



2020

The beginning in 1999. About 20 forwarding agents from various regions of the world have been working together for many years and decided to found an international network!

The main objectives were: to have financially sound, personally known agents, with the mutual interest to grow their business commonly and to work with business ethics, based on trust and reliability. Together they could build up new business models, be better visible and stronger when defending customer base against multinational logistic firms.

It happened on 17 January 2000, when 45 enthusiastic and very active representatives from 45 countries met in Seville, Spain, to **sign the statutes** of the WIN Worldwide Independent Network Association. All 45 present WIN members affirmed to intensify their business relations in the future and to do business with each other whenever possible and thus contribute to the well-being of all. On the occasion, of this 1st AGM (Annual General Meeting), the WIN Rules of the Association were agreed which not only contained process-oriented rules but also ethical principles.

The **10th Annual General Meeting** was held in sunny Cape Town, South Africa January 2009. A professional organization allowed a comfortable stay and constructive meeting.

WIN celebrates its **10th birthday** in January 2010! There are not many networks that are so old as WIN. As an exclusive network and constantly growing WIN has proven that members prefer to be part of a "club" rather than being one of hundreds of agents, anonymously waiting for their chance within the mass.

2019 20th Annual General Meeting. 82 WIN member representatives gathered at the Hotel Hyatt Regency Galleria DUBAI to conduct the WIN Annual General Meeting

To this day, these principles have always been upheld and the mutual esteem of the members has been guaranteed, so much so, that even many of these members are still with WIN, in fact they are WIN! Even the WIN Office was significantly involved in the founding preparations of the WIN Association and has been the linchpin of the WIN Worldwide Independent Network Association to this day.

Why

At WIN, our journey is defined by a profound sense of purpose. In this section, we invite you to delve into the core motivations and principles that drive us. Discover why we exist, what fuels our passion, and how our purpose aligns with making a positive impact.



• Why

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As a WIN partner, you have a WIN agent in every country around the world who is an extension of your own company and who defends your interests in the country in question.

WIN is exclusive - One member per country rule

There are many networks that are exclusively commercial driven and are looking for as many members as possible which dilutes the volumes and the cooperation. WIN stands for focus and loyalty. Therefore we focus on one WIN member per country. In some of the bigger countries we divided the country in regions or by speciality.

✓ Win is Democratic

WIN is unique because it is democratic, members steer and decide for the network at the AGM. Members have influence through voting on important decisions.

✓ Financial security

We have a global insurance covering the risk of non payment by our members.

Steady relationships

Because the WIN network consists of a more select group, a stronger bond is created. Issues are easily cleared and solved.

✓ Close members and good friends

Due to WIN's unique character, some members have been with us for over twenty years, our members consider themselves as a close family.

Projects

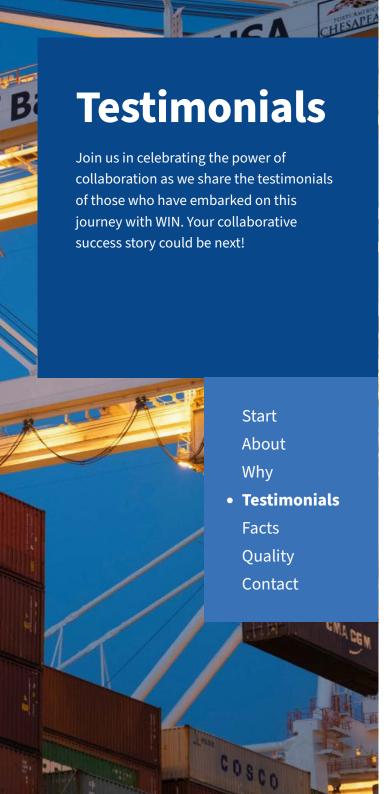
Menbers together decide about the future, what to do, which investments to make and projects to develope. This makes our network a strong community.

✓ Network partners and buying power

We are seeking and connecting with carriers, airlines and other suppliers in order to negotiate better terms and global deals.

✓ A network where you can trust each member

The WIN members are checked for quality, expertise and financial security before becoming a member. Boni check via Allianz Trade every 2 years. The members are also assessed annually by the other members through the Evaluation Program.



