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eMAGAZINE



**PROJECT
CARGO
NETWORK**

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 330+ companies in 120+ countries. See our video library for more details.

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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We really did leave 2022 on a high after our 11th Annual Summit in Dubai. It was a really wonderful and inspiring few days and incredible to see a record-breaking 185+ delegates from 95+ countries in 1 room!



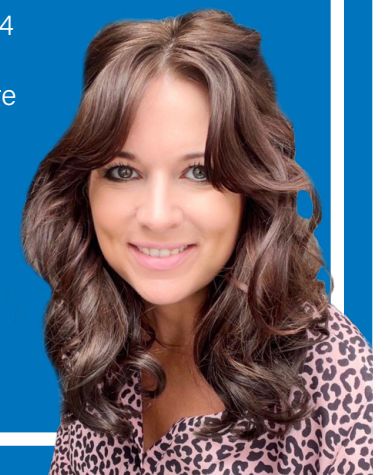
While going through the photos of the event (click here), I had a wonderful time recalling all that productive work we did and fun evenings we had. I am super grateful and really appreciate the effort that you all put in - including for some travelling such long distances - to attend the event. Thank you for making it so grand and successful.

And to ALL MEMBERS, those who attended and those who couldn't - I want to thank you for being a valuable part of PCN - we appreciate that you have a choice of networks and are so happy you are part of our friendly and professional global family.

Finally, please save the dates (12-14 November) for our 2023 Annual Summit in Thailand - full details are now available in our Meeting Hub.

Wishing you a fabulous start to 2023!

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



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Commence: 27 February



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ORIGIN LOGISTICS WINS BEST SEA FREIGHT FORWARDER AWARD

Origin Logistics, our members from Türkiye, are proud to share their most recent accomplishment. At the annual 'Logitrans Atlas Logistics Awards', the company were selected as the Best Sea Freight Forwarder for the third time!

"Our Istanbul Operations Manager Aysu Ocal and Istanbul Sales and Marketing Manager Merve Noras received the award on behalf of our entire team."

Origin Logistics employ 120 staff in 3 regions and 7 branches in Türkiye. They are well experienced in a range of different projects and heavy lift services.



KHIMJI RAMDAS OMAN COORDINATE HEAVY LIFT MOVEMENTS

Khimji Ramdas Shipping, our members from Oman, recently handled the movement of two heavy lift transformers, as well as their accessories, from Sohar Port to the consignee's site.



The volume of the entire shipment measured 5666 CBM, including the grid station accessories which accompanied the power transformers.

A total of 749 packages made up this shipment, with the main bodies of the transformers featuring dimensions of 13.65 (L) x 5.25 (W) x 4.75 (H) meters and weighing 282 MT each. KRS covered a scope of services upon the arrival of the transporting vessel at Sohar Port, some including:

- Customs clearance
- Inspection
- Coordination with liner, port and customs
- Under hook cargo acceptance
- Police permissions & escort
- Jacking & skidding
- Transportation & delivery

"KRS, as usual, kept up with the standards expected to satisfy the delivery schedules of our client."

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Commence: 16 January



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4. PPA contracts and risk mitigation
5. Financing and PPA negotiations

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4. Managing & overseeing PPP procurements & transaction advisors
5. PPP stakeholder management & PPP contract management techniques

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Mastering Solar Power

Commence: 6 February



A comprehensive, up-to-date and business-focused roadmap to success in delivering solar power growth, today and tomorrow

Course Sessions:

1. Utility and corporate renewable PPA structures
2. PPA risk assessment and valuation
3. PPA pricing
4. PPA contracts and risk mitigation
5. Financing and PPA negotiations

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Virtual Training

Mastering Wind Power

Commence: 20 February



An essential guide to the business of wind power project planning & development

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1. From wind flow to electricity: wind turbines and wind farms
2. Understanding and measuring wind resources
3. Successful delivery of wind power projects
4. Taking wind power offshore
5. Making money from wind power projects

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ORIGIN LOGISTICS REPORT ON HEAVY CARGO SHIPMENTS

Origin Logistics, our members from Turkiye, have recently shared news of three successful shipments, each including single piece heavy cargo, all in the same week.

With their strong heavy lift & container operator network, the company continue to serve its customers with the most suitable vessels and vehicles for heavy tonnage loads.

