



MAGAZINE



Photo Credit: Exclusive Project Network

“
**We are
EPN!**”

Learn more about all Members and Partners,
from the company background to the services
they offer

Take a look at our featured articles about
current trend in logistics industry

WELCOME!

A message from our CEOs

Hello Muscat!

Less than 10 days to our first meeting in Muscat.

70 managers from 45 exclusive Countries and companies. 5 sponsors.

4 days of work scheduled and one leisure day to strengthen relations and friendship.

We can be much more than happy of our first meeting!

Muscat meeting is coming after 2 years of pandemic in the World.

For some of us this is the first trip out of our Countries since 2020.

Back to normality? Probably not. Not yet.

As the World is changing every day more but we are the Freight Forwarders and we are use to fight daily to make possible what seems to be very difficult, if not impossible.

Let's start making our Community stronger and always more competitive in the new scenario.

What to expect from the future? David versus Goliath!

Carriers versus Freight Forwarders with carriers trying to occupy even the niches of our activity.

The solution is in the network, in the quality of our work, in specialising in most complex areas and yes, digitalization is essential. In one word, Exclusive!

Jürgen Weyhausen

CEO

Exclusive Project Network

Marcello Saponaro

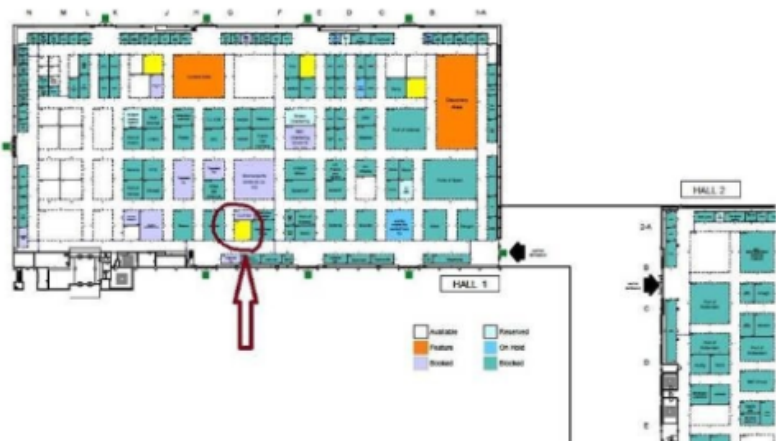
CEO

Exclusive Project Network



FOR EPN MEMBERS!

We are excited to confirm you that we already booked our stand at Breakbulk Europe 2023!



Break Bulk Europe 2022 has been a great success for all of exhibitors. For EPN was the first experience and it was great!

Great to see how people want to meet their partners and agents face to face again! Great to meet many of you in person!

We want to make the experience in BB EU 2023 even better, sharing the opportunities and our stand with our members!

What we offer:

- Really Good Position: Hall 1, Stand 1G10
- 30 sqm of Stand
- 9 panels in total, split 1 mt. each
- Half display for company brochures
- 4 tables, 16 chairs always at your disposal
- Promotion on a special issue of "Journal of Break Bulk" edited by EPN. A new, nice, brochure with EPN and our members news

Don't miss the opportunity to be part of our Stand!



Rotterdam, 18/05/2022



Rotterdam, 18/05/2022

Exclusive Project Network is proud to present the **1st Annual Meeting!**

After more than 2 years of Covid we finally have the opportunity to meet our Members face-to-face in the evocative setting of **Muscat, Oman**

from **11th to 14th September 2022** + 1 leisure day on **15th September** (optional) at **Hormuz Grand Muscat by Radisson Collection**

Are you Ready?



Full [AGENDA](#) is available on our website.



See you all in Muscat!



Contact us anytime at: info@epnetwork.net

Exclusive Interview with Mr. Parag DUDHADE, Global Head Projects of Goodrich Maritime Pvt. Ltd



It's an honor to have you here, Parag . Thank you for making yourself available, so many people in our industry are interested and engaged about Goodrich.

1) How is being the Head of Project Forwarding of a worldwide well-know company?

With over 17 years of experience in the Shipping & Logistics Industry, I specialized in the OOG segment and continued my career path as I love the challenge, the excitement, the work and the people. Working at Goodrich has offered me the opportunity to work on everything from strategy through implementation. We help clients at each stage of their journey, as opposed to specializing in only certain jobs. We provide solutions from end-to-end, and that's a great thing to be a part of.

