BOTSVANANA 9TH ANNUAL SUMMIT 17-19 NOVEMBER 2019



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Contents Welcome to Botswana



Network Statistics

- Established 9 Years
- UK Based Head Office
- Professional Online Training
- ISO 9001 & ISO 14001
- 248 Specialist Members
- 116 Countries
- 736 Worldwide Offices
- 18,398 Members of Staff
- \$2.148 Billion Annual Revenue

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Welcome

We are delighted that you have joined us in Botswana as we host our 9th Annual Summit.

We have brought you to the heart of Africa as we want to provide the opportunity for you to understand,



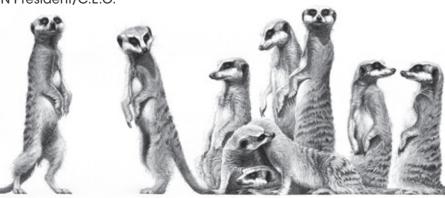
explore and secure business in this expanding marketplace. We are delighted that we have representation from so many countries in the region including Cameroon, Djibouti, Egypt, Ghana, Ivory Coast, Kenya, Namibia, Nigeria, South Africa and Tanzania.

As you know, we strive to provide a 'best possible' event each year and always consider new ideas and improvements that we can make. We appreciate your cherished time and the cost involved in attending and want you to gain as much value from our gatherings as possible.

This year we are delighted to announce several features. We have said goodbye to environmentally unfriendly printed schedules and have developed our own Event Web App, so that your schedule is readily available on your mobile devices – see page 5 for details. We have also created a new framework of awards to better represent and support the achievements of our membership and look forward to revealing the winners on Monday evening. Another exciting addition to our event is 4 exclusive Infovideos – see our Agenda on page 3 for timings.

We hope you have a fantastic stay in Botswana and very much look forward to sharing another event with you.

Rachel Humphrey FCILT PCN President/C.E.O.



Agendo

PCN **Agenda**



Sunday 17 November

15:00-15:30 New Members Meet 15:30-22:00 Game Drive & Bush Braai



Monday 18 November

09:30-09:40	Official Opening Session		
09:40-10:00	CargoWise Presentation		
10:00-10:20	OMA: Working in Africa		
10:20-10:30	Group Photograph		
10:30 – 11:00	Coffee Break		
11:00 – 11:20	1-2-1 Meeting Session 1		
11:20 – 11:40	1-2-1 Meeting Session 2		
11:40 – 12:00	1-2-1 Meeting Session 3		
12:00 - 12:20	1-2-1 Meeting Session 4		
12:20-12:30	🖆 The Sphere		
12:30 - 14:00	Lunch Break		
14:00 - 14:20	1-2-1 Meeting Session 5		
14:20 - 14:40	1-2-1 Meeting Session 6		
14:40 - 15:00	1-2-1 Meeting Session 7		
15:00 - 15:20	1-2-1 Meeting Session 8		
15:20-15:30	CRM: Common Mistake		
15:30 - 16:00	Coffee Break		
16:00 - 16:20	1-2-1 Meeting Session 9		
16:20 - 16:40	1-2-1 Meeting Session 10		
16:40 - 17:00	1-2-1 Meeting Session 11		
19:30-22:30	Gala Dinner & Awards		

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Tuesday 19 November

09:30-09:40	Opening Session
09:40-09:50	旨 A Tandem Lift
09:50 - 10:10	1-2-1 Meeting Session 12
10:10 - 10:30	1-2-1 Meeting Session 13
10:30 – 10:50	1-2-1 Meeting Session 14
10:50-11:00	🝯 Skidding Systems
11:00 – 11:30	Coffee Break
11:30 – 11:50	1-2-1 Meeting Session 15
11:50 – 12:10	1-2-1 Meeting Session 16
12:10 - 12:30	1-2-1 Meeting Session 17
12:30 - 14:00	Lunch Break
14:00 - 14:20	1-2-1 Meeting Session 18
14:20 - 14:40	1-2-1 Meeting Session 19
14:40 – 15:00	1-2-1 Meeting Session 20
15:00 - 15:20	1-2-1 Meeting Session 21
15:20 - 15:50	Coffee Break
15:50 - 16:10	1-2-1 Meeting Session 22
16:10 - 16:30	1-2-1 Meeting Session 23
16:30 - 16:50	1-2-1 Meeting Session 24
19:30-22:30	Farewell Dinner at The Borr

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On **Monday 18 November** at **19:30**, we will gather at the **Tsodilo C** for our Awards Ceremony and Gala Dinner.

We aim to include as much in our Registration Fee as possible in order to keep each delegate's expenses to a minimum so we have arranged an open bar (but with a limit!) let's see if you reach it... and if so, you can sign further drinks to your room bill.

