

Why Join PCN FAQs?

2021



Frequently Asked Questions

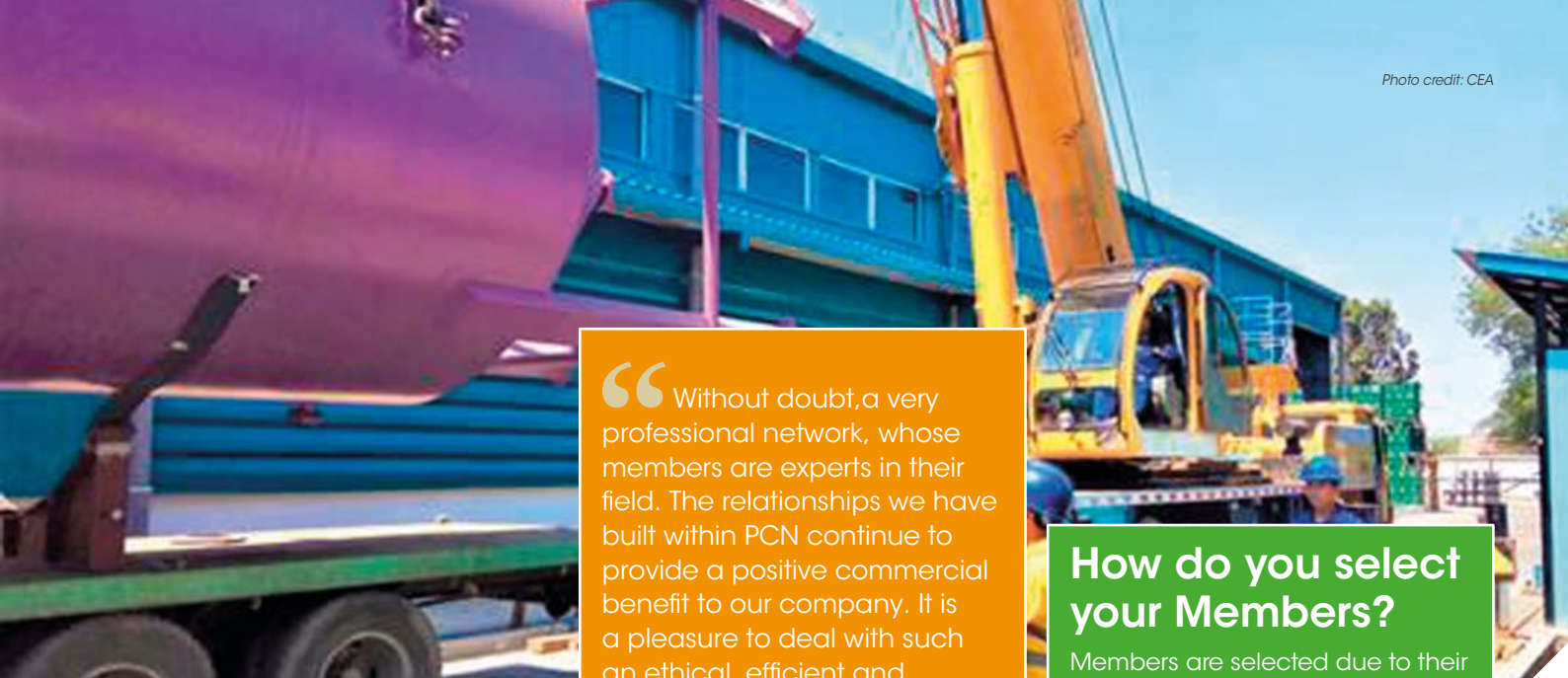
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“ The capped exclusivity makes a good compromise between only having one option for a service provider in any market versus having a multitude of competitors fighting for the same piece of business, and made it one of the deciding factors for Wilhelmsen Ships Service to join. ”

Flemming Andersen,
Wilhelmsen Ship Services





How long has the Network been running?

