

THE HANDELOT TIMES

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HANDELOT
B2B wholesale consultants

THE HANDELOT TIMES

The Online **B2B Magazine**
for Electronics Wholesalers



NOVEMBER 2018

The tech industry is changing quickly and we want to keep you up to date with the latest news. We are developing ourselves by opening up to new innovations in **IT**. We are growing and keeping a reliable source of **B2B** information from all over the world. With The **Handelot Times**, we will bring you more information about market trends, share cutting-edge ideas, and bring our world together with yours.



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QUICK HITS

IMPORTANT NEWS FROM AROUND THE TECH WORLD

According to Bloomberg, **Amazon** has struck a deal with Apple to sell its products on the website of the world's biggest e-retailer. Soon, iPhones, iPads and iWatches will be made available for purchase, but the deal notably (and understandably) excludes Apple's new HomePod smart speaker.



GSMArena reports that **Huawei** has filed for a patent on a smartphone design containing a slit in the display where the phone's earpiece would be. Interestingly, the patent was filed through the United States Patent Trade Office, possibly signaling an intent to redouble efforts in breaking into the American market.



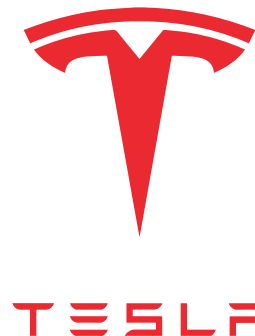
Activision Blizzard Inc. has lost a significant share of its market value since October, per Bloomberg. Following the maker of Overwatch and Call of Duty: Black Ops IV's sell off, their stock has dropped precipitously from a \$66 high.



Samsung is launching a China-only flip-phone/smartphone hybrid. GSMArena says that the Snapdragon-powered W2019 will have not one but two Super AMOLED screens: one on the front cover and one on the back, complete with an oldschool keypad. No release date is currently scheduled.



Tesla Inc. has tapped Robyn Denholm to be their next chairperson following the controversy and financial setbacks set upon the company by Elon Musk. Denholm was previously a member of the Sun Microsystems executive board and has strong links to the financial community.



Xiaomi has just opened its first UK flagship store in London to coincide with the Mi 8 Pro launch. The Redmi 6A, Pocophone F1, and Band 3 were also on initial at the store, says VentureBeat.





THE AUTHOR CHECKS IN

HEY ALL, YOUR FRIENDLY NEIGHBORHOOD AUTHOR HERE,



For this, the ninth edition of The Handelot Times, I decided to focus on an innovation that could seriously impact everything around us, not to mention our industry. I'm talking about **blockchain** technology.

Perhaps you've entertained the thought of adapting your business to work with **Bitcoin**, **Etherium**, or another cryptocurrency that blockchain was created to operate on. Perhaps you already do. In any case, what you may not know is that blockchain may very well power all manner of transactions in the coming years. In this issue, I give you a quick primer on the broad benefits of blockchain, followed by a detailed description of how blockchain can benefit our industry as a whole, on multiple levels. There are even a few manufacturers who are releasing supposed "**blockchain phones**". What does that mean? Read on!

The bottom line is, this technology is open source and greatly customizable, so it might even spark inspiration inside of you to create your own innovation for the greater good of drop-shipping!

This month's Takeaways From The East sparks a mini-theme all of its own, and here's why: **5G technology** is on our doorstep, and in China there's a race between Huawei and Xiaomi to see who can provide it the fastest. We analyse what technological advances both companies are coming up with to make their gains possible. There is also an analysis of the success of Honor, Huawei's sub-brand, and a review of the **P20 Lite**.

Vol. 9 also features an interview with the **CEO** of our esteemed partner Kamkwat, the usual from The Old Hand, Najib's Corner, and more.

As we move into 2019, be sure that The Handelot Times gives you everything you need to help your business innovate. And to be a VIP.

Brendan





INTERVIEW

CEO OF KAMKWAT

Dima@handelot took the time to sit down with Michael Law, the CEO of Kamkwat.

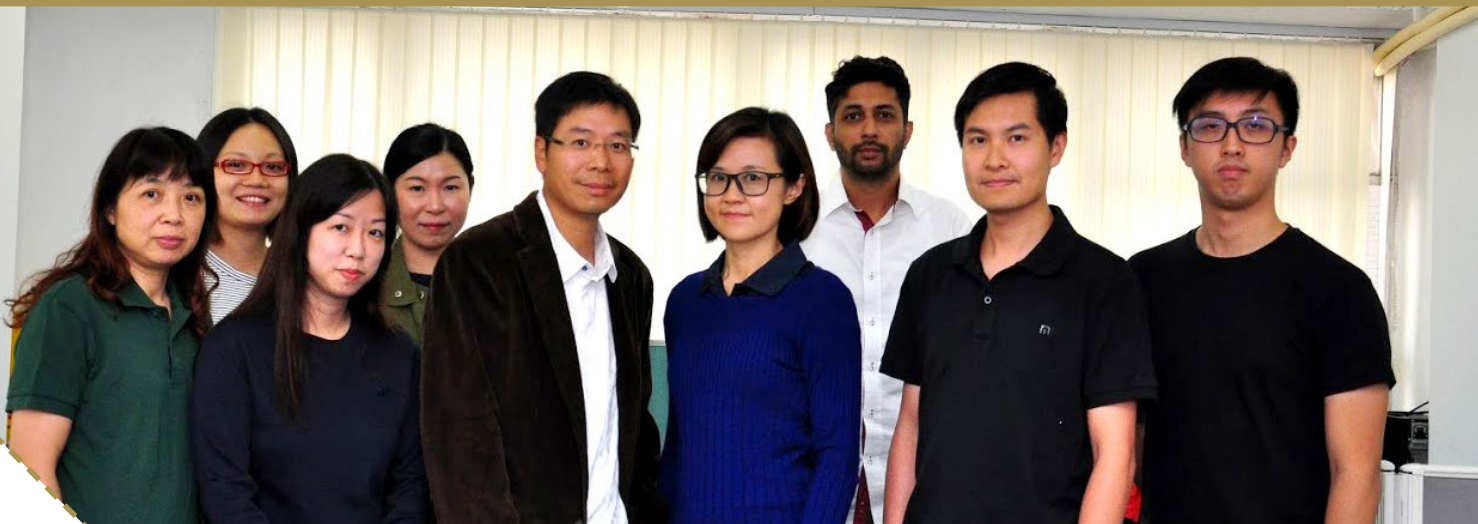
■ HOW DID YOU ENTER OUR BUSINESS? TELL US ABOUT YOUR FIRST STEPS AND HOW YOU GOT TO WHERE YOU ARE NOW?



- In the summer of 2012, my Korean ex-colleague needed a dropshipper in Hong Kong to ship Blackberry phones after they withdrew from the Korean market. I started doing dropshipping and moved to wholesaling blackberry phones after a few months. After 2 years in wholesale, mainly blackberry phones, i foresaw the death of Blackberry so I decided to start moving Chinese brands like Xiaomi and One Plus. We were among the first few companies in Hong Kong to actively move Chinese brands, so today we have well-connected Chinese suppliers and an international customer base.

■ AT THE MOMENT YOU STARTED YOUR BUSINESS IT WAS NOT THE BEST TIMES FOR OUR INDUSTRY IN HONG KONG. HOW WAS IT FOR YOU?

True. Also being a one-man company, I chose to start with Blackberry to grow my connections and customer base. Afterwards we had stable revenue and customer base, so we moved on to the bigger business of moving Xiaomi and One Plus.





■ IS IT EASY TO RUN A BUSINESS IN HONG KONG? I HEARD BANKING IS A MAJOR ISSUE NOWADAYS.

It's not cheap to operate any business in Hong Kong, but it still has advantages in low tax rates, high efficiency and hard-working employees. Banks are more sensitive to transactions due to stricter requirements to meet USA regulations. Major banks like HSBC and Hangseng have closed many mobile phone trader bank accounts. We just need to be cautious what kind of payment to accept or reject, and from which bank account such payments can be accepted. We keep three bank accounts, so in case we lose one it won't affect our business operations too much.

