

In attesa registrazione presso il Tribunale di Bergamo,  
 Editor in chief / Direttore: Fabio Fimiani

## 47000 readers to start

By Marcello Saponaro



The African Post is growing every day, not only because is growing the readers community of TAP.

The current 7th release of TAP has been received by 47.000 Freight Forwarders in the World, into their mailbox. 8.000 of them located in Africa, 39.000 in all other continents. To these readers we have to add the growing number of visitors to [www.theafricanpost.news](http://www.theafricanpost.news).

We started to edit The African Post because we want to support the business of ALN and ALNA members making a product attractive in the logistics community. This is the reason we don't talk only about ourselves, only about our networks. As you can see in this release, with an interviews to Peter Mathuki, Secretary General of the East African Community (EAC) and to Juergen Weyhausen, Co-Ceo of EPN and GIRN two increasingly important and innovative networks in our industry.

So, enough talking about us! I think it's clear we point to a magazine describing the future scenario in Logistics, with interviews to the main actors from Carriers, Port authorities, networks... and more!

If you are a member of ALN or ALNA you know you have a front row seat on The African Post. You can show your best works and practices, in our news. And more, you can advertise your company with a special discount. The same advs are available for non members. Just to let know to a growing community, the best of your services. Don't hesitate, send us an email to know the best of our offers. Very special rates in 2024!

# “Peace and stability are fundamental for business”

*Interview with Peter Mathuki (Est African Community)*

By Gianfranco Belgrano



**Great Lakes and Eastern lands enhance transportation, but there is still work to be done.**

The East African Community (EAC), currently brings together some of the fastest-growing nations on the continent. It is expanding while simultaneously working to address some challenges in terms of security and infrastructure. However, as emphasized by Peter Mathuki, Secretary-General of the EAC, in a recent interview on the sidelines of the Africa Investment Forum in Marrakech, while there is much work to be done, it is equally true that the paths to follow are partially already laid out.

**From its privileged vantage point, what can be seen?**

The East African Community, with its seven partner States, including the recent accession of Somalia, and with Ethiopia and Djibouti expressing interest in joining, constitutes primarily a market of about 700 million people. Our priority is to connect this market internally and to the external world. There are three main corridors on which we are focusing: the northern corridor connecting Mombasa and its port to Nairobi, through Uganda to the Democratic Republic of Congo; then there is the central corridor linking

the port of Dar es Salaam in Tanzania to Uganda; the third corridor, now the southernmost, goes from Tanzania, specifically Dar es Salaam, to Burundi and extends into the Southern African Development Community (SADC) region, the sister organization that brings together countries in Southern Africa. These are the main corridors we are concentrating on, which we believe will expand and open up the East African market, facilitating trade activities and connecting our bloc with Southern Africa, specifically with the SADC region.

**At the EAC, efforts have been underway for some time towards a common currency. Do you still consider this project feasible?**

We have already decided to establish what we call the East African Monetary Institute, an organization that will develop a roadmap for this common currency. We believe that within the next three years, we will have a common currency within East Africa, which will facilitate trade within our region.

**Your organization brings together countries that may have competing infrastructures. I think, for example, of the ports of Kenya and those of Tanzania. How do you address**

**this natural and potential national competition?**

Actually, it's not competition. It's about complementarity. Because when we talk about 700 or 800 million people today, it's right that these people have as many ports as possible to facilitate trade and the market in general. So, the port of Mombasa and the port of Dar es Salaam complement each other and allow access to broader markets, connecting East Africa with the Indian Ocean. A single port could not fulfill this function. That's why we are rapidly bringing Somalia into the EAC, so we can utilize its 3,300-kilometer coastline.

**You mentioned Somalia, and we are well aware of the challenges that this country still faces after over thirty years of violence. How important is stability for genuine and concrete regional growth?**

Heads of state and government are aware that peace and stability are fundamental for business and to facilitate trade. Therefore, we are focusing on silencing the guns, both in the east of the Democratic Republic of Congo and in Somalia and other parts of East Africa. This is a very important prerequisite, and it is the reason why we have invested so much, deploying a regional force from East Africa that seeks to support stability in the eastern Congo and other areas.

**An insecurity linked in some way to the significant mineral wealth, which is even more strategic today as it is connected to the green transition.**

In the Democratic Republic of Congo alone, the value of the mining sector is 26 trillion dollars. If we expand to the rest of East Africa, it reaches 50 trillion dollars. If we could silence the guns, East Africa



could become the next mining hub in the world, connected to the needs of decarbonization and the technologies necessary to achieve the goals set by the world in terms of climate change.