“Our Project Team, who carefully monitor the operation of each piece of cargo, completed these consignments without issue or delay.”



A DEPTH OF KNOWLEDGE & EXPERTISE AT MSHARIB SHIPPING & LOGISTICS (MSL)

We are pleased to approve membership for Msharib Shipping & Logistics (MSL) in Pakistan and Afghanistan. With offices in Karachi and Kabul, they offer a full scope of project cargo, breakbulk and chartering services.

Mohammad Azhar says they are keen to synergize with the specialised PCN network partners. He heads the management team at MSL bringing a depth of knowledge and valuable expertise; “Msharib Shipping & Logistics (MSL) is an integrated logistics services provider with an established reputation of offering the most viable customised solutions to best meet requirements and expectations. Our team of experienced staff and management ensures that our approach maintains the highest professional standards, commitment and credibility, being transparently competitive without compromising service efficiency.

Project logistics management requires specialized experience, commitment and flexibility. We handle and plan project shipments and oversized cargo transportation with the utmost safety and in a cost-effective way ensuring effective communication channels between carriers, ports, operational teams, engineers, partners and owners of the project.”

“Combining different modes and routes, our team of experts plan and engage the most viable and economical solutions for project logistics - providing realistic costs and lead times with complete planning and studies.”

AFRIGUIDE LOGISTICS SHARE THE COMPLEXITIES OF AUCTION CARGO

Afriguide Logistics, our members from South Africa, recently wrote a piece on the topic of handling auction cargo.



This type of cargo carries its own challenges, as the goods are usually sold on an "as is, where is" basis - meaning that the responsibility is on the buyer to fetch the cargo which lies in the auction lot. This is fine if the cargo was a light vehicle or any easily moveable item, but when confronted with 100+ tons of dead machinery, it becomes another matter entirely.

"An operation like this requires riggers and cranes on-site, as well as a team of fitters to either dismantle or resurrect the dead machines to get loaded onto road transport."

There is usually no assistance from the auction yard/job site. In fact, more often than not, the site owner will impose several impediments such as requirements for safety and security inductions, risk assessments, limited access windows, etc.

Once the cargo has been extracted, Afriguide move it to an off-dock storage facility where it can be prepared for exporting. From the storage yard, the

cargo is then to be transferred to the port terminal in preparation for shipping.

This usually involves cleaning (for bio-controlled entry points such as USA, Canada, and Australia), parts consolidation, skidding, strapping, crating fall-off and nesting and securing smaller components into buckets, load bodies and blades to reduce freight volume.

"As most of the cargo is not container friendly, it will often require shipping as breakbulk, or on a Mafi trailer as RoRo and static accompanying cargo."

One of the peculiarities of the South African port terminal operators is that they do not actually handle OOG cargo in exchange for the THC that is charged, instead the forwarder is required to arrange for cranes, riggers, Mafi tractors or even direct loading (at an additional expense).

"Fortunately, this is one of Afriguide's specialities and our crew are well versed in making this happen."

STAR SHIPPING MOVE PROJECT SHIPMENT FROM CHINA TO BRAZIL

Star Shipping, our members from Pakistan, are pleased to report from the month of December a project shipment completed via cross chartering.

The cargo transported was loaded at Tianjin Port in China to be discharged in Manaus Port, Brazil.

"Through our highly skilled and experienced management and operations team, we are able to provide, safe, reliable, and cost-effective transport solutions."

Star Shipping continues to manage its traditional services from the Far East to the West, the Mediterranean and other destinations.



EXG COMPLETES MOVEMENT OF MANIFOLD PIPES FROM MUNDRA TO SOHAR

The team at Express Global Logistics in India recently handled the transportation of manifold pipes from Mundra Gujarat to Majis Industrial Estate in Sohar, Oman. The package was measured at the following dimensions: 19.60 m (L) x 6.50 m (W) x 3.80 m (H), and was shipped from the West Coast of India to Sohar Port via breakbulk on a container vessel.

The scope of the project included berthing a container vessel on a bulk terminal as this was not EXG's regular carrier. The EXG team had to secure several permits and approvals to berth a container vessel on a bulk terminal. EXG required the approval and coordination from different authorities.

"Our team's ability to overcome unexpected challenges with a positive, problem-solving approach made for a timely delivery of the cargo and happy clients!"

