

**ALBINI & PITIGLIANI**  
INTERNATIONAL FREIGHT FORWARDERS



**ALPI** WITHCARE  
magazine issue #11



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**INSIDE**  
**ALPI U.S.A.**  
and more



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Alpi Magazine **11**  
Art Work Gerecon Italia  
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February 2017

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TO BE FEATURED ON



**magazine**

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# EDITORIAL

First of all let me wish you a happy new year, with hope that 2017 will be healthy and prosperous.

This issue is mainly dedicated to our American organization and from page 10 to page 21 you will find the details of each office.

We are describing some important event that took place inside our organization (from page 4 to 9).

Finally some highlights of our annual convention that took place in September 2016.

Enjoy the reading.

Piero Albini

## ALBINI & PITIGLIANI

### Nuovo Magazzino Servizio Moda

Nell'accompagnare la sua crescita ALPI Servizio Moda, divisione Logistica di Albin&Pitigliani, inaugurerà a Dicembre un nuovo magazzino di 5,000 metri quadri a Prato in zona Macrolotto 2, area in grande espansione.

Questo nuovo magazzino si aggiunge alle 5 strutture operate al momento, per un totale di oltre 40,000 metri quadri coperti. ALPI Servizio Moda, operatore logistico specializzato nel settore del fashion, offre servizi ad alto valore aggiunto, come Quality Control, Pick&Pack, Reverse Management, Ticketing, etc.

Lorenzo Albini, CEO di ALPI Servizio Moda, dichiara che "la crescita dell'azienda è conseguenza della fiducia accordataci da clienti soddisfatti e dal passaparola che nel settore è ancora il più grande veicolo di comunicazione".

Questi nuovi spazi accoglieranno operazioni ad alto valore aggiunto.



## ALBINI & PITIGLIANI

### Giulio Crocitto's retirement party



## ALBINI & PITIGLIANI Office in Lucca

Albini & Pitigliani is proud to announce that, from 1st November, a new sales office has been opened in Lucca, in the north west of Tuscany.

This is the 9th office of Albini & Pitigliani S.p.A in Italy, in addition to the others that are located in: Prato, Milano, Napoli, Verona, Roma, Biella, Barietta and Imperia.

"This opening represents another milestone in our national development." said Lorenzo Albini, Managing Director of Albini & Pitigliani S.p.A. "Looking ahead, we will continue to strengthen our network expansion".

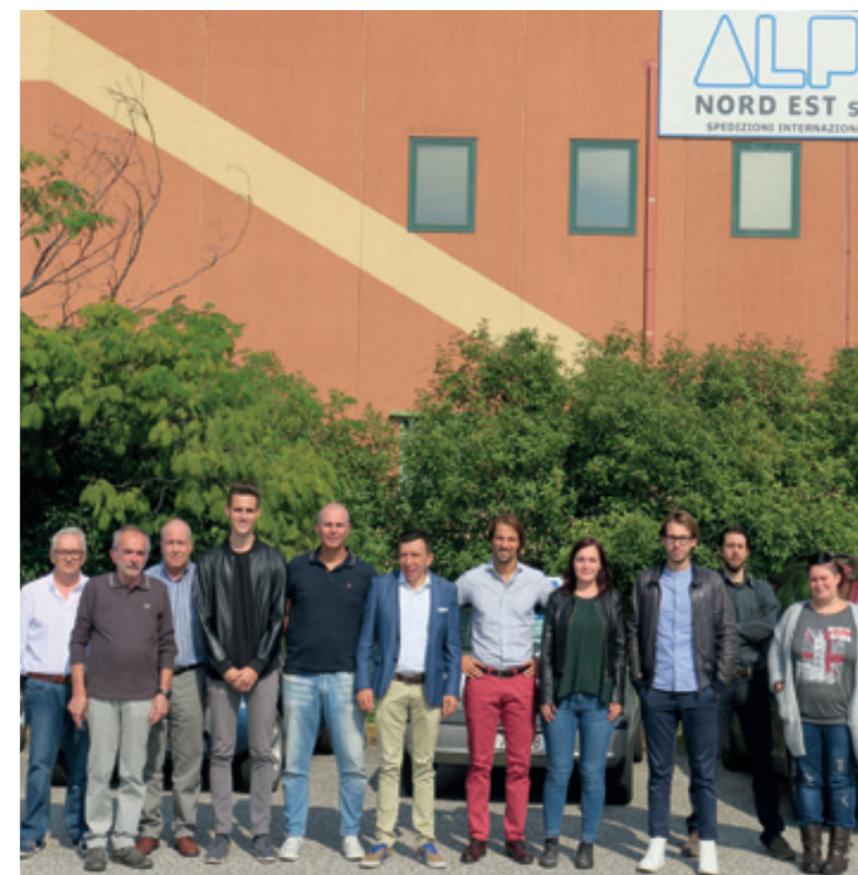
## ALBINI & PITIGLIANI

### Office in Verona

Albini & Pitigliani S.p.A., mother company of the ALPI Group, is proceeding its plan of integration to get a more unified mark in the industry, by merging with ALPI Nord Est, its company operating in the North East Italy region.

This is the 8th office of Albini & Pitigliani S.p.A in Italy, in addition to the others that are located in: Prato, Milano, Napoli, Roma, Biella, Barietta and Imperia.

