

# PROJECT CARGO

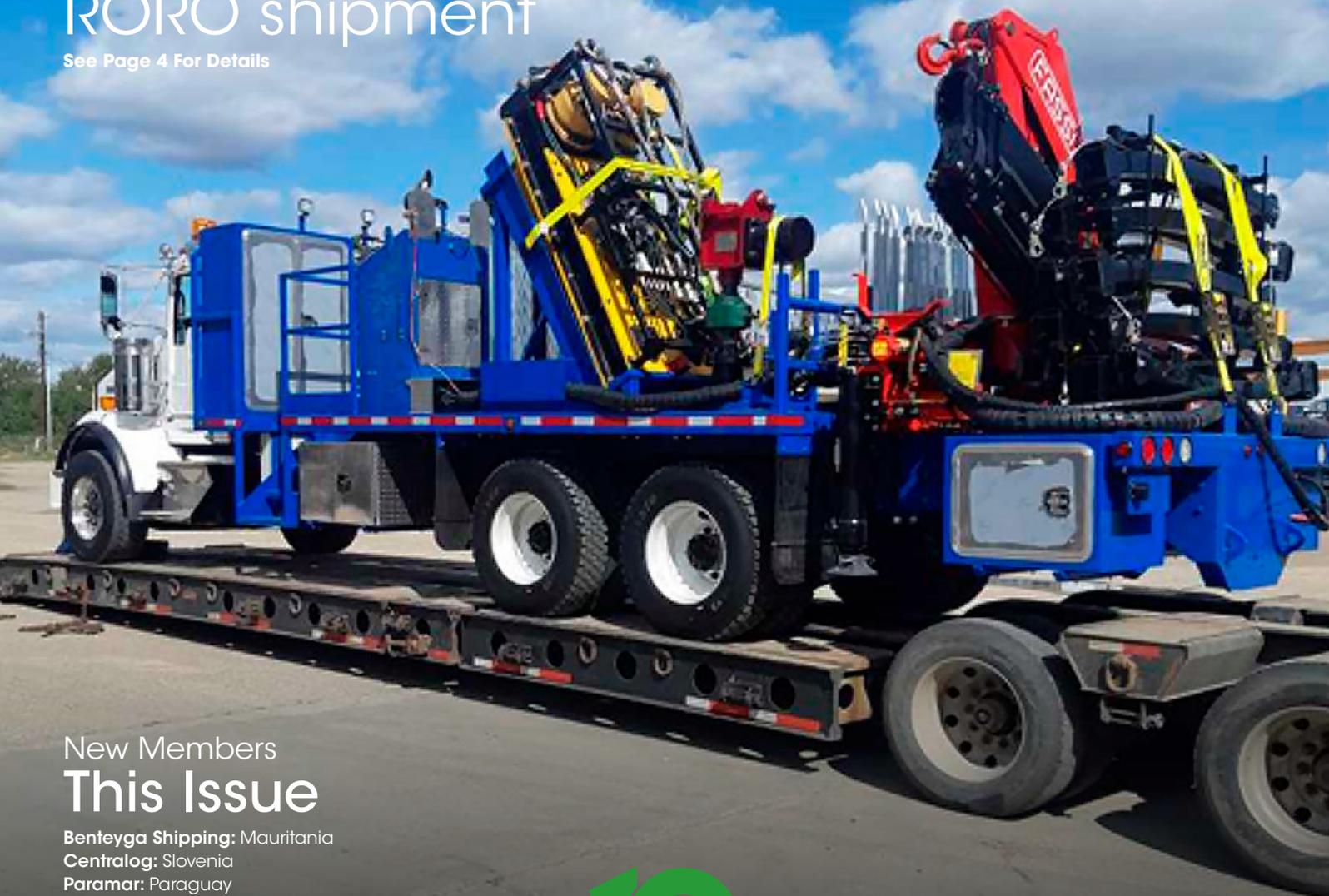
## News

PCN's Bi-Monthly Newsletter

Issue 49 March 2020

## Wilhelmsen and Convoy Logistics handle critical RORO shipment

See Page 4 For Details



## New Members This Issue

**Benteyga Shipping:** Mauritania  
**Centralog:** Slovenia  
**Paramar:** Paraguay  
**Pronto:** Namibia



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## From The President/C.E.O.

What a great start to 2020 we are having at PCN! We have welcomed Pronto Global (Namibia), Paramar (Paraguay), Benteyga Shipping BSMG (Mauritania) and 2hm Logistics (Slovenia) to our global family and our Recruitment Manager, Sam Wilcox is currently processing applications from 15 other companies wishing to join us.

In January, we introduced our new in-house eZines, which consist of helpful information and pointers on various topics. We are constantly looking at ways to improve experiences within our network and as such we recognise the significant importance that learning holds. For us, training is just one element on our learning compass and we are always looking at ways to enhance this section of our membership, to benefit our network not only now – but by building resilience for the future.

The first 2 eZines have been issued... **International Cultural Body Language** and **Generation Gaps**. Upcoming topics include 'Presentation and Communication Skills' and 'Workplace and People Productivity'. We encourage Members to display them on your staff noticeboards and email around your office to ensure they reach all your staff.

We have also added a new feature to our website where you will be able to **download** your personalised **Renewal Guide** and **Membership e-Certificate** directly from your Accounts page. The section will also include your **eLearning e-Certificate** when you complete our online heavy lift training. So next time you renew, you will receive a notification from our Administration Manager, Wendy that your documents are ready to be downloaded. Remember... your Accounts page also shows when you last logged into the Members Area, your subscription expiry date and a link to your PCN Brochure Website.

If you ever think you might have missed an important message from us, don't worry – just check our **HO Notices** section – access the page from the box at the foot of each page in the Members Area.

For now, enjoy reading this latest edition and don't forget to send us your news for the next issue.

**Rachel Crawford FCILT**  
President/C.E.O.

### Project Cargo Network

PROJECT CARGO NETWORK is an ISO 9001 (Quality Management) and ISO 14001 (Environmental Management) certified organisation established in August 2010 to provide heavy lift and project cargo specialists access to a trusted, worldwide network of agents who could handle their specialist shipments, whilst working professionally and safely under a strict Code of Conduct.

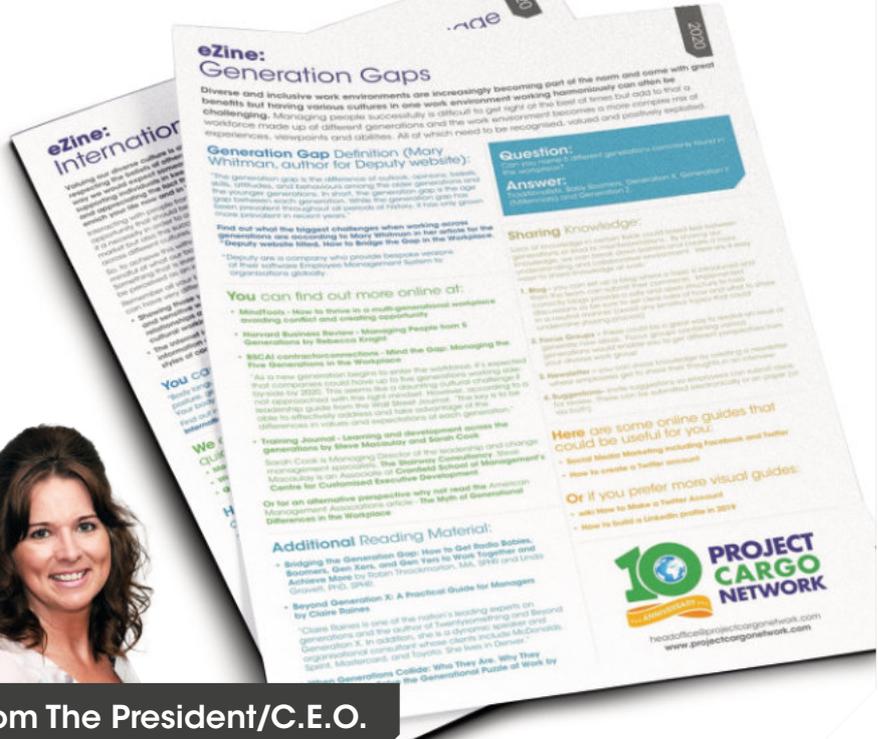
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**Cover:** Wilhelmsen and Convoy Logistics handle critical RORO shipment. See p4 for details. Photograph supplied by Wilhelmsen.