■ HOW IS BUSINESS FOR YOU NOW? HOW DO YOU SEE FUTURE OF MOBILE PHONE BUSINESS?

Business is good this year, but the past few months have been slower. Competition has become bigger and bigger, so it's difficult to grow business and maintain a profit margin. Mobile phone growth will slow down, like a lot of other business, being able to compete and win is the key to success. It is important to be competitive in price, business approach, financial strength, operation efficiency, having good team and more.

■ WHEN AND HOW DID YOU REALIZE THAT XIAOMI WOULD BE YOUR CORE BUSINESS?

We didn't make Xiaomi our core business, it's by nature of the industry and the success of Xiaomi. Oppo and Vivo don't allow trading, and huawei also highly controls distributors' trading activities. There are not many other Chinese brands that perform strong enough and also allow trading business by distributors.



■ HOW WOULD YOU RATE ALL THE BRANDS/ MANUFACTURERS ON A SCALE FROM 1 TO 5?

It depends on rating from what perspective. From the perspective of the mobile phone trading industry, I'd rate Apple 4, Samsung 4, Xiaomi 5, Huawei / Honor 5, OnePlus 5, and Oppo / Vivo 4 based on how I see where they are going.

■ IT'S ALWAYS GOOD TO LEARN FROM THE MISTAKES OF OTHERS. WHAT DO YOU THINK WAS YOUR BIGGEST MISTAKE?

I'd say risk control. The biggest mistake in my own business is relying too much on a single supplier before I moved to the mobile phone business. There is risk in having a single brand, single supplier, single customer, overexposure or over-credit for customer.

■ AS A SUM UP, HOW WOULD YOU CONVINCE CUSTOMERS TO DEAL WITH KAMKWAT? WHAT WOULD YOU LIKE TO TELL THEM?

We have a good team, we are flexible, responsive and most importantly, we are a trusted mobile phone wholesaler.

■ THANK YOU MICHAEL FOR YOUR PRECIOUS TIME!!!

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TOP PRODUCTS ON HANDELOT



1. PHONES 2995

2. USED 728

3. TWS 653

4. TABLETS 474

5. AUDIO 426

6. SPARE PARTS 360

7. GAMING 318

8. STORAGE 261

9. COMPUTERS 239

10. WEARABLES 184

11. VIDEO/ PHOTO 175

12. COMPONENTS 173

13. BROWN 145

14. PERIPHERALS 36

15. PRINTING 19



BLOCKCHAIN IN THE UAE

ALWAYS EMBRACING THE LATEST TECHNOLOGIES

NAJIB'S CORNER

VIP ARTICLE



■ KAZI NAJIB ASHRAF IS MY THREE YEARS OF MOBILE CONSULTING IN THE DUBAI AIRPORT FREEZONE

■ TRADE BARRIERS AND REGIONAL TAXATION ONLY BRINGS OPPORTUNITIES FOR THE BUSINESS COMMUNITY. HOW TRADERS ADAPT TO THE NEW REALITY WILL DEFINE THEIR SUCCESS FOR DECADES TO COME.

In early 2018, The UAE Government embarked upon launching the **Emirates Blockchain Strategy & Vision 2021**. The strategy aims to conduct more than half of all government transactions using the blockchain platform by then. This will help save time, effort and resources, as well as facilitate people to process their transactions in a way that suits their lifestyle and work. By adopting this technology, the government expects to save

- **AED 11 billion in transactions and documents processed routinely**
- **398 million printed documents annually**
- **77 million work hours annually**

The UAE will use blockchain for digital transactions, giving each customer a unique identification number that points to their information on the secure chain. Information and data on the blockchain cannot be hacked or changed,

which will ensure the digital security of national documents and transactions and eventually reduce operational costs and accelerate decision-making.

His Highness Shaikh Mohammad Bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai, launched the strategy, further showing the rulers' absolute commitment of the dynamic emirate to embrace new technologies. This is in addition to the adaptation of Artificial Intelligence at the onset of the tech boom.

In October 2017, the UAE Government launched '**UAE Strategy for Artificial Intelligence (AI)**', marking the post-mobile government phase that will rely on various future services, sectors and infrastructure projects. The strategy is first of its kind in the region and the world and it aims to achieve the objectives of UAE Centennial 2071 boost government performance at all levels



use an integrated smart digital system that can overcome challenges and provide quick efficient solutions make the UAE the first in the field of AI investments in various sectors create new vital market with high economic value.

Coming back to blockchain, the commitment of the government to embrace secure tech was outlined in an official statement:

"Adaptation to advanced technologies and utilising them in serving society and enhancing the efficiency of government performance is a firmly established approach adopted by the UAE," said Shaikh Mohammad.

"We want to capitalise on this advanced technology to transform **50 per cent of government transactions** into the blockchain platform by 2021 in order to cement the UAE's position to be among the most advanced countries that are well prepared to deal with future changes," he added.

Shaikh Mohammad said embracing this future technology would reflect positively on the quality of life in the UAE and enhance people's happiness. "The blockchain technology will help **save time**, effort and resources and enable people to process their transactions at the time and place that suit their lifestyles and work."

Unique identification number

According to a statement on WAM, the UAE will use blockchain for digital transactions, giving each customer a unique identification number that points to their information on the secure chain.

Information and data on the blockchain cannot be hacked or changed, which will ensure the digital security of national documents and transactions, and eventually reduce operational costs, reducing paper transactions and accelerating decision-making.

The UAE's strategy for blockchain focuses on four key themes: happiness of its citizens and residents, elevating government efficiency, advanced legislation and international leadership.

The strategy works on building the capacity of individuals and government leaders through training courses and workshops. Training programmes on blockchain will be designed for government leaders. University programmes on blockchain will be available.

UAE has always taken the lead in the implementation of new tech from border control and smart gates at the airports that were quickly adapted by the rest of the region. Several multinational organizations are bidding for verticals for AI and Blockchain for the projects to come.

EXPO 2020 would also bring forth a host of technologies to the UAE.



For tips regarding smart retail you can always contact me at kazi.najib@playtorium.com

BLOCKCHAIN



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Wroclaw, Poland



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Chotebuz, Czech Republic



Universal Freight & Logistics LLC
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BlankIT Ltd
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DOES THE WORLD REALLY NEED A BLOCKCHAIN PHONE?

WHAT'S THE BIG DEAL?



BLOCKCHAIN

In late October 2018, HTC announced the Exodus 1, its brand new blockchain smartphone. Somewhat predictably, its main selling point is the ability to keep your **"digital wallet"** full of cryptocurrency connected to the internet, making it ready and able to be used as quick as necessary. What is more, in doing so the company pledges that your data will be kept safe and sound. Furthermore, the device can only be bought with a limited variety of cryptocurrencies (such as Bitcoin, Ethereum, or Litecoin), at time of press equating to **USD \$950**. It is a bold step to be sure, but as with any innovation, the Exodus comes with its own set of questions that must be answered and understood before the mainstream fully embraces this new technological step.

What's the logic behind giving a digital wallet perpetual internet connectivity? There already exist phones with so-called "cold" storage wallets, such as the Sirin Labs Finney phone and Sikur's SIKURphone that keep your digital coins

shielded from hacking by denying them internet access. But HTC is clearly striving for convenience here. In dedicating a sector of a partitioned processor to blockchain transactions, the Exodus 1 is attempting to make your digital data more secure by keeping it separate from the other typical functions of your phone.

A blockchain connected smartphone is obviously a gadget for the most cutting edge of cutting edge tech-heads out there. As of the current moment, its practicality is questionable; the use of cryptocurrency may not be common enough to justify the investment in the near-term. But could it become so? As the global mainstream familiarizes itself with the numerous diverse uses of blockchain technology, we may see a growing number of these devices pop up. But how can the arrival of a blockchain smartphone be justified?

For one, it's to normalize the use of cryptocurrency, not to mention blockchain in general.

A second possible function of such a device is to make more conspicuous the availability of cryptocurrency by giving them the capability of “mining” it. Cryptocurrency mines are not in the earth, rather the stuff is made through the solution of complex mathematical equations by a designated machine, after which a small amount of cryptocurrency is unlocked. As Blockchain phones are machines first and foremost, it is within the realm of possibility that they could be used in the future to mine on their own. It’s an interesting concept to pontificate.