"A more integrated network is what the market is asking us, it fosters a more effective growth and delivers a better service to our customers" said Lorenzo Albini, Managing Director of Albini & Pitigliani S.p.A. "this is in line with our strategic positioning for the future".





## ALPI IN BUCHAREST

Representatives of Albini & Pitigliani, ALPI UK and MA.RA Logistics in Bucharest to share values, strategies and future perspectives.

Mariana, Iulian, Lucian, Alexandra, Beatrice, Georgiana, Cristina, Alexandro, Marco and Lorenzo Albini: a great team, a mix of cultures and ideas!

## ALPI UK Donation to the Great Ormond Street Hospital

One of our Officers has recently gone through a touching experience that involved his family and made him and his beloved ones go through very hard moments.

He was referred to Great Ormond Street Hospital where Dr Anna Martinez treated the case with the utmost care. His words towards this fine institution touched all our hearts and we have therefore decided to make a donation to the GOSH as a proof of our appreciation.



## ALPI DENMARK New Headquarters

The construction of the new Headquarters at ALPI in Denmark (Herning) is on schedule.

The terminal was ready for use in May 2016 and the storage warehouse will be ready by the end of this year. Third and last stage - the administration building - will start up in 2017.



## ALPI WAREHOUSES REVIEW

### ALPI Netherlands

ALPI Warehouses Review promotes ALPI Netherlands, our first office outside Italy established in 1984 to act as a strategic gateway for the European movements.

This location specializes in short term storage and the, newly developed, application for e-fulfillment; including a direct connection to most existing web shop platforms.

- Number of sites: 11 Dock levelers
- Warehouse space: 5.900 m2
- Shipments: 20.000 per year
- Ocean: 100.000 m3 per year
- Land: 14.000 tons per year
- Air: 360.000 kg per year
- Office employees: 19
- Warehouse operators: 7



## ALPI EESTI New Services

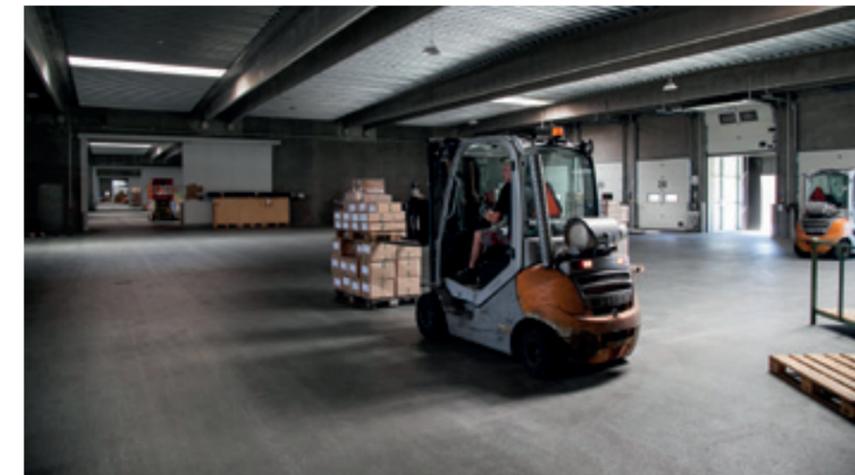
ALPI Eesti started to offer freights to Macedonia, Albania and Kosovo.

Departures are from Tallinn on Fridays.

Transit time is about 7-8 days.

Also back from these countries, departures are on Fridays.

For further information please contact: [info@alpieesti.ee](mailto:info@alpieesti.ee)



**ALPI SUISSE**  
20<sup>th</sup> Anniversary



**WITH ALPI**  
At Big 5 2016 in Dubai



**ASIA EXPRESS**  
Focus on the Iranian market

The ALPI network is continually growing, and we are glad to welcome a new company: Asia Express.

Asia Express is a brand new Company in the Alpiworld Group, and is fully dedicated to the Iranian market.

The aim of Asia Express is to fill the existing vacuum in professional forwarding to Iran from all over the world, and to establish itself as a unique and reliable partner for 3PL.

Customized services offered are FTL, LTL, FCL, air, bulk and projects.

The entire staff has long term, thorough and primary knowledge of the Iranian market. Asia Express can rely on a well-established worldwide network to guarantee first-quality service, best rates and flexibility.

Marketing and Sales Departments are located in Prato (Italy) and Munich (Germany), Operations Departments are located in Milano (Italy) and Munich (Germany).

For further information please contact: [info@aexpress.eu](mailto:info@aexpress.eu)

**ALPI CHINA**  
Sandro Pitigliani with Giovanni Bonacchi in Beijing and Shanghai



**ALPI KOREA**  
20<sup>th</sup> Anniversary

Sandro Pitigliani with the Korean team enjoyed a celebratory dinner in honor of the 20th Anniversary of ALPI Korea.

Congratulation for this important milestone!



# INSIDE ALPI U.S.A.

## ALPI USA, INC.

ALPI USA New York has been open since 1994 and continues to grow each year, so much that we've recently moved to a bigger and more well-appointed office. We now host the corporate office and are the gathering place for the many conferences and "think tanks" that enable us to increase productivity and morale. Many of our employees have been with the company for over 20 years which is a testament to the dedication to the Albini & Pitigliani family. It's easy to enact the company motto "we care" when we feel as though ownership and management care about us!