Award Ceremony & Gala Dinner

Bush Braai Dinner at Mokolodi Nature Reserve



On Sunday afternoon, we will meet in the Walmont Hotel reception at 3.30pm to travel by coach to the Mokolodi Nature Reserve, where we will start with welcome drinks at the Game Reserve Reception and then enjoy a one-hour game drive in a safari vehicle, followed by a Bush Braai consisting of marinated steak, chicken, boerewors, vegetarian sausages, vegetable lasagne, fresh homemade garlic bread, roast butternut, coleslaw, salad, chakalaka, desserts and finished off with coffee around an open fire. We will also enjoy a performance by the Mafitlhakgosi Traditional Dance Group. The evening ends with a slow night drive back to the front gate and then return to the hotel via coach by approx. 9.30pm.

Botswana Weather

It is the start of the summer, with some rain and temperatures ranging between 65–91°C.

1-2-1 Meetings

Our new Event Web App contains your schedule and each meeting is assigned a table number so that the changeover runs smoothly.

The PCN Countdown Clock will help you manage your time during the 1-2-1 meetings and to give you a 2 minute warning to end your meeting, you will hear 8 short beeps. A continuous alarm will sound when the



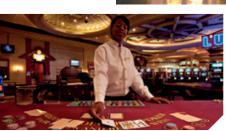
session is over and you will then see a changeover timer, to allow you to get to your next table.

Hotel Facilities

The Grand Palm Hotel Casino and Convention Resort contains two Peermont hotels.

The resort contains 4 restaurants: the Mokolwane Bistro, The Beef Baron Grill & Rib Room, Bai Sheng Asian Cuisine and FLAG Café. Additionally, the Fig Tree serves a selection of light meals and cocktails and is situated next to the hotel's Olympic size pool. The Kalahari Bar has both non-smoking and smoking areas overlooking the lush gardens and offers a light snack menu, various cocktails and showcases live entertainment.

Casino: The Casino comprises of 150 slots and 16 tables which include Blackjack, American Roulette, Texas Poker, Raise 'em Poker plus a Salon Privé and an exclusive Tables private room for those serious gamers. Slots are open 24 hours a day and offer the latest gaming products with denominations from 1t to P25 with a variety of progressive jackpots and mysteries.



The Health Club: The facility includes a multi-station gym circuit for hotel residents. It also has a television screen for entertainment while in session.

Swimming Pool: The Grand Palm features a well-lit Olympic size pool surrounded by beautiful landscaped gardens and the Fig Tree Pool Bar.



Shopping: The resort features an African curio shop, Heart of Africa, which specialises in leather goods, African crafts and jewellery. Located in the hotel lobby, the curio shop offers convenience items to hotel guests and visitors. Operating Hours: 08h00 to 17h00. Around the city, Gaborone offers a variety of shopping malls, shops, banks, business offices as well as arts and crafts centres.

Bird and Nature Trails: The Grand Palm Resort facilities include a jogging trail set around a picturesque lake. With a huge diversity of birds, guests can enjoy their stay in a luxurious setting with a true African feel. While walking through the trail, guests can view the lake, birds and a variety of natural tree species. Arrows have been made to show the route through the nature trail. This natural experience is enhanced by animals which can only be seen early in the morning.



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Special Guests

CargoWise One: We welcome Este De La Hunt and Sharon Cilliers of CargoWise One as Guest Speakers. We recently formed an exclusive partnership with CargoWise One. Our partnership opens a range of CargoWise One benefits and discounts for PCN Members. Jennifer Killian, GM of Channels says: "It's with great pleasure that we welcome PCN as an Industry Partner. The strength and flexibility of CargoWise One will enable PCN Members to move to the next level of operational productivity and customer service." CargoWise One is fast becoming the industry standard solution for logistics professionals, so this is great news for Members and our network as a whole.



Meeting Room & Wifi

Our meeting will be held in Tsodilo A & B. and standard Wi-Fi is complimentary throughout the hotel, including the meeting room.

Daytime Refreshments

We have arranged for mid-morning and afternoon coffee breaks, which will include tea, coffee, juices, cakes and butter biscuits. Lunch will be served between **12.30-14.00** at the **Mokolwane Bistro**, which is on the ground floor of the Walmont Hotel.

Meeting Gifts

On Monday morning, each delegate will receive a Conference Bag making



ceive a Conference Bag making it easier to carry items between your 1-2-1 meetings. After the meeting, you will receive a link address so that you can download 100's of photos from our Gala Dinner and Conference Room, as well as our Official Group Photo. **Fight to battle plastic**

pollution: Most events use 100s of single-use plastic water bottles

of single-use plastic water bottles over their duration, which can take between 400 and 1,000 years to decompose. From harming marine

life to littering beaches and congesting landfills, the disturbing growth of plastics is

threatening our world. To help battle plastic pollution, PCN is providing delegates with BPA free reusable aluminium bottles and the hotel is supplying pitchers of



filtered water in the conference room.