PROJECT CARGO NETWORK cannot take responsibility for the opinions, statements and/or facts expressed in the stories, that are contained in this publication. Any views expressed are those of the individual quoted, and not necessarily those of the publisher. The publisher can accept no responsibility for any errors or omissions made, but will endeavour to amend any, that are brought to our attention, in a future issue.

[www.projectcargonetwork.com](http://www.projectcargonetwork.com)





## Breakbulk Europe to return to Bremen in 2021



**B**reakbulk Europe, the world's largest event for the project cargo and breakbulk industry, will return to Bremen, Germany, for the fourth consecutive year in 2021, at Messe Bremen from 18-20 May.

"It's a great pleasure to be returning to Bremen in 2021, a city that has gone above and beyond to welcome breakbulk and project cargo professionals from more than 3800 companies," Nick Davison, Portfolio Director for Breakbulk and CWEIME events, Hyve Group (formerly ITE Group) said. "The city of Bremen has proved to be a good fit for the Breakbulk attendees with its unique blend of historical charm, modern amenities, maritime environment and visitor affordability."

Breakbulk Europe has grown significantly since the move to Bremen in 2018, and with over 120 countries represented, its reach embraces the world. Exhibitors at the 2019 event overwhelmingly demonstrated their satisfaction with Breakbulk Europe, Messe Bremen and the city itself, by rebooking 89% of exhibition space for 2020, by the end of the show. Along with many repeat exhibitors, the 2020 edition will feature 70 new companies, such as Sarens, CEVA Logistics, DP World, and Airbus, who has chosen Breakbulk Europe to promote their Beluga XL aircraft.



"We are committed to bringing a world-class event to this industry that is critical to the world's economy," Davison said. "As we move further into this decade, we will consider alternate locations for 2022 and beyond to deliver new markets and fresh thinking, but for now, Bremen is the right choice and we would not hesitate to return in the future."

The 2021 announcement comes three months before the opening of Breakbulk Europe 2020, and already the indicators point to another success. Online registration is tracking 13 percent ahead compared to this time last year. A strong lineup of partnerships has been secured, including companies for each of the three content areas: Masters Arena by Aurelis Real Estate Service, Main Stage by Port of Gdańsk and Tech & Innovation Hub by Erhardt. New to the 2020 experience will be a pair of professional workshops focused on risk management and



chartering essentials, Education Day for local students and those new or looking to enter the industry, and the first Europe-based Women in Breakbulk breakfast, part of Breakbulk's global networking platform for female professionals.

### About Breakbulk Europe

Breakbulk Europe has become the global hub for the industrial project supply chain, including the world's foremost manufacturers, oil & gas companies, EPCs, carriers, ports, logistics firms, specialized transporters and related service providers. This year's event is expected to bring together around 10,000 professionals from more than 120 countries. To request exhibiting and sponsorship information and to register for the event, visit [europe.breakbulk.com](http://europe.breakbulk.com).

Breakbulk Europe is one of four Breakbulk global events, along with Breakbulk Middle East in Dubai, 25-26 Feb. 2020, Breakbulk Asia in Shanghai, 18-19 March 2020 and Breakbulk Americas in Houston, 29 Sept.-1 Oct. 2020.

PCN are proud of our on-going partnerships with Breakbulk events, all of which we are an official Association Partner. We also have a rotating **top leader-board Banner Ad** on the main Breakbulk website.

[Leslie.Meredith@breakbulk.com](mailto:Leslie.Meredith@breakbulk.com)



## 1st issue of our new eZine: 'International Cultural Body Language'

**W**e are delighted to introduce a new service for Members!

We will periodically be issuing a new in-house eZine, which will consist of helpful information and pointers on various topics.

In 2019, we were delighted to be Finalists in both the Training and Forwarder Network of the Year categories of the Heavy Lift Awards. However, we need to do more if we want our industry to be known for maintaining and delivering great standards.

One big step towards achieving this is by creating learning programmes (such as our eLearning Platform) that meet varying requirements. They need to be easily accessible and to encompass different learning styles that suit the diversity and wide-ranging capabilities found within our industry.

At PCN we are constantly looking at ways to improve experiences within our network and as such we recognise the significant importance that learning holds. For us, training is just one element on our learning compass and we are always looking at ways to enhance this section of our membership, to benefit our network not only now – but by building resilience for the future.

Our first issue is International Cultural Body Language and we hope you will find it useful.

Upcoming topics will include:

- Generation Gaps
- Presentation and Communication Skills
- Workplace and People Productivity

Please feel free to print the first issue of our eZine and display it on your staff noticeboard, you can also email around your office to ensure it reaches all your staff.

**We welcome any feedback.**

# Wilhelmsen and Convoy Logistics handle critical RORO shipment



PCN members, Wilhelmsen Ships Service and Convoy Logistics Providers have worked together to handle a critical RORO shipment from Canada to Oman.

## Scope of work

- Movement of RORO unit from the door in Calgary (Canada) to the port of loading (Freeport, TX), ocean freight to Sohar Port in Oman and delivery to the consignee's door in Muscat.
- Movement of accessories from the door in Edmonton (Canada) to the port of loading (Montreal, QC), ocean freight to Sohar Port in Oman and delivery to the consignee's door in Muscat.

## Why was the shipment critical?

- The order was placed at the last minute so everything had to be arranged on an ad-hoc basis.
- The cargo had to be delivered within a certain timeframe in order to ensure that the project would not suffer from any delays.
- A specific solution had to be designed involving all parties in a short time period.

## Challenges faced & solutions provided

The cargo posed considerable challenges including arranging the packing, mobilising using suitable trailers from the supplier's locations to the ports of loading, completing required export documentation before the vessel cut off, sea freight to Sohar Port, import handling & customs clearance, registration of the unit in Oman and delivery to the final destination. Additionally, we had to overcome another challenge when the accessories shipment was delayed and the RORO unit waited at the consignee's yard to fix the accessories before delivery to the project site. Extensive follow up and coordination with the carrier's different offices was required to ensure that the accessories shipment departed the transshipment ports on time and arrived on schedule to Sohar.

"We are very pleased to confirm that everything worked accordingly to plan and we are looking forward to subsequent cargo moves together!"

[www.wilhelmsen.com](http://www.wilhelmsen.com), [www.convoylogistics.ca](http://www.convoylogistics.ca)

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## GRUBER show their expertise with heavy cargo

**G**RUBER Logistics have shown their expertise with the transport of 2 heavy units measuring 10.10 x 3.00 x 2.90m / 84tns and 10.10 x 3.40 x 1.46m / 86tns from Italy to Poland via the Port of Luebeck in Germany.

With their own low beds, GRUBER organised the transport of the 2 units from Italy to the Port of Luebeck where the GRUBER Project, Air and Ocean Division (PAO) took over the heavy lift cargo for its final destination in Gdansk in Poland.

GRUBER Projects Manager, Patrick Sommer, who was personally in Luebeck for the surveillance of the cargo's handling, said that a challenge was that the terminal didn't have the necessary hook for the lifting of the cargo, therefore this had to be organised quickly in order to make sure that the cargo would make the planned vessel.

On arrival in Gdansk, the cargo was picked up from MAFI's by a floating crane and loaded directly onto trailers. Both heavy lift pieces arrived at their final destination safely, on time and without any damages.

