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DECEMBER 2024

eMAGAZINE



PROJECT CARGO NETWORK MONTHLY NEWS

ABOUT PCN

Since 2010, PCN has provided heavy lift and project cargo specialists access to a global network of agents who can handle their shipments, whilst working under strict Membership Rules. Our friendly and professional ISO 9001 & ISO 14001 organisation comprises of 340+ companies in 120+ countries. **Click here** for more information

MEETING HUB

We have invested in a bespoke Meeting Hub where our Members can connect virtually using the platforms that have now become an essential part of daily life including Zoom, Google Meet, Skype, and WhatsApp. See our **video library** for more details.

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Cover: UPCARGO Navigate Daily Challenges in Oversized Cargo Logistics

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.

Welcome to our monthly eMagazine, an official PCN publication which includes articles on Member's projects, the latest companies to join, reminders of membership tools and official updates.

Distributed to both our internal readership of 10,000+ staff worldwide and also accessible to the 5000+ visitors per month to our website. We also invite external companies to subscribe and currently over 500 industry executives engaged in energy, construction, shipping, and ancillary industries have asked to regularly receive a copy. Please feel free to **subscribe** and each issue will be delivered straight to your inbox.

To see the latest news, please see the **News section** of our website.

We are delighted by our continued strong growth - scan the QR code to see our impressive association which has a global reach of **over 120 countries**. However, we are more impressed with the amount of business and projects that our members collaborate on. It is why we exist!

Enjoy this issue.

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



The PCN Team
From left: Tom, Judith, George,
Rachel, Sam, Wendy



Rachel is supported at the PCN Head Office by a strong group of talented individuals drawn from a variety of transport and media backgrounds, all of whom very much contribute to the success of our organisations.

MEMBER SUPPORT

Judith manages the network on a day-to-day basis, assisted by Wendy. Together they ensure that all systems are up-to-date and are the first stop for any Member queries. In addition, Wendy secures collaborations with the **world's top industry exhibitions**.

RECRUITMENT

Sam manages membership recruitment, selecting companies who will become active Members. His current aim is to expand our global coverage filling our **vacant territories** and emerging markets.

NEWS DESK

Tom runs our **News Desk**, publishing **online articles** and managing the **PCN Blog**, supported by Sam who manages the company's social media including **X** and **LinkedIn**.

PUBLICATIONS

George is responsible for the production of our colourful **eMagazines** (packed with Members news!) and all brochures, marketing and sales material available to Members.

EVENTS

Judith and Wendy organise and support Rachel at our **Network Meetings** from sourcing locations to managing the registration process.

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Maximising Your
Membership: Why
Proactive Engagement is
Essential for Success



PROGRESSIVE CARGO ENJOY ALL PROJECT CARGO CHALLENGES!

We are pleased to announce **Progressive Cargo** as new members in **Canada**. Specialists in handling project cargo and breakbulk, their professional team provide **efficient and reliable solutions** and maintain high standards in their operations. The company hold certification from FMC, PIP, CIFFA, FIATA and IATA.

*"Our team of logistics specialists have **extensive experience and professional expertise** in handling all kinds of project cargo. We enjoy all challenges! No matter the complexity, dimensions, weight or location, we can transport any heavy lift or oversized cargo to its destination. This requires smart planning from the first stages to manage all the regulative aspects, minimise risks, and avoid extra costs."*

*"Every project faces unique logistical considerations, challenges, and opportunities. Our project cargo team offers **tailored solutions** for dealing with logistically challenging cargo and industry-specific requirements. From moving massive steel frames to delicate turbine engines, Progressive Cargo has the skills and strength that guarantee **safe and timely deliveries**."*

*"Offering complete **multimodal transportation for project cargo**, we propose the most suitable end-to-end solution by combining multiple modes, all with full visibility and enhanced optimization."*

- Conventional Vessels
- RORO Vessels
- Breakbulk & Oversized Container Loads
- Inland Water Transport by Barge
- Coastal Marine Transportation
- Land Transportation of Heavy & OOG Cargo
- Marine & Air Charters
- Air Freight

We can also take the lead for **project logistics management and planning** using control tower methodology. Our value-added services include surveys & studies, stevedoring & terminal services, technical consulting, stowage, loading & discharging procedures using CAD, on-site installations & erections, mobilising & monitoring on-site teams, vendor management, documentation, storage & warehousing, customs clearance and cargo insurance.

