puerto Quetzal, Guatemala since August 1996.



R.T.M. Representaciones de Transporte Marítimo

Stevedoring Services

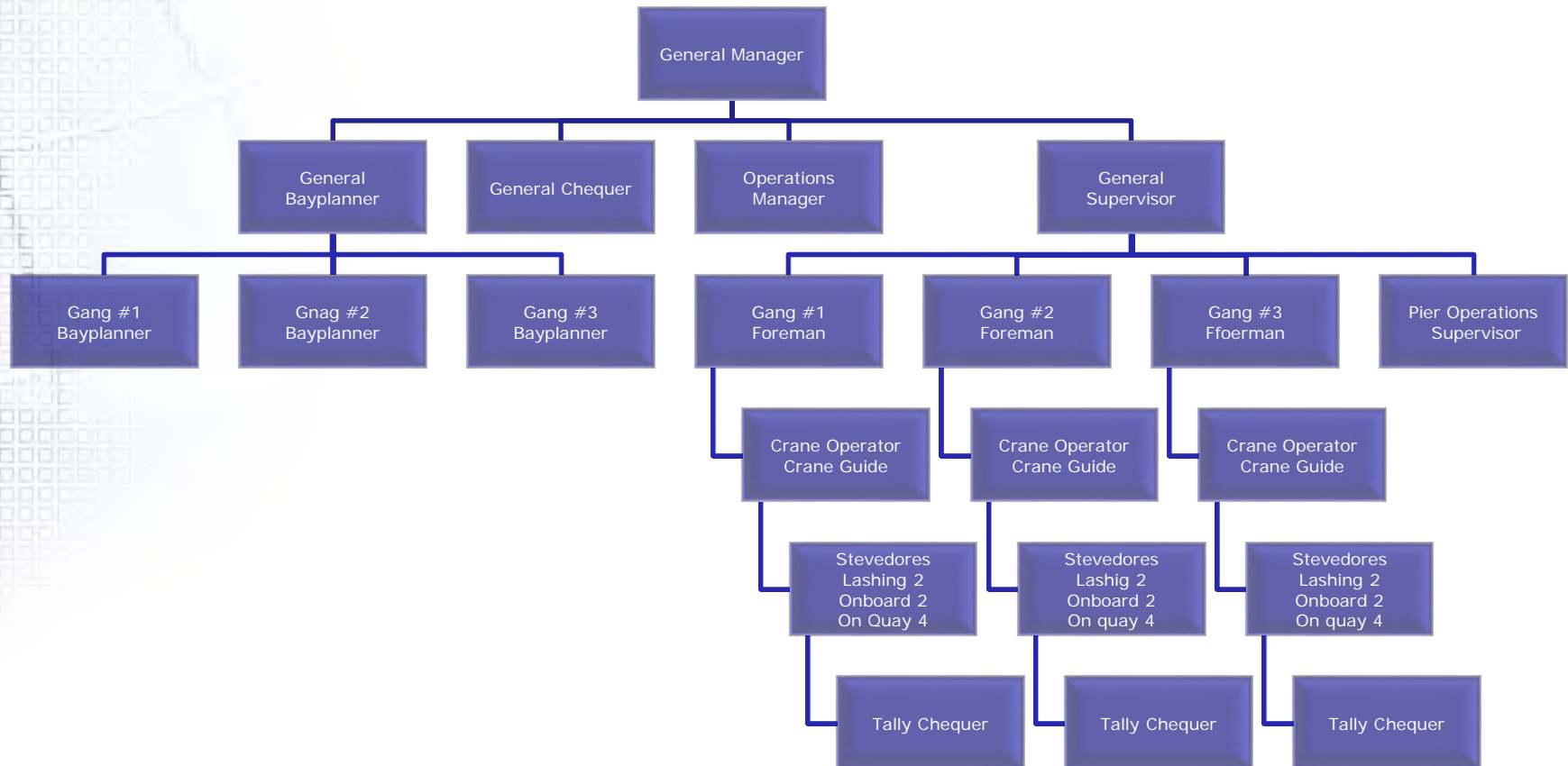
- **R.T.M. is a fully licensed and insured stevedoring company operating in Pto. Quetzal, Guatemala. Providing services to several container Lines, breakbulk vessels and car**
- **On each port call for containerized services to Pto. Quetzal operation is rationalized against several possible loading or discharge ports in its rotation. Therefore each vessel plan procedure discharge/loading operation is performed with the highest service standard and coordination to ensure RTM's principals service requirements.**





