

BOTSWANA

9TH ANNUAL SUMMIT

17-19 NOVEMBER 2019



**PROJECT
CARGO
NETWORK**



The PCN Team
From left: Judith, Dale,
Wendy, Rachel, Sam

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.



Agenda

PCN
Botswana
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 Mistakes
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

Tuesday 19 November

- 09:30 – 09:40 Opening Session
09:40 – 09:50 🏠 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 Boma





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.

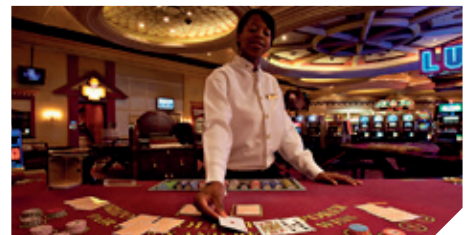
The Health Club: The facility includes a multi-station gym circuit for hotel residents. It also has a television screen for entertainment while in session.

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.





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 Gifts

On Monday morning, each delegate will receive 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 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.



What
When
Where

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.



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.

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.



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.



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.

Afghanistan:	Goodrich Logistics Private Limited	Greece:	Cargo Experts Ltd	Poland:	3p Logistics Sp. Z o.o.
Albania:	Livo Logistics		Delta Maritime P.C.		Hecksher Polska Sp. z o.o.
Algeria:	Wilhelmsen Ships Service Algeria Spa		Goldair Cargo SA	Portugal:	Scandinavian Express Poland Ltd
Argentina:	Centaurio	Guatemala:	Rex Cargo Guatemala S.A.		Actanis Unipessoal, Lda.
	RUCA Logistics S.A.	Guinea:	BV Shipping SARL		NVO Xpress Transitarios
	Shipway SA	Guyana:	Ramps Logistics		Ryano Iberia Unipessoal Lda
Australia:	CMX Global Logistics	Honduras:	Rex Internacional Honduras S.A.	Qatar:	Conxion Logistics & Heavy Equipment
	Freightplus (Australia) Pty Ltd	Hong Kong:	OLA Groups Logistics		JSL Global WLL
	Sadliers Global Logistics		Parisi Grand Smooth Logistics Ltd (PGS Logistics)	Rep of Congo:	Nile Dutch Congo Forwarding & Logistics Agency
	Spark Global Logistics Pty Ltd	Hungary:	TransOcean Shipping Kft	Romania:	Eastern Shipping SRL
Austria:	Gebrüder Weiss GmbH	India:	Express Global Logistics Pvt Ltd		Lion Shipping & Chartering Ltd
Azerbaijan:	RETEMS Logistics LLC		Premier Global Logistics Ltd		SC Transgor Logistik SRL
Bahamas:	SEACOR Island Lines LLC		Procum Logistics Pvt Limited	Russia:	Glogos Ltd
Bahrain:	Ark Global Co. W.L.L.		Vanguard Logistics Pvt Ltd		Petrel Freight & Logistics Limited
Bangladesh:	Conveyor Logistics Ltd	Indonesia:	PT Perdana Transline Logistik	Rwanda:	Africa Direct Ltd
	EXG Project Logistics (BD) Ltd	Iraq:	Aysa Shipping Co S.A.	Saudi Arabia:	On Dot Freight
	The Bengal Electric Ltd		Iraq Al-Nahrain for Transportation & Marine Services		Paragon Saudi Services
Belgium:	ABL NV	Ireland:	Curtis & Lees Ltd		RAZ Maritime Services
	Europe Cargo bvba	Israel:	Gold Line Shipping Ltd	Senegal:	Goodrich Logistics SARL
	Wirtz Shipping & Co NV		Jacky Line		OMA Logistics Senegal
Benin:	BV Shipping SARL		Kamar Logistics		Wilhelmsen Ships Service Senegal
	OMA Logistics Benin	Italy:	Fortune International Transport SRL	Serbia:	TransOcean Shipping Ltd
Brazil:	CTO Global Ag. de Carga do Brasil Ltda		ISS Global Forwarding Italy S.p.A.	Singapore:	Central Oceans Singapore Shipping & Trading
	DC Logistics Brasil		W.I.S.		RIO Logistics (S) Pte Ltd
	Double Star Logistics do Brasil Ltda	Ivory Coast:	COMEXAS Cote D'Ivoire		WPC Marine & Offshore Services Pte Ltd
	OIA Global Logistica Ltda.		Goodrich Logistics Côte d'Ivoire SARL	Slovenia:	TransOcean Shipping Ltd
Bulgaria:	STM Group Ltd		Lynx Logistics	South Africa:	Afriguide Logistics
Burkina Faso:	OMA Logistics Burkina Faso	Japan:	Interfracht Japan		Global Logistics Alliance (Pty) Ltd (GLA)
Cambodia:	Bee Logistics Corporation		Naigai Trans Line Ltd	South Korea:	NATCO SA International Transports (Pty) Ltd
	FWF Full Well and Nisshin Logistics Co Ltd		Nisshin Transportation Co Ltd		Daewon Logipia Co. Ltd.
Cameroon:	OMA Group (Gespros)	Jordan:	Al Nahrain for Transportation & Marine Services		Duck Yang ULC Co Ltd
Canada:	C.H. Robinson Project Logistics	Kazakhstan:	Goodrich Central Asia LLP		Kimex Air & Sea Co Ltd
	Canaan Shipping Co Ltd	Kenya:	Freight in Time Ltd	Spain:	Actanis Project Cargo Spain