Our wide experience in providing project cargo logistics covers the following industries: oil & gas, renewable energy, mining, port equipment, rail cars & equipment, manufacturing, heavy machinery, yachts & boats, construction plants & equipment, power transformers, aircraft & helicopters, accommodation units, factory relocations, automotive, aerospace, agriculture and forestry."

Some latest projects from Progressive Cargo are featured **here**.

CUCHI SHIPPING TRANSPORT RISER CATWALK TO LOUISIANA

Cuchi Shipping, our members from **Vietnam**, are glad to share a recently completed project in October involving a **Riser Catwalk** from **Vung Tau**.

The modular catwalk featured dimensions of **31.01 x 2.67 x 2.28 meters**, with a weight of **38,102 kilograms**.

The cargo was received locally from a factory in Vung Tau, before being moved to **Bason, Phu My Port** for direct loading onto a vessel, where it travelled to **New Iberia, Louisiana**.

Cuchi Shipping was established in the '90's with their Head Office located in Hochiminh City, and branch offices across Vietnam. Their facilities include warehouse (bonded and CFS), prime movers, hydraulic trailers, low-bed trailers, barges, tug-boats, tractors, trailers, trucks and vans.



EXG COMPLETES BREAKBULK MOVEMENT OF PIPES TO BANGLADESH

Express Global Logistics are pleased to share a report on their latest breakbulk movement involving large pipes from **Southeast Asia** to **Bangladesh**.

The transport consisted of 72 large pipes, with a combined weight of 3,400 metric tons and a total freight volume of 6,100 cubic meters.

This impressive project involved meticulous planning and execution, divided into two strategic lots to ensure safe, efficient handling and delivery of the cargo.

Project Overview

Given the sheer volume and dimensions of the cargo, devised an optimal plan to transport the shipment in two distinct lots.

The division of the shipment into two lots allowed for more streamlined handling, facilitating timely loading and transportation across international waters to Bangladesh.

Expert Planning and Seamless Execution

EXG's breakbulk desk ensured that the loading operations were not only safe but also conducted with precision, despite the large dimensions and weights of the pipes.

EXG demonstrated its operational flexibility, which

allowed for optimised resource management and risk mitigation.

This method also facilitated greater control over cargo movements, leading to safe, timely delivery despite the challenges of handling such a large and heavy load.

Safe Loading and Efficient Execution

EXG's operations team coordinated the cargo loading onto breakbulk vessels, ensuring safety protocols to prevent any damage or delays.

By ensuring a high standard of planning and on-the-ground execution, the team completed the process efficiently, maintaining a steady workflow throughout.

• *Customs Clearance and Timely Handling*

EXG's team ensured smooth customs clearance and port handling in the dedicated time window, avoiding delays and ensuring operations ran smoothly.

• *Minimising Downtime*

EXG's careful handling and resource allocation ensured that each lot was cleared and shipped according to schedule, minimising downtime at ports and preventing any disruptions to the client's project timeline.

This level of precision highlights EXG's commitment to operational excellence and client satisfaction.

1. Uncertainty at POD

Issue: During the second lot's transportation, there was a period of unrest at the POD, which created an uncertain environment.

This situation posed potential challenges for timely delivery and required careful planning to navigate disruptions in key transportation routes

Despite the difficult circumstances, EXG's team maintained close coordination and monitored the situation constantly.

By strategically planning and adjusting routes, the team ensured the cargo was delivered safely and without delays, staying true to EXG's commitment to its clients.

2. Heavy Rainfall During Transport

Adverse weather conditions, particularly heavy rain, posed significant risk to the inland transportation phase.

The team relied on weather forecasts to plan the optimal timing for vehicle movements, ensuring that operations proceeded during more favorable conditions.

