



An Introduction

Global Shipping Agencies, Inc.

Central America:

**Guatemala, El Salvador, Honduras,
Nicaragua, Costa Rica and Panama**



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 and Panama. 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 (HJS), Inchcape, and Norton-Lilly.

Each country is developed with local partners who bring local resources and expertise to the agency activities. More than 20 different entities cover these 7 countries (including USA) at 17 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.

Company Organization





Office Locations

Guatemala

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

El Salvador

San Salvador*
Pt. Acajutla

Panama

Panama City*
Colon (MIT)

Honduras

San Pedro Sula*
Tegucigalpa
Pt. Cortes

Nicaragua

Managua*
Corinto

Costa Rica

San Jose*
Pt. Limon

U.S.A.

Coconut Creek, Florida *
Port Saint Lucie, Florida

(* Local Head Office)
Total: 17

USA OFFICES





Global - USA

Corporation: **Global Shipping Agencies, Inc. ***
Office: 145 NW Central Park Plaza, Suite 111
Port Saint Lucie, FL 34986

Telephone: 1 (772) 336-4112 Fax: 1 (484) 727-0602
Website: www.globalagencies.com

Key Managers: Managing Director David Herring (dherring@globalagencies.com)
President Michael Kramer (mkramer@globalagencies.com)

Affiliates: Admiral Management International, Inc. (Transportation Consulting)
Phoenix Vessel Services, Inc. – PVS (Maritime Security)
Carrier Credit Services - CCS (Carrier Demurrage Collections)
Supply Chain Security, Inc. – SCS (Security E-Learning)

Corporation: **Global Shipping Agencies, Inc.**
Office: 5350 W. Hillsboro Blvd., Suite 106
Coconut Creek, FL 33073-4396

Telephone: 1 (954) 497-4063 Fax: 1 (954) 834-5766

Key Managers: Managing Director Jerry Peterson (jpeterson@globalagencies.com)
Finance Claudia Calles (ccalles@admiralmgt.com)



Global - USA



Port St Lucie, FL

Global Shipping Agencies, Inc.
USA Office locations



Coconut Creek, FL

CENTRAL AMERICA OFFICES





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

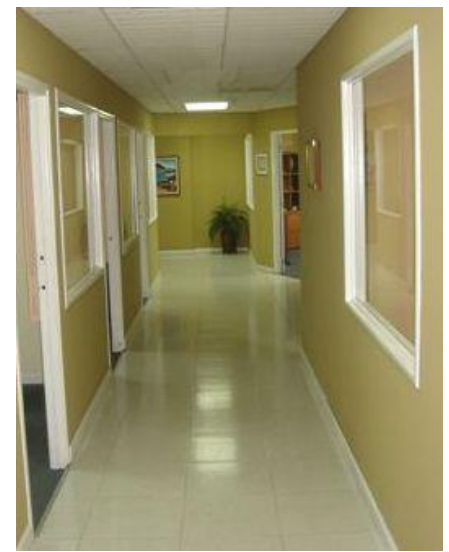
Telephone: 502 - 2 - 420-8800 (PBX)

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 (also in Barrios, Tomas & Quetzal)





Global - Guatemala





Global – Guatemala & El Salvador

Jorge A. Oria

Owner - Guatemala / El Salvador



email: jaoria@oein.com
phone: 1-305.275.0003
cell: 1-305.389.6966

- ❑ *37 years in transportation industry*
- ❑ *16 years with ocean 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)*
- ❑ *Since 1991 founded and co-founded successful service companies in U.S. and Central America*
 - *Operaciones Maritimas, S.A. (Omarsa) – port agency services*
 - *RTM – stevedoring services*
 - *Agencia Maritima Global, S.A. – agency development & mgmt.*
 - *other – CFS for Transport Logistics, Inc.*
- ❑ *Extensive expertise and associations throughout Latin America and U.S.*
- ❑ *Sample Clients: Dole, NYK, Hamburg-Sud, CCNI, CSAV, Moby Marine*



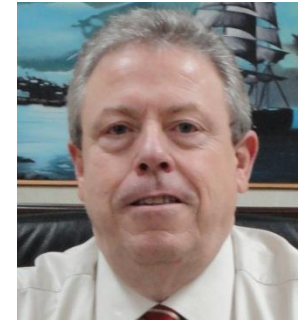
Global – Guatemala

Oscar Gonzalez

VP - General Manager

Guatemala

- ❑ 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): DOLE, HMM, CSAV, HANJIN, CCNI
- ❑ Since 2001 has established and or expanded service related companies in the United States and Central America



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cell: 502-5-700-6062



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)

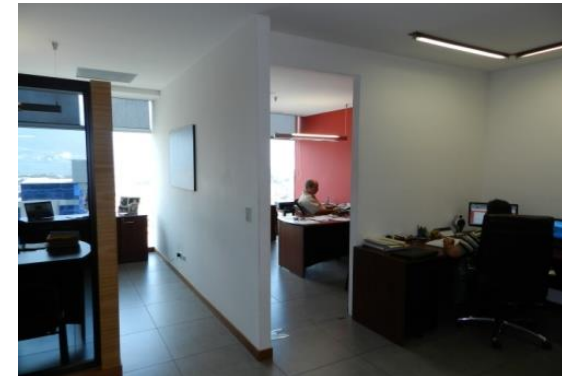
General Manager Alex Sagraera (asagraera@cargo.com.sv)