Crowd psychology dictates that in the formative phases of a movement, the first followers are of equal importance as the leader. We've seen those in the form of the first Bitcoin imitators, which have improved upon as well as mimicked the function of the original. Now we are seeing the first proliferation of this unique type of phone, which will doubtless be perfected upon in the coming years. The very appearance of this technology signals that tech firms are wagering enough consumers will follow to justify further manufacturing.

But perhaps not yet. The technology is just too experimental, and not enough consumers are followers of cryptocurrency, which is why these phones exist in the first place. All of that notwithstanding, HTC and the others have called their shot with where they think the future of blockchain it is, and that's to be carried with us all the time. **Time will tell** if they are right.



MOBILITY PLATFORM:

	0048 CZ S.R.O.	CZECH REPUBLIC	PRAHA
	ABC DATA S.A.	POLAND	WARSAW
	BLUEFIN CENTURY S.R.O.	SLOVAKIA	BRATISLAVA
	BM ELECTRONICS FZCO	UNITED ARAB EMIRATES	DUBAI
	CELL-TEL MIDDLE EAST LLC	UNITED ARAB EMIRATES	DUBAI
	CENTRAL POINT EUROPE S.R.O.	SLOVAKIA	PEZINOK
	DOMO TRADING LIMITED	MALTA	MSIDA
	EUROSTAR GLOBAL ELECTRONICS LTD	UNITED KINGDOM	NEWCASTLE-UNDER-LYME
	GERSIM IMPEX	ROMANIA	BUCHAREST
	HTP	FRANCE	VILLENEUVE-LE-GARENNE
	INTRADE D.O.O.	SLOVENIA	MARIBOR
	JUPITER GSM	UNITED ARAB EMIRATES	DUBAI
	KOMPUTRONIK S.A.	POLAND	POZNAN
	LMD GROUP GOLD LTD	ISRAEL	RAMAT GAN
	NOVAPHONE SP. Z.O.O S.K	POLAND	WARSAW
	PARKTEL SP. Z O.O.	POLAND	WROCLAW
	PHONE PARTS EXPRESS	UNITED KINGDOM	ROCHESTER
	PPA INTERNATIONAL AG	GERMANY	SCHAUENBURG
	PRESTIGE GROUP SRL	ITALY	BARI
	Q-CONN GMBH	AUSTRIA	VIENNA
	RIXOS FZE	UNITED ARAB EMIRATES	DUBAI
	SELTE SPA	ITALY	MILANO
	SG SPA	ITALY	MILANO
	SGM SOCHER INC	UNITED STATES	NEW YORK



INHOME PLATFORM:



BM ELECTRONICS FZCO

UNITED ARAB EMIRATES

DUBAI



DOMO TRADING LIMITED

MALTA

MSIDA



INTRADE D.O.O.

SLOVENIA

MARIBOR



LMD GROUP GOLD LTD

ISRAEL

RAMAT GAN



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ITALY

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SGM SOCHER INC

UNITED STATES

NEW YORK



IT PLATFORM:



ABC DATA S.A.

POLAND

WARSAW



KOMPUTRONIK S.A.

POLAND

POZNAN



PRESTIGE GROUP SRL

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ITALY

MILANO

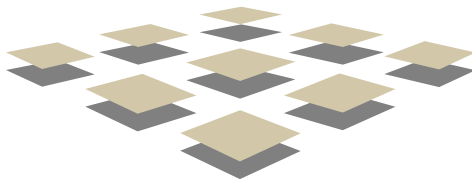


SGM SOCHER INC

UNITED STATES

NEW YORK

DETAILS MAKE THE DIFFERENCE



FOOD FOR THOUGHT?

Keep The Faith The Old Hand

theoldhand.wordpress.com

As a techno freak I am always looking for the next big thing that will change the way we live as a human race. I am confident enough to say that historically Smartphone's certainly did that!

Been involved in the business of mobile phones and living, eating and breathing it for **29 years**, the latter years have somewhat become a little dull for me. I am sure that it's not the case for everyone in the business but it is for me. **29 years** is a long time.

After all the mobile phone has historically incorporated into its development, the internet and cloud, the pc, navigational tools, music and video and a whole dimension of applications that can make life a whole new and different everyday experience, but I do feel that its all old hat now. Our lives are so fast that it doesn't take long to get accustomed to any type of change within it. Brexit and Trump are prime examples of that.

The problem that currently exists in the Smartphone manufacturing business is entirely related to two things, saturation and innovation.

Now one without the other would be ok, but both at the same time leads us to apathy and ultimately for the manufacturer fewer and slower sales. If it's slower for them then it will surely be slower for us, after all we are responsible for at least a third of their sales.

If we had a spark of innovation, the kind of spark that **Steve Jobs** gave the business when he took all the relevant technology and combined it directly into one handheld gadget now called a Smartphone then we would have a URICA moment in history that truly changed the course of humanity and went on to form the largest company in the history on man, valued at over 1 Trillion USD, yes we all know who they are. Currently this doesn't exist and neither can I see it in the pipeline.





We currently have vast and exciting technological advancements in AI, Electric Powered Transportation, Drone Innovation, IOT and all kinds of Biotechnology and much to do with Quantum Physics but the Smartphone business seems to be somewhat stagnant.

The networks margins have shrunk due to voice having no value and the manufactures are struggling to progress due to innovation and saturation.

I can see small sparks of innovation in the current Smartphone's innovative growth, facial recognition, touch less screens but currently I can't see a big game changer in innovation.

So where does this leave the parallel trading business? **Firstly don't panic guys.** You have invested your time and resources into one of the largest industries in the world with over 1.6Billion Smartphone's sold annually.

Just a quick analogy of that, currently I am consulting for the Smartphone recycling business, the production process of Smartphone's worldwide produces **50% as much** carbon dioxide as the carbon footprint of the whole of the worlds transport sector.

So I don't think there are any worries about you making a few quid now or continuing to do so in the future. However from an innovation prospective I do get concerned for the future of the Smartphone.

I can see LED screens everywhere, the walls of our houses built from LED screens, in our cars, our offices and working environments but where would that leave the Smartphone's? Off course this is a long way down the road but I can't help but hope that those great innovators can come up with something really special just for us guys and just like they have done historically.

Just think about that for a second, if there was a **URICA** moment waiting just around the corner, how would that change the dimensions of the business, your business?

Well off course just as it did in the past everyone would want that technology in the palm of his or her hands, and yesterday. Sales, Sales, Sales.

Born to trade, I am off course an eternal optimist and a small corner of me believes that the technology innovation will all of a sudden appear from nowhere and then we will ignite a new trading revolution for at least a few years to come.

Come on you creators, inspirers and technology geniuses, get cracking, we are waiting for a top up!

Keep The Faith
The Old Hand
theoldhand.wordpress.com





TEKSMART

SPOTLIGHT

Teksmart, a newly formed UK **startup company**, has signed a three year licensing deal with Australian based Investment company, Packhorse Investments.

Teksmart are a **Smartphone Recycling Enabler**. With the positive vertical growth in smartphone recycling combined with a growing consumer demand for refurbished smartphones, Teksmart are filling a gap in the market for supplying solutions to companies that wish to get involved within the used smartphone business.

These solutions include a **CRM** buyback system called Smartcycle, a diagnostics and cosmetic grading system called Smartcheck, along with a complete end-to-end recycling solution called **SmartC2C**.

"The planet is heating up and as businesses we need to be made responsible for our global footprint," says Managing Director Russell Cusack. "We can't go on with this irresponsible and relentless drive for profit alone, we have to create sustainable and profitable businesses without destroying our planet.

"Unlike a lot of recycling businesses that are not profitable, technology recycling - if done correctly - can be extremely profitable."

According to current research, the production of technology hardware produces a carbon footprint half the size of the entire world's transport sector combined.

As a recycling enabler, Teksmart can advise and implement a solution for any company wishing to get involved in this fast-paced and vertically-growing business.