R.T.M. Representaciones de Transporte Marítimo

Stevedoring Services





Omarsa / R.T.M.

Looking Forward to Servicing you.



Global – El Salvador

Corporation: Agencia Global Del Mar, S.A. de C.V.

Office: Urbanización Madre Selva
Calle Llama del Bosque, Lote 15-17,
Edificio Avante de El Salvador,
7º nivel oficina 7-01
Antiguo Cuscatlán, La Libertad

Telephone: PBX (503) 2239-4399

Fax: (503) 2239-4363

Key Managers:	President	Jorge Oria (jaoria@oein.com)
	General Manager	Alex Sagrera (asagrera@cargo.com.sv)
	Sales Manager	Oscar Valladares (ovalladares@cargo.com.sv)

Affiliates: Operaciones Maritima, S.A. (Omarsa) - Port Agency - Acajutla



Principals and Managers - El Salvador

Jorge A. Oria / Owner (Guatemala & El Salvador)

- ❑ 35 years in transportation
- ❑ 17 years with Carriers (Crowley, Concord, US Lines, Sea Star)
 - VP Sales and Marketing
 - Ops, Manager (vessels, terminals, equipment)
 - Regional Manager, Venezuela & WCSA
 - Regional Manager, Central America (13 years)
- ❑ Established and represented successful service companies



Rafael Ernesto Moreno / Owner (El Salvador)

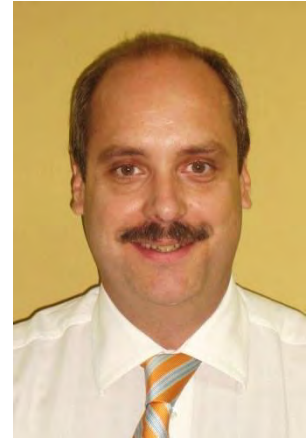
- ❑ Degree in Economics Univ. California – San Francisco
- ❑ In 1983 established agency for Concorde Line in el Salvador
- ❑ In future years established agency operations for various ocean carriers
- ❑ Developed one of the largest and most modern CY Depot in El Salvador
- ❑ Established leading intermodal trucking for many lines
- ❑ Developed a consortium of different Logistic services
- ❑ Affiliated Port Agencies and Custom Broker.