Project Cargo Network was established in August 2010. However, our Founder has been involved in the development and management of international forwarder networks since 1998.

[Read more.](#)



“Without doubt, a very professional network, whose members are experts in their field. The relationships we have built within PCN continue to provide a positive commercial benefit to our company. It is a pleasure to deal with such an ethical, efficient and friendly group of partners.”

Alun Powell,
Sadleirs Global Logistics

How do you select your Members?

Members are selected due to their excellent reputations within the industry, their accreditation by international authorities and have passed a strict entry procedure. Recommendations from existing Members are preferred due to the valuable prior trading experience. However, we also search for suitable companies in vacant locations. Our Recruitment Team bring a huge amount of experience in how to select the right companies who will become active and valuable Members of our organisation.

What are the application requirements?

Full completion of our **Application Form** together with 2 references from forwarders or break bulk specialists who have acted as agents within the past year specifically on heavy lift/project cargo. As PCN is only open to companies who have the capacity and experience to handle these specialist shipments, each applicant is required to submit a case study which should include photos and a description including the commodity; an outline of the steps taken and the mode of transport; challenges and how they were overcome; and a sentence on the final results. We also require a copy of the Bill of Lading and/or Notice of Arrival and other supporting documents (names and addresses redacted if preferred) but showing your company name and your role in the movement along with dates.

Where is your Head Office based?

Project Cargo Network is a Limited company (Reg # 7334156) based in the UK. The company is VAT registered (175457578) and has the following certifications: ISO 9001 Reg No 204480 and ISO 14001 Reg No 205343.

How do you ensure a high standard of Members?

We continually monitor the quality of service of our Members to ensure that we have recruited companies who perform in a conscientious, diligent and professional manner via our annual Quality Control Survey. Poor performance records are not tolerated.

As membership is only open to companies who are active within the project cargo and heavy lift industry, we also carry out an Evidence Audit every 12 months.

Can i see a current list of Members?

Yes, a full list of our Members can be found [through our website](#).

Croatia

2021 Annual Summit

17-19 October 2021

The venue is an idyllic, award-winning base from which to explore the region's historic charm and the medieval Dubrovnik is just across the bay.

"Croatia has become a popular destination thanks to the fact they shot several scenes of the famous TV series 'Game of Thrones' in the country. However, that is not the only reason people flock to this beautiful country, it is incredibly diverse filled with culture, history, nature and delicious food!"

We have arranged a fantastic start to our event! We will meet at 14:00 on Sunday 17 October for a relaxing boat trip across the bay to Dubrovnik Old Town, one of the world's finest and most perfectly preserved medieval cities in the world. We will be taken in groups of 25 by English speaking guides around the marble-paved squares and cobbled streets, all of which have also remained unchanged for centuries. We will then enjoy dinner together at the stunning Palm Terrace at Excelsior Hotel before returning to the hotel by coach at approximately 20:00.

Our official meeting will start on Tuesday 19 October in the Congress Hall Ragusa and delegates will gain access to our exclusive Event Web App so that 20-minute business meetings can be arranged prior to arrival. After a productive day of 1-2-1 meetings, there will be time to rest before we meet at 19:30 for a dinner feast with an open bar at Restaurant Alverede. We have then arranged for us to relax with the exclusive use of the Posejdon Night Club. We have arranged an open bar and private DJ to help us dance off some of the calories.

Our official meeting will continue on Tuesday 19 October with more 1-2-1 meetings where delegates highlight their specialist areas, discuss cross trade, existing and new business as well as information regarding their country's regulations and requirements. These crucial meetings also provide an opportunity to share key import and export trade information.

For more information and to register visit:

Our next gathering will take place in Croatia from 17-19 October 2021 at Hotel

Croatia Cavtat, a leading five-star resort and conference centre enjoying spectacular views of the open sea and just 5km from Dubrovnik airport.

Where will your next Meeting be held?

Full details of upcoming meetings can be found **through our website**. Next year we are in...