Despite the heavy rainfall, EXG carefully coordinated the transport to avoid delays, further demonstrating its operational efficiency and attention to detail in unpredictable weather scenarios.

3. Civil Work

EXG carried out minor civil work during transit to ensure the smooth passage of the cargo.

This involved filling potholes along the route, preventing any potential disruptions and ensuring that the heavy vehicles transporting the pipes could move safely and efficiently.

This proactive approach further exemplified EXG's commitment to delivering cargo with precision, even in challenging conditions.



BREAKBULK

MIDDLE EAST 10-11 FEB 2025

JOIN THE REGION'S LARGEST
EVENT FOR THE PROJECT CARGO
AND BREAKBULK INDUSTRY

REGISTER TODAY



KGE NOMINATED FOR MULTIMODAL PROJECT TRANSPORT TO AL-ULA

KGE are pleased to share an interesting **multimodal project** which they recently completed from **Switzerland** to **Saudi Arabia**.

This transport involved **four traverse beams**, which were delivered through air freight and land transport **across 5 days** (including transit clearance).

The cargo featured dimensions of **7.06 x 1.42 x 1.93 metres** each, with weights of **4,590 kilograms**.

These beams were transported using two open top trucks from **Switzerland** to **Frankfurt Airport** in **Germany**, where they went through inspection and other procedures before proceeding with air freight.

Once cleared for take-off, the traverse beams flew to King Khalid International Airport in **Riyadh**, where they were collected and subsequently transported by truck until arrival in **Al-Ula**.

"We complete approximately 15% of our air cargo movements via multimodal transport."

SABER import customs were required in Riyadh before the cargo arrived via QAR, so the company had to plan their transportation accordingly due to a client's request that the transport be made **within 3-5 days**.

KGE provided their customer with **complete daily tracking** and monitored the entire shipment, resulting in satisfied customer feedback.

TRANSFORMER AND ACCESSORIES

(Türkiye)

BALIKESIR



via **BORUSAN**



(Lithuania)

KLAIPEDA

MAX LENGTH
795 CM

MAX WIDTH
325 CM

MAX HEIGHT
433 CM

MAX WEIGHT
110.000 KGS



25 UNITS | 126,96 MTONS | 193,38 CBM

MEGAGON COMPLETE MOVEMENT OF TRANSFORMER TO KLAIPEDA

Megagon Project Solutions are glad to share the recent movement of a **transformer** and its accessories, as well as completed shipments throughout the year.

Originating from **Balikesir, Turkiye**, Megagon collected the **110-ton transformer** and its accessories before onward transport to **Klaipedia, Lithuania**.

This shipment consisted of **25 units** with a volume of **198 cbm**, and a total weight of **126 tons**.

You may find more projects completed by Megagon from this calendar year on the next page.

- **Linz > Yerevan** (January) - 14.7 x 2.90 x 3.20 metres, 37 tons
- **Bergamo > Baku** (February) - 16.5 x 2.40 x 3.00 metres, 20 tons
- **Nurnberg > Taraz** (March) - 7.00 x 2.40 x 3.80 metres, 21 tons
- **Ludwigshafen > Shymkent** (April) - 6.80 x 3.00 x 3.00 metres, 23 tons
- **St Valentin > Tbilisi** (May) - 5.80 x 3.70 x 2.80 metres, 38 tons - 6.20 x 2.45 x 3.50 metres, 18 tons
- **Bursa > Dresden** (May) - 14.7 x 3.25 x 3.25 metres, 30 tons (x2)
- **Sisak > Hull** (August) - 16.4 x 2.70 x 4.04 metres, 16 tons - 15.5 x 4.40 x 4.08 metres, 16 tons
- **Izmir > Porto** (August) - 14.0 x 4.90 x 2.80 metres, 18 tons
- **Balikesir > Klaipedia** (September) - 8.00 x 3.25 x 4.35 metres, 110 tons
- **Kocaeli > Kaprun** (October) - 7.00 x 3.10 x 4.00 metres, 108 tons (x2)

Megagon Project Solutions are experts in oversized and heavy lift cargo transportation by land and sea as well as port operations, door-to-door services, chartering solutions, route surveys, project planning, feasibility studies, loading & unloading, load securing and engineering solutions.