Principals and Managers - El Salvador

Alex Sagrera

*General Manager
El Salvador*

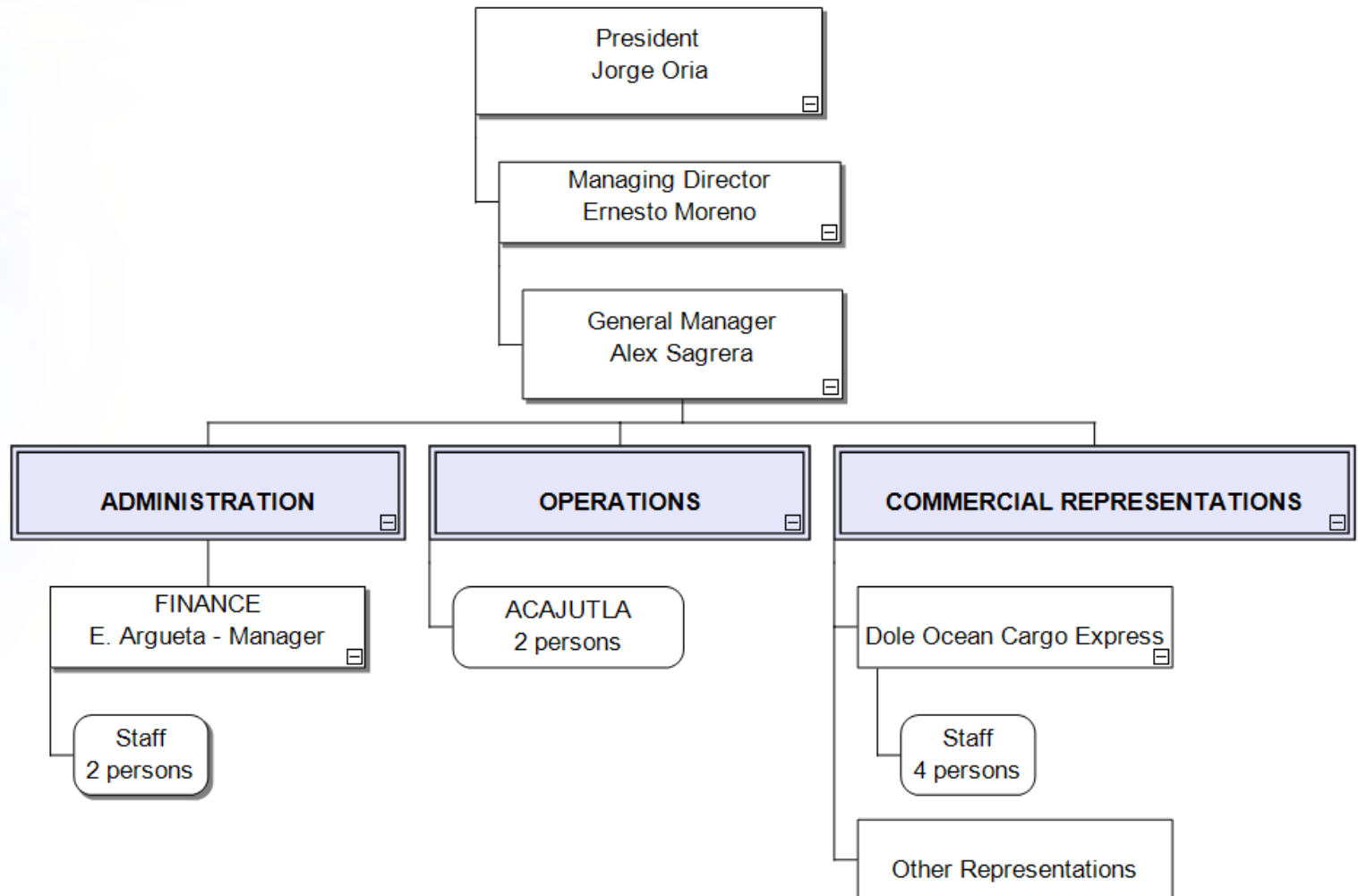


email: asagrera@cargo.com.sv
Cell: 503 – 7859.2053

- ❑ 20 years as General Manager
Global – El Salvador
- ❑ Previous positions include :
 - ❑ yield management
 - ❑ sales management
 - ❑ operations & equipment control
- ❑ 26 years experience in the transportation industry
- ❑ Holds BA in Business Administration



Global – El Salvador Organization





Operaciones Maritimas

Port Agency – El Salvador

History

Operaciones Maritimas is a company registered in El Salvador, established in 1990.

OMARSA is directly focused in offering port operational services to ocean carriers . As an organization that is focused on the complete transportation industry, OMARSA brings together the many facets that are required to provide to the most discerning client specific “services” that are best-in-industry standards. Whether the requirements are for standard shipping, or marine support, OMARSA serves as a one-stop-shop; from the standard port agency and husbanding to the complex projects and heavy lifts.

We have dedicated offices in Acajutla and recently in La Union.