Sunday 17 October 2021

14:00 – 18:00 Dubrovnik Old Town Tour
18:00 – 20.30 4 Course Dinner at Palm Terrace

Monday 18 October 2021

09:30 – 17:00 1-2-1 Meetings
19:30 – 23:30 Gala Dinner, Private DJ & Nightclub

Tuesday 19 October 2021

09:30 – 17:00 1-2-1 Meetings
17:00 Meeting Ends



projectcargonetwork.com/event/next

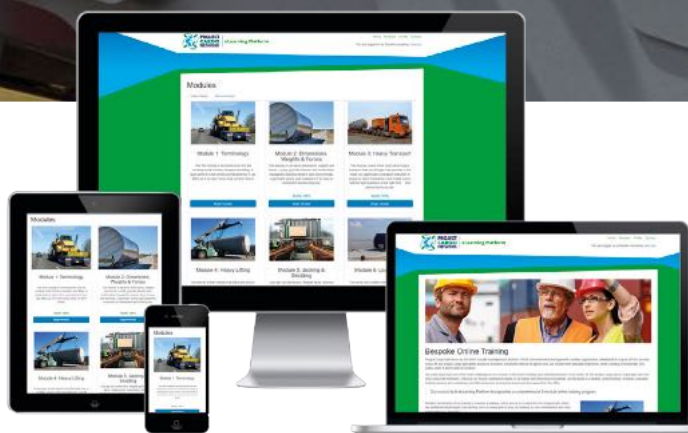


“ PCN gave us the possibility to translate our local project expertise and knowhow into a truly global service scope. The network gives us access to specialists for project and heavy lift cargo around the globe. ”

Franco Ravazzolo,
Gebrüder Weiss GmbH

Do you offer Payment Protection and/or Insurance?

Unfortunately, we are unable to offer Member-to-Member payment protection and/or insurance. Our Members are privately owned, independent companies that are more than capable of using their own normal commercial caution and practices to reduce risks.



Do you offer any training programmes for our staff?

Our clear and highly effective video based training includes narration, graphs, diagrams, video footage and photographs. When completed, the user will understand the practical, operational and engineering aspects of heavy transport and lifting projects. The training is ideal for staff who are at the beginning of their career in heavy transport, offering employers a time saving and low-cost alternative to workshops and seminars. However, as the training is comprehensive, senior level professionals will also benefit from the practical, scenario and video based course as it will encourage reflection on current practices. Each user receives a personal log-in so they can train at their own pace. For more details, see pcntraining.com.

Will I have to terminate current relations with agents?

Our Members are not required to annul established agency relationships. We simply ask that all new business is first offered to fellow PCN Members for quoting, it is then up to them to provide excellent rates and service to win the business.

Do you pass on Quote Requests?

Due to our continued efforts with search engine optimisation, our regular full-page advert in HLPFI and rotating top leader board web banner with Breakbulk, we aim to drive new business to our Members. Our website is not only visited by forwarders looking for project cargo specialists, but also for customers looking for quotes. All leads received from our **Quote Request** facility are forwarded directly to our Members.

Do you have a Smartphone site?

Yes, we acknowledge the growth in mobile devices but connection speeds can sometimes be slow so navigating through websites to get to the required page can be frustrating! We want PCN Members to have a great experience with our website, whether on a large PC screen or on their mobile device. Therefore, we provide a password protected Smartphone Service (m.projectcargonetwork.com), which enables the contact details of fellow partners to be found quickly on mobile devices



Do you have any Membership Rules?

Abidance of our **Membership Rules** is essential for the professional and efficient operation of PCN and its Members. Any official complaints are reviewed by PCN Management in accordance with our ISO 9001 and ISO 14001 approved procedures and all final decisions are reached fairly and consistently, without bias or prejudice, in representing the interests of PCN and its Members.



Do you have a company video?

