



THE X2 NEWSLETTER **DEC 2025**



+ 2026 Conference Update
+ Member News

+ New Network Members
+ Member Nominations

X2 Insights

- 2025 Year End Reflections: A Tough Year, But Not a Lost One
- Year End Reflections: What China Taught Me About Growth, Change, and the Future of X2
- Top 5 Skills That Elevate Every Conference Experience



Nils Walle
Director & CEO



Christian Raeuber
Director



Melvin Xavier
Director



Contents

03 A Holiday Note from the X2 Team

04 2026 Conference Update

06 X2 Insights

- 2025 Year End Reflections: A Tough Year, But Not a Lost One
Nils Walle - Director & CEO
 - Year End Reflections: What China Taught Me About Growth, Change, and the Future of X2
Christian Raeuber - Director
 - Top 5 Skills That Elevate Every Conference Experience
Melvin Xavier - Director
-

16 Event Calendar

18 New Members

26 Member News

39 Member Nominations

A Holiday Note from the X2 Team



As the year winds down, we wanted to take a moment to say thank you.

Whether you joined us at an event either virtually or in person, grew your network through our community, or simply read along with our newsletters, your presence has made this year unforgettable.

We're grateful to work alongside such a diverse and inspiring group of logistics professionals from all over the world. You've shown us what true community looks like: collaboration, resilience, and a shared drive to keep pushing forward, together.

From all of us at X2, we wish you a joyful holiday season and a well-deserved break. May 2026 bring more success, stronger partnerships, and a little extra time to celebrate the wins along the way.

Stay safe, stay connected and see you in the new year.

Warm wishes,
The X2 Logistics Networks Team



X2026

11th Annual Conference

TRENDY
LARA

Trendy Lara Hotel

Antalya, Turkey

April 27 - May 1, 2026



Register Now!

www.x2conference.com



THANK YOU FOR
550+
REGISTRANTS

Available Sponsorship

- Gold Sponsor **+2**
- Coffee Break Sponsor **+3**
- Ice Cream Truck Sponsor
- World Cup Sponsor - GOLD
- World Cup Sponsor - SILVER
- World Cup Refreshment Sponsor
- Cricket Sponsor - SILVER **+2**
- Cricket Refreshment Sponsor
- Volleyball Sponsor - SILVER **+2**
- Golf Sponsor

Sponsor Now!
www.x2conference.com





Insights

2025 Year End Reflections: A Tough Year, But Not a Lost One



Nils Walle
Director & CEO





2025 Year End Reflections: A Tough Year, But Not a Lost One

If we are honest, 2025 did not give independent forwarders much breathing room. Tariffs were swung around like political poker chips, global conflicts kept rerouting vessels halfway around the planet, and every week felt like a fresh round of “Guess That Surcharge”.

But here is the thing I have always admired about SMEs in our industry: we do not have the luxury of excuses. We adapt or we disappear. And this year, you adapted again.

What Defined 2025 for SMEs

Uncertainty everywhere. Tariffs changed plans overnight. Conflicts turned supply chains into maze puzzles. And yet, SME forwarders kept cargo moving while bigger players were still writing press releases about resilience.



Carriers kept pushing for direct customer relationships. We all saw it. What used to be taboo is now openly part of their strategy. But here is the twist: despite the size and the money, most shippers still want the service, speed and honesty only independents provide.

AI crept into the back office. Not the Hollywood kind, the practical kind. The stuff that actually helps: faster quoting, cleaner documentation, fewer mistakes. But 2025 also reminded us that no software replaces relationships, problem solving or accountability. Clients do not call an algorithm when their container goes missing in Jebel Ali.





Insights

Looking at 2026: More Turbulence, More Opportunity

Let us skip the sugar coating. 2026 will not magically calm down. Tariffs will still be used as bargaining chips. Conflicts will not vanish. Carrier strategy will not reverse. And customers will expect even more transparency, speed and control.

But here is the upside, and it is a big one: SME forwarders thrive in chaos. We are faster, hungrier and more accountable than any multinational or carrier backed forwarding arm.

2026 will reward the forwarders who:

- Communicate clearly
- Adopt AI selectively
- Invest in their people
- Build real client relationships
- Stay flexible



My Personal Takeaway This Year

I have spoken with hundreds of you across the X2 community, in person, at events and on calls, and the pattern is clear: independent forwarders are still the backbone of global logistics. Not the press release champions. Not the companies with stadium sized booths at trade shows.

