

XLProjects Membership Brochure



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XLProjects

XLProjects is a division of Advanced International Networks Ltd., which, since 2003, has been operating the logistics industry's best-known global Networks.



XLProjects was founded in October 2012 and, since then, some of the best known project logistics companies in the world have been joining the Network, taking advantage of doing profitable business with one another.

The **XLProjects** Global Shipping Network is a fast-growing partnership of independent, locally established and international projects logistics specialists. All of our XLProjects Member Partners are uniquely qualified in heavy lift handling and transportation, whether by ocean, air or overland. They are professionals, multi-skilled in e.g.:

- Break-bulk chartering
- Specialty handling
- Stevedoring, and
- Boat and yacht transfer.

There are Members for every project industry, e.g.:

- Oil and gas
- Heavy industry
- Military, and
- Energy.

If it is hard, hazardous, huge, or heavy, XLProjects Members are on it!

XLProjects Partners are everywhere, on every continent, in virtually every major and minor port. They are all not only well known and respected in their home markets. They have also been involved in some of the highest profile project lifts and movements all over the world.

The Criteria to Join **XLProjects**

Only the best companies with verifiable project cargo experience may join **XLProjects**. XLProjects Management check all applicants carefully, assessing operational capabilities and project know how.

When selecting our Members we always look for respected, solidly financial, stable companies with a proven track record in their respective markets.

The main requirement is demonstrable projects cargo forwarding and chartering excellence which is shown via substantiated experience and project logistics industry references. We welcome companies that can prove their ability to handle various types of project cargo, and are demonstrably active in their fields of operation.

We accept companies which have a sound reputation both locally and abroad. A strong candidate for **XLProjects** is a projects forwarding or break-bulk chartering company that is independent, locally established, and willing to grow its business in conjunction with XLProjects Member Partners.

We do not require our Members Partners to stop using their established agencies. As a rule of thumb we expect our XLProjects Member Partners to give at least 50% of their new projects business to other XLProjects Members by the end of their first year of Membership.



The Benefits of Joining XLProjects

With the help of the **XLProjects** team, you will have more proactive partners to help you get more business. These are partners you know will perform for your clients and get the jobs done right.

XLProjects Membership shows your status in the global projects logistics market and sets you apart from your competitors.

The Costs of Joining XLProjects

The standard XLProjects Membership dues per country per annum are currently as follows:

Head office: USD 3,000
Branch office: USD 1,500

There is also a fee to join the Keystone Financial Protection Program (compulsory for all Member Partners). The fees vary depending on the level of coverage you require. Full details of the Protection Program are available upon request.

More information about Membership dues and the Financial Protection Program may be found on our website at:
<https://www.xlprojects.net/application/>.

XLProjects Membership:

- Puts your customers' minds at rest knowing that they are dealing with real projects specialists;
- Helps you to grow your global project logistics agency Network;
- Gives you opportunities to move cargo from other parts of the world through XLProjects Member Partners that your company normally could not have access to;
- Presents marketing opportunities through our participation in trade shows, and our Group marketing and advertising efforts;
- Allows you the opportunity to Network with like-minded projects professionals at Members' meetings around the world;
- Offers many additional benefits to XLProjects Member Partners through a number of Affiliate Companies;
- Provides a Financial Protection Program for compensation for funds lost in the handling of transactions between XLProjects Member Partners.

Booth Sharing

XLProjects offers booth sharing at our events. As many of you know, these events are very expensive. But this is yet another benefit we offer to our members!

For a small contribution, members can join us at our booth. We arrange the booth. And it gives you a base to have meetings and meet customers/partners etc with your logo clearly displayed. You will meet people you wouldn't otherwise meet if just walking around.

The booth sharing is done on a first come, first served basis.

- One easy fee
- Other expenses about the booth are covered by **XLProjects**
- All the benefits of a booth without any of the hassle
- You get more out of an event being in a booth than walking around.

Events we attend:

- Breakbulk Europe – Bremen, Germany
- Breakbulk Asia – Shanghai, China
- Breakbulk Americas – Houston, USA
- Transport Logistic – Munich, Germany



XLProjects

Annual General Meetings

Each year, **XLProjects** holds an Annual General Meeting for our members to network and meet face to face!

This is a very important part of the networking process, and we love getting to meet all our members each year!

XLProjects sees the importance of varying the location of our networking events. This not only makes it fair for accessibility. But it also broadens our member's travel experience.

XLProjects has held events in the following locations:

- Cape Town, South Africa
- Budapest, Hungary
- Kuala Lumpur, Malaysia
- Panama City, Panama
- Amsterdam, The Netherlands
- Ho Chi Minh, Vietnam
- Dubai, U.A.E.



Frequently Asked Questions

Q. What is XLProjects' policy regarding multiple offices in one geographic location?

A. From the very beginning XLProjects has been, and will remain, a non-exclusive Network of independent projects logistics companies specializing in oversized, out-of-gauge and heavy-lift cargo. Though XLProjects do not impose a limit of Members / locations we do try to keep parity within the overall market as far as is possible.

Q. Where are your Members currently?

*A. Our full Members directory is available on our website at:
<https://www.xlprojects.net/preview-Members-list/>*

Q. Can my Company have a free trial Membership?

A. Unfortunately we are unable to offer free trial Memberships.

Q. How many years has the Network been established?

A. XLProjects opened our doors in October of 2012. However, our company has been in the Networking business since February of 2003. And our Executive Director has been in forwarding related businesses, inclusive of project freight forwarding on large projects, since the 1980's.

Q. Where and when will the next Members Meeting be held?

*A. All details of upcoming meetings can be found on our website at:
<https://www.xlprojects.net/meetings/>*

Please do not hesitate to contact us should you need further information:

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Applications Process

Ready to Sign Up?

Go to our website at:
<https://www.xlprojects.net/application/> and download, complete and return to us the Membership Application form.

Pointers to remember while completing the Application form:

It is very important that you provide the four references we request. These references should be overseas agents who have worked with your office.

The references will need to provide complete contact details (Company name, referee's name, position, direct phone / mobile and direct e-mail).

The references provided should:

1. Be senior management in companies outside of your home country market
2. Have at least two years' experience in working with your Company
3. Be in non-related agent companies (i.e. should not have substantial cross shareholdings or belong in the same group as your Company)

In addition, each branch office that is applying to be an XLProjects Member will also have to supply a minimum of four project forwarding and / or break-bulk chartering references that will attest to their own ability to handle shipments.

This requirement is because, in the past, we have received applications from one or two companies that were very good in some locations, but lacking suitable expertise and experience in others. We are diligent in making sure that all offices carrying our Membership are up to standard.

Be prepared to give detailed information on the specific project cargo that you handled with these agents should we ask further. Also, if you are currently working with any XLProjects Members, this is very important for us to know from the outset.

Please remember: Applications without the four overseas project shipping agent references will be returned to you as incomplete!

Once we have this Application, then the XLProjects Membership Coordinator will follow up on the references. After the referees give you an endorsement and the information regarding your Company's background and reputation has been verified, then you will be offered Membership.

When an official notification has been sent to you confirming your acceptance our Accounts will forward the Membership invoice to you. On receipt of the Membership subscription then we will add you to the Members Directory and announce you to all of your other Member Partners!



**The XLProjects Network
looks forward to welcoming
you as a Member Partner.**