We are a full service office while handling a high volumes of air/ocean imports & exports, as well as housing ALPI Customs Brokers. Everyone enjoys a fast paced environment where we not only act efficiently, but expeditiously - a necessity to stay competitive in today's market! As New Yorkers, we may have a reputation for being a little rough around the edges. But in the end, we always come together as a group. We are New York - diverse, energetic, dynamic, and ready to work with the USA and the world as ambassadors for Albini & Pitigliani!



## CUSTOMS BROKERS, INC.

Metropolis Customs Brokers Inc., of New York, a wholly owned division of Albini & Pitigliani Spa of Italy since its founding in 1999, officially changed its name to ALPI Customs Brokers Inc. on November 4, 2016. The name change is part of a rebranding initiative to better align the brokerage division with ALPI's Transportation and Logistics divisions, and with its ALPI partners overseas. The name change brings the brokerage division closer to the ALPI family, and provides greater name recognition in the marketplace. While the name has changed, core elements of the organization remain the same. ALPI Customs Brokers, Inc. continues to offer our customers and partners the same high-quality customs brokerage services, with the same staff and location.



## LOGISTICS, INC.

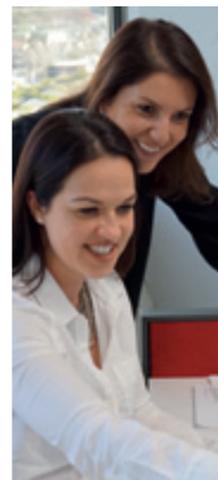
ALPI Logistics, Inc. opened its doors in 2010. We have grown from our original warehouse of 30,000 sq ft to 150,000 within 6 years. We expanded our operations from Chocolate, Furniture, Tableware, Lighting and Ceramic Sinks, to include Laminate Sheets, Architectural sheets, Dry Goods, Bedding and Fashion.

We offer cross-dock, pick and pack, price ticketing, store labeling, UPC placements and scanning abilities as some of our services. We also offer temperature control warehousing as well as LTL and FTL throughout the country. In terms of WMS, we offer EDI Integration, E-Commerce and unique System Integration. We have worked diligently to offer the best LTL, FTL and GOH carriers for every need. We also offer our discounted UPS and FedEx rates.

We provide all of our customers a mirror display of our WMS used daily, in order to monitor inventory, place inbound and outbound orders if preferred.

Our location is in central New Jersey, close to major highways, airports and the busiest sea ports. We are also just 30 minutes from both New York and Pennsylvania.

We provide one on one experienced customer service, and strive to treat our customers like family.



# New York

## ★ General Office Info ★

On October 20, 2016, ALPI USA held a grand opening party at its new USA headquarters in New York.

Clients, vendors, ALPI ownership, and employees from throughout the USA gathered at the new location in Valley Stream, NY to celebrate.

ALPI's new office provides room for expansion and proper facilities to host on-site national meetings.

It is located in the same facility as U.S. Fish & Wildlife, closer to JFK airport and cargo facilities, and a short distance from the railroad for direct and easy access into Manhattan.

## ★ Flavor ★

**Nicknames:** The Big Apple - The City that Never Sleeps - Gotham - THE CITY.

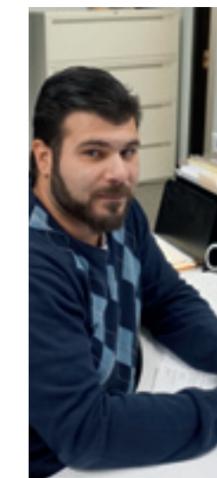
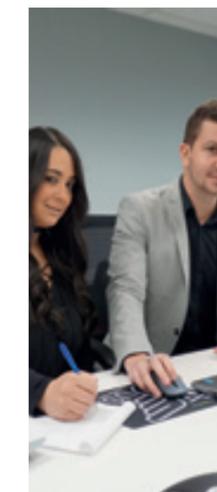
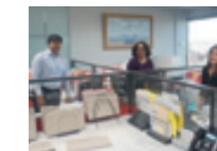
**Landmarks:** World Trade Center Memorial - Times Square - Broadway - The Statue of Liberty - Ellis Island.

While New York City is not the capital of New York State (Albany holds this privilege), many consider it to be the center of the world! For centuries, it has been a major gateway into the United States of America for immigrants and visitors alike. Some come just to catch a glimpse of the famous city depicted in more movies, television shows, and books than any other U.S. city - perhaps even any world city! Others come to pursue a dream and a new life in our diverse melting pot. No matter who you are or where you come from, New York City will give you the chance to make your own "rags to riches" story. The recipe for success surely include a willingness to work hard, physical and mental fortitude, and the determination to never give up. If you are indeed successful, like the song says, you have confidence in knowing "if you can make it here, can make it anywhere!"

Today, more than 8 million New Yorkers live in the five boroughs - Manhattan, the Bronx, Queens, Brooklyn, and Staten Island, more than one-third of whom were born outside the USA. It's the opportunity, the food, the history, the culture and art, and most importantly the people who are incredibly proud and willing to share this city that make it so special and the cultural capital of the United States.

## ★ Fun Facts ★

- Except for emergencies, honking your car horn is actually illegal in New York City. Everybody does it anyway.
- In 1789, New York City was named the first capital of the United States. It lasted for only one year.
- With over 800 languages spoken by a significant portion of the population, New York City is the most linguistically diverse city in the world.