Yes, our video combines footage from our Members with animation to give viewers a clear visual message of the quality, scale and specialist services that our 230+ Members offer. The presentation is available **online**.



What is your Raising The Standard scheme?

This scheme is a focused approach to support Members in achieving the optimum benefits of belonging to our organisation in a practical, logical way. Our experience is that the most active Members are often working at the highest level and reaping the most benefits of membership. We

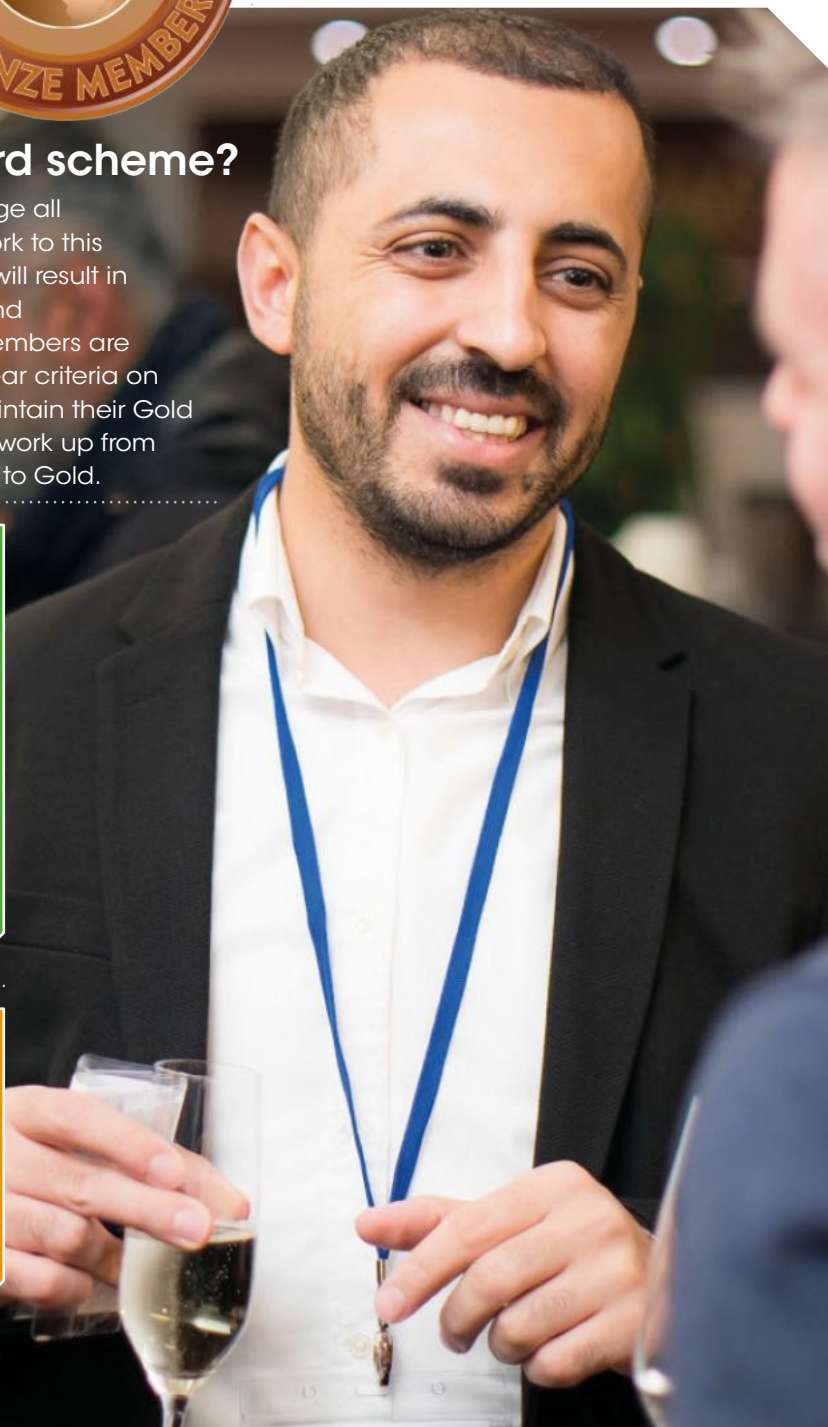
want to encourage all companies to work to this standard as this will result in more business and opportunities. Members are provided with clear criteria on how to either maintain their Gold status or how to work up from Bronze and Silver to Gold.