	Convoy Logistics Providers		Offshore Global Logistics Ltd		Coordinadora Internacional de Cargas S.A.
	Safesee Shipping Group Ltd		Sovereign Logistics Limited		Merzcargo Forwarding S.L.
	SCACLI	Kuwait:	Al Bader Shipping & Gen. Cont. Co. W.L.L.	Sri Lanka:	RSL Freight Lanka Pvt Ltd
Chile:	HMGs Chile Soluciones de Transporte Ltda		ATLAS (Alghanim Freight)		Sky Line Maritime Pvt Ltd
	Integral Chile SpA		Dolphin Shipping & Logistics	Suriname:	Integra Marine & Freight Services N.V.
China:	Columbia Pro-Rail Transport Services	Latvia:	CF&S Latvia SIA		Ramps Logistics
	Global Star Logistics (China) Co Ltd		Relyon Shipping Ltd.	Sweden:	Hecksher Linieagenturer AB
	Guangzhou Eversail Logistics Co Ltd	Lebanon:	Global Cargo Line SARL		ScanProTrans
	Hannational Shipping Co Ltd	Liberia:	Stewart Corporation		Westdijk Sweden AB
	Topline Express Logistics	Lithuania:	3p Logistics	Switzerland:	ITS International Transport & Shipping Ltd
Colombia:	Anker Logistica y Carga SAS		CF&S Lithuania Ltd	Taiwan:	Panda Logistics Co. Ltd.
Costa Rica:	Rex Cargo Costa Rica S.A.	Malaysia:	UAB ScanMarine Lithuania		Realco Logistics Ltd
	SPC Logistics		Kagayaku Logistics (M) Sdn Bhd	Tanzania:	Magellan Logistics Tanzania Limited
Croatia:	TransOcean Shipping Ltd		Megalift Sdn Bhd		Malai Consolidators Limited
Cyprus:	Oceanic Logistics Ltd		Tera Projects & Shipping Sdn Bhd		Sunfresh Ltd
	Zero Time Services Ltd	Malta:	O&S Shipping Ltd	Thailand:	Central Oceans (Thailand)
Czech Rep:	Livo Logistics	Mauritania:	OMA Group (ACT)		Global Power Logistics Services (Thailand) Co Ltd
	ZOOM Cargo s.r.o.	Mexico:	Actanis Project Cargo		MMP Logistics Co Ltd
Denmark:	3p Logistics		JM Logistic Services S.A. de C.V.	Togo:	OMA Logistics Togo
	Fairplay Shipping A/S	Morocco:	Traiver Logistics S.A. de C.V.	Trinidad & Tobago:	
Djibouti:	FREJA Transport & Logistics		LoadLine	Tunisia:	Ramps Logistics Ltd
	Freight in Time SARL		Marmedsa Maroc		All Seas Shipping Agency
	Gulf Agency Services	Mozambique:	Transportes Lalgy Lda		Ocean Shipping
Dominican Rep:	C Logistics Solutions	Myanmar:	Bee Logistics Myanmar Co Ltd		Tandem Logistics
Ecuador:	Logistica Maritima Integral SA (MARILOGINSA)		Nisshin (Myanmar) Co Ltd		Actanis Project Cargo
	Schryver Del Ecuador	Namibia:	Woker Freight Services (Pty) Ltd		BATI Shipping & Trading S.A.
	Siaflogistics S.A.	Netherlands:	M-Star Projects powered by Herfurth Logistics		Element International Forwarding & Logistics Ltd
Egypt:	First Global Logistics		Nunner Logistics BV		MTS Logistics
	Interlog International Logistics		Ryano Logistics & Projects	Turkmenistan:	Origin Logistics
	MGL Cargo Services LLC	New Zealand:	Freight Direct NZ Limited		Hazar Talkuny
El Salvador:	Rex Cargo El Salvador S.A. de C.V.	Nicaragua:	Rex Cargo Nicaragua S.A.	Turks & Caicos:	SEACOR Island Lines LLC
Estonia:	3p Logistics OÜ	Niger:	OMA-Gescom		Freight in Time (U) Ltd
	CF&S Estonia AS	Nigeria:	Equatorial Logistics and Trade Nigeria Limited	Ukraine:	Farcont Project LLC
	ScanMarine Estonia Ltd		International Express Logistics Services Limited	UAE:	ISS Global Forwarding (ISS GF)
Ethiopia:	Freight in Time Logistics plc		OMA-APMDC		Lintas Freight and Logistics LLC
Finland:	CHS Logistics	Norway:	Altus Norway AS		Masstrans Freight LLC
	FREJA Transport & Logistics Oy	Oman:	Khimji Ramdas Projects & Logistics Group		Polaris Shipping Agencies LLC
	Hacklin Logistics Ltd		Muscat Int'l Shipping & Logistics LLC (MIS)		Wilhelmsen Ships Service
France:	Actitrans Overseas		Wilhelmsen Towel Co LLC	UK:	Brunei Shipping
	France Cargo International SA	Pakistan:	Muhammad Amin Muhammad Gaseem (MAMG)		Central Oceans UK Shipping & Trading
	Philco International		Star Shipping (Pvt) Limited		Kentco Logistics
Georgia:	EISA Ltd		UF Logistics	USA:	Breakbulk Transportation Inc.
	M-Star Projects powered by Herfurth Logistics	Panama:	Rex Cargo Panamá S.A.		Express Air Freight Unlimited Inc.
Germany:	GRUBER Logistics (PAO) GmbH		Up cargo Inc		LEMAN USA Inc
	Interfracht Air Sea Land Service GmbH	Peru:	BHA Cargo Logistic Peru SAC		Seahawk Logitech Inc
	Monnard GmbH		Expert Projects & Logistics SAC		Thunderbolt Global Logistics LLC
Ghana:	BAJ Freight and Logistics Limited		Translogistics Solution SAC	Venezuela:	Interlogistic
	COMEXAS Ghana	Philippines:	AAI Project Logistics Inc	Vietnam:	CEA Projects Co Ltd
	OMA Logistics Ghana Ltd		Nonpareil International Freight & Cargo		Cuchi Shipping Co Ltd
			Transmodal International Inc		Royal Cargo Vietnam
				Yemen:	Saba Shipping & Stevedoring Co.