An additional shore crane was required for the lifting operations and had to be arranged at short-notice,

keeping in mind the weight and dimensions of the package. It was well thought-out and executed within the time constraints. EXG closely coordinated with the shipping line, terminal, and port officials to load the cargo as the vessel berthed there. This required precision, safety, and stability parameters in place.

EXG discovered a cost-effective solution for their client by using breakbulk on container vessels instead of conventional breakbulk. Their team was responsible for the door delivery of the cargo at the destination port, which included receiving the package under hook alongside the vessel, customs clearance of the package, and then transportation on axles to the final delivery site.

"The final delivery was challenging as obstacle removal was required en route, including the dismantling of additional obstacles at the final site, which was arranged and coordinated successfully along with our partner in Oman."



LOCAL PROJECT SPECIALISTS IN SENEGAL - SENTRAK LOGISTICS

SENTRAK Logistics are new members in Senegal! Located in Dakar, they are local experts at project cargo management and clearance in West Africa as well as logistics solutions and vessel management & husbandry.



AMADOU INTRODUCES THE COMPANY;

"SENTRAK Logistics consists of a team of highly experienced and motivated professionals delivering dedicated services to Senegal's large-scale development projects. We are a 100% Senegalese owned company and our main strength is our team's experience and expertise, proven by their in-depth knowledge of local realities and constraints and their ability to answer specific requirements. Thanks to our high standards, we celebrate a strong track record of success in serving international clients with maximum efficiency, providing a full suite of logistics services whatever their size or requirements."

"The oil & gas, mining and other project cargo industries demands best practices and the complexity and scale of such projects require proven expertise and complete reliability. SENTRAK Logistics fully support the extreme challenges of these projects and our integrated services cover the entire door-to-door multimodal chain and are driven by dedicated in-country specialists."



"When clients obtain large-scale projects, they are not always aware of local aspects and may face constraints at several levels. Our logistics teams are experts in initiating, planning, executing, controlling, and closing the work to achieve specific goals, save time and reduce costs, even in the case of urgent deliveries."

CTO GERMANY DELIVER TAILORED LOGISTICS SOLUTIONS

We are pleased to report CTO Germany are new PCN members. Their team delivers tailored logistics solutions for the multimodal transport of oversized and heavy lift cargo.



They are active in a range of industries including oil & gas, energy, mining, power, construction, manufacturing, civil engineering, trade shows & global events, aerospace, government & defence and automotive. Sister company, CTO Global Logistics Brazil have been valued PCN members since 2016 and we are delighted to welcome CTO Germany to the PCN family.

Three recent projects handled by CTO Germany are outlined below.

"CTO is skilled in providing integrated turnkey services for large-scale, logistically complex projects involving oversized and heavy cargo. We provide a team to plan, engineer, and coordinate the project including organising any specialist equipment required, preparing the route & transfer points and arranging for authorised approvals."

- A shipment of 4,500cbm of refinery equipment from Hamburg Port to Kuwait - The cargo included 2 particularly large pieces of 96mt each. CTO Germany arranged the part-charter of a heavy lift vessel for the project.
- 2 gas turbines (each at 162mt / 20.7 x 5.2 x 5.4m) plus 3,200cbm of general cargo shipped to the Middle East for a refinery upgrade project. A heavy lift vessel was chartered for the project and the gas turbines were loaded directly from the trucks using the ships cranes.
- A trash recycling machine from Germany to Japan. CTO Germany handled the transport from the factory on trucks to the port of loading before shipping on MAFI trailers on a RORO vessel with secure seaworthy packing.



GRAND ARABIA EMPOWER JORDANIAN WOMEN WITH PASSION PROJECT

Mr. Marwan Oweiss, General Manager of Grand Arabia Forwarding & Logistic Services (PCN Member in Iraq and Jordan) and Board Member of the Jordanian Logistics Association presented Rachel with a jar of honey during PCN's recent 11th Annual Summit.

But this is not normal honey!

Marwan explains "The Honey Oweisses refers to our family name Oweiss and the venture was started in order to empower Jordanian women in rural areas by helping them become economically powerful so that they give back to the community and help improve society."