“ We had been looking for a network with a different attitude and approach. After several talks with the management of PCN, we realized that the organization perfectly matched our vision of what a network needs to offer its members; a dedicated team of professionals that simply help to bring together the best experts in shipping project cargo. ”

Abraham Van Olphen,
Central Oceans

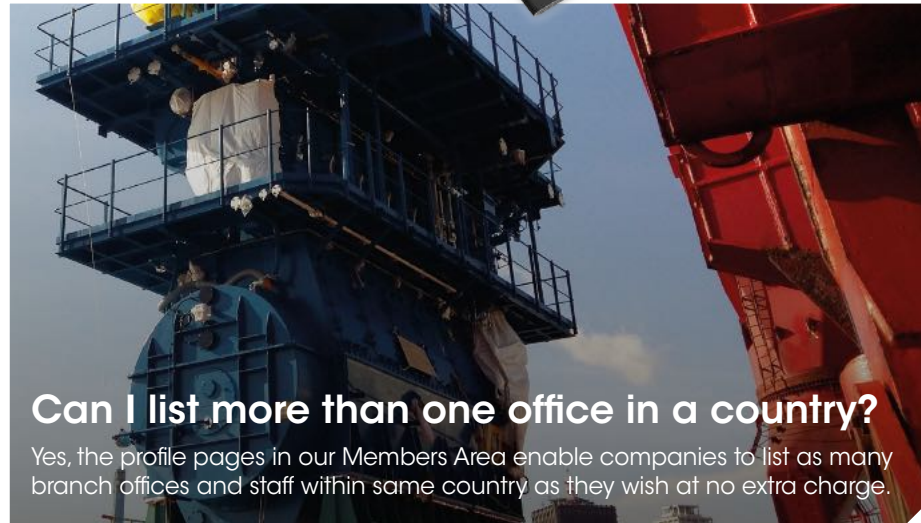
Can I promote offices in other countries?

Rule #3 of our **Membership Rules** states “Members may not promote offices in countries where they do not have official PCN representation”. This rule is strictly enforced to protect Member’s representations and to avoid any hostility within our friendly group.



Do you publish a Newsletter?

Yes, our colourful bi-monthly **Digital Newsletter** is provided free of charge and no payment is made for any articles. We are incredibly proud to regularly boast over 35 pages of news from our Members. We also allow external parties to subscribe and currently over 300 industry executives have asked to regularly receive a copy.



Can I list more than one office in a country?

Yes, the profile pages in our Members Area enable companies to list as many branch offices and staff within same country as they wish at no extra charge.

“It is a wonderful experience to be a part of PCN. Recently we finished a project for a drilling company with a fellow Member, it has been an excellent opportunity to demonstrate we have experience and ability to manage different size projects and likewise to interchange professional experience which gives confidence in future business. Also our sincere gratitude for all fellow Members for their association with us and we expect to continue growing and developing more business within the group. They will be treated like important clients not only like partners.”

Elena Zapata,
Integral Chile SA

Do you offer marketing & news services?

Yes, we offer a dedicated news service. Upon request, we prepare an online article which is appears in the newsfeed on our **Network News** and our **Smartphone Service**. It is also published via our **Blog**, **Digital Newsletter**, **LinkedIn** and **Twitter**. News articles related to each company are also linked on their individual profile page and their

PCN Marketing Website as well as distributed to our Press List. This PR service provides fantastic promotion and is included in our Annual Fee. And it works! As a direct result of the exposure provided by our news service.