# Atlanta

### ★ General Office Info ★

Alpi Atlanta was established in 1998 as a full Freight Forwarding branch of Alpi USA. Since then it has grown to also include Alpi Customs Brokers, offering our Agents and customers a convenient “one-stop shop” for full handling of all import related shipments. Because of our world class Airport and Seaport, Alpi Atlanta handles several tons of export Air freight and Sea freight to any and all destinations worldwide.

We look forward to working with our customers and colleagues around the world and invite anyone wanting some Southern hospitality to stop by and say “Hey”.

### ★ Flavor ★

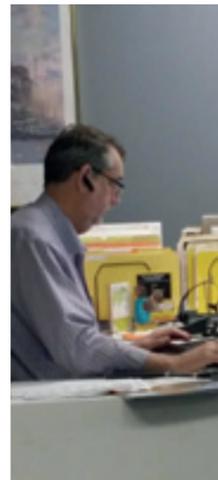
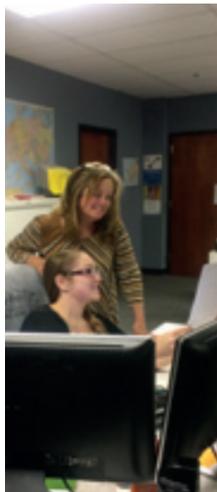
**Nicknames:** The A, The Big Peach, City in a Forest, Hotlanta.

From its humble beginning in 1837 as “Terminus”, the origin of a Rail hub for the Southeastern United States, Atlanta has grown to become a major player on the world stage of commerce. Located in north central Georgia, Atlanta is our state Capital and the center of regional business activity for the southeastern United States. Our fair and friendly city ranks fourth in the number of Fortune 500 companies headquartered here. Anybody who’s ever had a bottle of Coca-Cola, sealed a Tupperware container, or flown to the 1996 Olympics in Atlanta on a Delta jet can thank Atlanta for being home to Coca-Cola, Newell-Rubbermaid, and Delta Airlines. Downtown Atlanta is the pulse of Georgia and incorporates many different and vibrant cultural aspects of our diverse residents. You can get home cooked grits at The Flying Biscuit in Little Five points or sweet pulled pork sandwiches at Fox Brothers in NE Atlanta. People wanting to see and live in the history of our city can grab a Mint Julep and head over to the Gone with the Wind Museum in neighboring Marietta or downtown Atlanta to the Cyclorama, a museum dedicated to the American Civil War.

Our fair and temperate climate (Keep your snow, Chicago!) allows Georgia to boast about being the “Peach Tree State” because of our natural and juicy peaches known worldwide! Just a three-hour drive east will put you at the Atlantic Ocean, where you can visit Savannah for a taste of fresh seafood and sweet ocean breezes. Staff here will sometimes turn their attention to the breathtaking views from the mountains of northern Georgia, just an hour away, to go hiking, boating in the many mountain lakes, or visiting some of the historic battlefields from America’s Civil War.

### ★ Fun Facts ★

- The city got its current name from railroad engineer J. Edgar Thompson. It’s thought to be a shortened version of “Atlantica-Pacific”.
- Atlanta was the only city in North America destroyed as an act of war. (General Sherman burnt it to the ground). Only 400 buildings survived. That’s why the city’s symbol is a phoenix.
- Hartsfield-Jackson Atlanta International Airport truly is the world’s busiest airport.




# Boston

### ★ General Office Info ★

The ALPI Boston office is responsible for the territory of New England (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut) except for the southern part of Connecticut. Air and ocean imports/exports of department store merchandise, luxury handbags, wearing apparel, textiles, machinery and tile are among the top products handled in our office. The Boston office is also known as the center for key account/PO management and for marketing and the ALPI store.

Both Rita Grillo, (General Manager) and Janet Votze (Global Accounts/Marketing) have been with ALPI Boston since it opened. Many of our staff are related to Rita - and the rest of us consider ourselves honorary family members. We are proudly celebrating our 20th Anniversary in 2017!

### ★ Flavor ★

**Nicknames:** Beantown, the Hub, City Upon a Hill.

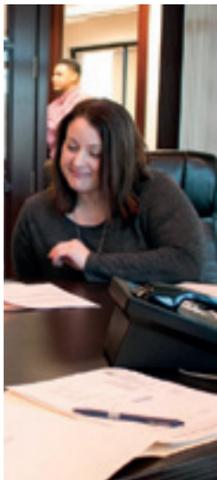
The ALPI Boston office is located just north of “Beantown”, the famous nickname for Boston due to the baked beans that were a staple in Colonial New England. Boston is the largest city Massachusetts and New England. Founded in 1630 by the Puritans from England, Boston is one of the oldest in the USA. Visitors often comment how it feels like a European city, with its irregular street grid and Federalist architecture. It is a great walking city.

We are known worldwide for our unique Boston accent (we “pahk the cah in Hahvuhd Yahd”), terrible drivers, our obsession with The Red Sox, the Boston Marathon, clam chowder, fried clams, Fenway Park, and our significant role in in the American Revolution.

Boston is considered one of the top places in which to do business in the United States. The local economy is founded on education, health care, finance, information technology and biotechnology. The area is home to world-renowned universities (such as Harvard and MIT) and many well-recognized Fortune 500 company headquarters, such as Raytheon, Staples, TJX, and EMC.