It is **YOU**. You are the ones your clients call when things go wrong. You are the ones finding solutions late at night. You are the ones turning uncertainty into opportunity.

So here is to 2026

Not a year of calm, but a year of control. Not a year of perfect stability, but a year where independents can outperform the giants by doing what giants cannot.

We will continue building X2 as the global home for forwarders who want to stay sharp, stay connected and stay competitive, no matter what the world throws at us next.

See you all in 2026.

Let us get to work.

By Nils Walle
Director & CEO
X2 Group Ltd



Insights



Year End Reflections: What **China** Taught Me About Growth, Change, and the Future of X2



Christian Raeuber
Director



Year End Reflections: What China Taught Me About Growth, Change, and the Future of X2

Every year I try to end with one question.

What did I learn this year that will make me a better leader next year?

This time, the answer came from a week in China.

I went there to meet partners, visit expos, and explore opportunities for X2. I came home with something deeper. A fresh way of thinking that challenged how I operate, how I lead, and how I want our community to grow.

China has a certain force to it. You feel it the moment you land. A pace that pushes you to rethink your limits. An environment where people move with intention and hunger. And somewhere in that energy, I saw five lessons that I am carrying into 2026 for myself and for X2.

1. Scale first, qualify later

At the expos I watched something unusual.

People walked around handing out name cards without much conversation. They scanned QR codes. They collected contacts. They moved fast.

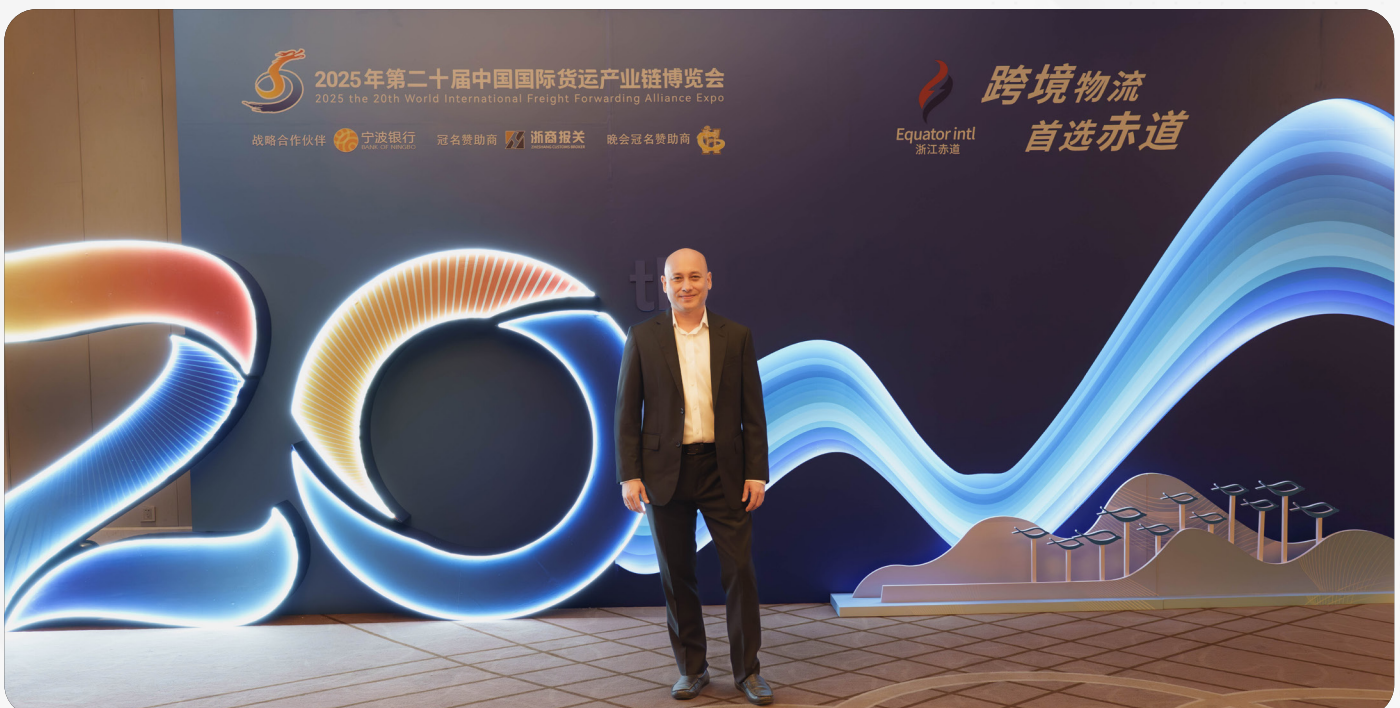
At first, it felt cold.