Operaciones Maritimas

Port Agency – El Salvador

Services

We provide full port agency services for an efficient and smooth turn-around for all types of vessels:

- Monitoring port operations, stevedoring and cargo handling
- Keeping concerned parties fully up-dated regarding prospects and vessel's port stay
- Owners representation at port of call
- Detailed, accurate and timely production of pro-forma and final disbursement accounts

As husbandry agents, we concentrate on owners requirement and benefits:

- Full crew management: flights, airport transfers, accomodations, medical assistance and repatriation (including immigration formalities)
- Arranging doctor's appointments
- Sanitation certificates
- Secure cash to master deliveries



Global - Honduras



Corporation: Agencia Maritima Global, S.A.

Offices: 3 ave, 8 calle N.O.,
Barrio Las Acacias,
Edif Portofino, Local # 300
San Pedro Sula, Honduras

Telephone: (504)- 2553-1545/1533

Fax: (504)-2553-1447

Key Managers: Exec. President
General Manager

Staff: Sales Manager
Operations Manager

Affiliates: ONASA – (Port and Stevedoring Agency)
Servicios Aduaneros Globales, S.A. (Customs Agent)

Boulevard del Sur Edif Albesa
Frente a Cocesna, 2do Nivel
Contiguo Aduana Toncontin
Tegucigalpa, Honduras

(504)-2234-7578/0976/0977

(504)-2234-1094

Roberto Bobadilla (rbobadilla@gmihon.com)
Carlos Bobadilla (cbobadilla@gmihon.com)

Yessenia Jimenez (yjimenez@gmihon.com)
Jesus Chavez(trafesa@gmihon.com)



Global - Honduras

Roberto Bobadilla
Owner / Honduras



email: rbobadilla@gmihon.com
cell: (504) 9991-8050

- ❑ *Earned an MBA from University of Miami*
- ❑ *Over 25 years of experience in the transportation industry.*

Previous management positions include:

- *agency management*
 - *sales and operations*
 - *intermodal transportation*
 - *business development*
- ❑ *Has been an integral part of Global's success in Central America with particular emphasis on Honduras.*
 - ❑ *Since 1993, has formed a number of successful companies in Honduras.*



Global - Honduras

Carlos Bobadilla
Owner/Honduras



email: cbobadilla@gmihon.com
cell: (504) 9990-2810

- ❑ Carlos. Bobadilla has over 20 years experience in the shipping industry.
- ❑ Includes sales management for Sea-Land Service for Honduras. His transportation experience is extensive in these areas:
 - Sales & Operations
 - Agency Management
 - Intermodal Operations
 - Administration and Systems
- ❑ In 1993 Mr. Bobadilla helped to establish Agencia Maritima Global with other investors. He has served as it's Line Manager since 1999.



Port Operations - Honduras

Luis Moncada

General Manager, Honduras Operations



- ❑ Industrial Engineer degree, CURN Univ.
- ❑ 25 years of experience in transport-industry.
- ❑ *Previous management positions include:*
 - *Quality control of perishable products.*
 - *Operations & logistics for vessels and containers.*
 - *Port terminal management.*
 - *Trucking and Containers Yard development.*
 - *Port Manager for Dole Fresh Fruit*
 - *President of the Ocean Carriers Association.*
- ❑ *In 1993 successfully established container yard in San Pedro Sula.*
- ❑ *In 1998 participated in the development of a pier expansion in Pt. Castilla.*
- ❑ *Since 2001, established and ran a successful port agency and customs brokerage operation in Puerto Cortes.*



Port Operations - Honduras

Francisco Guerra
Operations Manager



- ❑ Engineer.
- ❑ 30 years of experience in transport-industry.
- ❑ *Management accomplishments include:*
 - *Established office of Seaboard Marine Lines in Puerto Cortes*
 - *Designed, and executed plans for optimized container yards for Seaboard*
 - *Implemented and executed Seaboard transition from RO-RO to LO-LO system.*
 - *Implemented PRE-ARRIVO system with major improvements to productivity & costs*