### ★ Fun Facts ★

- Christmas was banned in Boston between 1659 and 1681. The Pilgrims believed it was a corrupt holiday and banned any celebrations during that time period.
- The art heist from the Isabella Stewart Gardner Museum in 1990 was the biggest art heist in world history. More than \$500 million worth of paintings were stolen by men posing as police officers.
- The Ted Williams Tunnel, which runs about 90 feet underground, is the deepest tunnel in North America.
- Our nation’s first Thanksgiving Day was celebrated in Plymouth in 1621.





# Chicago

## ★ General Office Info ★

Alpi USA, Chicago was the very first ALPI office to open in the USA in 1990. Starting with a small staff of three and an Albini partner, Lori-jo Fergle, Alpi Chicago has grown over the years to now offer full freight forwarding capabilities in imports and Exports. Today the Chicago branch is administered by Mr. Vince Galati, who has been with Alpi for over 19 years. He is aided by an enthusiastic staff for Air and Ocean imports and exports. The Chicago branch has been the key developer for over the years for the Freight systems and EDI capabilities the company now uses that enable all Alpi offices to compete on a global scale.

We would welcome anyone and everyone to come by "The Windy City" and sample some of our mid-western charm and hospitality.

## ★ Flavor ★

**Nicknames:** The Windy City, City of Big Shoulders, Second City.

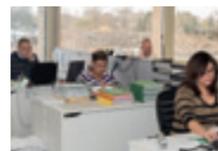
Being nearly in the center of the US, the city of Chicago is unique in that it has become one of the main transportation hubs in the USA. Founded in 1833 along the shores of Lake Michigan, the city was the western gateway to the then un-explored territories of the North American continent. Its proximity to Lake Michigan soon made it a major shipping hub via the Great Lakes for goods coming in from as far away as New York and Canada.

The City ranks among the top economies in the world in terms of both size and diversity with more than 4 million workers generating \$500 billion annually.

Chicago is second to none when it comes to sports - The Chicago Cubs, The Chicago Black Hawks, and The Chicago Bulls all can claim world championships and die-hard fans! Chicago's culture involves visual arts, film, theater, Second City improvisational comedy and a music culture second to none featuring Jazz, Blues, and house music. We're also known for our deep dish pizza, significant architecture and fabulous steak!

## ★ Fun Facts ★

- In October 1871, a fire destroyed one-third of Chicago and left more than 100,000 homeless. Legend has it that Mrs. O'Leary's cow kicked over a lantern and sparked the fire.
- Chicago claims to have invented the zipper (1851) the Ferris Wheel (1893) spray paint (1949) the Twinkie (1930) the vacuum cleaner (1868) and deep dish pizza!
- Chicago River is the only river in the world that flows backward.




# Dallas

## ★ General Office Info ★

Alpi Dallas opened in 1998 as a full-service Import and Export office. DFW is the Gateway for the Southwest for large exporting manufacturers of oil well and agricultural equipment. A major commodity for our office is tile, given the fact that many of the country's major tile importers are headquartered here.

In Texas, we believe in Southern hospitality and friendliness/respectfulness. The Alpi Dallas Office takes pride ensuring your merchandise is "ours" until the end user has received them. We take our jobs seriously and from the heart.

## ★ Flavor ★

**Nicknames:** D-Town, BIG D, Where the East ends, America's Favorite City, Metroplex. Folks from Dallas are proud their neighborhoods (Oak Cliff, Deep Ellum, East Dallas, Uptown, Lakewood, to name a few), their diverse population and culture, complain about the weather, love their margaritas and the Dallas Cowboys football team!

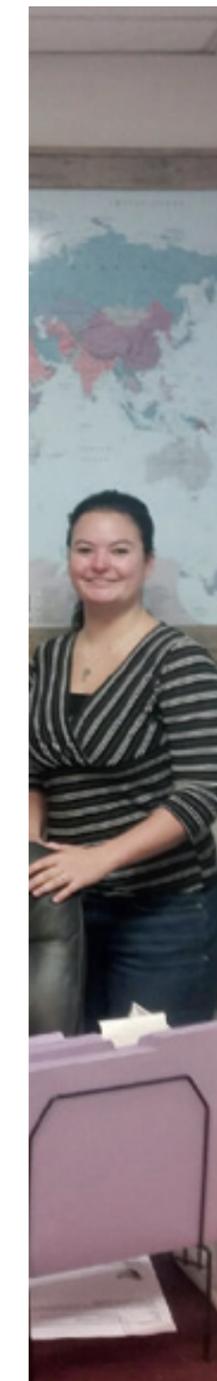
Dallas is a crossroad point between the four largest population centers on the continent - New York, Los Angeles, Chicago, and Mexico City. Founded in 1841 by John Neely Bryan, who chose the site along the river for his trading post, Dallas grew slowly at first. Significant expansion occurred during the Civil War years (1861-65), when Dallas was used as a supply depot for Confederate troops and again after the arrival of the first railroad in 1872. The 1930 oil strike in east Texas caused a boom in the Dallas economy, with the city becoming a financial and freight center serving the oil wells. Texas was the only state admitted to the Union.

That was its own sovereign country at one time... that's why Texans refer to it as a "whole other country".

Dallas is known as a center for banking, oil, cotton, and high technology. It is a rapidly expanding city, both in terms of population and economy. The most notable event held in Dallas is the State Fair of Texas, which has been held annually at Fair Park since 1886. The fair is a massive event, bringing in an estimated \$350 million to the city's economy annually.