Then it made perfect sense.

When a market operates at massive scale, you cannot afford to get stuck in one long conversation. You gather data first, qualify interest later, then dive deep with the right people. It was efficiency at its purest form.

It made me rethink how we approach networking as forwarders. Sometimes we judge too early. Sometimes we slow ourselves down. In reality, scale is the filter. Exposure is the first step. And conversation is the reward of good qualification.

I am bringing this approach into how I meet partners and how I will guide X2 members to maximize events.





2. The winners are defined by lanes, not slogans

China's freight market is mature.

This maturity creates clear category winners.

I met companies who built powerful consolidations like Shanghai to Istanbul, Shanghai to South Africa, Shanghai to Miami. They dominate by building scale so strong that new entrants cannot easily participate.

They are not trying to be everything.

They are trying to win very specific trade lanes and win them with financial strength and operational depth.

This reminded me of something important.

Forwarders often try to market "everything everywhere". But real advantage comes from knowing exactly where you can dominate and building that lane with discipline.

This is a mindset I want to bring deeper into X2.

Help members identify their sharpest lanes, build their reputations around them, and grow not by being louder, but by being more focused.



A partner who gives you the basic structure.

A partner who guides you through carrier relationships, compliance, culture, and negotiation.

A partner who shortens your learning curve.

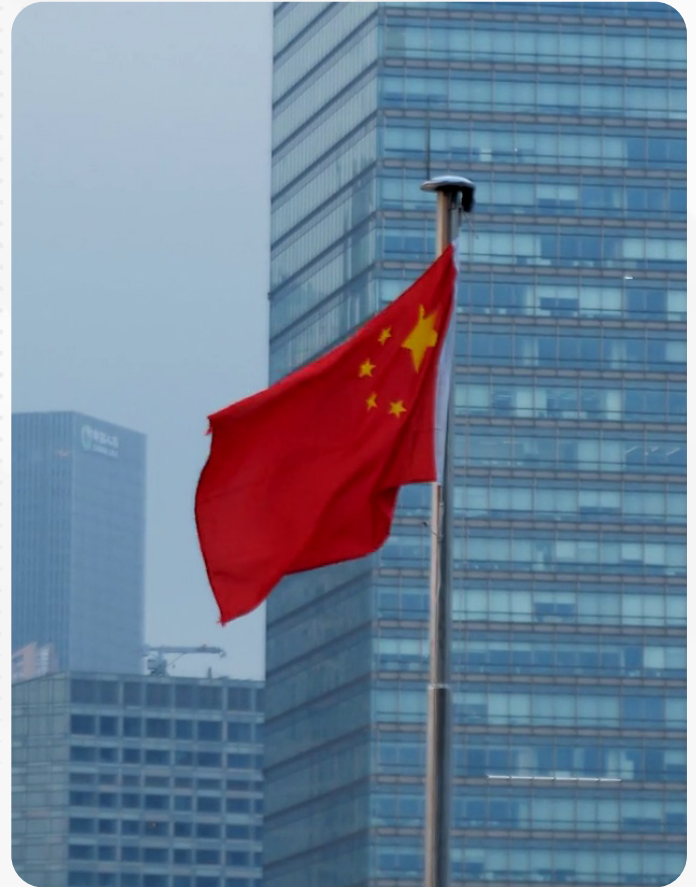
China is a place where presence matters.

You cannot tap into this market by flying in twice a year.

You need proximity, relationships, and everyday exposure to what is happening on the ground.

This shifted how I think about expansion for our networks.

Proximity is power. Presence is strategy. And partnership is the key that opens difficult markets.



3. You don't enter China from the outside. You enter from within.

One of the biggest surprises of my trip was the number of foreigners who now live in China full time.

People from Europe, Africa, the Middle East, South America. All relocated. All building their presence on the ground.

When I asked for their best advice, everyone said the same thing.

Find a strong local partner.



4. If you want to talk to China, you talk through their channels

You cannot reach the Chinese market through the communication tools we normally use.

Email is weak. LinkedIn is not their daily environment. Even phone calls do not create the same traction. Everything flows through WeChat. Business cards. Logistics groups. Rates. Payments. Communities. Offers. Deals.

This tells me something about the future. Marketing must become more localized. Platforms will shape how trust is built.

And as leaders, we must speak the digital language of the markets we want to enter.

For 2026, I am looking at deeper WeChat strategies and also at how this principle applies to every region.