The project's vision is:

- Students' education and well-being (paying school tuition fees for needy school students, arranging fun days for unfortunate students)
- Women empowerment (creating job opportunities)
- Creating awareness of the benefits of honeybees
- Exporting raw and pure Jordanian honey to different destinations

Marwan adds "Part of our honey sales revenue will go towards educating the needy students in our country, which is another small project that we started a few years ago. We strongly believe that educating children and empowering woman will positively and enormously improve societies. All of our honey is bottled by hand to support the local economy by creating jobs. We are also looking for opportunities to export pure Jordanian honey produced in our local apiaries overseas. We strongly believe that pure honey could be a good remedy for many diseases and hope that our honey will be reachable to all those who need it."

To read more see the attached document or click here.

PCN President, Rachel Crawford said:

"We are proud of our own Fundraising Foundation and we are always on the lookout for new charities and ventures to support, either by promoting them or raising funds at our Annual Summits. When Marwan gave me the honey (which is delicious by the way!) and explained the venture, we were so thrilled to hear about this fantastic philanthropic effort."

M-STAR PROJECTS TRANSPORT HUMANITARIAN AID TO UKRAINE

M-Star Projects are glad to share what work they have organised in humanitarian aid to West-Ukraine from Europe. As the war has progressed, the need for help to the Ukrainian people increased, and M-Star sought to uplift the transportation of relief goods for NGOs, governments and private organisations in support of Ukraine.

“Now we are arranging all different types of relief goods: foodstuffs, medicals, beds/blankets, generators, heating equipment, water tanks and also now the ambulances, medical support cars, tents, road building machine, excavators, garbage trucks and so on.”

In addition, M-Star is handling the transshipment of cargo arriving from across the world in the major European ports to Ukraine.

“Now we expect a further increase in transport demands.”

M-Star are fully supported by their Ukrainian truckers, and they have coordinated with their Ukrainian partners to handle the growing demand. The relief goods are now transported to cities such as Lviv, Kiev, Odessa, Lutsk, Kharkov, Poltava, Ivano-Frankivsk and more, as long as it is safe and sanctioned by Ukrainian military officials.



EUROPE CARGO HANDLE 253-TON HEAT EXCHANGER IN ANTWERP

Europe Cargo, our members from Belgium, recently discharged a hefty 253-ton heat exchanger ex-barge to terminal using a floating crane at Port Antwerp-Bruges. The crane was positioned alongside the barge with scrubbers attached for lifting. It was moved slowly and carefully allowing balance at all times.

When high enough, the barge sailed and the crane approached alongside the terminal quay. Slings were used to gently lower the heavy cargo onto wooden ground.

Finally, the heat exchanger was loaded onto its designated sea vessel with prepared flats for safe delivery.



BEE LOGISTICS HANDLE BREAKBULK SHIPMENT FOR FACTORY CONSTRUCTION

Bee Logistics are pleased to share their recent handling of a breakbulk shipment involving construction and factory equipment for a new industrial site in Vietnam.

The cargo involved in this shipment included a large steam boiler, a crane and steel structure as well as 75 packages. The total volume of the two larger units, as well as 75 smaller packages, came to 2,230 cubic meters and a weight of 399 tons. The boiler itself featured a length of 31 meters, a diameter of 3.2 meters and an individual unit weight of 81 tons.

Thanks to the diligence of the Bee Logistics team, this delivery was completed successfully and safely on-time.

JSL QATAR COMPLETE INDUSTRIAL PLANT RELOCATION PROJECT

JSL Global Qatar have recently reported a large undertaking involving the relocation of an industrial plant from Qatar to Constanta, Romania. JSL provided a feasibility study to their client almost 8 months prior to actual shipment delivery date.

The main challenge the company ran into during the exporting of this plant ex-Qatar was the multiple owners of the factory. Many of the owners changed and most of the material was procured locally from Turkiye and the UAE. Additionally, the original shipping documents were missing which meant JSL were required to authenticate the ownership and generated export documents.

To overcome this obstacle, JSL Qatar worked with multiple governmental agencies to put the case to the authorities. After 6 weeks of rigorous follow up, the relevant authorities approved the export.

Another challenge awaited JSL due to the on-going war between Russia and Ukraine. Breakbulk rates proved too high and their client was operating on a strict budget. JSL reached out to European vessel owners and made this transport possible with committed, budgeted figures.

Police escorts & route surveys were key factors in this project, considering the longest pieces of cargo which measured at 28 and 32 meters. JSL's project team planned to place these two girders on a multi-axle trailer after several meetings with heavy lift haulers.