Port Operations - Honduras

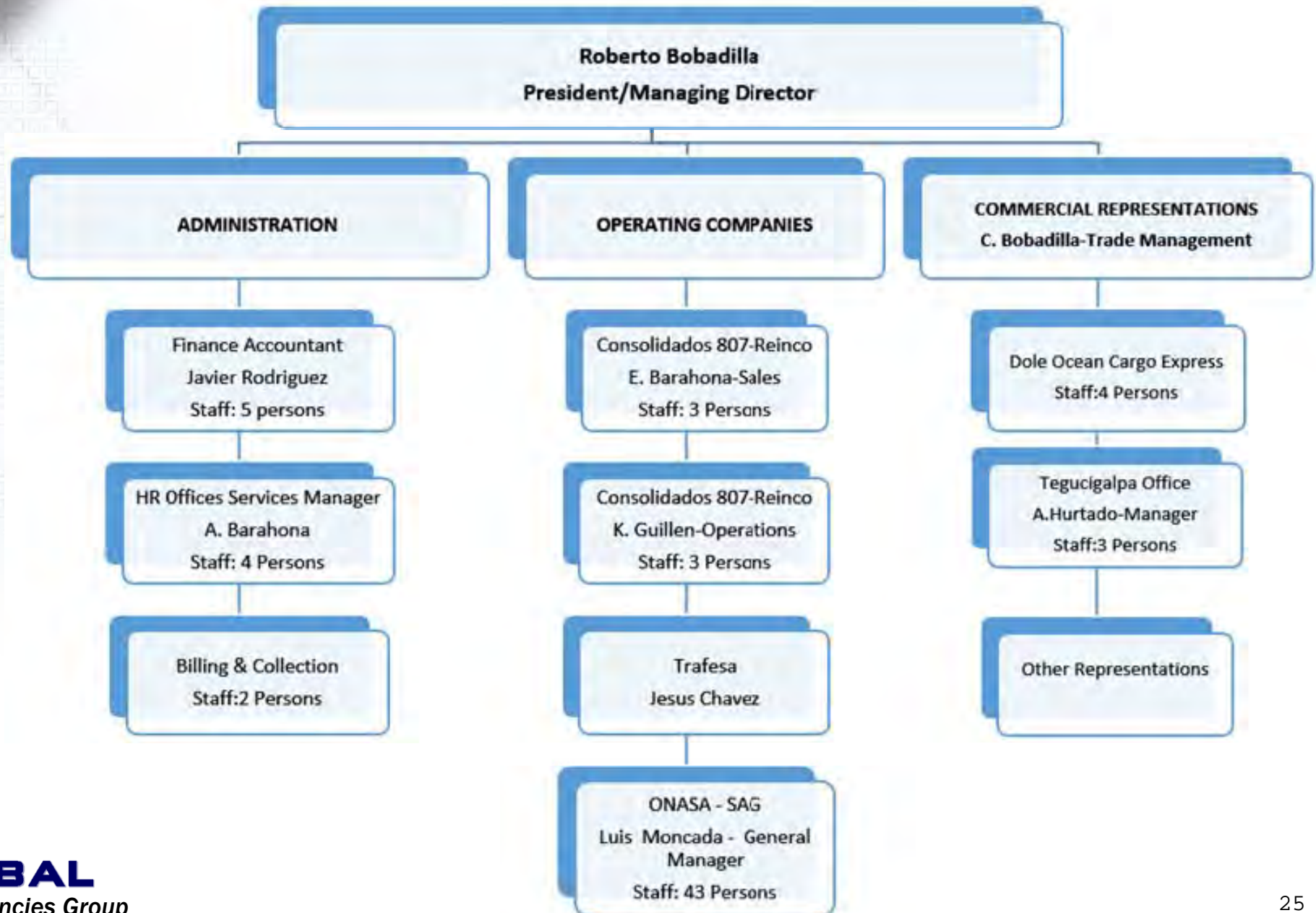
Marlon Pineda
Customs Manager



- ❑ 12 years of experience in transport-industry.
- ❑ *Previous management positions include:*
 - *Asst. Ops Mgr. - Crowley 1992 to 1996*
 - *supervised the loading and unloading of RO-RO Vessels and Tugs*
 - *Responsible for the control and stability of the ship in coordination with tonnage center*
- ❑ *Customs brokerage in 2010 and manager of customs system control.*
- ❑ *As Customs Ops. Manager of Operations is responsible for final customs clearance, temporary customs import, intermodal cargo, international cargo.*



Global - Honduras Organization





Global – Nicaragua

Corporation: Agencia Maritima Global, S.A.