If we want to grow globally, we cannot rely on one communication culture. We need to adapt to each market's home ground.



5. A culture built for growth creates people built for growth

China has a unique business culture.

Everyone wants to move forward. Everyone wants to earn more. Everyone is building something. Everyone wants momentum.

I mentioned this to a friend and he said something that stuck with me.

"My friends go to China when they want to feel motivated again."

I finally understood why.

It is a place where curiosity is normal.

Ambition is normal.

Fast movement is normal.

Closing big deals is normal.

Experimentation is normal.

When an entire environment is wired for progress, you cannot help but feel pushed to become the best version of yourself.

This is what I am bringing into my own leadership.

Create an environment inside X2 where motivation is contagious.

Where members feel pulled to grow because everyone around them is growing too.

Where our community becomes the place people go to reignite their ambition.



Insights

What This Means for X2 in 2026:

This year reminded me that growth starts inside you before it shows up in your business.

You cannot expect fresh results with old thinking.

You cannot expect momentum without new perspectives.

My trip to China sharpened my mindset about scale, focus, cultural adaptation, partnerships, and the energy we operate in. And these lessons will influence how I build the next chapter of X2.

As we move into 2026, my commitment is simple.

I want X2 to be a community that:

- helps members grow with clarity
- gives practical strategies built from global experience
- creates the energy of progress that forwarders can feel
- brings out the better version of every member

Thank you for being part of this journey.

I am proud of the year we had.

I am excited for the year we are about to build.

The world is changing fast.

And at X2, we will not just keep up.

We will lead.

By Christian Raeuber

Director

X2 Group Ltd





Insights

TOP 5 SKILLS THAT ELEVATE EVERY CONFERENCE EXPERIENCE



Melvin Xavier
Director



Top 5 Skills That Elevate Every Conference Experience

Last year, I was asked by my partner to deliver a keynote address for one of their events. Instead of speaking about numbers, markets, or logistics trends, I chose something much more universal and arguably more powerful: how to truly connect with people.

After all, whether you're attending an X2 Annual Conference, or any industry gathering anywhere in the world... the real ROI always comes down to relationships.

Here are the five networking habits I shared...simple, human, and incredibly effective in any room you walk into:



1. Read the Room

Before jumping into a conversation, take a second to observe. Open body language, welcoming circles, eye contact... these are signals that a group is ready for a new connection. Save the closed-off groups for later; start where the energy is warm.



2. Listen More Than You Speak

The best conversations begin with a question. Let others share first. People open up when they feel heard, and it's amazing how quickly trust builds when you simply listen with intent.



3. Give Before You Receive

Offer value without expecting anything back... business leads, insights, advice, or even a sincere compliment. Generosity is memorable, and it has a way of coming full circle.



4. Make Introductions

If you know two people who could help each other, bring them together. Connectors stand out. They become the people others look for in a crowded room and the glue of any strong community.



5. Be Present (Our Digital World Needs More of This)

Put the phone away. Make eye contact. Engage fully.

It's rare these days, which is exactly why it's so impactful. Genuine attention is one of the quickest ways to build trust.

Networking is not a skill reserved for extroverts or seasoned professionals; it's a practice. A mindset. And something every one of us can sharpen each time we step into a hall full of name badges and handshakes.

What's your go-to networking tip?

Reply to this month's newsletter and I'd love to hear what works for you, and we might even feature your insights in next month's edition.

By Melvin Xavier

Director

X2 Group Ltd



NEWSLETTER

Event Calendar

X2 Expos

Opportunity: Join X2 Booth Pavilion As Co-Exhibitor



India International Cargo Show

Mumbai, India
Dec 10-12, 2025



Intermodal South America

Sao Paulo, Brazil
April 14-16, 2026



Breakbulk - Europe

Rotterdam, Netherlands
June 16-18, 2026

[Visit Expo Website](#)

You have the opportunity to join the X2 Booth at these networking events as a co-exhibitor.
If you're interested in co-exhibiting with us, info@x2logisticsnetworks.com

[Contact Us](#)



Let's keep
in touch

FOLLOW US



X2 Logistics Networks



New Members

August 15, 2025 To
November 15, 2025



X2 Elite

X2 Consolidators

166 Global Logistics



X2 Elite

Alfa Forwarding Ltd sp. z o. o.



X2 Projects

Asyad Logistics W.L.L.