25 UNITS | 126,96 MTONS | 193,38 CBM



UPCARGO NAVIGATE DAILY CHALLENGES IN OVERSIZED CARGO LOGISTICS

UPCARGO Logistics, our members from Panama, are pleased to report on some of the challenges faced in their logistics chain during a recent shipment.

Recently, the company encountered a significant disruption due to a change in their Port of Destination.

Originally, the route was set from the Port of Shanghai to the Port of Balboa.

However, the flat racks ended up at the Port of Manzanillo, Colon, approximately 80 kilometers away from Balboa.

The company only learned a day after arrival that the cargo would remain at the Manzanillo Terminal.

This change resulted in several challenges, including increased transportation costs for the client, extra costs for road adjustments, as well as additional route studies.

Scope of Work

- Reception at the port
- Port survey
- Unloading of 2 x 40' flat racks and 1 x 20' flat rack
- Transport using lowboys
- Police escort
- Route study
- Nighttime transport
- Customs custody

UPCARGO Logistics conducted thorough studies and route evaluations from the Balboa Terminal to the delivery point, just 40 kilometers away, with exceptional results.

Challenges Faced with this POD Change

1. Longer Travel Distance: This increase meant more potential obstacles. During a route study, UPCARGO identified that they would not pass one of the toll booths on the northern corridor. Their solution was to remove some jerseys that defined the roadway to avoid the toll.

2. Adjustments with Time Constraints: While the company have requested such adjustments in the past, this time was different due to tight delivery schedules. Involving multiple suppliers meant that any delay could result in additional costs, with the primary goal to minimise these expenses for their clients.

3. Rapid Permitting: In record time, UPCARGO obtained the necessary permits and costs to remove the jerseys, secured an assignment from a traffic police unit, and managed operations at the port.

4. Proactive Measures: Anticipating this situation, they took steps in advance by scheduling port appointments and inspections.

5. Successful Execution: In the end, the company successfully removed the cargo from the terminal without any issues.

UPCARGO Logistics accomplished:

- A successful transfer
- Minimisation of extra costs
- A happy client

In UPCARGO's daily operations, they frequently encounter multiple challenges and last-minute changes that push them to find concrete solutions for their clients and strategic partners.

"Our commitment is to manage logistics in a fair and preventive manner, ensuring that we meet the needs of our clients effectively & efficiently."



FLEXIBILITY, RELIABILITY & EFFICIENCY FROM OLA GROUPS LOGISTICS

OLA Groups Logistics are new members in **China** having also been active members in Hong Kong since 2017.

Specialists in handling heavy and oversized cargo, their main services include project cargo shipping, RORO, breakbulk, special containers, FCL & LCL, oversized road transport, river barge transportation, heavy lifting, loading & unloading, door-to-door, customs clearance, warehousing plus many other value-added logistics services.



Business Manager, **Sarah Chen** says; "OLA Groups Logistics was set up in **2006** and our Head Office is located in Shenzhen with branch offices in Yunfu, Cenxi and Hong Kong. Our services are based on the principle of providing **flexibility, reliability and efficiency**. Even for the most challenging loads, our logistics experts take care of the minute details to ensure safe, on-time deliveries. We also have great relationships with many shipping lines and local operators etc.

OLA Groups Logistics understand that every project shipment is unique so we offer **customised solutions** tailored to specific needs. We design a shipping plan that meets each project's exact requirements including route planning, vessel selection, customs and cargo insurance. We also understand that cost is a critical factor for any project and we offer competitive pricing without compromising on quality.

We have a focus on **providing professional, safe and economic logistics solutions** for project cargo. Our **experienced and friendly team** have excellent records of success in managing various large projects and loading complex cargo in a wide range of industrial sectors including construction machinery & heavy equipment, cranes, plants, factory components & production lines, paper-making, water supply, yachts, trucks, transformers, generators and air conditioning."

Photos of some previous projects handled by OLA Groups Logistics are featured **here**.