Teksmart have partnered with **Packhorse** Investments in Australia, who have white labelled their Smartcycle buyback system, and launched it under the Frank Mobile Brand in Australia using Teksmart technology and support



"Although Teksmart are based in the UK, we have established that there is a global need and hunger for a Teksmart enabler and, unlike the UK, many countries worldwide do not have access to any technology recycling solutions," states **Cusack**. "This is a very current and exciting opportunity and I am thrilled to be a part of it. With Teksmart's three offerings, Smartcheck, Smartcycle and SmartC2C, we can offer any company the opportunity to get involved in this exciting and fast developing green business. This can be a large scale or a smaller type of operation. Teksmart's mission is to globally remove and recycle as many used smartphones as we can, and with smartphone annual global sales of over 1.6 billion units, we have plenty of companies to work with".

Russell Cusack has a strong leadership track record in the technology sector as former COO of Compub Ltd, one of the largest Apple Premium Resellers and Apple B2B suppliers in Europe.

If you wish to know more about the services Teksmart provides and how **Teksmart can** enhance your business with a technology recycling solution, please contact us at info@teksmart.co.uk.



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B2B WHOLESALE OF

MEIZU

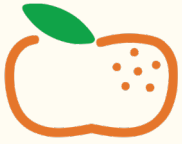


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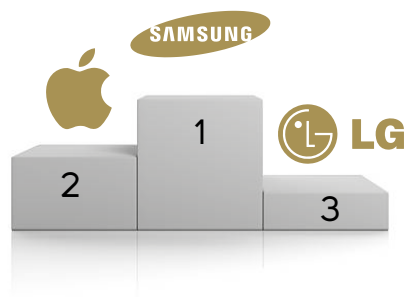




TOP BRANDS NOVEMBER 2018:

(AMOUNT OF TRADES)

>	1. Samsung	2812
>	2. Apple	2554
>	3. LG	809
>	4. Huawei	677
>	5. Sony	526
>	6. Xiaomi	404
>	7. Nokia	320
>	8. Samsung LCD	304
>	9. CAT	172
>	10. Motorola	159



TOP MODELS NOVEMBER 2018:

(AMOUNT OF TRADES)

>	1. iPhone 7 32GB	150
>	2. iPhone 7 128GB	143
>	3. iPhone 8 64GB	133
>	4. iPhone 8 Plus 64GB	132
>	5. Galaxy J3 (2016) – J320	99
>	6. AirPods	88
>	7. Galaxy S8	87
>	8. Galaxy J7 (2017) – J730	84
>	9. Galaxy S7	84
>	10. iPhone 7 Plus 128GB	84





TAKEAWAYS FROM THE EAST

THE NEXT GENERATION

Back in the summer, The Handelot Times let you traders know that Estonia would be the first country in the world, together with Finland, to have a **5G network** up and running. It is currently there, but unfortunately that's all we can say about this innovation: it exists. Meanwhile, Chinese smartphone manufacturers have been looking for ways that **5G can** work on their prized devices. Naturally, that means looking at the two leaders of the mobile game in China: Huawei and Xiaomi, and observing the technology behind their **5G ambitions**. Welcome to a special edition of Takeaways from the East.

As you've read, we've chosen to feature Huawei's newest mobile powerhouses and celebrate their sub-brand Honor's successes. Why are the **Mate 20 series** so impressive? Why is Honor able to have such a powerful gaming phone? The Kirin 980, an impressively small microprocessor, is the secret to their successes.

Introduced just days before Apple unveiled their new crop of iPhones to the world, the 980 is the world's first **7-nanometer** (nm) chipset -- the world's smallest to date. Of course, the set wouldn't have been made so small if Kirin weren't prepared to pack it with power. The 980 contains 1.6 times as many transistors as their previous chipset did, reports the Times of India.

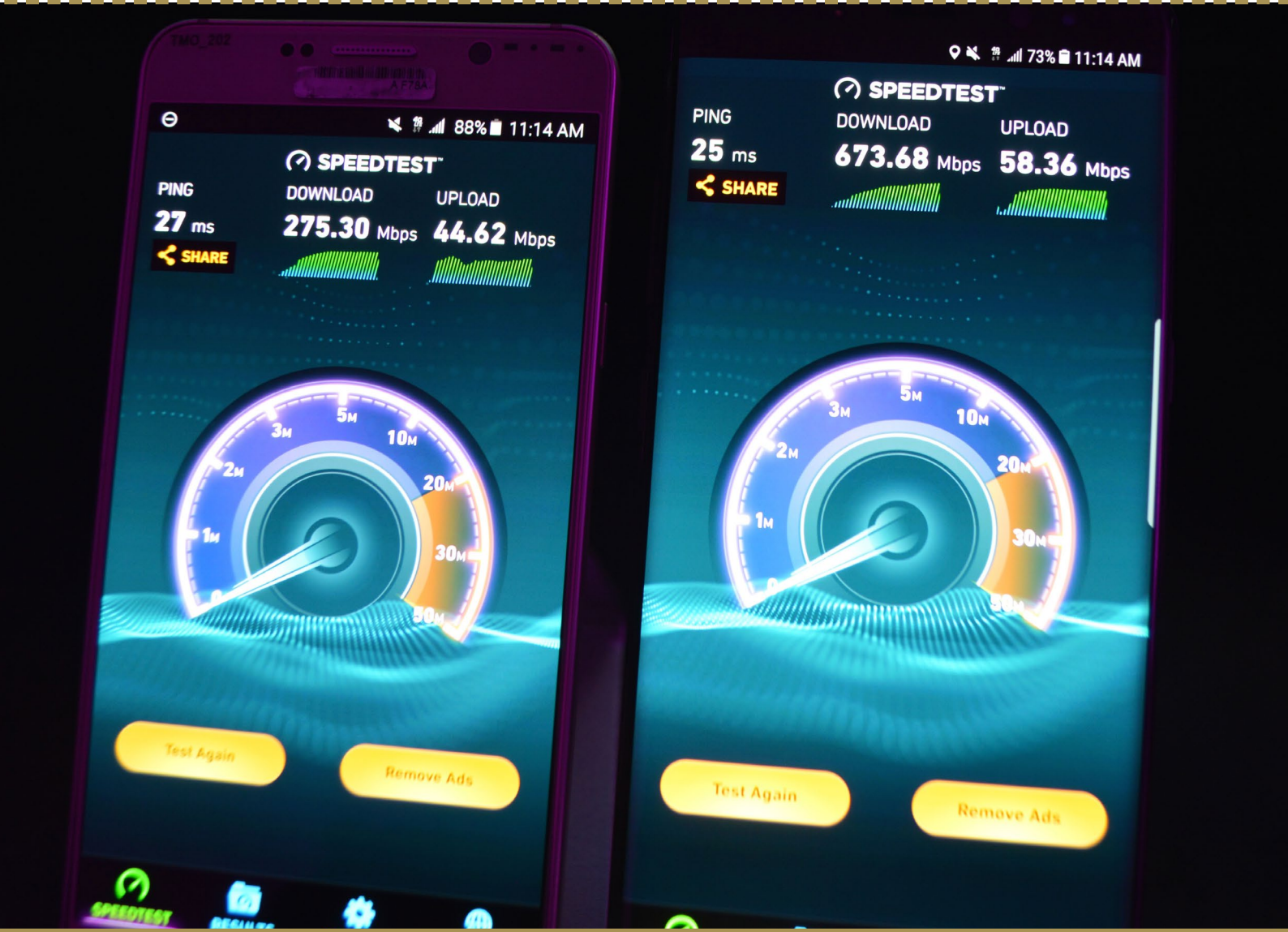
There's lots of other tech specs that sound impressive: it has an octa-core comprised of Cortex **A76** and **A55** cores, and also works in tandem with the Mali-G76 graphics processing unit in the new Huawei devices. Those things are barely noticeable unless your device lags during a particularly heated game of Fortnite. More obvious is the chipset's capacity for advanced

facial recognition -- it helps cameras recognize a human face from that of a dog, for example.