## ★ Fun Facts ★

- The name Texas came from the Caddo word tayshas meaning "friends" or "allies". The Spanish pronunciation was tejas which the English then pronounced as Texas.
- On November 22, 1963, President John F. Kennedy was assassinated while his motorcade passed through Dealey Plaza in downtown Dallas.
- With the roof enclosed, the entire Statue of Liberty could fit into the Dallas Cowboys Stadium.
- During the winter holiday season, the Galleria Dallas is home to the country's tallest indoor Christmas tree.





★ GENERAL OFFICE INFO ★

Alpi El Paso officially opened its doors on January 1, 2015 as a result of customer development and growth in the West Texas and Chihuahua Mexico region and due to a growing demand by our Northern Mexico customers' requirements for a specialized, cross-border, and bilingual personnel team to facilitate their international freight needs. We specialize in working with the maquiladora industry, facilitating their Just-In-Time production demands, with timely communication, and up to date status alerts.

Alpi personnel is a dedicated group of professionals that find pride in customer satisfaction. We strive to build our base with current customer recommendations, therefore our customer service must be right at the edge of perfection. Though we are the newest ALPI USA office, we hope to be one of the most important offices for cross border and international traffic.

★ FLAVOR ★

**Nicknames:** Sun City.

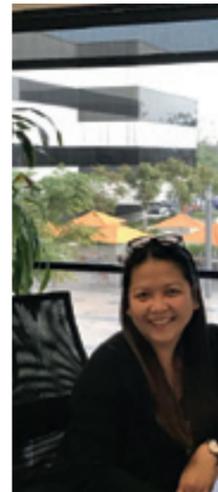
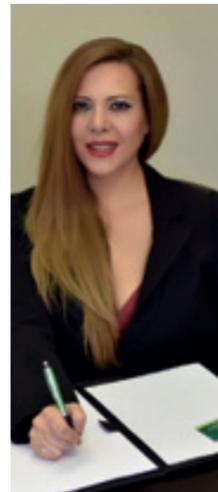
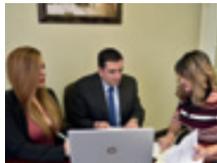
**Former Nickname in the 1800s:** Six Shooter Capital.

Strategically located between Mexico and New Mexico, El Paso, which means The Pass, historically and presently is considered a natural hub for international business relations between Mexico and the US. Founded in 1680, it stands on the Rio Grande River across the border from Cd. Juarez Mexico. Once a major copper refining area, chief manufacturing industries in El Paso now include food production, clothing, construction materials, electronic and medical equipment, and plastics. Cotton, fruit, vegetables, livestock, and pecans are produced in the area.

El Paso is a multicultural city which is proud of its heritage. El Pasoans have a strong work ethic which has been carried down from generation to generation. The El Paso area is one of the most unique parts of the country, a perfect blend of the United States and Mexican cultures and full of live entertainment, great food and a beautiful landscape. El Paso's future is bright as a continued partner for both United States and Mexico's efforts for further international trade and commerce development.

★ FUN FACTS ★

- The sun shines 302 days a year on average in El Paso.
- The famous tequila-based drink, the Margarita, was allegedly invented in the El Paso-Juárez region at Tommy's Place Bar on July 4, 1945, by Francisco "Pancho" Morales.
- El Paso Street, the city's first and oldest street, has seen the footsteps of Wyatt Earp, Pat Garrett, Billy the Kid, President William H. Taft, Pancho Villa, and was the scene of the infamous Four Dead in Five Seconds Gunfight.




★ General Office Info ★

Alpi Los Angeles office was opened in 2000, reflecting the Los Angeles / West Coast diversified economy and culture. In our office we speak six different languages and we handle many diversified commodities. Our strength is the capability to find solutions to the dynamic and always changing economy and trade market in the West Coast area. And because of the California laid-back attitude... we manage to have a bright smile all - or almost! - the time!

The top trading commodities are computer, machinery, appliances, electric machinery, sound and TV equipment, motor vehicles and part, refined oil products and natural gas, apparel and accessories and furniture.

★ Flavor ★

**Nicknames:** L.A., The City of Angels, La-La Land.

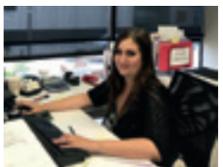
In 1848, at the end of the Mexican-American War, Los Angeles and the rest of California were purchased as part of the Treaty of Guadalupe Hidalgo, thereby becoming part of the United States. The city was first named "El Pueblo de Nuestra Señora la Reina de Los Angeles del Río de Porciuncula" by the first settlers, which translates to "The town of our Lady Queen of the Angels of the Porciuncula River".

Los Angeles is known all over the world as the mecca of the movie industry, for the Hollywood sign and Walk of Fame, its celebrities, horrible traffic, Beverly Hills, Disneyland, Universal Studios, Malibu, beautiful beaches and sunny weather.

L.A. is the home of people from over 140 different countries, speaking 220 different languages. It has the most museums and theaters in the U.S.A., sits on the third largest oil field in the country, and has the highest number of women - owned businesses in the USA. Los Angeles is a global city with a diverse economy in entertainment, culture, media, fashion, science, sports, technology, education, medicine and research.

★ Fun Facts ★

- If Los Angeles were its own country, its economy would be bigger than Saudi Arabia, Switzerland, and Sweden's.
- The iconic Hollywood sign actually said "Hollywoodland" from 1923-1949. It was originally built as an illuminated advertisement for a real estate development of the same name.