Event Web App

We have said goodbye to environmentally unfriendly, old-fashioned printed schedules and have developed our own exclusive Event Web App. Our meetings are all about networking and our app will help you manage your connections – a key feature is one-to-one messaging so that you can engage with each other before, during and after our gathering. You can also make notes against each 1-2-1 meeting (that only you can see). If you use an iPhone, we suggest you add the app to your home screen: go to **pcn.meetingmanager.net**; tap the Share button at the foot of the screen (the rectangle with an arrow pointing upward); scroll to Add to Home Screen; Tap Add.

Tipping in Botswana

As is usual all over the world, tipping in Botswana is voluntary and should depend on the quality of service received. As we like our events to have a positive impact on the local community, we encourage PCN Members to tip to appreciate good service. Tipping is often a significant component of the income for those in service industries.



Farewell Dinner at the Boma

On Tuesday we will enjoy a spectacular finale to our special event with an exclusive group dinner at 7.30pm at The Boma (within the Grand Palm Resort) ... a wonderful outdoor setting adjacent to a picturesque lake where a feast will be enjoyed whilst seated around a blazing bonfire under the African sky.

Current Membership List

A leading ISO 9001 & 14001 certified international network of **248** Project Cargo and Heavy Lift Specialists located in **116** countries.

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	Wilhelmsen Ships Service Brunel Shipping
	Central Oceans UK Shipping & Trading
	Kentco Logistics
	Breakbulk Transportation Inc.
	Express Air Freight Unlimited Inc. LEMAN USA Inc
	Seahawk Logitech Inc
	Thunderbolt Global Logistics LLC
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OMA Ghana**

COMEXA

Ghana/Ivory Coast

Philip Matthee BAJ Freight Ghana

Also represents:

*Kazakhstan/Senegal **Benin, Burkina Faso, Cameroon, Mauritania, Niger, Nigeria, Senegal & Togo.

Ghana

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7





Ricardo Brass Premier Global India



Subramanian Iyer Premier Global India



Sanjna Vardhan Procam Logistics India



Haribabu Loganathan Vangard Logistics India



PT Perdana Transline Indonesia



Norman Wilkinson Curtis & Lees Ireland



Paolo Federici Fortune Int Italy



Florence Tuei Sovereign Logistics Kenya



Vipin Rajan Al Bader Shipping Kuwait



Santhosh Mathew Al Bader Shipping Kuwait



Anooj Ravindra Dolphin Shipping Kuwait



Rohit Anooj Dolphin Shipping Kuwait



Amit Anooj Dolphin Shipping Kuwait



Puvaneaish Subramaniam Kagayaku Logistics Malaysia



Lim Ling Ling Megalift **Malaysia**

Erwin Cootjans Nunner Logistics Netherlands

The PCN group, specially

concerns and highlights of members, keep up the great work. **99**



Tera Projects Malaysia



Brian Foong Tera Projects **Malaysia**



Berenice Pacheco Actanis Mexico

Rahul Varma Freight Direct New Zealand



Kirsten Beeker Woker Freight Namibia





Nidheesh Kurumangalath Khimji Ramdas Oman



Johnson Akede International Express Nigeria



Anna K. Quiambao Nonpareil Int Philippines



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Rafal Kowalczyk Hecksher Polska Poland



Rob Kloosterman Nunner Logistics Netherlands



Reidar Evensen Altus Norway Norway



Patryk Duks Scandinavic Poland



Pieter van der Weijden Ryano Logistics Netherlands



Arijit Das Khimji Ramdas **Oman**



Ryano Ibe Portugal ano Iberia

8



The PCN Family

Pablo Higueras Coordinadora Int **Spain**

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

Flemming Andersen, Wilhelmsen Ship Services

PCN Head Office United Kingdom



Sky Line Maritime Sri Lanka

Lintas Freight United Arab Emirates



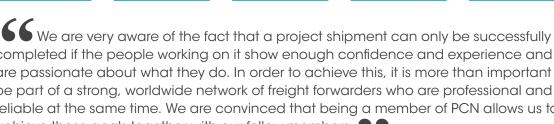
PCN Head Office United Kingdom

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Polaris Shipping United Arab Emirates

Jim Shapira lt Global Thι **United States**



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.

PCN Head Office United Kingdom

Ramona Duckstein, GRUBER Logistics

PCN Head Office United Kingdom

Also represents

Brunel Shipping United Kingdom

PCN Fundraising Foundation

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 Humphrey 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 grassroot Type 1 Diabetes charity, EDPD. Funds went towards printing education booklets, a Youth Diabetes Camp and expanding projects at healthcare centres.



2016: The Dream Trust

PCN President/C.E.O., Rachel Humphrey, 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.



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.



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.



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.



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 Humphrey, who's youngest son, George was diagnosed with Type 1 Diabetes at 9 years old, in October 2010.

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

Neeting 2020

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.



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