All of those features will fuel the success of this phone and Huawei as a whole. Most of all, the Kirin 980 is the first chip that will be able to support **5G technology**. Speaking to the Times of India, Benjamin Wang, Huawei's deputy general manager of chipsets, recently announced that his company will launch 5G-capable devices starting in 2019. In short, the company seems poised to launch the Internet Of Things revolution for an entire hemisphere.

The Kirin line of chipsets is made by Shenzhen-based HiSilicon (or Haisi for short), a subsidiary of **Huawei started in 2004**. Since then, they have reportedly grown to be the largest domestic designer of integrated circuits in China. As such, they have powered phones ever since launching the Honor brand, not to mention being their go-to for powering their flagship phones since 2015. Their in-house chipset manufacturers have made them a 5G pioneer; Apple quickly followed suit in releasing its own 7nm chip for its iPhones, and Qualcomm is set to do the same early next year. Haisi and Huawei can claim "first!"

You can never bet against the competitive and enterprising Chinese smartphone market to give us some excitement, though. In October, Xiaomi announced the release of the upcoming Mi Mix 3. Of course, it has impressive features aplenty, including a 6.4-inch OLED screen and a bezel-less design ensured by the slider function, whose increasing popularity we covered in the last edition of The Handelot Times. What stands out, however, is that the Mi Mix 3 will



reportedly be the first **5G phone** on the planet, meaning that the device will carry a 5G radio in addition to a reported 10GB of RAM with a bezel-less screen and sliding function that helps house their four-camera setup, two in the front and two in the back.

The term “Internet of Things” has been bandied about when discussing the arrival of **5G technology**. A plethora of tools and devices we use in our personal and professional lives will supposedly connect and work in-sync with each other to help us better. Therefore, **5G phones** might be the least exciting thing about this coming innovation. However, one of the added benefits of **5G connectivity** is something called radio convergence, which is the combining of multiple networking functions like cellular signals and WiFi to achieve reductions in power, complexity, and cost. **5G phones** could make

connectivity faster while lowering the burden on your device’s battery. In an era where manufacturers are trying to figure out how charge batteries faster and faster, that’s an infinitely attractive feature.

Huawei initially planned to have the first **5G phone** out in the back half of 2018, but Xiaomi will, by all appearances, beat them to it. However, Huawei is developing the first **5G networks** in China and are conducting trials in other countries like Bangladesh for deployment between now and 2025.

Watching Huawei and Xiaomi, the two top dogs on the Chinese market, push each other to develop the infrastructure of technology that will become commonplace in our lives is fascinating. It’s good for them, good for consumers, and good for you, the trader.

HUAWEI BEGETS HONOR

Having released a gaming smartphone, the Honor Play, in the summer and preparing to re-release their brand new Honor Magic, it's time to look back at how far Huawei's sub-brand has come.

You, the trader, may think it strange to inject world history into an article on a top smartphone brand, but if you would humor me for a moment

as I deal you the following analogy, you'll see the similarities in play.

The world of today is made up of many nations, territories and empires, but it was not always this way. Before the Common Era, there were fewer, larger civilizations that controlled the Earth's landmass. One such civilization is Phoenicia, who is responsible for the roots of

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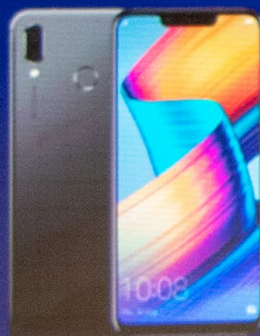
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the modern Latin script. Phoenicians colonized the Mediterranean ocean, leaving many settlements all over North Africa, and the Middles East. Chief among them was Carthage, a chief Phoenician city that transformed into an empire so large and powerful that it established its own colonies.

Huawei, like ancient Phoenicia, has carved out a vast territory for itself. As of this year, it has surpassed Apple to become the world's second-largest smartphone maker. Their Mate 20 line of devices is widely expected to become a hot seller. And they are responsible for their own Carthage: the Honor sub-brand of budget smartphones that not only locked down the Chinese market but became a force to be reckoned with in markets worldwide.

Honor was launched in 2013, when the conglomerate decided to go ahead and spinoff one of its phone lines into its own brand aimed at low-cost phones, dedicated at the time to work with its own competitors in-country such as Xiaomi. Now, it's become a prestigious brand in its own right, pumping out much ballyhooed phones not just in China, but in many countries abroad.

The world smartphone market, like the world make-up of states, is evolving to include different competitors. Some smaller than others, not trying to take over the entire world. But they serve their purpose. Honor is an example of a brand whose purpose coincided with a need to be filled the world over. That's why it stays in the mouths of traders everywhere.

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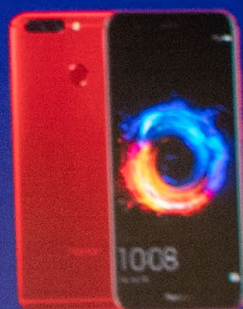
honor View 10⁰⁰ honor 9⁰⁰

NOV

honor 8Pro

DEC

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THE HUAWEI P20:

WHAT WE KNOW SO FAR

Competition in the smartphone market is absolutely brutal. With Xiaomi poised to become the next Apple and up-and-coming firms attempting radical new uses for smart devices, Huawei has evidently decided that the best way to proceed is to give customers more of what they want, faster than anyone else can possibly give it. Enter the **Mate 20 series**, which comes in standard, Pro, and Lite editions. The new talk of Huawei's lineup premiered at a London event in October, and is set to be released by the time you're reading this very sentence.

The **Mate 20** is a smartphone line that arguably makes a modern mobile lifestyle more possible than ever, with a bigger battery, faster charging, an impressive camera setup, and more. In beefing up what people look for in smartphones, the Chinese stalwart is attempting to find success in the "more is better" mindset. But does it equate to a quality device? Below you can find the goods on the phone specs that consumers care most about.

The Battery

The **Mate 20 series packs** a battery capacity in excess of 4000 mAh, with the Pro maxing out at 4220 mAh, which is good for a nearly 100-hour battery life on standby. By comparison, Samsung's Galaxy Note 9 carries a 4000mAh capacity, while the new iPhone XS Plus has a capacity of 3174 mAh. What is more, the **Mate 20s** are the latest to support Huawei's native Supercharge tech-

nology, which boasts of a 70% charging ability in just 30 minutes.

The Exterior

The **Mate 20s** sport the curved-glass front that has been typical of flagship phones in recent years. However, the back of the phone is where things get interesting, having a vinylesque grip that makes for a unique, hand-held haptic experience. The devices make for some real eye-candy as well, with a "twilight gradient" that changes colors depending on the angle of the light. In incorporating these unique visual tricks into the design of the phone, Huawei is attempting to kickstart conversation around the brand as a design innovator in the smartphone world. Additionally, Huawei has switched from Samsung to BOE as the source for its OLED Gorilla Glass, per GSM Arena.

The Camera

Rumors have swirled for the larger part of a year about Huawei's experimentations with a tri-camera setup in this phone, we finally get to see the fruit of the experiment. It turns out that one of the three cameras touts an ultra-wide 16mm lens with an aperture of f/2.2. The three cameras work together to provide picture quality upwards of 40MP with a combined 5x hybrid zoom. And that's only scratching the surface. There's plenty of things in this device for shutterbugs to love.



The Final Verdict

Trust Huawei to invest in and provide the requisite technology to keep the whole device stable and running as it should with its brand new Kirin 980 processors. But are the **Mate 20s more** than cameras that allow you to make

phone calls? If they were simply that, they'd be going for an exorbitant amount on the market. However, the **Mate 20s** can be had for less than EUR 1000, which cannot be said for the Galaxies and iPhones of the present world. Maximal features for a minimal price are the order of the day in Huawei's corner of the world, and they should win in the end.





BLOCKCHAIN

A PRIMER

If the very mention of the term gives you a headache, this is the article for you.

In going about daily business, in giving something to one so that we may receive something from another, we often encounter so-called middlemen. These middlemen, when they act as intended, ensure that transactions of all stripes process smoothly, and that all involved follow the previously established rules of conducting such transactions as they were intended. However, as time has gone on and as technology has empowered us to start our own initiatives and take chances to gain ever more as they come. Risk-taking has replaced risk aversion in business, and the spoke-and-hub mechanics that govern the field must change accordingly.