GO GAUGE PROJECTS DELIVER BREAKBULK SHIPMENT FROM ITALY TO INDIA

Go Gauge Projects are pleased to update us with their latest successful breakbulk shipment involving a transport from Italy to India.

Weighing **55 tons** with dimensions of **6.73 (L) x 1.60 (W) x 1.68 (H) metres**, this project required meticulous planning, precise coordination and specialised handling to ensure a **safe & timely delivery**.

Various logistical challenges were faced by Go Gauge Projects and solved to the **satisfaction of their client**.

"We are proud to share this achievement with the PCN network, as it reflects our commitment to excellence and our ability to handle complex logistics solutions."

Go Gauge Projects is an international project logistics and transportation company covering various industries such as oil & gas, power & energy, steel, infrastructure & construction, automotive, rail, aerospace, ship building, fabrication, paper & pulp, heavy machinery & equipment, engineering and yachts.



NONPAREIL INTERNATIONAL TRANSPORT HEAVY EQUIPMENT IN PHILIPPINES

Nonpareil International are pleased to report on a project they recently completed involving the movement of **heavy equipment** from a mining site in the **Philippines**.

This shipment involved **15 units** of equipment which were transported across **22 containers**, including 10 x 40' flat racks, 11 x 40' open tops and a single 20' general purpose container.

After removal from the mining site, the cargo was loaded in **Cagayan de Oro Port** before travelling to **Jebel Ali Port** in **Dubai**.

Nonpareil International covered a wide scope of work for this project, such as:

- Road & site survey
- Destruction & reconstruction of overhead/road obstruction
- Mobilisation from mining site to staging area using articulated trailers
- Disassembly of units
- Cutting of over-length parts
- Loading, lashing, shoring, welding & washing
- Issuance of certificate of lashing
- Surveyor report

For a **cost-effective and efficient process** for their client, the equipment was loaded & shipped out as CKD (complete knock down) using **flat racks, open-top containers**, and **standard containers**, instead of shipping via chartered vessel or RO/RO service.

A road and site survey was conducted to ensure that the project could be transported and executed despite **road site obstructions**, whilst complying with current regulations & standards.

This **499-ton job** was transferred from the mining site using **articulated trailers**, including vessel bridges, low loaders, as well as lowbed & flatbed trailers.

The cargo was then **transferred using cranes** to individual containers before onward delivery to the final destination.

PROTRANSEER ARE FOCUSED ON INDUSTRIAL PROJECT LOGISTICS

We are pleased to announce **Protranser International Logistics** as new members in **China**. The company are registered with CIFA with a network of offices across China in Shanghai (HQ), Beijing, Tianjin, Dalian, Qingdao, Nanjing, Shenzhen, Wuhan, Changsha, Urumqi and Suzhou.

Recommended by PCN members as a **reputable, trustworthy and effective project forwarder**, they are dedicated to the safe and reliable handling of OOG, breakbulk and RORO cargo.

Leo Liu (Marketing Manager) says; "Protranser specializes in achieving optimal global logistics services in sea, air, inland, rail, multimodal, chartering, project management, packaging and warehousing. We tailor high quality solutions to meet the individual needs of different industries.

We currently stand strong at **over 100 professional experts in 11 regional offices** throughout China, offering flexible solutions with value-added services and optimizing the various modes of transportation. Over the years, we have established a good cooperative relationship with local terminals, carriers and truckers."

"We are mainly engaged in the shipping and transport of OOG and special cargo including sectors such as energy & wind power, infrastructure, mining, construction, oil & gas, marine, manufacturing, automotive, agriculture and any other industrial projects. **Protranser is focused on industry project logistics - No matter how large or heavy the cargo is.**"

Please [click here](#) to view some case studies of previously handled projects from Protranser.

A POWERHOUSE TEAM OF PROFESSIONALS AT PROLOG INDIA

We are pleased to welcome **PROLOG India** as new members. The well-reputed company come recommended by current members as professional handlers of project and breakbulk cargo. They hold MTO certification, with their Head Office in Mumbai and additional offices in Chennai, Kolkata, Pune and Hyderabad.