Office: Ofiplaza El Retiro
Edificio No. 5, Oficina 514
Managua, Nicaragua C.A.

Telephone: (505) 270-9654, 270-9573

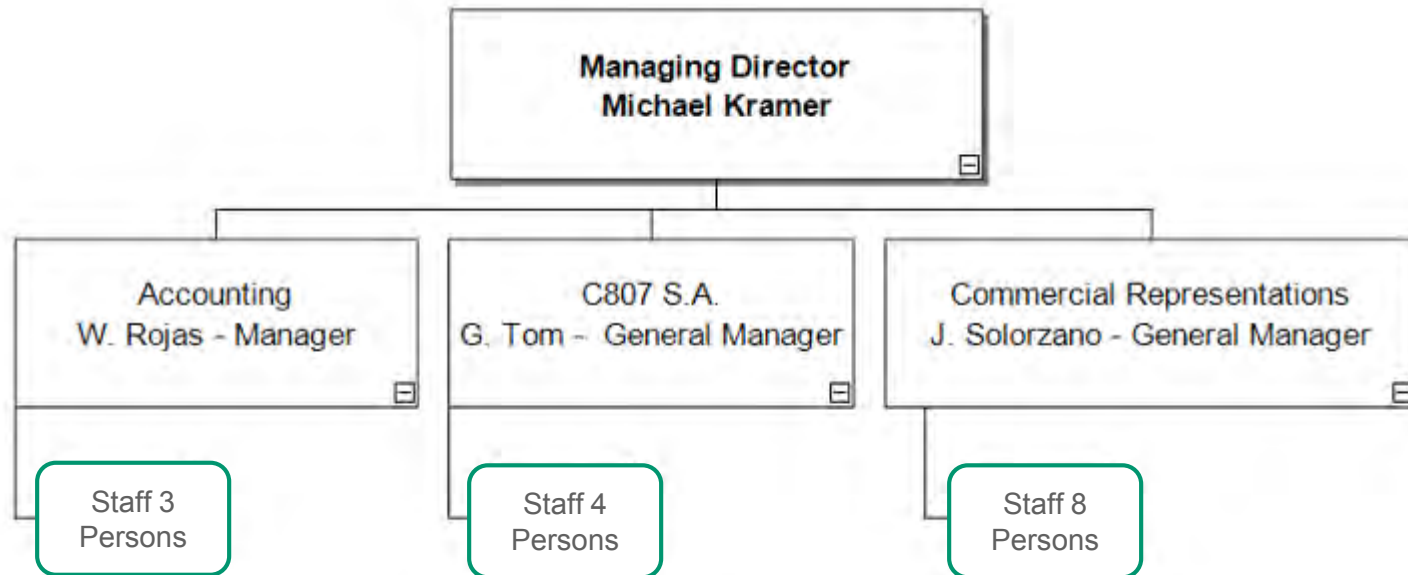
Key Managers:	Managing Director	Michael Kramer (mkramer@globalagencies.com)
	General Manager	Gladys Tom (c807mgamgr@c807.com)
	Commercial Manager	Javier Solorzano (jsolorzano.mga@gmail.com)

Affiliates: Port Agency Corinto





Global - Nicaragua Organization



Headcount: 18 persons



Global – Nicaragua

Gladys Tom

General Manager – Global / C807



- ☐ 18 years in the maritime shipping industry
- ☐ Transportation expertise in these areas:
 - Sales & Operations
 - Intermodal Operations
 - Administration
 - Documentation
 - Systems
 - Bilingual: Spanish and English
- ☐ Extensive experience with customs operations & cargo clearance regulations
- ☐ Air Freight and package expertise