[www.gruber-logistics.com](http://www.gruber-logistics.com)



## UF Logistics with project shipment of Thermal Oil Heater & Boiler

**U**F Logistics Pakistan are pleased to share a recent project shipment of a thermal oil heater and boiler with all accessories from China to Pakistan as pictured.

The project shipment had a gross weight of 68,900kg and used special equipment of flat-racks and OTS. As usual, UF Logistics provided a scope of services that covered the logistics chain from the shipper's door in Shanghai in China to Karachi Port in Pakistan within the required timeframe given by the consignee. Their scope of work also included the organisation of the pick-up, loading, lashing and all other required local services from the Shanghai origin to the destination of Karachi Port.

Another successful and safe project achievement by UF Logistics Pakistan!

[www.ufgroup.pk](http://www.ufgroup.pk)

## Polaris delivers Soil Compactors from India to the UAE

**P**olaris Shipping Agencies (members in the UAE) have recently moved new and unused soil compactors from Gujarat in India to the receivers yard in Jebel Ali.



The Polaris projects division were awarded the door-to-door movement of around 80 soil compactors, completed in 10 lots from the suppliers in Gujarat to the receiver at Jebel Ali. The first lot of 8 units plus their accessories has been successfully shipped on MV. Hoegh Kunsan from Mumbai Port.

Their scope of work included:

- Coordination with the suppliers for the correct documentation, preparing cargo readiness & pick up
- Route survey & road adjustments on the access from the suppliers
- Pre-carriage from the suppliers yard in Jagudan (Gujarat) to the Port of Mumbai
- Complete customs formalities
- Preparation of CFO, commercial invoice & packing list
- Ocean freight from Mumbai to Jebel Ali
- Completion of all inward formalities at Jebel Ali & the door delivery to the receivers site



Manager of Business Development and Client Relations at Polaris, Rajesh Damodaran explains: "The challenge for this shipment was the competitive freight level demanded by our client as they had been offered ocean freight directly by carriers and so we had to match the same with no margins to Polaris. However, as our client knew the service levels of Polaris, they decided to award the us the shipment with additional management fees for the smooth handling of the time bound project delivery."

"Polaris Shipping Agencies have been in business since 1992 and is a leading agency and project logistics company in the UAE, offering diversified services to an established and global customer base. Polaris represents several reputed European heavy lift carriers as port agents in the Middle East and Persian Gulf ports, giving our partners and customers the convenience of dealing with a single point of contact. The experienced project team at Polaris offer dedicated account management and listen to each client's needs and requirements carefully for tailor-made solutions. If you would like to find out more about our services, please contact Mr. Rajesh Damodaran (BDM) on [rajesh@polarisdubai.com](mailto:rajesh@polarisdubai.com) / + 971 4 8832586."

[www.polarisdubai.com](http://www.polarisdubai.com)



### Al Bader handles breakbulk cargo on chartered vessel

The team at Al Bader Shipping have recently handled the transportation of steel panels from Shuwaikh Port in Kuwait to Beira Port, Mozambique. The total number of panels was close to 500 with a gross weight of 581 mtn. The flawless execution of the detailed planning by the Al Bader team ensured that everything ran as planned.

Their work began with the physical inspection of the cargo, processing the customs clearance with all necessary permissions and ex-works which included the cargo survey, transportation, loading and all handling at port. The cargo was loaded as breakbulk on the chartered BBC vessel, California.

Services Manager at Al Bader, Vipin Rajan reports: "We are proud to have swiftly handled this project for our respected client and to have ensured that the whole process was accomplished within 14 days as committed".

[www.absckwt.com](http://www.absckwt.com)

## Al Bader completes delivery of 12 project cargo containers

Al Bader Shipping (members in Kuwait) have completed another challenging project cargo job of 12 stuffed containers with urgent delivery to Singapore.

The cargo consisted of 6 x 40' open-top, 3 x 45' high-cube and 3 x 40' high-cube containers carrying crane parts and booms along with other accessories. The gross weight per container was approximately 27tns.

The job was to organize transportation from the Clean Fuel Project site in Mina Abdullah in Kuwait to the port in Singapore. The customer expected a prompt and comprehensive service, inclusive of picking up the cargo from the site, stuffing the containers, customs clearance, a survey report for insurance, and transportation to Singapore.

"The Al Bader team guarantees on time deliveries for heavy haulage and oversized cargo movements by making sure that all important and required permits and licenses are in order well in advance to avoid any last-minute hassle ensuring complete satisfaction."

[www.absckwt.com](http://www.absckwt.com)

## Al Bader Shipping finishes a busy 2019 with crane shipment



Al Bader Shipping finished a busy 2019 by moving a crane by sea from Kuwait to Singapore.

In addition to the 12 containers stuffed with crane parts that they previously reported were shipped to Singapore, Al-Bader Shipping also moved the main body of the crane which was loaded onto a MAFI trailer on a RORO vessel whilst the containers were shipped on a regular container vessel.

The crane weighed 40,823kg with measurements of 12.35 x 3.90 x 3.64m. Shalom Philip Abraham at Al Bader reports: "The crane was moved from a project site in Kuwait to Shuwaikh Port and the customs clearance was completed

within 24 hours. We also obtained permission for the vessel to be berthed at Shuwaikh Port without delay as soon as it reached Kuwaiti waters as there was limited time available."

"With speedy documentation, extensive planning and a well-defined process, the cargo was brought to the port and loaded onto the RORO vessel within 3 days before it set sail to the port of Singapore."

[www.absckwt.com](http://www.absckwt.com)

# Over 50 years of experience in Paraguay: Paramar SA

We are pleased to welcome Paramar SA as our new member in Paraguay! They come recommended for membership by current PCN agents and are located in Asunción. A family-run company, first established in 1967, they are full of local knowledge and have a wide experience in project cargo by sea, river, road and air as well as warehousing and other related services.

Federico dos Santos (Director): "Paramar SA is a pioneer in integrated logistics services in Paraguay. Founded in 1967 with over 50 years of experience, we have a proven track record in the coordination and multimodal transportation of specialised project cargo. With the right equipment, know-how and infrastructure, we design custom-made solutions for project cargo transportation covering:

- **Maritime Solutions:** Through first-class carriers.
- **River Solutions:** With our own fleet of push boats, deck barges & vessels and also suitable for RORO operations.
- **Inland Solutions:** Through our own 12-axle hydraulic modular trailers and additional equipment.
- **Airfreight:** Aircraft chartering."



Please visit the online story for a short video from Paramar showing a recently handled project involving industrial dryers for an alcohol plant producer from China to Paraguay. The shipment consisted of 8 pieces, each at 12.51 x 4.13 x 4.72m / 75.5tns, which are photographed in the gallery below. Paramar's scope of work included:

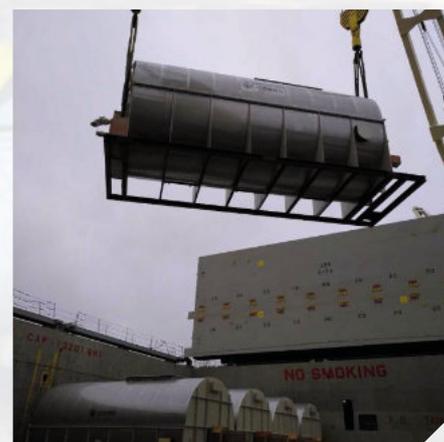


- Seafreight on breakbulk vessel from Shanghai in China to Montevideo, Uruguay
- Direct transshipment to the feeder vessel at the port of Montevideo
- River freight from Montevideo to Asunción, Paraguay
- Port operations at Asunción
- Inland transport from the port to the industrial plant at a distance of 200km.