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





Global - El Salvador

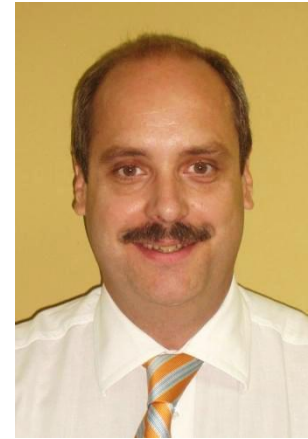




Global – El Salvador

Alex Sagrera

*General Manager
El Salvador*



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

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



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

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

Telephone: (504)- 2553-1545/1533

(504)-2234-7578/0976/0977

Fax: (504)-2553-1447

(504)-2234-1094

Key Managers: Exec. President
General Manager

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

Staff: Sales Manager
Operations Manager

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

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



Global - Honduras





Global - Honduras

Roberto Bobadilla *Owner / Honduras*

- ❑ *Holds an MBA*
- ❑ *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 1994, has formed a number of successful companies in Honduras.*



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cell: (504) 9991-8050



Global - Honduras

Carlos Bobadilla

Owner/Honduras



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

- ❑ Mr. 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 12/99.



Global – Nicaragua

Corporation: Agencia Maritima Global, S.A.

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

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

Key Managers:	Managing Director	Michael Kramer	(mkramer@globalagencies.com)
	General Manager	Javier Solorzano	(javier.sermarsa@alfanumeric.com.ni)
	Accounting Manager	Wilmer Rojas	(acctgmgrnica@gmail.com)





Global - Nicaragua



Global – Nicaragua

Javier Solorzano **General and Commercial Manager** **Nicaragua**

- ❑ 2006 – 2014 SERVICIOS MARITIMOS UNIDOS / SERMARSA – 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, Belgium; Lisbon, Portugal and Genova, Italy
- ❑ 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
 - Language: Spanish and English



email:
javier.sermarsa@alfanumeric.com.ni
Celular #: (505) 8330. 2323 (claro)
Celular #: (505) 8638.1986 (claro)



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 - Mgr, Operations/Logistics (glopez@agenciamaritimaglobal.com)





Global - Costa Rica





Global - Costa Rica

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

PANAMA OFFICES





Global - Panama

Corporation: **Global Agencies (Panama) Inc.**

Office: Pearson & Cars St., No. 2256 AB
Balboa, Ancon
Panama, Rep. of Panama

Telephone: (507) 314-1123
Fax: (507) 314-1124
Cell: (507) 6619-5325

Key Managers:

Michael Kramer – President (mkramer@globalagencies.com)

Tomas Hassan - Managing Director (thassan@globalagencies.com)

Poul Bastrup - General Manager (pbastrup@globalagencies.com)

Lisette Arauz - Sales Manager (larauz@globalagencies.com)



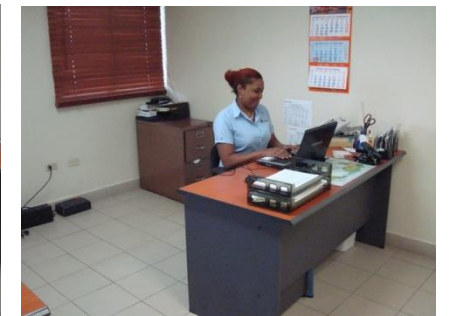


Global Agencies (Panama)

Offices Panama City



Offices Colon





Global Agencies (Panama)

Tomas Hassan
Owner and Managing Director



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phone: (507) 314.1123
cell: 507.6619.5325

Over 14 years experience in the shipping industry:

- ☐ *4 years at 2Ocean Marine Services (Panama)
Founded the company and is its Director*
- ☐ *3 years at Wilhelmsen Ships Service (Panama)
as Operations Manager*
- ☐ *7 years at P&O/Nedlloyd (Panama)
became Customer Operations Manager for Caribbean and Central America*

2009 – MSC degree in Management - ADEN Business School



Global Agencies (Panama)

Poul Bastrup
General Manager

- ❑ Educated in Denmark
- ❑ Over 40 years experience in the shipping industry
- ❑ Currently at 2Ocean Marine Services as General Mgr. (liner and vessel agents, and freight forwarding)
- ❑ 5 years as Consultant in transportation with personal company – Container Transport Solutions, Inc.
- ❑ 6 years at P&O/Nedlloyd (Panama) as General Manager for Panama
- ❑ 4 years at Inchcape Shipping Services (Panama) as General Manager for Panama
- ❑ 16 years at Boyd Steamship (Panama) as Operations Manager, handling Asia carriers, including HJS



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Global Shipping Agencies

Principals and Senior Management



The Global Group Owners

David Herring

Owner and Managing Director - Global Shipping Agencies, Inc. (USA)