Global - Nicaragua

Javier Solorzano

General Manager

Nicaragua



- ❑ 2006 – 2014 SERVICIOS MARITIMOS UNIDOS / SERMARSА – Nicaragua
General Manager
Commercial and Port Agent for Compañía Sud Americana de Vapores (CSAV)
- ❑ 2004 -2005 DELMOR/NOVATERRA Managua, Nicaragua
 - Commercial Manager
Responsible for exports and logistics
- ❑ 1989 – 1993 BANANIC INTERNATIONAL NV Bruges, Belgium
Director Chartering and Operating Reefer Banana Vessels
Corinto, Nicaragua and Turbo, Colombia to Zeebrugge/Antwerp, Lisbon, Portugal and Genoa
- ❑ 1983 – 1986 HAPAG LLOYD (HALO) Hamburg, Germany Ship Operator
Commercial Traffic department North Europe/West Coast Central America
- ❑ 1981 – 1983 NAVIERA NICARAGUENSE S.A. (NANICA) Managua, Nicaragua
Commercial Manager - Chartering and vessel operation
 - Over 30 years experience in the ocean shipping industry
 - Education: Technic in Shipping, Hamburg, Germany
 - Bilingual: Spanish and English



Global - Costa Rica



Corporation: Agencia Maritima AMG, S.A.

Office: Barrio La Granja
del Colegio Salesiano Don Bosco, 50 metros al Norte
San José, Costa Rica

Telephone & fax: 506-4000-0541

Key Managers: Carlos Alvarez - General Manager / Owner (calvarez@agenciamaritimaglobal.com)
Daniel Oviedo - Commercial Manager (doviedo@agenciamaritimaglobal.com)
Gustavo Lopez - Manager Operations/Logistics (glopez@agenciamaritimaglobal.com)

Costa Rica - Principals and Managers

Carlos Alvarez
Owner/General Manager
Costa Rica



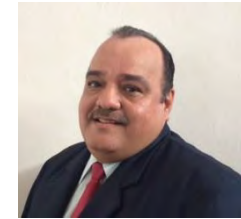
email: calvarez@agenciamaritimaglobal.com
cell: (506) 2272-3719

- ❑ BA in Business Administration from Universidad Interamericana de Costa Rica
- ❑ 15 years experience in the shipping industry
- ❑ For Del Monte's containerized carrier, Network Shipping, performed sales management in Costa Rica and Nicaragua.
- ❑ Transportation experience in these areas:
 - Agency Management
 - Sales & Operations
 - Administration
- ❑ 1999 thru 2007, Mr. Alvarez helped establish Global Shipping Agencies throughout Central America
- ❑ 2012 Carlos joined Agencia Maritima AMG, S.A. as Partner and General Manager