Kira Seeley
CMX Global
Australia



Ilija Ivanisevic
CMX Global
Australia



Rhondda Baty
Freightplus
Australia



Kerry Lawless
Freightplus
Australia



Alun Powell
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Australia



Brett Watkins
Sadleirs Global
Australia



Sebastian Laffont
Spark Global Logistics
Australia



Renaud Stiers
ABL NV
Belgium



Sven Gillemot
Europe Cargo
Belgium



Michael Walther
CTO Global
Brazil



Michele Uria
CTO Global
Brazil



Dimitri Mattos
DC Logistics
Brazil



Irina Velikova
STM Group
Bulgaria



Dinh (Sandy) Thi Thanh Minh
Bee Logistics
Cambodia/Myanmar



Alain Nzombi
OMA Group (Gespros)
Cameroon



Samuel Wong
Canaan Shipping
Canada



Maria Misurka
SCACLI
Canada

“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**



Lachlan Morrison
SCACLI
Canada



Rodrigo Izquierdo
Integral
Chile



Johnson Huang
Hannational Shipping
China



Mohamed Adour
Gulf Agency Services
Djibouti



Wolfgang Oberer
Schryver Del Ecuador
Ecuador



Mazen Sabry
First Global Logistics
Egypt



Marc Gharabawi
MGL Cargo
Egypt



Nancy Van de Merlen
M-Star Projects
Georgia/Netherlands



Joseph Biney
BAJ Freight
Ghana



Philip Matthee
BAJ Freight
Ghana



Ato Quagraine
BAJ Freight
Ghana



Sandrine Holden
COMEXAS
Ghana/Ivory Coast



Ian Tredor
OMA
Ghana**



Weiros Wang
OLA Groups
Hong Kong



Mehul Modh
Express Global
India

Also represents:

