

GLOBAL FREIGHT

by Jimmy Cutajar



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Jimmy Cutajar

- How would you sum up the state of Malta's logistics sector on the threshold of 2017? What is the outlook for the industry in Malta in the year ahead?
- What do you think your major challenges will be in 2017? How are you planning to tackle them?
- What will the priorities be for Global Freight in the year ahead? What opportunities are you looking forward to seizing upon?

The Maltese logistics sector has unfortunately been neglected for many years. Evaluation of the current trends shows that there is a dwindling Negative trade performance. Continued trade deficits show us that the trend is still ongoing and far from reaching the desired positive objectives.

In my point of view we have to evaluate Malta's Weaknesses such as

- Under qualified work force in the logistics sector.
- Lack of guidelines on how processes are further smoothed to encourage use of European procedures which will cut down on costs, especially within the FTZ (Free Trade Zone)
- Restructuring of terminal operator charges, specifically for cargo that is in transhipment which arrives in one ports, and exits from another.

GFS outlook for 2017 is quite positive and is looking forward to enhance it's ability by supporting the government view in recognising the need to implement developments such as the Hal-Far Complex.

2017 will be extremely challenging for GFS since the desire for growth is unprecedented, however we cannot achieve such feat without the required help of the authorities, since, Malta and Logistics providers are loosing quite a lot of cargo routing due to the high charges our esteemed clients are requested to pay by the port operators.

One has to bear in mind that Malta is an island and in order to achieve competitiveness to attract such FTZ transactions handling costs, customs formalities and bureaucracy have to be drastically reduced.

GFS is continuously investing in it's infrastructure, development of IT systems,

modus operandi, and implementation of ISO standards, together with the continuous agreement with reliable worldwide partners, thus enabling the company to offer a tailor made services.

Continued development of company's structure enables GFS to offer more options, competitive pricing and reliability. The company's vision is to continuously develop and sustain growth within the local and outside shores.

The world forecast and statistics for trade show that Global trade is currently on the downfall due to major shifting in manufacturer's operations. We are seeing the requirements of major manufactures whereby require their suppliers to develop their factories next to them.

2017 will be a very challenging year since the manufacturing sector in Malta is not showing any substantial growth, hence we at GFS will persevere by exploring niches beyond the local market, promote Malta as a Logistics hub and try its utmost to attract more logistical solutions via our island.

Our promise for next year will be to enhance the company's portfolio, ensure the company offers its esteemed clientele competitiveness, reliability, best pricing and continued development of Tailor Made Logistical service according client's specific requirements and obligations. **MBR**



EDITOR'S Note

Jimmy Cutajar's name is synonymous with all those who relate to the local logistic scene and beyond. Jimmy has been involved

in the logistics sector for over 20 years. A leading professional when it comes to organising transportation by air, land, sea (parcel / courier) service, Jimmy holds logistics close to his heart and works with such a passion that attracts a good number of customers. After a number of challenging posts in the local logistics field, Jimmy Cutajar took over the helm at Global Freight Solutions (GFS) at the beginning of 2016 with the sole intention of developing and elevating the company to become one of Malta's leading and innovative Logistics providers. Jimmy's approach with a 'Can-DO-Attitude' is what makes every single project a successful story and achievement for GFS. Apart from the years of experience in the field, Jimmy has been one of the very first to graduate with a higher diploma in Logistics and Transportation Management, awarded by the University of Malta in conjunction with CILT.