Federico explains: "Paramar was the main logistics vendor for the construction of an alcohol plant in the San Pedro Department in Paraguay. We imported all the capital goods for the factory including the transportation of 8 industrial dryers from Shanghai. Paramar fixed the seafreight from Shanghai to Montevideo with a COSCO breakbulk vessel and performed a direct transshipment (ocean vessel to feeder vessel) at the port of Montevideo. Direct transshipment operations are extremely difficult to perform taking into account the timing of the vessels and the

potential demurrage costs from the ocean vessel and/or the feeder vessel. It can also be a risky operation as exact stability calculations and a fluent communication between the vessels are essential. It was a challenge and difficult to coordinate but our careful planning was executed well!

The river freight from Montevideo to Asunción was done with our sister company, Paranave, a shipowner company with a feeder service between River Plate Ports and Asunción. The discharge of the pieces was also done with another of our sister companies, Terport SA, the leading private port terminal in Paraguay. All 8 pieces were then transported via land with our own 12-axle modular trailers from the port to the plant.



The cargo was delivered successfully, on time, with no issue or damages. Our logistics integration as a group of companies was a key element for the good results of the project - with Paramar coordinating the operation, the shipowner company (Paranave) for the river transportation and the port terminal (Terport) for discharging and warehousing. We have complete infrastructure integration, even including the hydraulic trailers for the delivery."

[www.paramar.com.py](http://www.paramar.com.py)

## Paolo Federici of Fortune has new book published

Paolo Federici of Fortune in Italy recently wrote to us: "Among my various activities, I am writing books too. I have previously had ten books published, in total.



The latest one (the eleventh!) has now been translated in English. The title is "HITLER'S LATEST HOAX" (Operatsiya Chernobog). Many years have passed since the end of the Second World War, when a secret truth emerges from the KGB archives... Hitler did not die in Berlin, but was taken to Moscow where he was tried. Today, also to celebrate the anniversary of his victory, the Russian President has decided to make the proceedings public. An officer of the Italian Navy and a Russian lawyer, but of Jewish origin, are Hitler's travelling companions; both received precise orders. The Jew will be Hitler's lawyer in the trial and, during the trip, he will have to consult with his "client" to elaborate a defensive strategy that may have some concreteness. The Italian will have to escort Hitler during the trip, but waiting for new orders that may arrive unexpectedly. Because the story is never how they tell us and often the facts take an unexpected turn."

[www.amazon.com/author/paolofederici](http://www.amazon.com/author/paolofederici)

## Integral Chile's 28th anniversary

Integral Chile celebrated their 28th anniversary, on February 13th 2020. To mark the occasion they released this flyer.

The PCN Head Office would like to extend our best wishes to Integral, for this milestone anniversary.

[www.integralchile.com](http://www.integralchile.com)



In our 28th birthday, we would like to share best wishes and our commitment to deliver cargo in the best possible



## ScanMarine deliver huge cargo from Estonia to Finland

During January and February, ScanMarine handled a big project from an Estonian factory to the door in Nakkila, Finland.

A total of 5 blocks were delivered as pictured. The longest piece was 27.10m with widths up to 4.98m and heights of 5.75m.

- Block 1: 27.10 x 4.87 x 5.75m / 27,000kg
- Block 2: 23.90 x 4.98 x 5.75m / 25,000kg
- Block 3: 21.20 x 4.82 x 5.75m / 22,400kg
- Block 4: 18.00 x 4.87 x 5.75m / 20,000kg
- Block 5: 21.30 x 4.98 x 5.75m / 24,000kg

[www.scanmarine.ee](http://www.scanmarine.ee)





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## CF&S with transport of Tunnel Boring Machine by rail

CF&S Estonia have recently successfully handled a project to Uzbekistan for the Tashkent Metro Line Extension.

Felikss Petrovskis at CF&S comments: "This project was a great challenge - the transportation of a tunnel boring machine arriving by RORO vessel to Paldiski South Harbour and carried on by railway to Tashkent in Uzbekistan. The machine is used to excavate tunnels with a circular cross section through a variety of soil and rock layers. The tunnelling machine can lay a tunnel and at the same time install a concrete frame."

"In spite of unfavourable weather conditions, an extremely tight time schedule and the difficult specifics of the cargo, we handled the project in the best way. We provided 12 of our own special 80' railway platforms to transport the cargo from the Esteve Terminal directly to its final destination. To ensure the most efficient and safe loading process, we also invited engineers who prepared detailed cargo securing and loading schemes."

"CF&S is highly experienced in implementing large-scale projects enabling us to provide complete logistics solutions and bring a variety of different projects to successful completion."

[www.cfs.net](http://www.cfs.net)

## CF&S successfully transport 2 Reachstackers from Europe to Uzbekistan

CF&S are pleased to report the latest challenge successfully met by their team - the transportation of 2 reachstacker container loaders from Sweden to Uzbekistan via Lithuania.



Felikss Petrovskis (Sales Manager) explains: "The cargo started from Sweden by road and arrived at the Port of Klaipeda in Lithuania by RO-RO vessel. To make the project cost-efficient, we then used our own special 80' railway platforms for the transport to Uzbekistan. Before loading, the front axels of the machines were dismantled as the loaders are oversized and weighed around 72tns each. Our team took care of the dismantling works in cooperation with a local dealer so all possible risks were eliminated. To ensure the most efficient and safe loading process, we also invited engineers who prepared detailed cargo-securing and loading schemes."

As a result of their expertise and own railway platforms, CF&S successfully transported the loaders by rail to Tashkent.

"CF&S is highly experienced in implementing large-scale projects which enables us to provide complete logistics solutions and to bring a range of different projects to successful completion."

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# Star Shipping report their 1st completed project in 2020!



## Star Shipping handle transport of four heavy Transformers

The team at Star Shipping have handled the transport of 4 heavy transformers from Shanghai in China to Pakistan.

Each of the 4 main transformers weighed 108tn and they were loaded at Shanghai Port and discharged at Port Qasim in Karachi, Pakistan.

[www.starship.com.pk](http://www.starship.com.pk)



Members in Pakistan, Star Shipping are pleased to report their first completed project in 2020!

Muhammad Kamran at Star Shipping explains: "We gladly present another professional achievement of the handling of the research surveyor vessel, MV. Geo Resolution in the middle of the open sea at Karachi Port to conduct a submarine cable survey."



The challenges posed by the ever more remote and extreme environments of new offshore energy developments meant geophysical survey vessels have had to evolve. We are pleased to report there were no issues or injuries to any human, resource or equipment and our careful planning was successfully executed.



Such successful achievements build a positive momentum for our organisation to not only move towards the leading position in the national transportation industry but it also enhances our professionalism and international market approach."

[www.starship.com.pk](http://www.starship.com.pk)



## Star Shipping with their 2nd completed project of 2020!

Star Shipping (members in Pakistan) are pleased to share their second completed project of 2020! The shipment involved 8 transformers and their scope of work included logistics supervision and full coordination.



- 4 Transformers at 108tn each
- 4 Transformers at 320tn each
- Total Volume: 12,745.75cbm
- Total Packages: 850
- Port of Loading: Shanghai, China
- Port of Discharge: Port Qasim, Pakistan



"Star Shipping have become important players in supply chain management as increasing numbers of firms are outsourcing their logistics activities. In a highly competitive market, we shall maintain our good work to our clients and partners and serve with efficiency in all future assignments."

[www.starship.com.pk](http://www.starship.com.pk)

We are pleased to announce Benteyga Shipping Mauritania Group (BSMG) as a new member! Located in the country's capital, Nouakchott, they were established in 2004 and say they are looking forward to mutually developing business and relationships with PCN members.

President & CEO, Zein Mounir: "BSMG is a group of several Mauritanian companies with Mauritanian capital, assets and values, with a huge fleet of trucks, cranes and heavy equipment. Our qualified and knowledgeable management team has 30 years of experience in the industry and we are proud of our excellent relationships with Mauritania businesses."