"WIN is a network with limited selected members per country. During WIN Networks you do not get lost within an overload of agents and persons who are not the decision makers"



Juri FalandtShypple, The Netherlands

"Conflict mediation between members is a very nice differential of WIN"



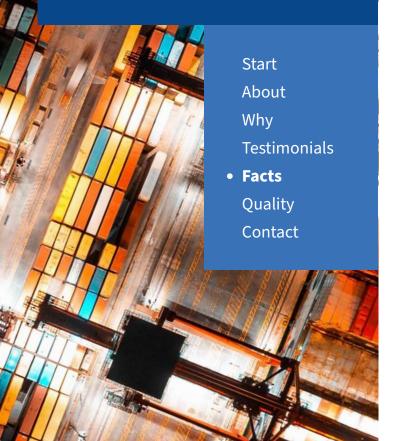
Panny EstradaAll Transport, The Philippines

"I was impressed with the quality of the members who made me feel welcome"



Facts

In this section, a few statistics, achievements, and milestones that tell the story of our journey. From the quantifiable impact we've made to the key metrics that measure our progress.



General







80 Members



9915 Employees



394 Offices



73 Countries

Airfreight



505.572 Airfreight Shipments



321.239.170 Kilo Cargo



578 Mio. US \$ IATA Turnover

Oceanfreight



745.458 Oceanfreight Shipments



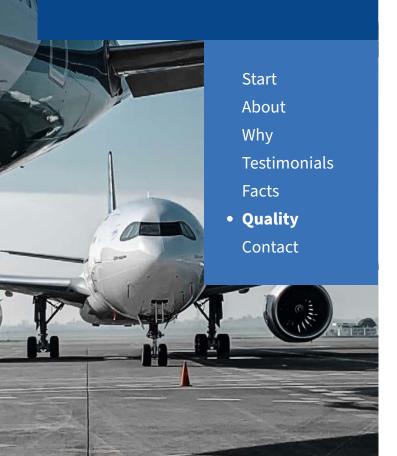
886.433 TEU's Oceanfreight



1.460.311Cubic Meters LCL

Quality

At WIN, quality is not just a buzzword; it's a guiding principle that informs every aspect of our network. Discover how we uphold rigorous standards, ensuring that every interaction reflects our commitment to delivering the best.



Our Philosophy

- To offer high quality logistics solutions through our worldwide network while adhering to our customers local requirements
 because we personally care.
- To promote and develop business opportunities in the global freight forwarding industry to the mutual benefit of our customers and members and protect their mutual interests.
- To involve our members actively in all development endeavour and to take decisions by a democratic process and ongoing open dialogue among all members.
- To build-up strong relationships to our customers and friendship among members.

Evaluation Program

Annual evaluation program where members evaluate each other backed up by statistics.

Minimum criteria are set to reach. Ranking members with gold, silver or bronze status.

Depending on the member performance in the annual EP they are a gold, silver or bronze member.

WIN is Unique



Global Coverage



Local hero's, local knowhow



Personal relations



Fast problem solving



Better procurement thanks to projects



Join sales calls.



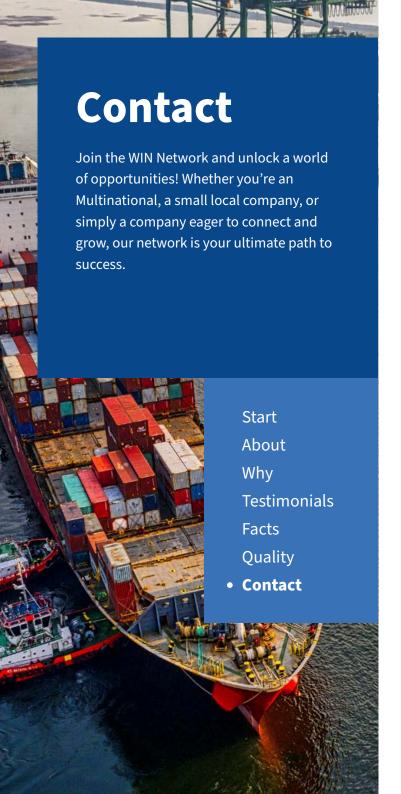
Quality service



Financial Stability



Brand longevity



Ready to win?

Get access to global covered network, better rates, finetune and a supportive community of like-minded individuals. Don't wait any longer – step into your winning journey now! Join the WIN Network

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