# Puerto Rico

### ★ General Office Info ★

ALPI SJU opened its doors 1995 initially to service clients in Puerto Rico who were importing from Europe. Since then, the office has grown to be a successful full-service import/export operation also offering warehousing and deliveries throughout the island. Major commodities handled by ALPI San Juan include tiles, furniture, pharmaceuticals, electrical products, and heavy equipment. Our office is proud to have an amazing list of world-renowned companies as clients.

### ★ Flavor ★

**Nicknames:** Isle of Enchantment (Isla del Encanto).

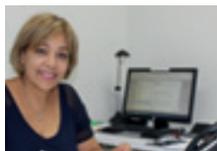
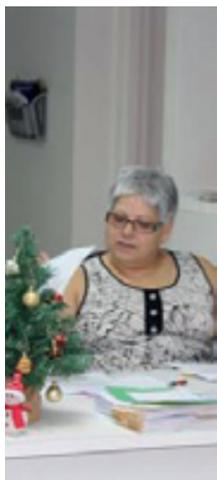
Puerto Rico is an archipelago that sits in the Caribbean, comprised of a main island and smaller islands and keys. Midway between North and South America, it is the perfect bridge to both continents and the world's fastest growing economies. The economy of Puerto Rico is mainly driven by manufacturing, primarily pharmaceuticals, textiles, petrochemicals, and electronics; followed by the service industry, primarily finance, insurance, real estate, and tourism.

Christopher Columbus discovered Puerto Rico on November 19, 1493, during his second voyage to the new world. He renamed the island San Juan Bautista for St. John the Baptist, and claimed it for Spain. On March 2, 1917, United States granted Puerto Ricans U.S. statutory citizenship. Puerto Rico is a self-governing commonwealth within the United States, and the U.S. dollar is the official currency. Puerto Rican people embrace their diverse heritage, and the primary languages spoken are English and Spanish.

We have deserts in the south, a rain forest in the east, mountains in the central part of the island and beaches all around. Bioluminescence exists around the world, but there are only a five bio bays on our planet. Puerto Rico has three of them. They must be seen to be appreciated and should definitely be on everyone's bucket list.

### ★ Fun Facts ★

- San Juan's original name was Puerto Rico, which means Rich Port, but later on the name was switched to San Juan, which was the original name of the entire island of Puerto Rico back then.
- Puerto Rico is one of the most densely populated islands in the world, yet only the size of the state of Connecticut.
- More than 70% of the rum sold in the USA comes from Puerto Rico.



# DENMARK ← TO → U.S.A.

## Consolidation Project 2016

In a collaborative effort between management and operations staff in the USA and Denmark, a focused team was formed to successfully establish a regular weekly consolidation service between Denmark and the important key market of the USA in 2016.

Denmark is the Scandinavian gateway for Northern Europe, offering our own ALPI trucks to pick-up and deliver from not only Denmark, but also from Finland, Germany, the Baltics, Norway, Poland, Sweden, the Benelux countries and the UK into our own ALPI Logistics warehouse in Denmark.

Goods consolidate in Denmark and depart with fixed, direct sailing schedules and a transit time of 11 days to the USA.

Upon arrival in the USA, ALPI offers delivery options throughout the states, by truck, rail and air.

ALPI Customs Brokers, Inc. can arrange customs clearance for our brokerage clients, and ALPI Logistics, Inc. in New Jersey offers full logistics services including warehousing, pick and pack, light assembly, and delivery. Track & Trace, EDI solutions, PO Management and WMS solutions are available as well.

Customers enjoy consistency, top-quality service and competitive pricing!

The Key Account Team built upon shared customers and a desire to grow this important trade lane. International trips were made over the course of the year to increase cooperation and develop increased volume.

### The team members include:

#### Denmark:

**Ocean:** Jens Rahbek / Frederik Christoffersen / Troels Zenner

**Air:** Lars Jacobsen / Malthe Puck / Claus Linnemann

**Sales:** Michael Haahr Hansen

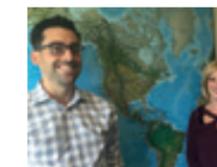
#### USA:

**Ocean:** Manoj Mani / Erica Hogan

**Air:** Paul Setticasa / Erica Hogan

**Logistics and domestic coordinator:** Erica Hogan

**Sales:** Michael Annunziata





# New York

## HEADQUARTERS

ALPI USA held a grand opening party at its new USA headquarters in New York.

Clients, vendors, ALPI ownership, and employees from throughout the USA gathered at the new location in Valley Stream, NY to celebrate.

ALPI's new office provides room for expansion and proper facilities to host on-site national meetings.

It is located in the same facility as U.S. Fish & Wildlife, closer to JFK airport and cargo facilities, and a short distance from the railroad for direct and easy access into Manhattan.