Their main services include:

- Project Cargo Services & Logistics
- Oilfield Services
- Global Sea & Air Freight
- Road & Rail Transportation
- Consolidation Services
- Chartering Services
- Vessels Consignment Services
- Customs Clearance
- Warehousing, Handling & Storage Solutions
- Haulage & Distribution
- Ships & Vessels Agency
- Stevedoring

Shown here are some photos of recent projects handled by BSMG.

[www.bsmgroup.net](http://www.bsmgroup.net)



# Announcing Benteyga Shipping Mauritania Group as a new Member!

We are very pleased to start 2020 by introducing Pronto Global Air & Ocean Freight as new members in Namibia! With offices in Windhoek and Walvis Bay, they are FIATA registered and offer an impressive range of project and abnormal cargo handling services to a comprehensive list of different industries.

Peter de Villiers at the company says: "Pronto Global Air & Ocean Freight is proud to be a 100% Namibian, privately owned, totally independent company. Our independence gives us the flexibility to source the best deals and services available to our customers and partners and we are committed to the safe and timely movement of project cargo by ocean, road or air. Our specialized and

highly experienced personnel professionally support our capabilities in global transportation.

My colleague, Erich Heimstädt has a background in the oil and gas sector which gives us a specialised insight into the industry but we are also well-experienced and fully capable in handling various shipment types. We have extensive knowledge and experience in handling a wide range of big and intensive projects including riser joints, cement silos, 100tn+ cable reels, offshore bunkering, offshore drilling projects, uranium, copper, zinc, gold, tantalite, mining equipment, sensitive solar plant equipment, windfarm cargo, locomotives, vehicles, transformers, turbines, crusher

equipment, earth moving equipment, offshore anchors, rails for railways, brewery cargo, live game and many other heavy lift and abnormal cargo as well as dealing with loading, unloading, lifting, mobile cranes and chartered vessels and flights."

"We are extremely confident in providing PCN members with the high level of service and communication required for specialised projects and irrelevant of the size, we have the experienced staff to ensure we get the job done. Pronto will not let you down!"

A recent shipment handled by Pronto Global Air & Ocean Freight is photographed.

[www.prontoglobalfreight.com](http://www.prontoglobalfreight.com)



# Starting 2020 with a new member in Namibia: Pronto Global Air & Ocean Freight



## Upcargo play important part in award-winning project



Upcargo (members in Panama) would like to share an award by ENR (Engineering News Record) to the Tocumen International Airport as the 'Best Project' for their airport expansion in Panama.

Upcargo played an important role in the DDP coordination and logistics transportation for the project from Seoul in South Korea to the project site without any delays. Their work including the transportation for all the structural steel roof of the airport in four full charters vessels, completing custom clearance and the intermodal deliveries with outstanding professionalism.

Upcargo have been valued and reliable PCN members in Panama since 2011.

[www.upcargo.com](http://www.upcargo.com)



## Muscat International Shipping with transportation of 3 Skids

Over 200 members, Muscat International Shipping & Logistics (MIS) have successfully completed a transportation job of 3 skids from Sohar Industrial Area to Sohar Port. They were then loaded as breakbulk to Sokhna, Egypt.

- Chiller Skid: 11.05 x 5.60 x 7.43m / 110.05tn
- Compressor Skid: 11.82 x 4.59 x 6.10m / 52.23tn
- Compressor Skid: 11.82 x 4.59 x 6.10m / 52.81tn

Commercial Manager at MIS, Mithun reports: "A police and private escort were used for the transport and special permission was also obtained from the Municipality and Ministry of Transport. On arrival, 2 units were stowed down inside the port and one was loaded directly to the vessel. Later, the 2 stowed down units were transported to the vessel and loaded under hook. The project was successfully supervised at MIS by Mr. Joju (Sales Manager) and Mr. Ramseen (Project Manager) under supervision of our Managing Director, Mr. Noushad Rahuman."

[www.mismuscat.com](http://www.mismuscat.com)

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WORLD BI GROUP

## MGL Cargo Services handle high-value & sensitive shipment



**M**GL Cargo Services (members in Egypt since 2014) are pleased to share a recent challenging, high-value and sensitive shipment that they have successfully delivered with special care.

The shipment was delivered to a special security site on a desert road. Loaded on 3 low-beds and 2 trailers, the cargo consisted of:

- 1 x 40' roll-trailer, loaded with a 20' POD unit (the most sensitive & valuable piece) measuring 6.06 x 2.44 x 3.05m / 24,000kg.
- 2 x 40' FR-OH, each loaded with a generator at 6.05 x 2.43 x 2.89m / 15,200kg and a chiller at 2.99 x 2.43 x 2.89m / 6,200kg.
- 1 x 40' FR loaded with 2 pieces at 3.30 x 1.10 x 0.80m / 447kg and 6.10 x 2.20 x 1.20m / 1,056kg.
- 1 x 40' FR-OH loaded with 2 buffer tanks each at 3.15 x 2.35 x 2.18m / 1,200kg.

The special requirements involved included:

- Special trucks provided
- Special open platform trailers provided
- Special lashing & securing belts provided
- Full GPS & constant tracking for the on-carriage
- Only secured parking lots are allowed at the site meaning restricted access & video surveillance
- Cargo closely attended by special armed forces constantly

The scope of work handled by MGL Cargo Services included:

- Port handling in Alexandria, Egypt
- All related port & customs formalities
- Truck transport to site
- Arranging special armed escorts to accompany the high-value cargo from port to site
- Supervision of the unloading & installation process at site

[www.mglcargo.com](http://www.mglcargo.com)

## MGL handle production line in Egypt



**E**gyptian members, MGL Cargo Services are pleased to share a recent door-to-door shipment they have handled of a plastic moulding production line.

The shipment was from the seller premises in Spain to the buyer's factory in the 10th of Ramadan City Industrial Zone in Egypt. The cargo was loaded in a 40' open-top.

MGL's services included customs clearance at Alexandria Port and on-carriage.

[www.mglcargo.com](http://www.mglcargo.com)

## MGL Cargo Services in Egypt celebrated for their 2019 performance by Air France & KLM



**M**embers in Egypt, MGL Cargo Services are pleased to share some news related to their air freight activities!

Managing Director, Wassim Magdy: "On the occasion of the inauguration of the new A350 to Cairo, Air France and KLM shared an event with the ten top cargo agents in Egypt of which MGL Cargo Services is a part of.

The photos show a cake that was specially prepared for MGL, appreciating our utmost performance during 2019. We will always keep this high standard thanks to the continuous support of our partners and clients."

Congratulations to MGL Cargo Services from the PCN Head Office! It is a great sign of the company's professionalism to be well-appreciated by esteemed associates.

[www.mglcargo.com](http://www.mglcargo.com)



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# Fundraising

Photo credits: **Sentebale 2017**

PCN recognises the importance of actively contributing to charitable causes and that a small effort from each Member can make a big impact to those in need. Obviously, there is no obligation for any Member to take part in the fundraising. We simply want to present the opportunity for those who want to participate.

"Every year our Members raise funds for charity and it is important that we carefully select the recipient each year as we really want our money to make a difference. We are aware that many agencies and projects survive through charitable donations and they can't help others without people helping them." Rachel Crawford FCILT, PCN President/CEO



## Sentebale's website says:

"We help the most vulnerable children in Lesotho and Botswana get the support they need to lead healthy and productive lives. Sentebale works with local grassroots organisations to help these children – the victims of extreme poverty and the HIV/AIDS epidemic. Together, we're making a big difference to these children's lives. We can do even more with your help."

## 2019: SENTEBALE, SUPPORTING YOUNG PEOPLE AFFECTED BY HIV

As PCN's 9th Annual Summit will take place from 17-19 November 2019 at the Grand Palm Resort in Botswana, we have chosen to support Sentebale, a charity founded in 2006 by Prince Harry and Prince Seeiso, to support children and young people affected by HIV in southern Africa.