Enter the blockchain, a technology that is primed to replace the old spoke-and-hub order of everyday transactions.

Blockchain is all about democratizing access. Chances are if you've heard the term before, it has been in conjunction with Bitcoin, a so-called cryptocurrency. In the late 2000s, **Bitcoin was thought up by Satoshi Nakamoto**, a shadowy figure that to this day people know relatively little about. Mystery notwithstanding, blockchain was the engine of this unique project, which now has a global circulation worth **billions of US dollars**. What was a laughable pursuit five years ago has become a serious investment now. But it's about so much more than currency. We are beginning to discover that blockchain technology has a groundswell of potential for development that could change all manner of transactions forever.

Rather than centrally validating transactions, blockchain – called such because every **"block" or user is linked** – is predicated upon every user having the same permissions and rights with regard to access to information across the board. Instead of one official ledger, every user in a blockchain has a ledger which



WHAT IS BLOCKCHAIN TECHNOLOGY?



A digital ledger that keeps a record of all transactions taking place on a peer-to-peer network



All information transferred via blockchain is encrypted and every occurrence recorded, meaning it cannot be altered



It is decentralised, so there's no need for any central, certifying authority



It can be used for much more than the transfer of currency; contracts, records and other kinds of data can be shared



Encrypted information can be shared across multiple providers without risk of a privacy breach

Source: IoT World News

is updated with the most recent changes simultaneously. Its very mechanism is fraud-averse; records are managed via peer-to-peer networks and collaboratively authenticated and time-stamped. Additionally, no data can be retroactively altered without the consent of everyone in the blockchain.

Need something more concrete to help your understanding? "The traditional way of sharing documents with collaboration is to send a Microsoft Word document to another recipient, and ask them to make revisions to it," says entrepreneur William Mougayar. "The problem with that scenario is that you need to wait until receiving a return copy before you can see or make other changes because you are locked out of editing it until the other person is done with it." Mougayar **compares blockchain to Google Docs**, where "all parties have access to the same document at the same time, and the single version of that document is always visible." Although instead of simple text, entire financial records, inventory accounts, and encrypted documents are shared with a predetermined speed (Bitcoin's blocks are created and updated every ten minutes for example, while Ethereum's come every 14 to 15 seconds). Put simply, it eliminates the middleman and allows quicker access to all the things we value in life.

Of course, nothing is entirely foolproof. The decentralized aspect of blockchain **doesn't provide for error-free** transactions. There's the issue of forks, which occur when a blockchain updates its operating software, and could cause a discrepancy in the rules of operating for a particular chain if all users do not update concurrently. However, these are avoidable by setting rules for the entire chain and holding users to them, and future tweaks to the concept should go a long way toward minimizing forking.

But imagine a world where you no longer have to worry about waiting for a bank to clear a transaction, or when a contract will automatically execute for us once certain criteria are met? That's the world we are looking at as we head deeper and deeper into the 21st century.

How can we be sure it will work? It will, simply if we believe it will. Medieval Europe saw the rise of tulips, and ownership of them became a status symbol. Then it was gold, which is a functionally weak metal but humans value it simply because it looks good. The paper money we use for everyday transactions is a stand-in for gold; in essence, it is a representation of a representation of value. Faith is the strongest capital we have, and it's what will make blockchain of untold value in the future.

GPUS

AND CRYPTO MINING?

What exactly is happening with this market? Is everything what it seems?

You may remember the Handelot Times' coverage early this year about cryptocurrency mining farms in places like China and Iceland, namely the huge warehouses and tents full of GPUs that consume lots of **power for mining** Bitcoin, Ethereum, Litecoin, Monero, and others. Cryptocurrency farms like these are by-and-large fueling their value at this point, but did you know that the everyday internet user can also use their laptop or desktop as a mining machine? Thanks to high-powered graphics cards typically used for gaming, the average Joe can play a part in building the value of the legal tender of the future.

Nvidia and AMD are two of the world's foremost graphics processing unit (GPU) manufac-

turers, both responsible for the evolution of the video game industry. These units, in turn, can also be used for mining cryptocurrencies thanks to their high hashrates. As The Handelot Times has previously explained, cryptocurrency mining is but a euphemism for the mechanics of its creation; computers with high-powered processors solve complex mathematical equations, which get increasingly complex over time and therefore require **higher-powered GPUs** to resolve.

In TechRadar's round up of the six best GPUs for mining, the two firms take all the spots. However, the stances of Nvidia and AMD on mining are very different given their recent fortunes. According to ExtremeTech, Nvidia saw a boom in the entry of novice miners from 2017 into early 2018 seeking to buy GPUs for mining, resulting in their revenue soar to **\$289 million USD** in Q1. However, Nvidia recently announced that earnings from crypto-specific GPUs amounted





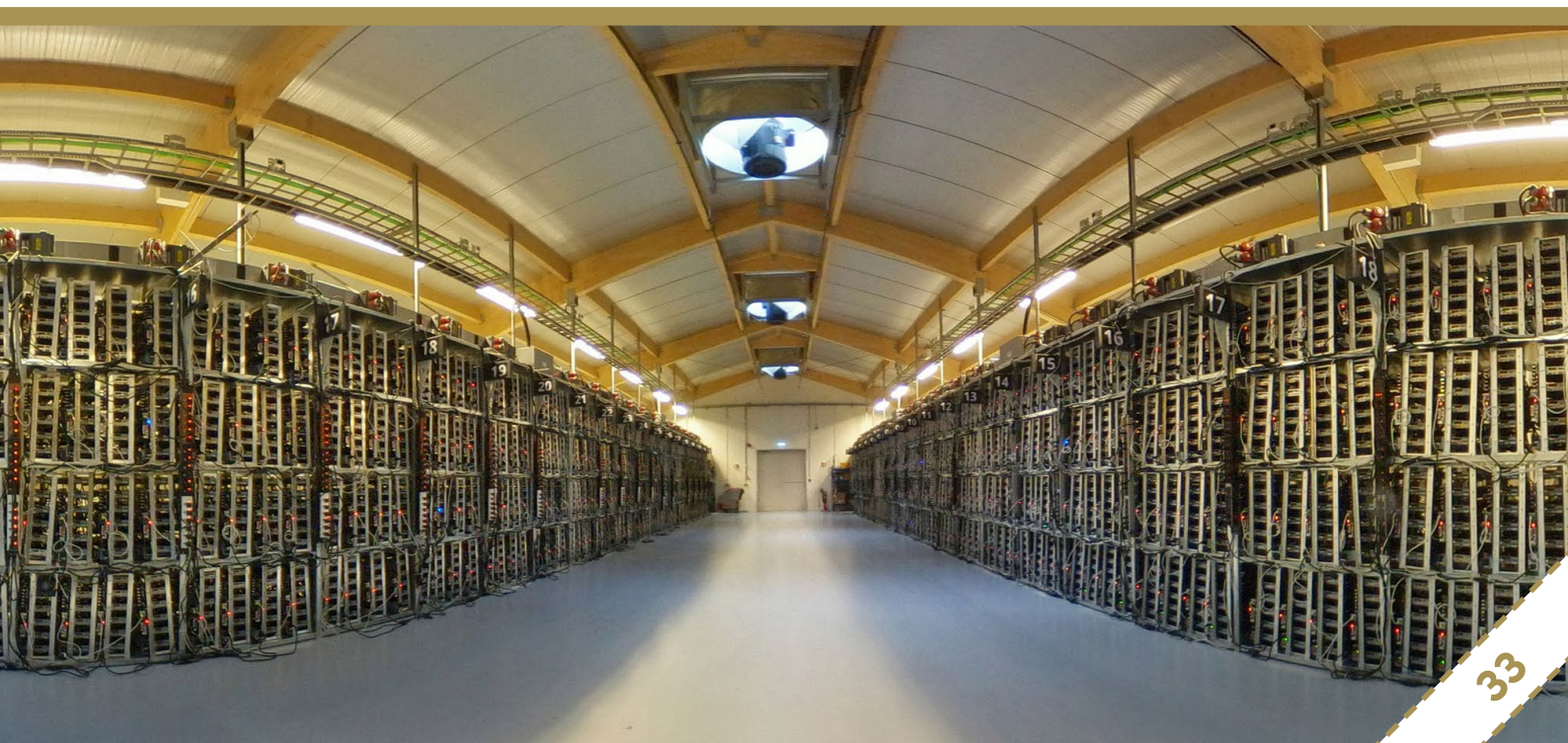
to just \$18 million USD in the most recent quarter, down from a \$100 million USD projection. Reasons behind this include the skyrocketing value of Bitcoin, currently the most recognizable digital coin, and the related diminishing returns when mining as an individual. As of now, it doesn't make sense (or cents, if your sense of humor will allow it).