*Kazakhstan/Senegal

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

The PCN Family



Ricardo Brass
Premier Global
India



Subramanian Iyer
Premier Global
India



Sanjna Vardhan
Procam Logistics
India



Haribabu Loganathan
Vangard Logistics
India



Syahrul Maulani
PT Perdana Transline
Indonesia



Norman Wilkinson
Curtis & Lees
Ireland



Paolo Federici
Fortune Int
Italy



Florence Tuel
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



Puvaneash Subramaniam
Kagayaku Logistics
Malaysia



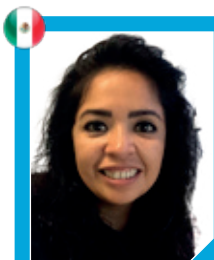
Lim Ling Ling
Megalift
Malaysia



Dennis Tan
Tera Projects
Malaysia



Brian Foong
Tera Projects
Malaysia



Berenice Pacheco
Actanis
Mexico



Kirsten Beeker
Woker Freight
Namibia



Santania Gerber
Woker Freight
Namibia



Erwin Cootjans
Nunner Logistics
Netherlands



Rob Kloosterman
Nunner Logistics
Netherlands



Pieter van der Weijden
Ryano Logistics
Netherlands



Rahul Varma
Freight Direct
New Zealand



Johnson Akede
International Express
Nigeria

“The PCN group, specially the management, are always more than willing to address all concerns and highlights of members, keep up the great work.”

AAI Project Logistics Inc



Reidar Evensen
Altus Norway
Norway



Arijit Das
Khimji Ramdas
Oman



Nidheesh Kurumangalath
Khimji Ramdas
Oman



Anna K. Quiambao
Nonpareil Int
Philippines



Lech Quiambao
Nonpareil Int
Philippines



Rafal Kowalczyk
Hecksher Polska
Poland



Patryk Duks
Scandinavian Express
Poland



Romeu Gomes
Ryano Iberia
Portugal

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



Ilya Zaytsev
Petrel Freight
Russia



Ismail Afthab
On Dot Freight
Saudi Arabia



Allie Waggle
Central Oceans
Singapore/Thailand/UK



Brad Stephens
Afriguide Logistics
South Africa



Ronald Colman
Global Logistics Alliance
South Africa



Mike Durig
NATCO SA
South Africa



Helmut Landgrebe
NATCO SA
South Africa



Jackie Yun
Daewon Logipia
South Korea



Robin Hahn
Duck Yang
South Korea



Eric Koo
Kimex Air & Sea
South Korea



Pablo Higuera
Coordinadora Int
Spain

“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**



Ronald Chandiram
RSL Freight
Sri Lanka



Romesh Chandiram
RSL Freight
Sri Lanka



Sujith Senadeera
Sky Line Maritime
Sri Lanka



Lasse Mattsson
Westdijk Sweden
Sweden



Massimo Bianco
ITS International
Switzerland



Patric Bund
ITS International
Switzerland



Wycliffe Luvai
Malai Consolidators
Tanzania



Bilge Guzelocak
Element International
Turkey



Wilson Ambooken
Lintas Freight
United Arab Emirates



Rajesh Damodaran
Polaris Shipping
United Arab Emirates



Jay Ghuman
Brunel Shipping
United Kingdom



Rachel Humphrey
PCN Head Office
United Kingdom



Judith Mellett
PCN Head Office
United Kingdom



Este De La Hunt
PCN Head Office
United Kingdom



Sharon Cilliers
PCN Head Office
United Kingdom



Jim Shapiro
Thunderbolt Global
United States

“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**

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 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 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 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.



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

Beijing

10th Anniversary Annual Summit

22-24 November 2020

Next
Meeting
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.



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