Sentebale's flagship programme takes the form of monthly Saturday clubs and residential weeklong camps, which help children to accept their HIV status amongst peers in safe environment, addressing their mental health and wellbeing, improving their adherence to medication and allowing them to lead healthy, happy lives.

In 2017, Sentebale launched its Let Youth

Lead advocacy programme, aimed at encouraging all youth in sub-Saharan Africa to know and manage their HIV status by 2020.

The charity also provides vulnerable children throughout Lesotho with bursaries to enable them to achieve their secondary education, and grants to community-led organisations caring for the needs of orphans and vulnerable children.



## Previous Years



### 2018: EDPD Project

Members at our 2018 Annual Meeting, in Costa Rica, raised over \$4000 for local grassroots Type 1 Diabetes charity, EDPD. Funds went towards printing education booklets, a Youth Diabetes Camp and expanding projects at healthcare centres.



### 2017: Rescue at Sea Appeal

Members at our 2017 Annual Meeting raised \$4595, for the Rescue at Sea Appeal, run by Save the Children, and the donation helped towards working with child refugees around the world, from Lebanon to Jordan, Greece to Finland. Keeping children warm by providing food, water, clothing, blankets, tents & heating.



### 2016: Tanzania Diabetes Ass.

The Tanzania Diabetes Association (TDA) Received \$3225 from PCN Members. The TDA headquarters is based at Muhimbili National Hospital, Dar es Salaam and supports 30 Type 1 Diabetes clinics throughout the country. Statistics showed there were 1,700 children and adolescents registered in the Regional & District clinics.



### 2016: The Dream Trust

PCN President/C.E.O., Rachel Crawford, together with her two friends, Jane and Tania raised over \$5000 for The Dream Trust by abseiling 100 metres down the Spinnaker Tower in Portsmouth, UK. The Dream Trust provides life-saving insulin to poor children. It costs GB £200 to pay for insulin, that keeps a child alive for 1 year.



### 2015: Médecins Sans Frontières

Members at our 2015 Annual Meeting raised US \$3420 for Médecins Sans Frontières/Doctors Without Borders. MSF exists to save lives by providing medical aid where it is needed most: in armed conflicts, epidemics, famines and natural disasters. These situations call for a rapid response with specialised medical and logistical help.



### 2014: The Dream Trust (India)

Members at our 2014 Annual Meeting raised \$14,755 for The Dream Trust in India. The Dream Trust help poor children with Type 1 Diabetes. This charity was chosen as it is close to the heart of PCN Chairwoman, Rachel Crawford, who's youngest son, George was diagnosed with Type 1 Diabetes at 9 years old, in October 2010.



## Goodrich delivers pipes to Iraq for oil & gas project

Goodrich started 2020 with a project moving pipes loaded in 30 x 40' flat-beds along with 200 x 20'GP to Umm Qasr in Iraq.

The delivery was the first lot for an ongoing oil and gas project in Iraq and

all the cargo was moved in Goodrich's own flat-beds and containers.

Goodrich will be handling more shipments for the ongoing project in the coming months.

[www.goodrich.co](http://www.goodrich.co)



## Goodrich works with several PCN Members for mining project

Goodrich have recently completed a massive project involving the movement of almost 8,000ft of mining equipment from locations around the globe to Kazakhstan. The pick-up locations included Canada, Brazil, South Africa, China, South Korea, India, Turkey, Australia and the EU.

"The biggest of the units were moved from Canada with fellow PCN member, Convoy Logistics Providers. The cargo consisted of 3 shell cans weighing around 80mt each and measuring 7.5 x 7.2 x 4.5m. Considering this formed the base of the mining facility and with other cargo getting delayed, we had to change the initial plans of moving via Volgo Don. So the cargo was moved by Convoy to Constanta and from there by another vessel to Rostov and then from Rostov to the final destination by trucks (at a distance of around 4,000km in 20 days). With this change in route plan, we also had to undergo a route

survey of the 4,000km along with obtaining permissions and obstruction removals, which included lifting the cargo above the height of a bridge with protection underneath as pictured above. As well as these units, there were also other 40-45mt units, FR's and containers included in the shipment. With the first of snow hitting in Russia and Kazakhstan along with icy roads, we were still able to deliver the cargo on time.

- The cargo from Brazil was handled with PCN member, DC Logistics, with each unit weighing 24mt and dimensions of 5 x 3 x 4m. It

was shipped to Klaipeda and from there by low-bed trucks to the final destination.

- The cargo from South Africa was handled with PCN member, Afriguide Logistics and consisted of containers and FR's.
- The cargo from India was routed via Mersin and then trucked all the way to the final destination. Consisting of 3 units weighing 20mt each with dimensions of 5.0 x 3.0 x 4.2m. Containers were also shipped from India (30 x 40'GP) and were routed via China.
- The cargo from South Korea was moved on a breakbulk vessel to Qingdao and

from there by truck to the final destination at a distance of around 5,000km. The shipment included several units with 4.5m width and height and weighing 70-90mt.

- Cargo from China was moved by overland trucking via the Khorgos Border. A total of 40 trucks were moved including low-beds.
- Around 40 truck loads of cargo was moved from the EU to the final destination."

Big congratulations to Goodrich on the coordination of this extensive project! It is great to see PCN members working together so successfully!

[www.goodrich.co](http://www.goodrich.co), [www.convoylogistics.ca](http://www.convoylogistics.ca), [www.dcllogisticsbrasil.com](http://www.dcllogisticsbrasil.com), [www.afriguide.com](http://www.afriguide.com)



## Exhibition Collaborations

secured every month

PCN proudly collaborate with many of the world's leading exhibitions including events in the oil and gas, construction, power and energy sectors. You can view all our current collaborations on our Endorsed Exhibitions page.

Logistics CIO Europe, 2020  
11-12 March, Amsterdam

ERBIL INTERNATIONAL FAIR  
21 - 24 SEPT 2020  
Erbil International Fair Ground, Kurdistan - Iraq

PROJECT IRAQ - ERBIL  
21 - 24 SEPT 2020  
Erbil International Fair Ground, Kurdistan - Iraq

INTERMODAL ASIA 2020  
17-19 MARCH 2020 | SHANGHAI | CHINA

24TH BALLAST WATER MANAGEMENT CONFERENCE  
8<sup>th</sup> - 9<sup>th</sup> April 2020 Rotterdam, The Netherlands

Maritime & Offshore Industry  
23-25, 2020

IATA WORLD CARGO SYMPOSIUM  
10-12 MARCH 2020

30<sup>th</sup> CNS PARTNERSHIP CONFERENCE  
18-20 MARCH 2020

Agrofood  
21 - 24 SEPT 2020  
Erbil International Fair Ground, Kurdistan - Iraq

Pharma Supply Chain & Logistics  
17-18 November 2020  
Boston, MA

CeMAT  
14-16 JULY 2020  
Melbourne Convention & Exhibition Centre

## C.H. Robinson moves 232mtn from multiple locations for huge project

When a long-time customer needed help moving 51 OOG packages totalling 5,185cbm and weighing 232mtn from Brazil, Italy, and China to Stockton CA, C.H. Robinson's team of experts stepped up to the challenge. The heaviest piece was 26mtn and the largest measured 74' long by 14' wide by 13'4" high. The project required the careful handling of a variety of items, including process and cooler skids, process vessels, blower enclosures, and storage receivers.



The last of the project's deliveries involved shipments from two separate manufacturer's facilities in China discharged in Stockton. This included support for ocean transportation to the port of discharge as

well as transportation to a laydown yard within the port terminal for long-term storage. C.H. Robinson experts spent two days at Stockton for the discharging operations and were onsite for six days to oversee the delivery of the cargo. This level of involvement turned out to be a significant advantage as the delivery location had other construction activities occurring on the site at the same time. Because different parties were responsible for each venture, there was a great deal of pedestrian, truck, and construction congestion at the site and accordingly, equipment traffic and tight manoeuvring restrictions were constantly changing and required careful coordination.