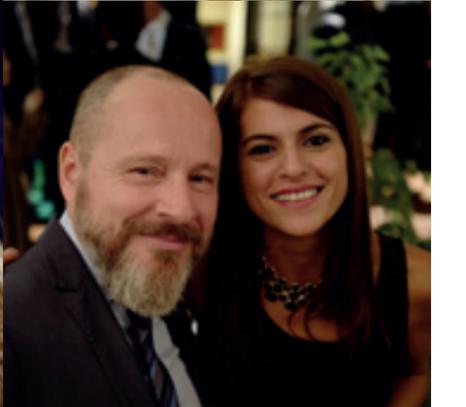
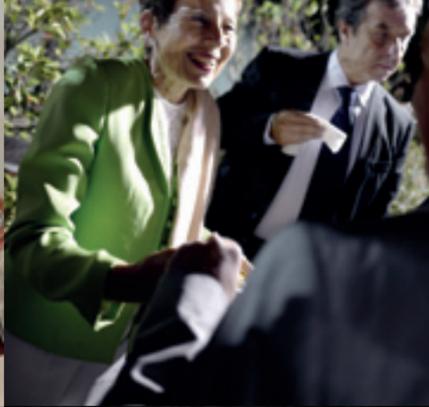


# ALPI CONVENTION 2016 DAY & NIGHT











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TOP SHOPS

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SHOREDITCH SHOPPING IS A MUST  
WHEN YOU VISIT LONDON

Known for hipster hangouts like The Hoxton Hotel or Ace Hotel as much as for the vintage shops on Brick Lane, Shoreditch combines the edgy East with the rest of London, giving us an endless amount of cool concept stores, urban coffee stops or hip restaurants for lunch. There have been a lot of changes, but the area preserves its character with graffiti, half demolished houses, a creative vibe and none of the attitude you might find in West London boutiques. Discover where to shop in this trendy area with our guide to the best shops in Shoreditch. **BOXPARK** Shoreditch is a retail revolution – the world's first pop-up mall. Based in the heart of East London. **BOXPARK** striped and refitted shipping containers to create unique, low cost, low risk, 'box shops'. Put them together with a unique mix of international fashion and lifestyle brands, galleries and cafés and you've got the world's first 'pop-up' mall. Make sure to pay a visit to our favourite, Pärta, for all your jewellery needs.

Super stylish menswear boutique, **HÖSTEM** (which recently launched it's womenswear offering) stocks everything for contemporary kids who love labels such as Ann Demeulemeester, Visvim and Rick Owens. Set in a redesigned industrial space with an old/new look this store is a must-visit when you come to Shoreditch.




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The first ever stand-alone **MAWI** Flagship is where the brand first set its roots nearly 10 years ago. The store is a haven for fans of the brand with everything from archive to exclusive one-off pieces as well as Mawi classics, showcased alongside seasonal collections.

French Cambodian sisters Val & Vanda Heng Vong were living and studying in London, when they found themselves missing many of their favourite Parisian labels and products that they couldn't get hold of on the British side of the Channel. And that's when **AJME** was born. Aimé opened its Redchurch Street location in 2013, expanding from its original West London home, stocking the best in French design.

**CELESTINE ELÉVEN** offers everything in lifestyle, ready-to-wear and accessories that a modern, style savvy woman might need. That includes yoga classes and treatments in the basement. As for designers, expect to find garments by J.W. Anderson, Meadham Kirchhoff, Charlie May and Pamela Love.

Scandinavian brands, tick; streetwear, tick; minimalistic art gallery ambience, tick. The **GOODHOOD STORE** started as a self initiated, self funded project to curate some of the finest clothing collections and objects from around the world, all of which shared their ideas of independence, exclusivity and quality. It has now moved to a bigger location on Curtain Road that houses their own Life Store and cafe in the basement.

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If you're in the area you might as well go to neighbouring Dalston and visit **LN-CC** (actually, you **MUST**). A unique retail experience and more of an installation piece than a traditional shop environment, once you made it through the impressively illuminated tunnelled entrance you'll find an unusual mix of international labels like Balenciaga, Jil Sander, Dries Van Noten, Rick Owens and Yohji Yamamoto as well as underground Japanese brands such as **SASQUATCH** and **Wacko Maria**.

Also known as Absolute Vintage's little sister, **BLONDIE** is a fancy vintage store with an impressive selection of vintage pieces – especially unique shoes and boots. Fabulous gowns, chic handbags and belts as well as designer sunglasses – a heaven for any sophisticated vintage fan. All pieces are being sold in great condition, from one fashion lover to another.

Another great store bordering Shoreditch is **HOUSE OF LIZA**, a vintage boutique extraordinaire. The well-lit concrete showroom with frocks hanging stylishly from the ceiling couldn't be further away from smelly, crammed and dim vintage stores. It is showcasing a selection of cutting-edge, highly collectable vintage that wrote fashion history including Jean Paul Gaultier, Thierry Mugler, Moschino, Gianni Versace, Yohji Yamamoto and many more.



EXPO IN THE WORLD

# Be confident. With care.

Our services at international and intercontinental Trade Fairs:

## COLLABORATION

with our qualified personnel to draw up documents before sending them to destination

## SHIPMENT

of the merchandise by sea, by air or by truck, and notice of delivery of the merchandise

## READINESS

of the merchandise

## CUSTOMS CLEARANCE

of the merchandise

## SETTING UP

at the Stand

## ASSISTANCE AT THE FAIR

by our personnel two days prior and until closing to assure your success at the Fair, and to assist exhibitors with a possible reentry of merchandise

## RE-DELIVERY OF MERCHANDISE

once it is returned to Italy

## FORWARDING

of the goods wherever you want

## AND, WE OFFER

all around assistance for anything the exhibitors require

We are able to guarantee you all of this thanks to the direct connections we have created over the years with official fair agents of various shows the world over.

**ALBINI & PITIGLIANI**  
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