Costa Rica - Principals and Managers

Daniel Oviedo

*Commercial Manager
Costa Rica*

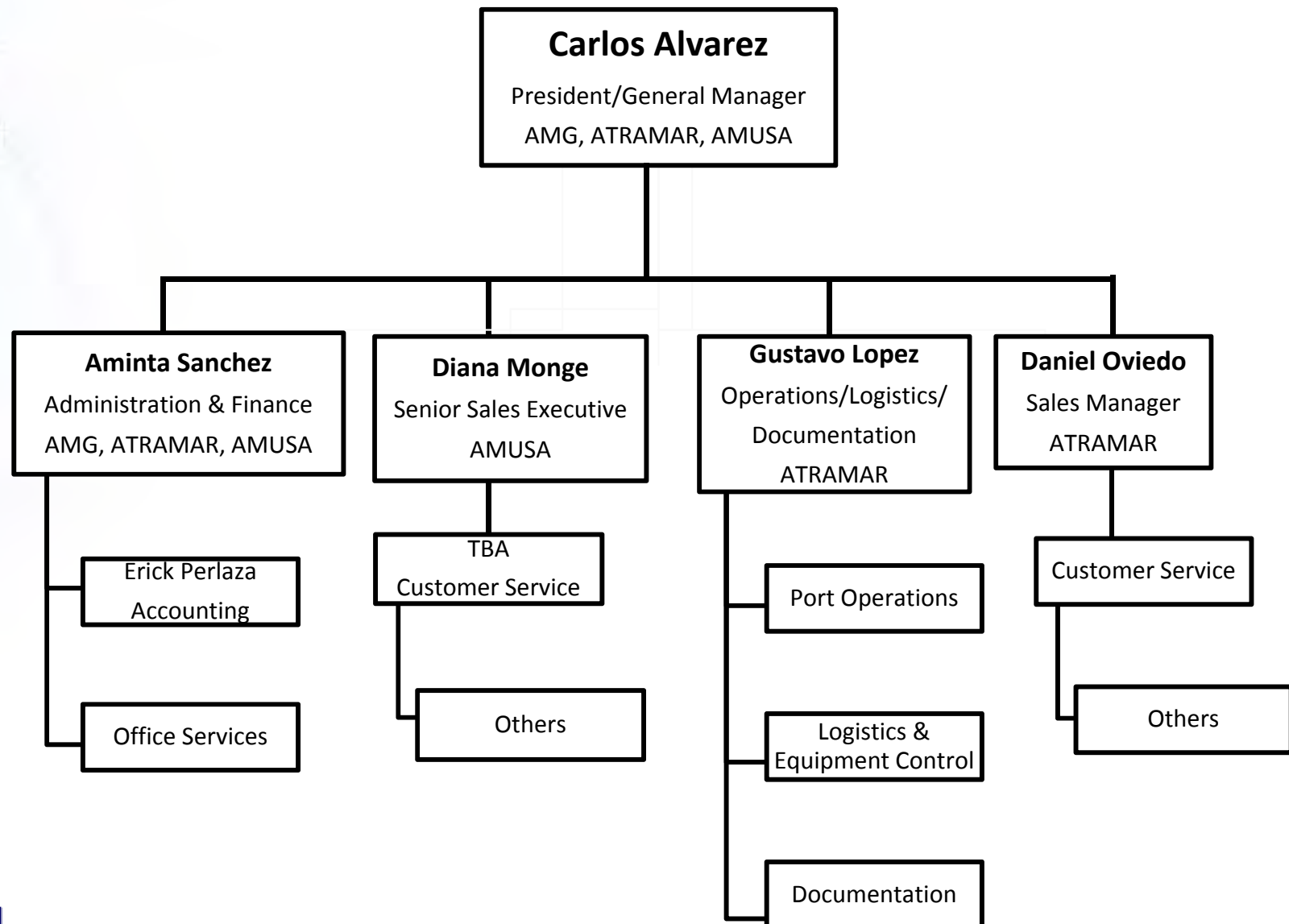


email: doviedo@agenciamaritimaglobal.com
cell: (506) 6041'5612

- ❑ Licensed in Business Administration from Ottawa University, Canada
- ❑ Over 30 years experience in the shipping industry
- ❑ 15 years with Sea Land in Costa Rica, 2 years with Sea Land in Venezuela, 5 years with Maersk Sealand in Costa Rica, 5 years with CMA CGM in Costa Rica, 5 years with CSAV in Costa Rica.
- ❑ Transportation experience in these areas:
 - Pricing and Customer Service Manager
 - Sales Manager
- ❑ 2004 - 2008, helped to open up and develop business through the port of Caldera for CMA CGM
- ❑ 2008 - 2013 assisted to set up CSAV agency in Costa Rica with services via Limon and Caldera.



Global – Costa Rica Organization





Conclusion

**Thank you for taking the time to
review our introduction.**

**Your inquiries by phone or
email are always welcome.**