Director, Vishwa Pai introduces PROLOG; "Leveraging a powerhouse team of professionals with over two decades of industry expertise, we excel in **comprehensive project logistics solutions**, demonstrating proficiency in managing complex operations with finesse. At PROLOG India, we understand that every project is different with its own intricacies. Our dedicated team work hard to develop **customised, unique and unusual solutions** for complex over-dimensional, breakbulk and project cargo."

"With **proven expertise**, PROLOG India brings a **wealth of specialised knowledge and hands-on experience** to every project with precision, reliability, and a commitment to excellence."

"Catering to various sectors such as oil & gas, construction, power & energy, maritime, mining, heavy machinery, manufacturing, steel coils & pipes, and automotive, PROLOG offers a complete range of multimodal project logistics services including oversized & heavy lift cargo movements, vessel agency & port services, vessel chartering, project management & coordination, project planning & finance, surveys & studies, site inspections, customs brokerage, cargo insurance, and many more.

Working closely with many worldwide vessel owners and operators helps us provide efficient breakbulk and RORO solutions and offer the best vessels in position to carry project cargo. Providing chartering and brokering services for all kinds of unusually large and heavy cargo, our expert team is always present at the loading and discharging ports and overlooks complete coordination of port activities with various parties to ensure **seamless operations.**"

"PROLOG India is your premier partner in project-based logistics!"

Please [click here](#) to view PROLOG's **impressive project cargo logistics experience**.





HIGH LEVELS OF KNOW-HOW & EFFICIENCY WITH BALENA PROJECTS

We are pleased to approve **Balena Projects** as new members in **Canada** and the **USA**. The company are specialised in project cargo logistics and transportation with a **professional, proactive and knowledgeable team**. They hold CIFFA and FIATA certification.

Global Account Manager, Saira Aliyeva says; "Balena Projects is a project logistics and heavy load service provider with the highest levels of **know-how and efficiency**. We excel at a range of project logistics services, which includes management & planning, surveys & studies, heavy haulage, ocean freight (breakbulk, RORO, chartering, FCL, LCL), barge operations, ground transportation by rail, urgent air freight, multimodal transportation, transport engineering, lashing, loading & unloading and warehousing. With years of experience in these fields, we provide **convenience, reliability and affordability** through our services."

"Project freight forwarding is our core business. Focusing on individual industries, we support our clients from the initial planning and budgetary phase to the final execution. Whether a one-off oversized and heavy project shipment or a huge EPC project with multiple shipments and modes of transportation, our team of experts tailor our logistics services to the particular requirements."

Please [see here](#) to view some recent projects handled by Balena Projects.

EZ LINK TRANSPORT HEAVY TRANSFORMERS FROM TAIWAN TO USA

EZ Link are glad to share their recent handling of transformers via heavy lift vessel from **Taiwan** to the **United States**. The dimensions of the cargo measured **8.55 (L) x 4.55 (W) x 4.70 (H) metres** each, with a weight of **1,360,000 kilograms**.

EZ Link's project team committed to handling **two sets of transformers**, both loaded shipside onto the designated vessel seamlessly.

The company monitored all loading procedures, including:

- **Longshoremen** forklift operations
- **Truck drivers** handling SPMT
- **Stevedores** overseeing movement of cargo onto vessel
- **Vessel operator** monitoring lashing, dunnage, wedging, bracing & blocking

"The clients in Taiwan and USA were satisfied with EZ Link offering a **'timely and reliable service'** as always."





AN EXCEPTIONAL TRACK RECORD OF PROJECTS AT OOGPLUS

We are pleased to report **Polestar Supply Chain Management (OOGPLUS)** are new members in **China**. The company are dedicated to the professional and efficient handling of project, heavy lift and breakbulk cargo.

Victor Lee (General Manager) states; "Located in Shanghai, OOGPLUS is a dynamic brand providing **specialised solutions for oversized and heavy cargo**. Our highly experienced team of professionals has a **deep expertise** in handling out-of-gauge cargo and offer customised, one-stop international logistics solutions for projects that go beyond traditional transport methods."