C.H. Robinson's onsite representative acted as an extension of the customer's team with continuous communications to inbound truckers and close monitoring alongside site personnel to arrange the delivery sequence, crane positioning and trailer orientation. Most loads required private escorts which had to stay with the trucks on roads open to the public but ultimately, C.H. Robinson arranged to close the public roads. This meant delivery of the over-dimensional loads from the staging yard to the entry gate was unimpeded by public traffic and occurred without the added cost of escort vehicles.



As well as the delivery, C.H. Robinson's onsite logistics representative also oversaw many other aspects of the project, including shrink wrap removal, purging gas from vessels, shifting bollards to widen the approach, security staff communication and shuttling drivers to evaluate entry options.



Communication and careful planning were the keys to the success of the project. C.H. Robinson's commitment to delivering both worked so well with one of the customer's site managers commenting that it was their smoothest delivery operation to date.

[www.chrprojectlogistics.com](http://www.chrprojectlogistics.com)



## C.H. Robinson Project Logistics show their problem-solving skills

C.H. Robinson Project Logistics are pleased to report a recent project showing their problem-solving, communication skills and connections to keep an oversize move on track.

"An Ontario-based skincare products company approached C.H. Robinson looking to transport two emulsifying kettle packages from a supplier in China to their manufacturing plant in Etobicoke, Ontario. The customer's supplier was responsible for shipping from China to Vancouver Port on a 40' flat rack container.

### Kettle height eliminated truck transport options

Upon arrival at the Vancouver Vanterm Terminal, the kettles were too tall to be transported by truck. At 4.65m high, the kettles could only move a few meters beyond the terminal before encountering overhead obstacles. When the height problem was discovered our team used established relationships and worked to determine if rail shipping was feasible. C.H. Robinson then successfully located a rail siding immediately adjacent to the Vanterm terminal. This meant the flat rack could be destuffed and transferred to a specialized rail car, allowing the kettles to continue their journey.

The rail solution, which included transportation to siding, destuffing, loading, securement, rail transport, offloading, cleaning, and delivery, was immediately accepted by the customer. C.H. Robinson also arranged payment for detention charges and port storage charges, so the kettles could be removed from the terminal without delay.

### Damage to securing frames eliminated rail as an option

However, during the destuffing process, the team discovered that the supporting metal frames which were securing the kettles had been compromised due to exposure to the elements, making them unsuitable for transport. Without the frames, the kettles could not be transported by rail. The empty flat-rack was returned to the terminal and the kettles were secured to a trailer for temporary storage.

All involved parties scheduled a meeting at the customer's offices to determine an alternative transportation option. Together, it was decided to remove the damaged frames, which reduced the height of the kettles sufficiently to travel by truck on a low profile trailer. C.H. Robinson then arranged to shrink wrap the kettles to protect them during the road transport to Etobicoke. The kettles were successfully loaded and resumed their journey again. Unfortunately, another critical issue arose!

### Kettle height gets in the way of delivery again

Just prior to arrival at the manufacturing plant, the client realised the height of the kettles posed one more problem. They were too tall to fit through the facility's receiving doors. Expanding the door height was not an option without potentially contaminating the company's skincare products. Ultimately, C.H. Robinson worked with a subcontractor to remove the kettle lids so they would fit in the doors for delivery and installation."

"Despite several challenges throughout the shipping process, the customer received their equipment safely and without damage thanks to C.H. Robinson's network of experts who were eager and available to solve whatever problem arose - no matter where or when they occurred."

[www.chrprojectlogistics.com](http://www.chrprojectlogistics.com)



## C.H. Robinson with innovative ferry solution

Transporting project cargo requires local experts with good problem-solving skills and C.H. Robinson Project Logistics were recently put to the test when transporting wind turbine equipment.

"The wind turbine equipment need transporting from Galesburg in Illinois to Wheeler in Michigan and while hauling large shipments is nothing new for us, this specific route between the origin and destination had multiple obstacles which our the team had to work around. We put a plan in place to manage permit restrictions and to circumvent construction issues on the highways through Illinois, Indiana and Michigan.

Because of road construction, a width restriction in Indiana made it impossible to transport the oversized cargo through the state (the largest piece was 103'8" x 14'1" x 11'2"). Our project logistics experts knew they had to think outside the box to manage this limitation. We already knew of a ferry service that crossed Lake Michigan from Manitowoc in Wisconsin to Ludington in Michigan, so our team of experts surveyed the ferry, named 'Badger'. We had to ensure the loading and offloading ramps could accommodate the cargo and we had to plan the entrance and exit strategy into the pier. In addition to the logistics of the transport, timing and availability were also important considerations. C.H. Robinson acted as an extension of our customer's team and worked closely with the ferry company to book the space and meet the schedules during peak time. The ferry was able to accommodate one piece of cargo per day and only during night sailings."

"This innovative ferry solution allowed us to avoid multiple routing issues in various states and offered a more favourable route to the final project site."

[www.chrprojectlogistics.com](http://www.chrprojectlogistics.com)

## EXG transports four Ammonia Converter Units

Express Global Logistics (EXG) were recently awarded the contract to shift 4 units of ammonia converter top sections in India. The scope included multiple moves and the complete supervision of the 4 units, each measuring 20 x 5 x 5m and weighing around 280mt. They were loaded and unloaded at various job sites taking a total of 36 days.

The challenges were not only the timelines to be matched but also the weather conditions. Due to heavy rains, the approach roads were flooded and very muddy causing a severe obstruction in vehicle movement as photographed. EXG used heavy steel plates for their Goldhofer hydraulic 16-axle trucks, prioritising the safety of the personnel and cargo.

The EXG team accomplished the shifting of 4 units on time and with absolute safety.

[www.expressworld.com](http://www.expressworld.com)



## EXG completes breakbulk shipment of 12 Exhaust Silencers

The project team at Express Global Logistics (EXG) have started 2020 with a bang! They have welcomed the new decade with a breakbulk shipment of 12 exhaust silencers and 50 SOC containers from India to Cambodia.

EXG's scope of work included chartering a breakbulk vessel with port handling in coordination with the shipper and clearing agent. Shubham Agarwal at EXG explains: "The work began with the physical inspection of the cargo before loading and all handling at the port. All the over-dimensional and heavy exhaust silencers were loaded on a chartered breakbulk vessel. The challenge was to adhere to the strict timelines required for the cargo loading but EXG made the almost unbelievable timelines happen due to our commitment to our customers and agents. Another challenge was to keep loading during odd hours as the extensive operations were extended for 2 nights due to dredging at the port."

"EXG is proud to have swiftly handled this project whilst maintaining the utmost safety and accomplishing a great deal of work with efficiency."

[www.expressworld.com](http://www.expressworld.com)



## Ryano with door-to-door project from Portugal to Moldova

Ryano Logistics & Projects (members in Portugal and the Netherlands) are pleased to share a recent project handled door-to-door to Moldova.

- Commodity: 20 Pipeline Construction Machines at 260tn / 1,025cbm
- Loaded In: Oporto, Portugal
- Delivery To: Pârlita, Moldova
- Involved Means: 15 Abnormal Trucks & 2 Vessels (part cargo) as well as a project cargo team, a lashing team and 2 surveyors.

The careful planning was successfully fulfilled and there were no issues in over 55,000km due to the expertise of Ryano.

Please see the online story for a map of the route and more photos of the cargo.

[www.ryano.pt](http://www.ryano.pt)



## Have you seen our full page advert on page 18 of HLPFI magazine

Have you seen our full page advert on page 18 of the January/February 2020 digital edition of Heavy Lift & Project Forwarding International (HLPFI) magazine, which is now available?