Do you provide Sales and Marketing Material?

Yes, PCN has created many convenient sales tools. Together with our **Marketing Websites** which are customised to each of our members and based on a company specific URL, we also provide a Marketing Brochure, which is edited with each Member's company details and emailed in PDF format ready for printing. We also provide customised World Maps, designed for Members to take to sales meetings to show their customers where their fellow specialist partners are located.



Turk Heavy Transport
+430 overseas offices

THE WORLD'S TOP PROJECT CARGO SPECIALISTS

Project Cargo Network (PCN) is an organisation established to provide a connecting platform for the world's top project cargo specialists.

Project Cargo Network (PCN) is an organisation established to provide a connecting platform for the world's top project cargo specialists.

230+ specialists
100+ countries
\$2.9b+ annual turnover
18,000+ members of staff

Philippe Coadou,
Philco International

“PCN was the network made up of true professionals that I was looking for to expand my expertise and confidence towards my customers. We all talk the same language ... project cargo, heavy lift and specialist shipments.”

How much business will I receive?

It is difficult to determine how much business joining PCN would bring to your company. Also, we want to avoid recruiting companies that are solely looking for increased incoming business. We want new Members to become active participants in our network and to promote their company and services to increase inter-trade.

How many Members do you allow in each Country?

It is PCN policy to allow no more than 3 companies in each country (5 in Australia, Brazil, Canada, China, India, Turkey, UAE & USA).

Do you have a financial monitoring system?

Our bespoke Invoice Monitoring System has been developed to ensure smooth cash flow between PCN Members and to prevent late payments. Once logged in, each Member can add, view and edit details of outstanding invoices within our network. The system sends a 'Statement of Accounts' to each Member every 2 weeks highlighting due dates. We are proud to say that we have an excellent payment record within PCN. Our Members understand that paying on time and operating in a professional manner results in repeat business and excellent relations with their overseas offices.

I am already committed to other networks.

Our Members are not required to annul established agency relationships. We simply ask that all new business is first offered to fellow PCN Members for quoting, it is then up to them to provide quick replies and excellent service to win the business.

“ We are very aware of the fact that a project shipment can only be successfully completed if the people working on it show enough confidence and experience and are passionate about what they do. In order to achieve this, it is more than important to be part of a strong, worldwide network of freight forwarders who are professional and reliable at the same time. We are convinced that being a member of PCN allows us to achieve these goals together with our fellow members. ”

Ramona Duckstein,
Gruber Logistics (PAO) GmbH

Can I have a free trial?

We are a professionally run ISO certified organisation and unable to offer free or trial memberships.

How can I join?

Please read our **Membership Rules** and complete all the questions on our online **Application Form**.

What is the cost of Membership?

Members simply pay an Annual Fee of GBP £1100 with a one-off Joining Fee of GBP £200. We do not charge a fee for additional branch offices within the same country.

“ PCN has been a consistent source of opportunity in providing a platform in which to forge invaluable relationships during what has been an unprecedented year. Really appreciate all of the support and guidance provided throughout the year. ”

Kira Seeley,
CMX Global Logistics (Australia)

“ I have been in the transport and logistics business for almost 40 years. It took time but FINALLY I found the network I was looking for. It is not only because this network is dedicated to a specific sector (project cargo) but also because of the high professionalism of the management ensuring that we are getting the very best results from the cooperation with many other members! ”

Paolo Federici,
Fortune International Transport

“ It is a wonderful experience to be a part of PCN. Recently we finished a project for a drilling company with a fellow Member, it has been an excellent opportunity to demonstrate we have experience and ability to manage different size projects and likewise to interchange professional experience which gives confidence in future business. Also our sincere gratitude for all fellow Members for their association with us and we expect to continue growing and developing more business within the group. They will be treated like important clients not only like partners. ”

Luz Mery Daza,
Anker Logistica Y Carga SAS



**PROJECT
CARGO
NETWORK**

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