X2 Critical

Cargo Logistic Consulting LTD



X2 Projects

X2 Global

CL Synergy Limited



X2 Global

Connect Forwarding SIA



New Members

August 15, 2025 To
November 15, 2025



X2 Elite

Connect Logistics Cargo LLC



X2 Elite

DCS Premium Freight SRL



X2 Elite

Deny Cargo BV



X2 Elite

X2 Cold Chain

Eagle International Logistics



X2 Critical

X2 Projects

EFS Company Limited



X2 Critical

Esquire Express India Private Limited



New Members

August 15, 2025 To
November 15, 2025



X2 Projects

X2 Global

F.H. Bertling Projects Logistics Sdn Bhd.



X2 Global

FAM Forwarding s.r.o.



X2 Global

X2 Cold Chain

Fast Trans GmbH



X2 Projects

Floro D.o.o.



X2 Critical

Flytrix Americas LLC



X2 Consolidators

Freight and Transit Company
Limited (FTL)



New Members

August 15, 2025 To
November 15, 2025



**FREIGHT
LOGISTIC S.A.S.**
AGENTES DE CARGA INTERNACIONAL
Medellin, Colombia

X2 Global

Freight Logistic S.A.S.



X2 Consolidators

**FTL Freight and Transit
(South Africa) (Pty) Ltd**



X2 Consolidators

FTL Madagascar



X2 Elite

GPL Kazakhstan LLP



X2 Elite

Hub & Links Middle East Shipping LLC



X2 Critical

In Time Worldwide Express Ltd



New Members

August 15, 2025 To
November 15, 2025



X2 Global

INCO Cargo



X2 Elite

Johan Freight Forwarder Co.,Ltd



X2 Elite

Key Logistics AB



X2 Elite

KSA International Inc.



**LAMAIGNERE
CARGO**

X2 Consolidators

X2 Global

Lamaignere Cargo, S.L.



X2 Projects

X2 Global

Leeward Project Logistics LLP



New Members

August 15, 2025 To
November 15, 2025



X2 Elite

Leon International Logistics LLP



X2 Elite

X2 Cold Chain

X2 Global

Liege Cargo Agency SA (LCA)



X2 Elite

Marine Trading Ltd



X2 Elite

MP-Cargo France



X2 Consolidators

MRC Shipping & Logistics LLC



X2 Global

MTV Logistics



New Members

August 15, 2025 To
November 15, 2025



X2 Consolidators

Neutral Cargo Consolidators (UK) Ltd



X2 Global

North American Cargo Solutions Inc.



X2 Elite

NS Global Logistics S.R.L. (NSGLOG)



X2 Global

ontour logistic service UK Ltd



X2 Critical

X2 Projects

X2 Cold Chain

Phoenix Freight Services



X2 Elite

PT. Airrowes Global Logistik



New Members

August 15, 2025 To
November 15, 2025



X2 Elite

X2 Projects

X2 Cold Chain

RA Logistics



X2 Elite

Rapid Express I Corporation



X2 Global

Slabfreight Nigeria Ltd



X2 Cold Chain

Sonaf Logistique



X2 Elite

Sororigin Logistics Service India Private Limited



X2 Global

The Freight Hero (TFH-VEN BV)



X2 Global

Vortex Cargo Solutions



NEWSLETTER

Member News



**NETWORK
NEWS**

Electric Truck Shipped Under Class 9 and DG Consolidation Shipment

Scarlett Rao

Managing Director
CSC Transport Limited



www.x2logisticsnetworks.com



[Click here to read!](#)



**NETWORK
NEWS**

Translog Overseas Critical AOG Shipment of Aircraft Engines from Madrid to Hong Kong

Justo Marmol

CEO
Translog Overseas



www.x2logisticsnetworks.com



[Click here to read!](#)



NEWSLETTER

Member News



**NETWORK
NEWS**

Vector Global Logistics' 2024 Impact Report

Enrique Alvarez

Managing Director

Sergio Cervantes

Managing Director

Vector Global Logistics

www.x2logisticsnetworks.com



[Click here to read!](#)



**NETWORK
NEWS**

AFW Express Executes Critical AOG Delivery Amid Extreme Conditions

Anthony Joughin

Head of Business Development

Scott Kelly

Business Development Manager

Craig Robinson

Operations Manager



AFW Express



[Click here to read!](#)

Member News



NETWORK NEWS

Martras Global Freight Successful Shipment to Saudi Arabia

Andrea Raiola
Director
Martras Global Freight



www.x2logisticsnetworks.com



[Click here to read!](#)



NETWORK NEWS

Import Agent Oversized Transport Completed Across Europe

Anton Kocour
CEO, Business Manager
Import Agent (Criteria +S.R.O)



www.x2logisticsnetworks.com



[Click here to read!](#)