As Nvidia second-guesses its entry into the graphics card game, **AMD is doubling down**. They have announced plans to release eight new graphics cards into the market. Dubbed "block-chain compute solutions" which could doubtlessly boost your frame rate, they are tailor-made for mining that sweet sweet crypto. Ranging from simple single GPU setups to massive 20 GPU rigs with additional industrial-strength power supplies, AMD is taking the long view in this renewed investment into cryptocurrency.

Is this move wise on the part of AMD? If the focus of their buyers is Bitcoin, then this ship could sink sooner than it set sail. But given the existing cryptocurrencies being mined that are rival to Bitcoin, like the aforementioned Ethereum and Monero which are currently much less valuable, there is value to be found as an individual miner hoping to invest in this technology and reap the rewards.



Is Nvidia's move wise? They are working off of the increasingly popular belief that ASICs - application specific integrated circuits - are better suited to mining operations because they are priced similarly to **GPUs and don't require a computer**. However this means that GPUs, which saw their prices soar when the initial crypto gold rush took off in 2017, will return to levels around their suggested retail prices much to the delight of gamers, who are Nvidia's core consumer base. The news that Nvidia is pulling out could mean a surge in sales and therefore a surge in shipments, which makes this a wiser choice for stocking up on.



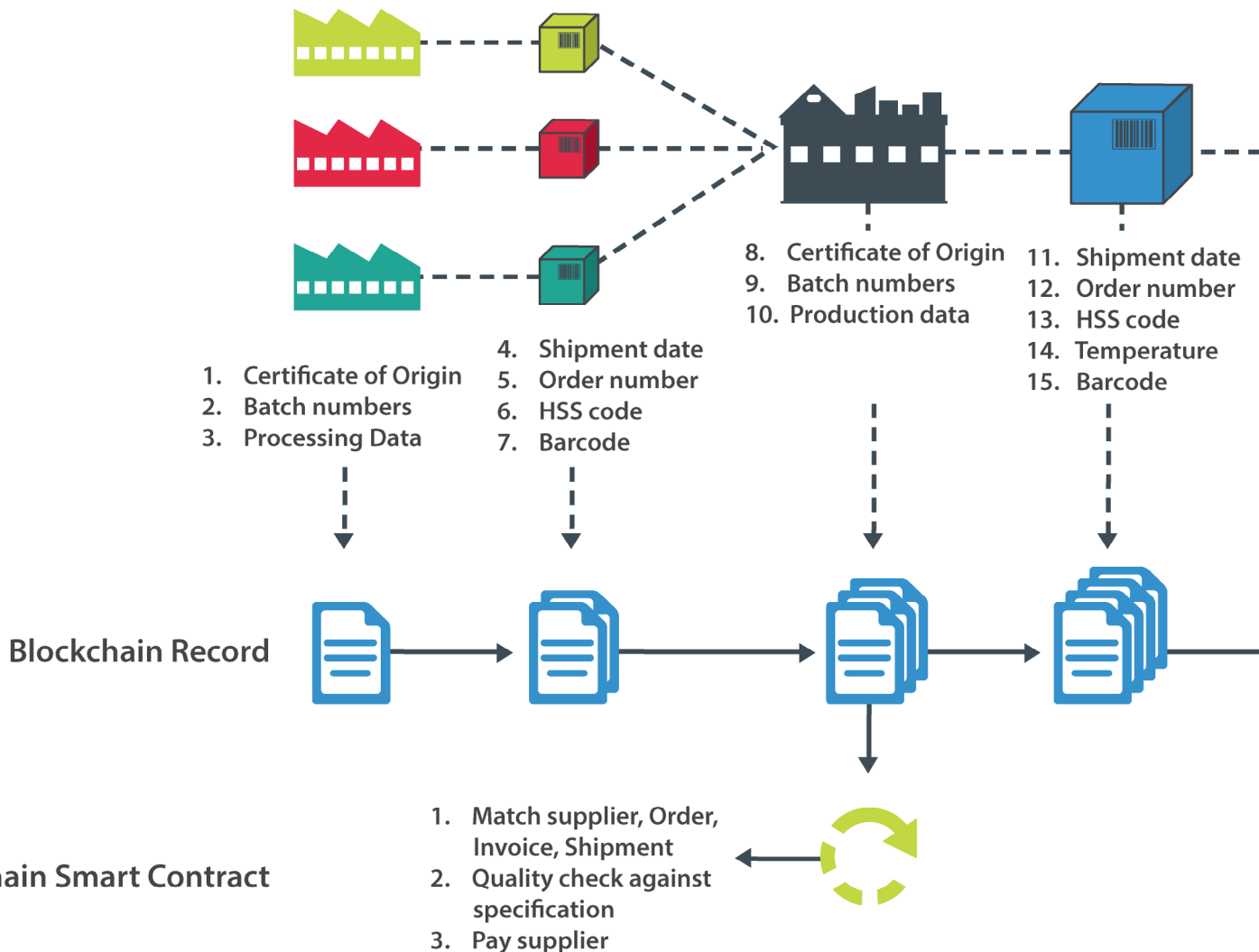


SHIPPING ON THE BLOCKCHAIN

Can the **blockchain do everything**? Probably not. It's not conceivable how a blockchain can make your morning breakfast, but with that said it's capable of things we simply didn't think about when Bitcoin founder Satori Hatoshi released his white paper on the technology ten years ago. Could it even revolutionize our industry? On multiple levels, the possibility exists.

Let's start with the very process of shipping. For Handelot's partners who roll heavy in acquisitions and sales, it can be a real pain trying

to track down where everything came from and where it's going. Firms like **Provenance** are aiming to use blockchain for creating a digital paper trail from origin to warehouse to retail. **How?** Knowing that a centralized system cannot ensure of enforce transparency, they've invented digital "**passports**" that prove authenticity and origin while decreasing the chances for fraudulent behavior. Similarly, Skuchain is using blockchain to create a zero-knowledge collaborative platform to safely and securely share data that often gets lost in cross-border transactions