After loading the cargo at the site in Qatar, when JSL began their route, the convoy plus escort vehicles were measured at 112 meters long!

The JSL project team worked with the staff at Q-Terminal continuously for 3 days, personally supervising the safe off-loading of cargo inside Hamad Port, which was then loaded aboard the breakbulk vessel MV Rudolf. A third party cargo survey was also carried out by JSL to ensure safety was kept as a top priority.

Finally - after import customs formalities, the full shipment was delivered to their client within one week's time to avoid any issues with port storage. JSL handled this difficult plant relocation successfully, and the cargo was safely delivered to the client's site in Romania.

[Click here to view a video of this project.](#)



OVER 1820 INDIVIDUAL MEETINGS AT PCN'S 11TH ANNUAL ASSEMBLY

Over 185 C.E.O.'s and Senior Managers from more than 95 countries recently attended our 11th Annual Summit, which was held from 27-29 November 2022 at the Radisson Blu Hotel, Dubai Deira Creek. Please see photos from our Welcome Dinner, Meeting Room and Gala Dinner.

Our gathering saved our Members substantial time away from their offices as well as considerable travel expenses by being able to meet together in one place at the same time.

After a challenging 2 years, it was wonderful to see each other in person again! We celebrated our 12 year history, alongside Members new and old on an exclusive Dinner Cruise where we enjoyed a two-hour cruise on a traditional Wooden Dhow with an international buffet dinner from the 5-star hotel catering team.

The official meeting was opened by C.E.O./President, Rachel Crawford who welcomed delegates (important sections of the speech are held in our Members Area) and with the World Cup running alongside our event, delegates enjoyed challenging their fellow Members to a game of table football or pool.

The past few years has seen a huge surge in the popularity of video as a marketing format. Video can be a powerful way to spread a message in a way that is easily accessible to a large audience. Plus, customers are more likely to use a company when they understand what they do and how they can help them.

PCN have created a video for Members to use in their marketing and sales efforts. Delegates watched the video and were invited to include a link to the video when sending emails or quotes to their customers, or to share it on social media. They may also embed the video into their website by using the code provided by the PCN Head Office.



The Annual Awards were presented, calculated from the results of the recent Quality Control Survey. So that the awards are fair to smaller markets, results are calculated using a ratio of how highly the company scored against the number of Members they work with. The winners were:

International Member of the Year
Thunderbolt Global Logistics

Regional Award for Middle East & Africa
Afriguide Logistics (South Africa)

Regional Award for The Americas
Convoy Logistics Provider (Canada)

Regional Award for Asia & Pacific
Central Oceans (Singapore)

Regional Award for Europe
Europe Cargo (Belgium)

President's Awards
Gebruder Weiss (Austria)
Canaan Shipping (Canada)



Delegates then got down to business and held numerous 1-2-1 meetings with each other, aided by the PCN Countdown Clock and their pre-arranged Meeting Hub schedules. In total over 1820 meetings took place over the 2 days!

During these sessions delegates were able to exchange information, review current and upcoming government and private projects in the manufacturing, oil and gas, infrastructure, construction, power, and energy sectors.

After a busy day in the meeting room, it was time to relax! Delegates were taken to an exclusive Beach Party at the stunning Dubai Marine Beach Resort. Overlooking the exquisite Arabian Gulf waters and set against the stunning panoramic views of Dubai's skyline, it was a great venue for us to relax after a busy day in the meeting room. The delicious dinner was washed down with an open bar and the evening provided the perfect opportunity to hang out together in an informal setting... and of course ended with lots of dancing!

Shodesh Shipping in Bangladesh kindly sponsored our Conference Bags. Tandem Logistics in Tunisia sponsored our lanyards. Our coffee breaks were sponsored by Upcargo in Panama, Canaan in Canada, Freja in Denmark and Kimex in South Korea. Our water bottles were sponsored by WRL in Australia and our Pool Table by Cargowise.

Next Virtual Event: 17-21 April 2023

In between our annual face-to-face events, the PCN team allocate a series of consecutive days where all Members are invited to participate in virtual meetings (at no extra charge). Members can set their local time zone and then instantly view the agenda so that they can make themselves available or unavailable in the dedicated meeting slots. The next Virtual Meeting event is from 17-21 April 2023 - the perfect opportunity to follow-up on our face-to-face meetings! See our Meeting Hub.



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