NEWSLETTER

Member News



**NETWORK
NEWS**

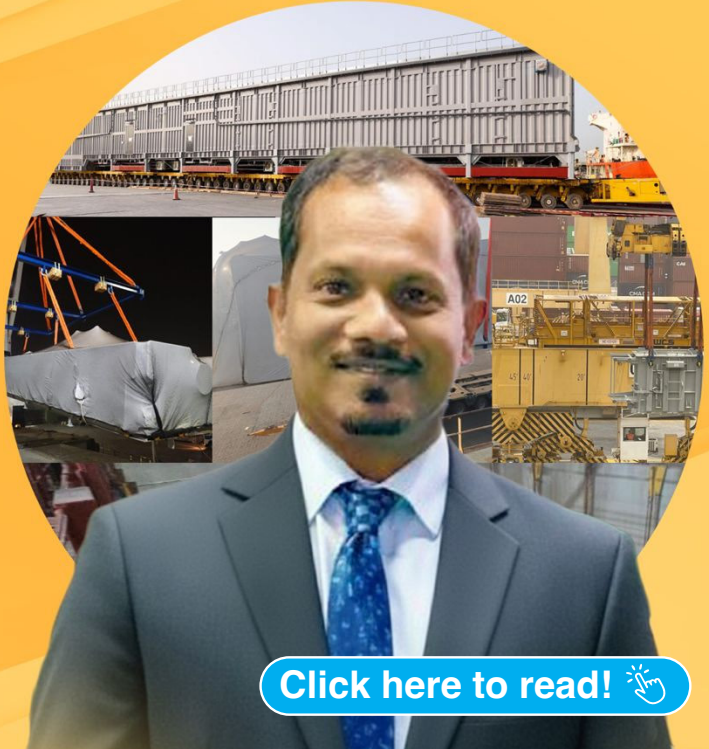
Fleet Line Shipping Executes Major Project Shipments

Peter K. Mathew

Managing Director / Escalation
Fleet Line Shipping Services



www.x2logisticsnetworks.com



[Click here to read!](#)



**NETWORK
NEWS**

Bejoice Shipping LLC Successfully Transports Oversized Oil Well Equipment

Mohammed Ashraf Althaf

Group Managing Director /COO
Bejoice Shipping LLC



www.x2logisticsnetworks.com



[Click here to read!](#)



NEWSLETTER

Member News



**NETWORK
NEWS**

Globus Transitos Executes Challenging Breakbulk Shipment

Rishi Jain

Managing Director
Globus Transitos Pvt. Ltd.



www.x2logisticsnetworks.com



[Click here to read!](#)



**NETWORK
NEWS**

Strategic Cooperation Between SWL and Lufthansa Through the Signing of a HBA

Marcel Grätz
CEO

Anna Chen
Managing Director

www.x2logisticsnetworks.com



Shanghai Windows
Logistics Co. Ltd



[Click here to read!](#)

Member News



NETWORK NEWS

CSC Transport Building Steel Formwork Shipment

Scarlett Rao

Managing Director
CSC Transport Limited



www.x2logisticsnetworks.com



[Click here to read!](#)



NETWORK NEWS

Win Transport Unveils Game-Changing “Dry Shipper N2” for Ultra-Cold Biological Shipments

Costantino Cella

Owner

Samantha Tarantino

Owner



Win Transport
Italy S.r.l.



[Click here to read!](#)



NEWSLETTER

Member News



**NETWORK
NEWS**

AGX 20th Anniversary: A Gift That Embodies Our Journey and Spirit

Jay Seilan
Managing Director

Dato'P Dorai
Executive Director



**AGX Logistics
(Malaysia) Sdn Bhd**

www.x2logisticsnetworks.com



[Click here to read!](#)



**NETWORK
NEWS**

Powering Progress: Emirates Logistics Executes Complex Renewable Energy Shipment

Anant Pandirkar

Director
Emirates Logistics India
Private Limited



www.x2logisticsnetworks.com



[Click here to read!](#)



NEWSLETTER

Member News



NETWORK NEWS

Balena Projects Delivers Excellence in Action

Emin Calil

Senior VP Operations
Balena Projects Ltd



www.x2logisticsnetworks.com



[Click here to read!](#)



NETWORK NEWS

Combined Logistics at the World Leaders Forum & Honored as Logistics Visionary of the Year 2025

Vinet K Chadha

Managing Director
Combined Logistics Solutions Pvt Ltd.



