



# The Worldwide Independent Network (Since 1999)

We protect the rights and interests of our members in the Global Freight Forwarding and Transportation Industry. As the Number One Network of Independent forwarders we offer personalized service with financial security, door to door!

We're committed to improving economic and ecological sustainability in the international transportation business.



# About

WIN is a non-profit Association, we aim to protect the rights and interests of our members in the international Freight Forwarding and Transportation Industry in general. We help them to grow and further develop their business. Our network is committed to improve economic and ecological sustainability in the international Freight business.

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## 1999

**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.

## 2000

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.

## 2009

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.

## 2010

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

## 2020

**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.

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✓ **Global coverage, local focus**

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**

Members together decide about the future, what to do, which investments to make and projects to develop. 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.



# Testimonials

Join us in celebrating the power of collaboration as we share the testimonials of those who have embarked on this journey with WIN. Your collaborative success story could be next!

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*“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 Falandt**  
Shypple, The Netherlands

*“Conflict mediation between members is a very nice differential of WIN”*



**Panny Estrada**  
All Transport, The Philippines

*“I was impressed with the quality of the members who made me feel welcome ”*



**Felipe Cabral**  
Action, Brasil

# 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.

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## General



**20+**  
Year Existence



**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



**1.460.311**  
Cubic Meters LCL

\*These numbers represent the real potential based on the figures of the current WIN members

# 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.

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## 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



# Contact

Join the WIN Network and unlock a world of opportunities! Whether you're an Multinational, a small local company, or simply a company eager to connect and grow, our network is your ultimate path to success.

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## 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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