**And then there is a continental challenge, which is the African Continental Free Trade Area or AfCFTA.**

This is a common challenge for us and

the rest of the continent: implementing the world's largest free trade area. We believe that once the private sector is involved, we can easily achieve the African Continental Free Trade Area,

and East Africa is very committed to this goal.

(Translated from **Africa e Affari** magazine [www.africaeaffari.it](http://www.africaeaffari.it))

## Available for adv

# “Relations are the key of success in Project Cargo”

*Our interview to Jürgen Weyhausen, a business life spent in shipping and project logistics*



**TAP: What identify “Project cargo” sector?**

JW: Projects in my eyes is not just defined by the usual “big & heavy” logistics. Take a solar-power-project consisting of container-loads only, but still this is very clearly a project cargo. Definition of that is for me: one contract, all going to the same jobsite in a defined period of time – and yes, very often this consists of very big loads and pieces, but that is not part of definition.

**TAP: Project cargo is still a niche in logistics sheltered from digitalization?**

**I mean, a place where SMEs can compete on the fields of quality and skills?**

JW: Absolutely yes, though I regret, that so far a real good degree of digitalization is not possible. This is simply due to the fact, that each project is so different and there are very few factors that are the same as in another project. What we use of course for every project meantime are track & trace systems, labelling systems, sustainability software, delivering simulations for the carbon footprint thus helping to decide which mode of transport is the best for the environment and using as much as possible our TMS (transport management system), but I do not

see much more than that for the time being.

Personal contacts, friendship, long lasting relationships is what counts still much more in project logistics – it is still a bit “old school” when it comes to such relationships, but in a very positive way and sense. It's the people behind and the people make the difference plus a very high level of service-attitude, f.e. when I say 24/7 I really mean 24/7...

**TAP: You founded with some partners two new Project Networks. What make EPN and GIRN different from other ones?**

JW: I was a member in many project forwarder network myself and also the initiator of another project network myself some 7 years ago until I left that company. The reason for having started our own network at that time was simply: the memberships we had at that time were not really beneficial for us.

Consequently, we started our own business, I wanted to create a pretty unique network for project logistics company by allowing a 1 country / 1 member policy (resp. max. 2 per country, but only if the first member agrees). I found a very professional partner for this, Marcello Saponaro, CEO of both Logimar and Africa Logi-

stics Network, to get that new network launched. A network run by logistics professional like Marcello and me is also another piece of cake compared to networks run by marketing people. We clearly focus on the member's main interest: to get more business! This makes a huge difference to all other networks worldwide and so far has been proven a big success.

The Global Industrial Relocation Network (GIRN) is the one and only network worldwide for dismantling - and re-assembling - companies and I am proud to say that GIRN-members represent 70% of the global market for this special segment. GIRN is enabling the members to offer their customers a one-stop-shop for their project by combining costs for dismantling, logistics and assembly at destination in one offer coming from the members and their logistics partners. This was not existing before GIRN started (with the exception of some big players in the market) and created a lot more business possibilities for GIRN members and partners.

**Contacts:**

7WL, 7 Worldwide Logistics GmbH [www.7wlogistics.com](http://www.7wlogistics.com)  
EPN., Exclusive Project Networks [www.epnetwork.net](http://www.epnetwork.net)  
GIRN, Global Industrial Relocation Network <https://girnetwork.com/>

Jürgen Weyhausen recently celebrated 50 years in shipping, freight forwarding and project logistics having started his career as a shipbroker in November 1973 in one of the oldest and most reputable shipbroking companies in Bremen, Germany.

At the age of 67 already, he started his own project logistics company, 7 Worldwide Logistics GmbH together with some colleagues and partners.

Besides, he started also two networks: together with his friends from Logimar, Exclusive Project Network and with different partners, the Global Industrial Relocation Network a unique and only network for the Global Industrial Relocation Sector.





**LOGIMAR**

"EXCEPTIONAL CARE"

**Our Services:**

- ✓ Sea Shipment
- ✓ Air Shipment
- ✓ Land Transport
- ✓ Project Cargo

info@logimar.it 

Visit Our Website <https://www.logimar.it/> 



**ISTANBUL** **EPN**  
EXCLUSIVE PROJECT NETWORK  
3<sup>RD</sup> ANNUAL MEETING 25<sup>TH</sup> - 27<sup>TH</sup> SEPT. | 2024

-  MORE THAN 100 MEMBERS WORLDWIDE
-  ONLY VERIFIED AND TRUSTED PROJECT FORWARDERS
-  MEMBERSHIP FEE RELATED TO THE GNP OF EACH COUNTRY
-  ACCESS TO NEW PROJECT INFORMATIONS
-  ACTIVE PROMOTION IN SOCIAL MEDIA
-  ANNUAL MEETING



**JOIN US**

info@epnetwork.net  
+49 421 63953690  
www.epnetwork.net

# News

## THE TALENT OF FAUSTO

Fausto Cippà and his company history in a book.