www.x2logisticsnetworks.com

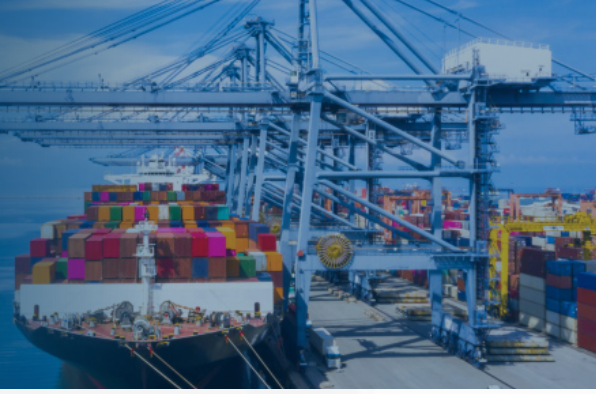


[Click here to read!](#)



NEWSLETTER

Member News



**NETWORK
NEWS**

SAVUL Successfully Completed Oversized Cargo Shipment

Shoaib Savul

CEO

Abdul Aziz Savul & Co (Pvt) Ltd.



www.x2logisticsnetworks.com



[Click here to read!](#)



**NETWORK
NEWS**

Celebrating 31 Years of Rose Containerline!

Neal Rosenberg

President

Rose Containerline Inc



www.x2logisticsnetworks.com



[Click here to read!](#)



NEWSLETTER

Member News



**NETWORK
NEWS**

Afnet Air Delivers Cost-Saving Urgent Transport Solution

Michael Faulds

Director

Afnet Air (Pty) Ltd



www.x2logisticsnetworks.com



[Click here to read!](#)



**NETWORK
NEWS**

Robema Executed 95 Ton Export Operation from Zeebrugge to China

Keith Storr

Business Development Manager

Robema NV



www.x2logisticsnetworks.com



[Click here to read!](#)

Member News



Vertex Express Completes Cairo to Istanbul Charter Series

Mahmoud Kassem
Managing director
Vertex Express



www.x2logisticsnetworks.com



[Click here to read!](#)



3Way International Logistics Wins Logistics Company of the Year

Mario Martins
President
3Way International Logistics Inc



www.x2logisticsnetworks.com



[Click here to read!](#)



NEWSLETTER

Member News



NETWORK NEWS

Achyutam Logistics Executes Breakbulk Movement from India to the Middle East

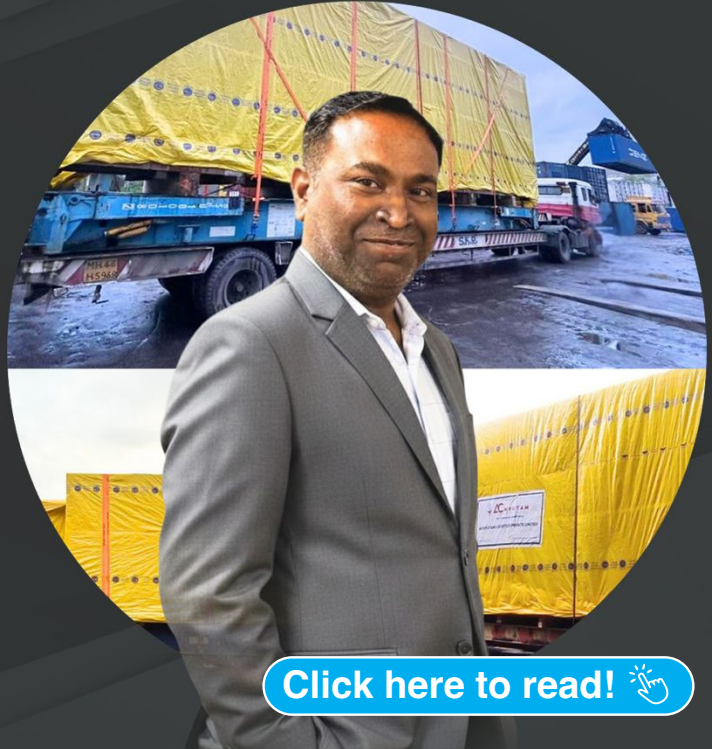
Shailendra Kumar

CEO

Achyutam Logistics Private Limited



www.x2logisticsnetworks.com



[Click here to read!](#)



NETWORK NEWS

Shanghai Win-fa Handles Mercedes-Benz Firetrucks

George Sun

Director

Shanghai WIN-FA International Freight Forwarding Co., Ltd.