"OOGPLUS has an **exceptional track record** in delivering reliable and timely project cargo solutions. Our core business is the shipping of breakbulk, heavy lift, RORO, open-tops and flat-racks as well as local operations including heavy & over-dimensional haulage, project management, vessel chartering, route planning & surveys, loading, lashing & securing, on-site inspections, packing services, warehousing, customs clearance and insurance.

Our experience has involved a wide range of different sectors such as engineering machinery, petroleum equipment, port machinery, power generating equipment, steel structure, helicopters, yachts & lifeboats, construction machinery, vehicles, precision instruments and many other oversized & overweight cargo."

Please **click here** for galleries of some previous work from OOGPLUS and **click here** for their recent company news.



MULTICARGO TRANSFORM DIFFICULT PROJECTS INTO EFFECTIVE SOLUTIONS

We are pleased to introduce **Multicargo** as new members in **Brazil**. The company offer a range of project cargo logistics services including sea freight, time-critical air freight, national road & rail transport, multimodal solutions, customs clearance, project planning, studies & surveys, port operations, loading & unloading, lashing & packing and cargo storage.

"Providing global transportation and logistics services, our mission is to transform difficult industrial projects into effective solutions. In over 30 years of operations, we have moved tens of thousands of tonnes for a range of different sized projects with an emphasis on the infrastructure, energy, mining, ports, cement, agriculture, automotive and pulp industries.

Multicargo offers customised services to optimize time and costs, producing value and efficiency to each project. Our expert team brings specific knowledge of intelligent project logistics management in Brazil."

The videos **here** in the article show some recent projects handled by Multicargo.



GLAUBE COORDINATE WITH PUNTO SYSTEM ON SHIPMENT TO JEDDAH

Glaube Logistics are glad to share a **cooperative movement** they recently completed with the aid of fellow PCN Member from **Italy, Punto System**.

This oversize shipment featured dimensions of **14.0 (L) x 3.45 (W) x 1.82 (H) metres** with a weight of **20 tons**.

The cargo was loaded in **Genova, Italy** by Punto System's operations team before being transported and discharged in **Jeddah, Saudi Arabia**.

Glaube Logistics and Punto System **worked closely together** to retrieve the appropriate **road permits**, and to find suitable bookings to load the shipment with the chosen shipping line.

The two companies coordinated well with the shipper to have the cargo **loaded on-time**.

The PCN Team from left: Tom, Judith, George, Rachel, Sam, Wendy



MAXIMISING YOUR MEMBERSHIP: WHY PROACTIVE ENGAGEMENT IS ESSENTIAL FOR SUCCESS

The **Head Office Team** is here to support PCN members daily. Whether you need help updating your details on our website, requesting marketing tools (**read more**), finding an agent in an unrepresented country, sharing your company news and projects, connecting with another member, or seeking advice and assistance, we're always here to assist you.

Please **click here** for a more sensible photo of us.

In order to further support you, I wanted to share with you an article on how to get the most out of your PCN membership (**read online**).

Maximising Your Membership: Why Proactive Engagement is Essential for Success

Joining a global network can be a powerful asset for growing your business. But simply being on a membership list won't get you the results you want.

Those who actively participate - engaging with members, attending events, and promoting company news and projects - are the ones who see the strongest returns.

Here's how you can turn network participation into meaningful business growth, which is what we all want!

Don't Wait for Business to Come to You

A network can connect you with companies around the world that may become long-term partners, or trusted industry contacts. However, these connections don't develop on their own. Networking is most effective when it's built on genuine, reciprocal relationships.

To make the most of your membership, reach out to other members, introduce yourself, and start building connections.

A quick email, or even a brief introductory video call using our **Meeting Hub** can help you learn about others' specialties and highlight your own capabilities (**watch instructions!**).

Positioning yourself on members' radar increases your visibility; without this approach, you risk fading into the background and missing valuable opportunities.

Annual Gatherings: Your Best Opportunity to Build Lasting Relationships

Our annual gatherings provide a unique chance for members to meet face-to-face. These events are vital to strengthening your network presence. Attending gives you a chance to connect with colleagues and we make sure we include lots of fun stuff too! **See photos.**

Meeting in person creates a level of rapport and camaraderie that simply can't be achieved through digital channels alone.