2) Goodrich is regularly present for over 25 years with 67 Countries covered in all the world doing an excellent job, what do you think are the secrets to the success of Goodrich?

At Goodrich, we believe that in order to be successful, you must be entrepreneurial and explore various approaches; you must modify and enhance the manner in which you approach problems. This is the most exciting aspect of our role: doing things that have never been done before. It is not about remaining in one's comfort zone, but rather about pushing one's limits. It is about having the curiosity and perseverance to complete something that is difficult and has never been done before.

Our business plan is pushed to provide the customer the best possible leverage in terms of cost of carriage and timely delivery. Timely information and shipment status is kept updated through the development and application of technology in a simple and user friendly manner. We strive hard to provide the best possible freight rate to the customer without compromising the quality of our service. When it comes to balancing the levels of freight and sustainable quality, we get our answers from the customers and the competitions. We stay customer-centric in all our business strategies, while staying carefully tuned to the market-landscape. Our innovations are directed to the customers immediate needs. Our focus on operations & documentations are fanatical in pursuit to deliver errorless & seamless flow.



3) What are some of the key goals you set for yourself?



Goodrich has a legacy of 25 successful years year on year with diversified activities in all areas of shipping & logistics.

Our key goal now is geographical business expansion and growth by entering new markets with strategic partnership in every country.



4) How do you see the future of Project Logistics? Digitized like the container business or still more for romantic artisans of shipping? Globalized or Continentalized?

Current logistics and shipping industry is undergoing a major transformation, Whether it is for better or worse, technology has touched and revolutionized almost all aspects of human life and business.. Shipping and freight industry has also been touched by these technological developments under both mechanical and digital categories and these developments could determine the future of shipping..

One of the biggest technological revolutions or achievements in the history of world trade would be Containerisation, which entered its 60th year in 2016

Containerisation has brought the world closer and the ships that carry these containers have become bigger, better, smarter and more energy efficient providing quicker and more effective services bringing the world even closer.

We have now entered the era of “Smart Containers” which few companies have introduced. Technological advances have made a huge impact in port operations .

Almost all container shipping lines around the world have invested quite heavily in digital technology and customer interface which has now become USP .

From booking at POL to delivery at POD You don't have to speak to anyone for a rate, you don't need to discuss a routing with anyone, you don't have to send any documentation to any human, everything gets uploaded or downloaded automatically

Of course there are humans involved in these processes in the background, but the fact remains that in a lot of the cases you don't have any visible human interaction as the system takes care of everything..



BLAZING THE TRAIL RELENTLESSLY

5) Digitalization in business helps to improve the efficiency of its operations, making automation possible. What is the role of Digitalization and its impact on Goodrich's business growth and why is important to implement currently Digital Technologies ?

Although digitalization has its own distinct qualities, it has always been a factor in the continuous growth of your business. What is different with digital transformation now is how fast changes are happening and the speed at which organizations are able to cope with the latest developments in technology and in execution.

To remain competitive, enterprises are implored to always be on the lookout for emerging technologies and best practices that will further improve their processes.

This means that organizations need to embrace a mindset that perceives digitalization as a continuous priority. It is the only way they can move forward with an openly adapting and improving outlook as they develop their digital maturity.

Continuous improvement strategies cut across the entire organization, and it is potentially one of the most significant cultural changes enterprises should adopt. Organizations with the right strategies in place will have the capabilities to take a proactive stand, respond, and evolve with emerging technologies and the hyper-competitive digital economy.

This not only propels your enterprise's digital transformation journey but the road to achieving your company's overall business goals.

6) Finally, what do you look forward to in 2023 and what excites you about the future of Goodrich?

Our dream is extensive enough to carve a big niche in the future of container line business globally.

The collective achievement of this group in the last 25 years has produced a legacy worth being proud of. An interruption after 25 years, has put ahead a challenge to rebuild the same dream from the dusts



We really appreciate your inspiring contribution and thank you for your time. We are looking forward to meet you at the Annual Global Meeting next September!

FEATURED ARTICLES



The first direct container service between China and Scotland has started

Ships load in Ningbo-Zhoushan and Dongguan (Shenzhen) in China and in Liverpool and Greenock in the UK

Liverpool - The first direct container service linking China and Scotland made its debut in Greenock, Scotland, naming a new service born in response to the dramatic problems of the global supply chain.

You can read the full article [HERE](#)





Visit our website and social media to
learn more about us



Or send your questions to our email
info@epnetwork.net