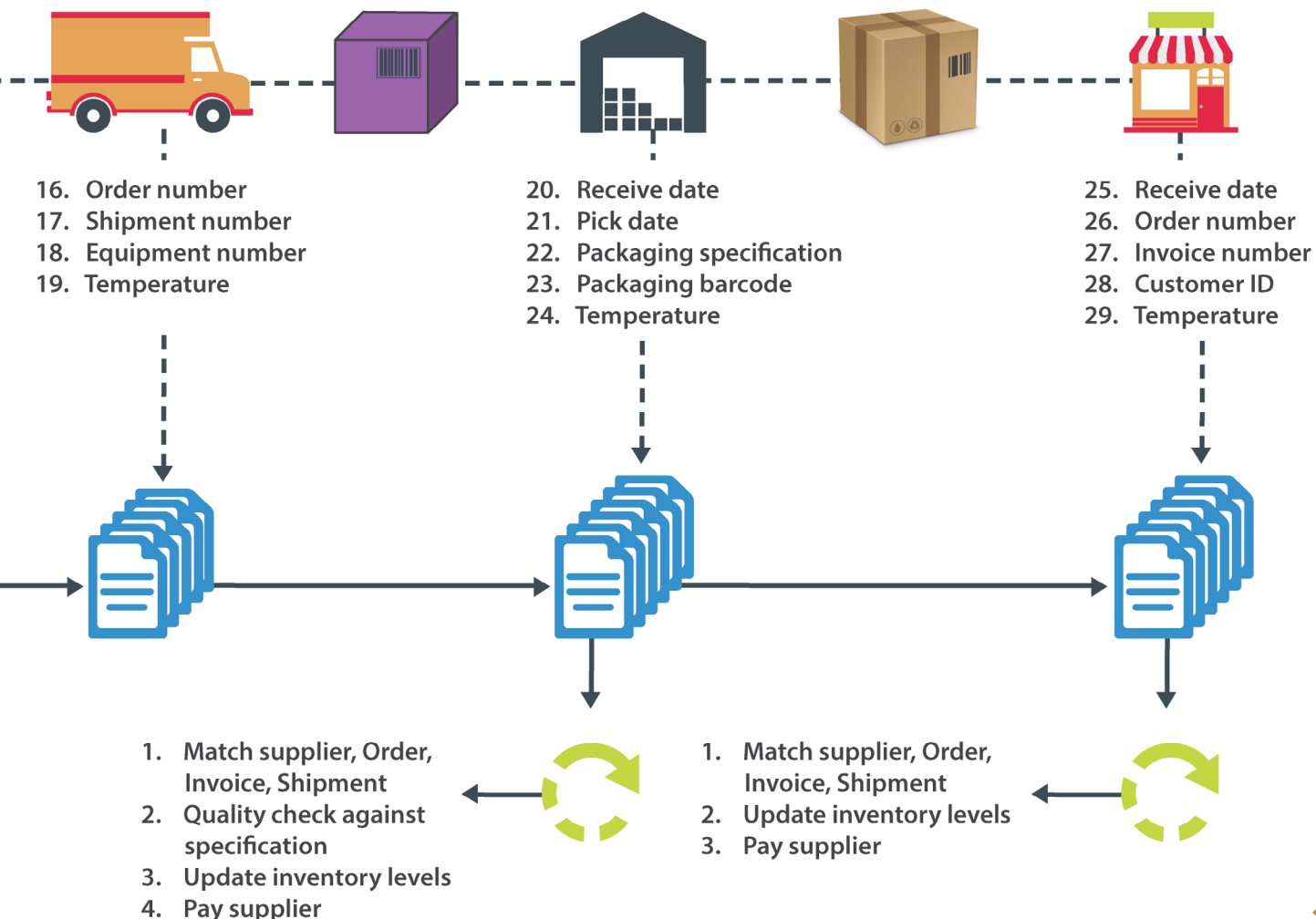


With regards to the shipping itself, so many factors can hang up cargo from reaching its destination: damage en route, congested ports, and inclement weather on the high seas are all factors in moving goods. The shipping giant **Maersk** is working to better provide marine insurance, one of the historically least efficient insurances, and make it easier to track and manage on the go. Having tested a blockchain concept with Microsoft, Maersk seeks to enable various parties to settle upon the terms of premiums in a manner designed to reduce time and cost, not to mention the tedium and friction that often accompanies insurance claims.

Agreements between sellers and buyers have something to gain from blockchain as well. The mere act of composing and signing legal documents can be made easier, and UK-based firm Selachii is showing us how. Using blockchain, **smart-contracts** are created that cannot be lost or altered without all concerned parties being able to track the changes. Disputes are nullified

because the proceedings are transparent. Fraud is reduced because owed money is not paid out (the automated mechanism for which also uses blockchain technology) until contracts meet a **pre-agreed** upon set of requirements and, because paper is not involved and associate fees are not a factor, costs are reduced.

The possibilities of blockchain seem boundless, and they hold so much promise for the evolution of dropshipping. As our industry has its own particular set of concerns regarding trust, security and cooperation, traders more than anyone could stand to benefit from creating blockchain-based safeguards and conveniences. Imagine a sight-based grading system where shippers can certify on shipping and receiving end. Or perhaps a fraud alert system that's built into payment processing, automatically sounding off when certain criteria in smart-contracts are not met. There's room for all of us to innovate and find ways to use it to our advantage.





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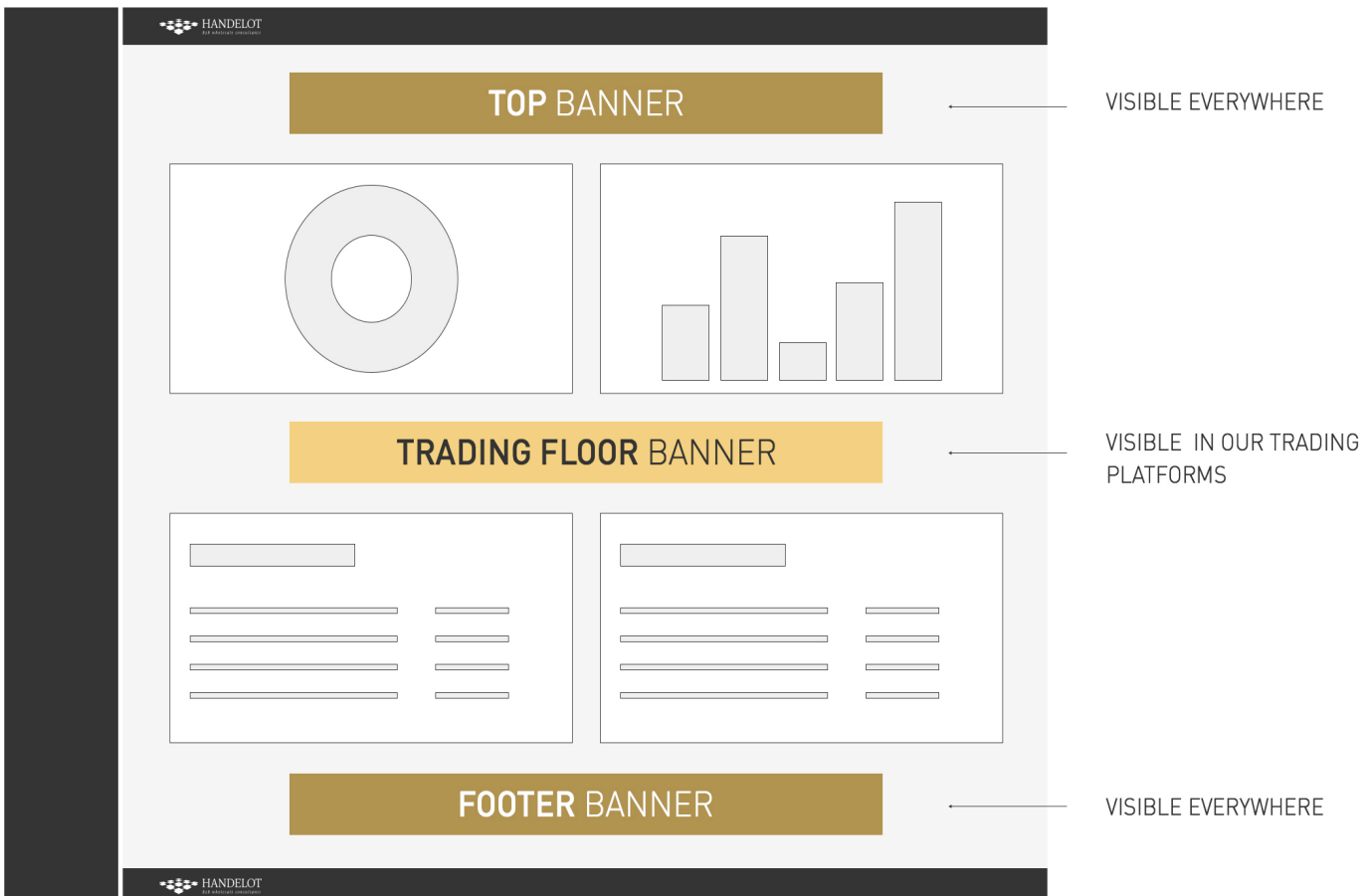
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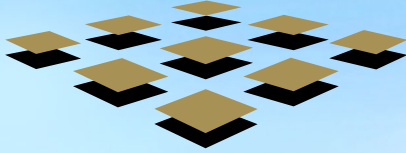
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