"At PCN meetings, familiar faces foster trust and confidence that online interactions can't match, as I experienced while on a coach in Dubai going for dinner (15-minute drive) we arranged a monster unit from Australia to Africa with one agent, so opportunities are everywhere. Engaging with members opens doors to possibilities, especially in less prominent markets." Sebastian Laffont of Spark Global Logistics in Australia (PCN Member since 2019)

Being Just a Name on the Membership List Won't Deliver Results

Many new members join a network and wait for the business to start rolling in. However, being a name on a list isn't enough to get results. To truly gain value

from your membership, you need to ensure your company is memorable.

Active members are those who are top-of-mind when new projects arise, making their chances of receiving business referrals significantly higher.

"The key is to be patient. Don't expect too much action straight away. It takes time. There are some members I always spent time with at the meetings, yet we haven't moved 1 kilo for them. That doesn't matter because they know us, so when they need support, they'll naturally turn to our company." Jim Shapiro of Thunderbolt Global Logistics in USA (PCN Member since 2016).

Utilise PCN's News Section to Promote Your Updates and Success Stories

PCN's **News Section**, is where members can share updates, announcements, and success stories. By contributing news, you remind other members of your capabilities and keep your company visible.

PCN's presence on **LinkedIn** grew by over 25% in 2024, with a current audience of almost **20,000 industry followers**. During the year, we had over 10,000 engagements with our daily posts .. the majority of which are dedicated to promoting your company news and projects.

Simply send your news to us and we will prepare an article which is then published in our Network News section. Each article appears automatically on our **Smartphone Service** and published in our **Blog, eMagazine, LinkedIn** and **X**. News articles related to each company are also linked on their profile page in our Members Area and their **Showcase Website** as well as distributed to our Press List.

When other members frequently see your updates, they're more likely to think of you when a relevant project comes up. It's a simple, effective way to maintain ongoing visibility and demonstrate your company's expertise.

"Sharing news about our latest projects and region-specific challenges creates opportunities for collaboration with other members, often leading to new business partnerships. This platform also allows us to gain valuable insights from partner members into logistics trends across different regions. By exchanging information and learning from other experiences, we've gathered strategies that have strengthened our approach to customer service, efficiency, and managing complex international shipments." Kira Seeley of WRL Shipping in Australia (PCN Member since 2016)

Proactive Involvement Enhances Trust and Credibility

Active engagement in a network builds your reputation as a dependable partner. Trust is crucial in the forwarding industry – companies need to know they can rely on you to handle projects with efficiency and care. Participation signals professionalism, making partners more likely to rely on you.

Trust is an unseen but crucial element that can be the deciding factor in a competitive field.

"When you feel there's no one available for certain regions, for example the Pacific Islands, a member from a neighbouring country might have a solution. You'll be amazed at how many doors open after just a few days with the group, particularly in areas outside the main trade routes." Sebastian Laffont of Spark Global Logistics in Australia (PCN Member since 2019)

In Summary: The Benefits of Going Beyond Passive Membership

Being part of PCN has the potential to elevate your business, but the real rewards come to those who put in the effort. By actively engaging with other members, attending annual gatherings, and sharing your company's updates, you ensure that your network membership is more than just a listing - it's a powerful tool for growth.

Maximizing your membership requires intention, visibility, and commitment. Make the most of these opportunities, and you'll see your business thrive within the network.

"We learnt that it needs continuous effort and to attend each meeting to build long term relationships. If you do not meet new members and stay active you may not increase your chances to be approached by other companies. Another big advantages of PCN is the social media, which helps us stay connected with the network and share relevant comments and celebrate other members achievements. Being a member of PCN for 14 years reflects how we are happy and successful in the network and shows the sustainability of PCN." Khaled Sabry of First Global Logistics in Egypt (PCN Member since 2010)

We hope you find this helpful!

Final word.. we're almost ready to unveil the details of our special 15th Anniversary Annual Summit in 2025! The destination is one that we hope will surprise and delight you – stay tuned for the big reveal!