www.x2logisticsnetworks.com



[Click here to read!](#)



Member News



NETWORK NEWS

Synergy Worldwide Forwarding Completes 40ft Open-Top Shipment to Penang

Daniel Chew

Executive Director
Synergy Worldwide Forwarding Sdn Bhd



www.x2logisticsnetworks.com



[Click here to read!](#)



NETWORK NEWS

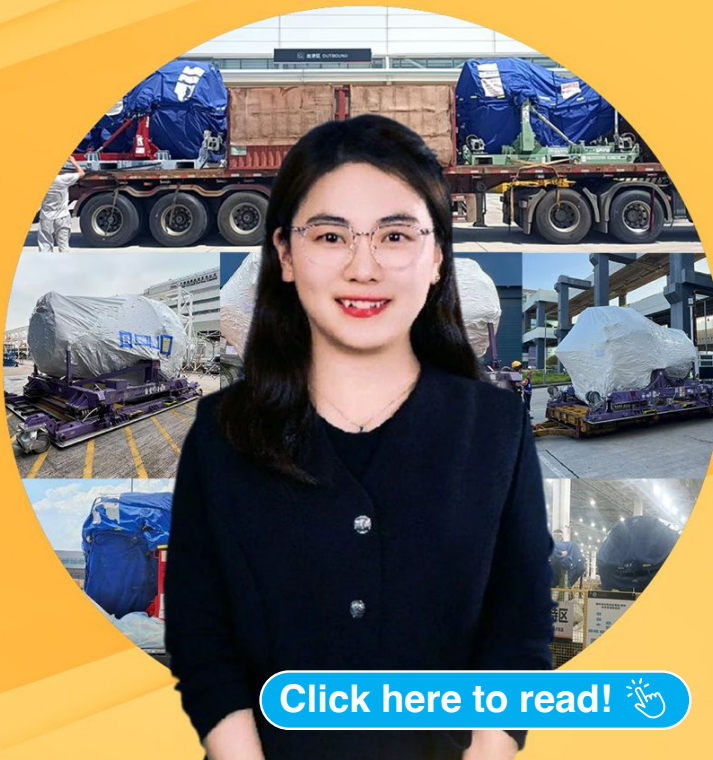
CIMC Anda Shun Handles Multiple AOG and Oversized Engine Movements from China

Jovial Le

Network Development Manager
CIMC Anda Shun International Logistics Co., Ltd.



www.x2logisticsnetworks.com



[Click here to read!](#)

Member Nomination

x2 MEMBER NOMINATION

Thank you!



Nominated to:

Matt Croser
Head Of Global Development
Britam Shipping Ltd



[Click here to read!](#)



Nominated by:

Michael Faulds
Director
Afnet Air (Pty) Ltd



x2 MEMBER NOMINATION

Thank you!



Nominated to:

Shanti Narang
Executive Director
ProShip Global India Pvt Ltd
(ProShip Global LLP)



[Click here to read!](#)



Nominated by:

Sonia Ji
Import Manager & Network
Cargojet, S.A.



Member Nomination



MEMBER
NOMINATION

Thank you!



Nominated to:

Brian C. Wills

President

Sobel Network Shipping
Co., Inc.



[Click here to read!](#) 



Nominated by:

Minerva C. Majandog

President / CEO

Counterflow Movers Incorporated





231

**NEW
MEMBERS**

JAN 2025 - NOV 15 2025

Added Regional Locations

Africa

18

Central America
& Caribbean islands

6

Asia

107

North America

23

Australia
& Oceania

2

South America

17

Europe

58

Become an X2 Member

1063+

Members

142+

Countries

415+

Cities

1301+

Offices



Book a Discovery Call ▶

or you can email us at
info@x2logisticsnetworks.com

www.x2logisticsnetworks.com





X2 Pay is the easiest to use company-to-company financial transaction system that eliminates fees and saves thousands of dollars, euros, and pounds in banking fees.

X2 Pay was developed by X2 Logistics Networks for exclusive use by its X2 Logistics Networks members. Members can send and receive money instantly. With our mobile site it can be accessed from anywhere with a data connection.

Boost profit margins and eliminate banking fees with the safe and secure X2 Pay system. System access is available to all X2 members at no additional cost. Setup is easy, the process is transparent, X2 Pay is the preferred payment method for X2 members.



x2payonline.com/index/login



XTRA

THE X2 NEWSLETTER

Subscribe on LinkedIn

Contact our team
to be featured

info@x2logisticsnetworks.com