

## WPG reaffirms commitment to core objectives

MEMBERS of the World Project Group (WPG), at its bi-annual conference held here recently, have reaffirmed their commitment to WPG's core objectives.

The 30-member group was established in 2005 to create a members-owned network of independent companies with experience in project logistics. The group has special interest in projects for a wide range of industries, including oil and gas, power, water treatment, mining and other industries with high market complexity and which require special handling.

Through its 3 sub-committees—oil and gas and mining power generation and electricity and water treatment and environmental projects—WPG aims to create synergy for business through the expertise of each member-company that is considered the "best in class" in their respective fields.

**WPG defines its core services as project logistics, cargo handling, proactive customer focus and road transport.**

With the changing business climate and paradigms, WPG saw the need to organise a network group to confront the matured and directly involved logistics market. In the recent past, 85 per cent of break-bulk/turnkey projects were originating from Western Europe and the US. Today, this figure is only 54 per cent, with the rest being distributed primarily to Asia, Central Europe and the Middle East.

Business clients have already embarked on a process of global sourcing to fulfil their engineering and procurement contractor (EPC) activities. Thus, a strong network with capable and trusted members who can deliver the required services of global logistics must be presented to clients, points out a WPG release.

To be globally competitive and sustain the business, a company must work in partnership with other companies that share common goals and complement each other's businesses. The formation of WPG will provide the platform to enhance and develop its members' global capabilities.

What is unique about the group is that it is owned and controlled by its members equally and not by a person or group of persons with their own agenda. Past network organisations did not succeed as the wishes and objectives of the membership did not align with the profit objectives of the network owners.

**WPG will be the first network of its kind to provide project shippers the answer to their global procurement needs, the release highlights.**

WPG consolidates a member's project management experience to develop a formal method of cooperation between members and thereby serves its customers more effectively. As a result, WPG customers can expect the flexibility and speed associated with a smaller company, but with the global reach of a much larger company.

WPG elects its Board members every two years by the membership. The current President of the Board is Mr Michel Fuchs, who is President of the Garnett Group.

The Board of Directors are tasked to secure qualified members, improve new business for its members through shared experience, organise annual meetings and membership activities and maintain the membership website.

The Board now has two additional members—Mr Michael Wessel (Germany, Transgerma-Riedl Group) and Mr Hamad Al Hitmi (Qatar Navigation, Dubai), bringing it to a total of 7.

The current board members are Mr Michael Fuchs (US), President of the Board, Mr Hamad Al Hitmi (UAE), Mr Michael Ellsworth (Singapore), Mr Ronan Leray (France), **Capt. Ramesh Gulati (of Crystal Shipping, India)**, Mr Robert Vermetten (Belgium) and Mr Michael Wessel (Germany).

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