- ❑ *MBA and U.S. Navy officer*
- ❑ *45 years in transportation*
- ❑ *24 years with Sea-Land:*
 - *VP Corporate Planning*
 - *Joint ventures, business development (e.g.. Hanjin)*
 - *General Manager, Central America (\$100 mil revenue)*
- ❑ *Since 1993 established and represented many successful service companies in U.S., Latin America and Puerto Rico*
 - *Admiral Management Int'l (admiralmgt.com) - consulting*
 - *Phoenix Security Group (phoenixgrouppanama.com) - security*
 - *Global Shipping Agencies (globalagencies.com) – agency development & mgmt.*
 - *Carrier Credit Services (ccspr.net) – demurrage collection*
- ❑ *Sample of past and current Clients : NYK, Maersk, NPR, Sea Star, Horizon, Dole, HMM, Del Monte, Nedlloyd, CCNI, CMA CGM, CSAV, Inchcape, Hanjin, Norton-Lilly*



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The Global Group Owners

Jerry Peterson

Owner and Managing Director - Global Shipping Agencies, Inc. (USA)

- ❑ *MBA*
- ❑ *45 years in transportation*
- ❑ *22 years with Sea-Land:*
 - *General Sales Manager*
 - *Manager, Rotterdam port*
 - *Ops, Manager, Latin America*
- ❑ *Since 1993 established and represented successful service companies in U.S., Central America and Puerto Rico*
 - *Admiral Management Int'l (admiralmgt.com) - consulting*
 - *Phoenix Security Group (phoenixgrouppanama.com) - security*
 - *Global Shipping Agencies (globalagencies.com) – agency development & mgmt.*
 - *Carrier Credit Services (ccspr.net) – demurrage collection*
- ❑ *Sample of past and current Clients: NYK, Maersk, NPR, Sea Star, Horizon, Dole, HMM, Del Monte, Nedlloyd, CMA CGM, Inchcape*



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cell: 1-954.646.6257



The Global Group Owners

Michael Kramer

Owner and President (Global USA)



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phone: 1-772.336.4112
cell: 1-954.684.4315

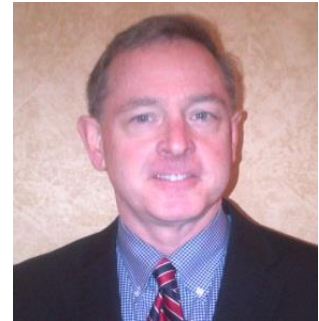
- ❑ *BA in Management and over 36 years experience in the transportation industry. 23 years with Sea-Land.*
- ❑ *Previous senior management positions include:*
 - *Director, Customer Service – North America*
 - *General Manager – Florida Region*
 - *General Manager – North Central America*
 - *Director, North America Sales – NVO & FF / 3PL Trades*
- ❑ *Has on-site/domicile management experience in Latin America (5 years)*
- ❑ *Joined Global Shipping Agencies, Inc. – USA as President in Dec. 1999*
- ❑ *Co-founded several successful service companies in U.S. and Latin America*



The Global Group Management

Jon B. Saul

Exec. Vice President (Global Transport Services)



email: jsaul@globaltransportservices.biz
phone: 1-772.336.4112
cell: 1-513.702.8802

- ❑ *26 years in transportation*
- ❑ *16 Years with Chiquita Brands*
 - *Director and GM, Global Commercial Services*
 - *Oversight of U. S., Central American, and European commercial cargo operations*
- ❑ *3 Years with Del Monte Fresh Produce*
 - *Manager, Pricing , Marketing and Sales*
- ❑ *7 Years, GM, Carolina Freight Carriers NVOCC, Miami, Florida*
 - *Managed labor, cargo planning, and facility operations for containers to 20 Latin American Countries*



The Global Group Management

Chang-Kwon Oh

Asia Representative (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;
 - 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.
 - Asia Representative for Global Shipping Agencies, Inc. U.S.
 - Korea Representative for SSA Marine International Inc. U.S.A.
 - Professor at Korea Aerospace University



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phone: 82 (2) 568-4868
cell: 82 (10) 9050-0021



In Summary

Why do business
with Global??



Global Group Overall Features and Benefits

Feature

Benefit

✦ Experienced, professional management with carrier orientation	✦ Market and operations expertise ✦ Quick problem solution
✦ Resident country partners	✦ Local knowledge & contacts
✦ 20 year market presence	✦ Excellent customer relationships ✦ Quality vendor selection
✦ Extensive internet/email connectivity	✦ Reliable, effective communications & information sharing
✦ Central control of procedures & standards	✦ Consistently high-quality customer service
✦ Affiliated companies	✦ Specialized services with controlled quality
✦ South Florida Offices	✦ Central business hub for Latin America



In Summary

Critical Factors ★★★★★

- Experienced, Reliable and Professional management
- Established in markets with proven success
- Affiliated companies offering quality services
- Regional scope (6 countries plus USA, 17 offices)
- South Florida offices enable rapid and convenient coordination as business hub of Latin America.



Global Shipping Agencies

Thank you for your consideration.