If you have a photo of an interesting shipment that you would like us to feature in our next advert, please email it to me in high resolution.

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**Go ahead and enter... you have nothing to lose!**



## Brunel are winners of the 'Extra Mile' category at the BIFA Freight Service Awards!

UK members, Brunel Shipping are pleased to report their air cargo division have won the 'Extra Mile Award' at the BIFA Freight Service Awards 2019!

Brunel Air Cargo attended the BIFA Freight Awards, held in London. The BIFA Awards are held annually to recognise the best talent within the British freight forwarding community and awards are presented on an individual and multimodal basis, recognising the finalists in each field. The 'extra mile' category is for companies that can provide specific examples of innovation and/or customer care by adding value and exceeding their customer's expectations. Brunel Air Cargo are delighted to have been recognised by BIFA!

Mark Scanlon of Brunel Air Cargo says: "We always look to exceed customers' expectations and go the 'extra mile' as we believe excellent customer service is key to ensuring sustainable growth. This is why we have setup our specialist services division that handles these types of enquiries from clients requiring a premium service."

"The presented project that we handled was for a VVIP client that produces bespoke high-end furniture for their clientele globally and contracted Brunel Air Cargo to handle all arrangements from collection through to delivery to one of the tallest residential homes in the world. Through detailed planning, anticipating and reacting to various challenges encountered during the project, we went the extra mile to insulate their client from any of the pain. The shipment, consisting of bespoke hand-crafted furniture to be delivered to the 64th floor of a Manhattan skyscraper, had to be split over two charters to meet insurance requirements. At the planning stage all access points, doorways and lifts were carefully measured to ensure clearance of crates. The project was successfully delivered on time and on budget and has enabled us to grow with the client and handle more projects globally."

[www.brunelshipping.co.uk](http://www.brunelshipping.co.uk)



# OOG & Large Breakbulk specialists in Slovenia: Centralog



We are pleased to report Centralog are new members in Slovenia. Located in Koper, the company are well-established, starting business in 1991. They offer a full spectrum of project cargo logistics services and are one of the main ship and cargo handling agents in the region. Managing Director, Mr. Rok Strukelj is a board member of the Slovenian Association of Ship Agents & Brokers and they are also registered with the Slovenian Association of Freight Forwarders.

Mr. Rok Strukelj: "Centralog provides turn-key project cargo transport services in South East Europe. Our project group is specialised in the overseas transportation and handling of OOG and large breakbulk shipments. Over the years we have managed several high-value projects by offering our customers world class services and at the same time lowering the total transport costs by analysing alternative transport routes and thinking outside the box."

"An example of such a solution was a wind tower project originating in Germany and destined for South Italy. Traditionally the standard route would be a direct truck from the production facility to the site but by analysing the route, we identified two major issues. The first was related to cost as transporting the larger parts of the tower sections throughout the whole of the Italian peninsula would not come cheap. The second obstacle which was identified was related to the time required for obtaining the necessary road permits in Italy.

Our solution was simple and effective – trucking from Germany through Austria into Slovenia where the towers were transhipped at the port of Koper onto a chartered vessel. This cut down costs by about 28% and considerably shortened the time required for the towers to be delivered to the site. The largest section measured approximately 22.00 x 4.30 x 4.45m and weighted 42tns as photographed."

[www.centralog.com](http://www.centralog.com)

# Beijing

## 10th Anniversary Annual Summit

22-24 November 2020

We are delighted to announce that next year's meeting will be held from **22-24 November 2020** at the InterContinental Beijing Sanlitun, just 22 km from the international airport and with the best of Beijing's western-style dining, bars and nightlife literally on its doorstep.

We have an exciting schedule planned with an optional tour on Sunday morning to the Mutianyu Great Wall, which has breath-taking scenery but less tourists – perfect! Once there you can take a ride in a cable car, chairlift or toboggan. We will arrive back at the hotel at 13:00 so that you can have lunch at your leisure.

### Sunday 22 November 2020

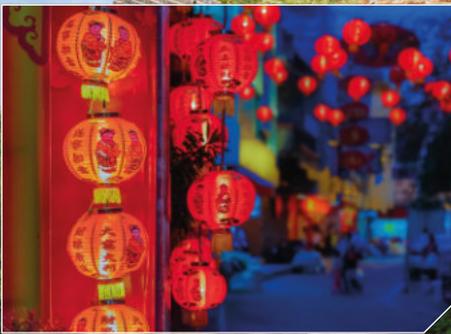
07:30 – 13:00 Mutianyu Great Wall Tour  
16:50 – 21.30 Golden Mask Show & Dinner

### Monday 23 November 2020

09:30 – 17:00 1-2-1 Meetings  
19:00 – 22:00 Gala Dinner with Band

### Tuesday 24 November 2020

09:30 – 17:00 1-2-1 Meetings



We will all meet at 16:45 on Sunday and leave the hotel together to watch the famous Golden Mask Dynasty Show from the best seats in the theatre. Then we will go to Si Ji Min Fu, a highly acclaimed Peking duck restaurant.

On Monday, we will open the meeting doors at 09:00 for a prompt 09:30 start. Our 1-2-1 meetings provide an opportunity to review current and upcoming government and private projects in the manufacturing, oil and gas, infrastructure, construction, power and energy sectors among others.



On Monday evening, we will regroup at 19:00 for a fantastic Gala Dinner with a live band and will hold our 2020 Award Ceremony. We will enjoy a Chinese/ Western buffet dinner with an open bar of wine, beer, orange juice and soft drinks. We look forward to celebrating our organisation's 10th Anniversary (PCN was born on 3 August 2010) with our valued Members.





## Yachting season is open for BATI Group!

**B**ATI Group began a new cooperation at the beginning of the year signalling the start of moving more yachts!

Business Development Manager, Kaan Aydin: "It might be freezing cold out there but we have to start moving yachts to turquoise waters before the summer! Our first project shipment of 2020 was a 64ft catamaran weighing 30tns at 19m in length and 10m wide. The shipment was from Malta to Florida and it was a pleasure to start the year of projects with a beautiful yacht."

[www.batigroup.com.tr](http://www.batigroup.com.tr)

## BATI Group take great pleasure in yacht transportation!



**T**urkish members, BATI Shipping & Trading are reporting what a great pleasure they have in shipping yachts!

Kaan Aydin (Business Development Manager) says: "After becoming more active in yacht transportation services, BATI Group have started to move yachts as a weekly business. Our last movement of a motorboat was done by road from Izmir in Turkey to Athens in Greece. The beautiful boat was 9m long with a height of 3.5m. The shipment took 5 days in total and was successfully delivered to the final destination."

"Yacht transportation is getting more and more exciting for BATI!!"

[www.batigroup.com.tr](http://www.batigroup.com.tr)

## BATI Group continue their passion of shipping yachts & boats!



**T**urkey members, BATI Shipping & Trading are continuing to deliver more yachts as the weather gets warmer and people cannot wait to get on their boats!

The BATI Group yacht transportation team has picked up their pace with 2 more yachts recently shipped from Turkey to Qatar. The shipment was performed with flat-racks from the port of Izmir to Doha. The yachts were an exact fit to a flat-rack with a length of 12m, 4m high and 4m wide, weighing 20tn each. The shrink wrapped boats were loaded with caution and secured with proper engineering with lashing equipment.

"All the project cargo that we ship is very important to us while shipping yachts is a passion for BATI Group!"

[www.batigroup.com.tr](http://www.batigroup.com.tr)

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15 years after starting her first company (Universal Freight Organisation) and to complete her trio of networks, Rachel Crawford launched **Cargo Connections**, a general cargo network offering a Restricted Representation policy.

The organisation now contains over 100 Members and our 5th Annual Assembly will take place in Thailand from 8-10 March 2020.



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