The book is about Fausto Cippà (Founder of Cippà Trasporti) and his daughter Roberta's desire to discover the roots of his past.

Roberta admits to superficially knowing the past of her father before marrying her mother, returning to Chiasso and the family business. Imagining what it would be

like to hear her father's stories as a child, she realizes that, to appreciate these narratives in their fullness, is only possible to understand it in adulthood.

Despite the challenges of the modern world, the book emphasizes the importance of the link with the territory for business success. The book is not only focused on Fausto's life, but also recognizes the fundamental role of Chiasso, its residents and all those who have contributed to the company.

A remarkable proof of how the Cippà family's unwavering commitment can inspire everyone.

## TRANSPORTATION OF 600 MT GOLIATH CRANE FROM SOUTH KOREA TO KOCHI, INDIA!



Cargomar Pvt Ltd latest project from South Korea to India. Total volume of 4200 MT /35,000 cbm in a single voyage ! With cargoes weighing between 400 MT - 850 MT per piece and dimensions of 85m X 15 m X 11m.

## MinPac – OVER-DIMENSIONAL 40' FLAT RACK



Minpac Logistics (Australia) Pty Ltd successfully completed over-dimensional 40' flat rack and 40'HC customs cleared, off wharf for unpack and redelivery to regional site.

## COLLABORATION BETWEEN FIVE STAR & CJC LOGISTICS: FLAT RACK FROM LOS ANGELES TO MANILA PHILIPPINES



CJC LOGISTICS representing USA according to Five Star Cargo Service, both members of Africa Logistics Network is responsible for shipping 40' flat rack with 2pcs, (Cargo GW: 10,200 lb / 4,627 kg) an engine stand and a safety kit. The Long Beach port was used to transport it to a flat rack, shrink, anchor, fasten, and transport it by ocean to the port of Manila.

## DANTON INTERNATIONAL LOGISTICS DELIVERED AN IMPORTANT SHIPMENT OF LINDE GROUP FROM CHINA TO INDIA





Danton International Logistics delivered 1736 CBM condensers and accessories from Shanghai, China to Haldia, India.

The Danton project team managed to handle an important shipment of Linde Group using breakbulk vessel shipping without issue.

With the strict safety control, all the pieces arrived at Zhan-guabang terminal on time before vessel berthing.

**SARL ASAMAR ALGERIE & LOGIMAR SRL: Break Bulk loading of 56-ton crusher from Italy to Algeria**



ding to LOGIMAR SRL, is responsible for loading and shipping 56-tons crusher from the port of Nogaro (Italy) to Mostaganem (Algeria).

The 56-tons were composed by five packages and transported on a convoy long 32 meters.

Both teams successfully managed the import, this shows the experience and commitment of the two companies for excellence in logistics solutions.

Director of Logimar Srl, for receiving the award for the logistics career of the year for his commitment in the field of training and teaching!



**COLLABORATION BETWEEN**

SARL ASAMAR ALGERIE accor-

**CONGRATULATIONS TO ALESSANDRO ZANIN,** Commercial

# 2nd Africa Supply Chain Awards in Dakar



Winners in 2023 edition

The 2nd Africa Supply Chain Awards will be held on 12 October 2024 at King Fahd Palace in Dakar.

Aimed at rewarding the best companies in the supply chain sector, this event is now on the agenda of professionals who expressed their satisfaction at the first edition, which was a resounding success.

Africa Supply Chain magazine, the initiator of the event, is announcing the

opening of applications in March, as well as the start of registrations for participating companies.

More than a hundred transport and logistics companies from West Africa took part in the 1st Africa Supply Chain Awards last year.

For this 2nd edition, no fewer than 200 companies are expected to take part, according to an announcement by the magazine`s director Thierno Abdoulaye

Diallo, who was speaking about the membership criteria on the fringes of a meeting with the press.

He also announced that applications would be accepted from March onwards, and that companies could already contact the magazine`s management to obtain the application form and any additional information about the event.

**ALNA**  
5th Annual Meeting  
**BANGKOK**  
10<sup>th</sup> - 13<sup>th</sup> November 2024

**AFRICA LOGISTICS NETWORK**  
10th annual meeting  
**BANGKOK**  
10<sup>th</sup> - 13<sup>th</sup> November 2024