

## THLG Toolbox

Presenting Marketing Opportunities available to THLG members

by Elisabeth Cosmatos, THLG Marketing Manager

# A name behind Use the tools





As a new member in the Group you need to appoint at least 2 people as Points of Contact for THLG communication and networking.

These people will appear under your company's name on THLG website together with their contact details.

These people will be the ones who will be contacted by:

- any internet user searching for a THLG professional in your country
- any other THLG member seeking support in your country
- THLG Marketing Manager for promoting your company
- THLG Admin Support for a variety of issues
- THLG Treasurer for the payment of membership fees or any other financial matter
- THLG Business Development Manager for sharing sales leads, seeking information over a specific regional opportunity

Important!! In case of change in the employment status of the appointed THLG reps, please don't forget to refresh the details!!!

# Building a bond Use the tools





It's been a long way to get admitted in THLG. So make the most of it!

THLG is not a paid directory network. It's a closed circle of professionals who invest in their in between relationship so that true bonds are built.

### Be acquainted!

- Ask for our Admin Support or ExCom to introduce you to specific members you may wish to meet
- Join smaller groups on nights out during exhibition dates
- Engage in conversations / share information / have an opinion / be open

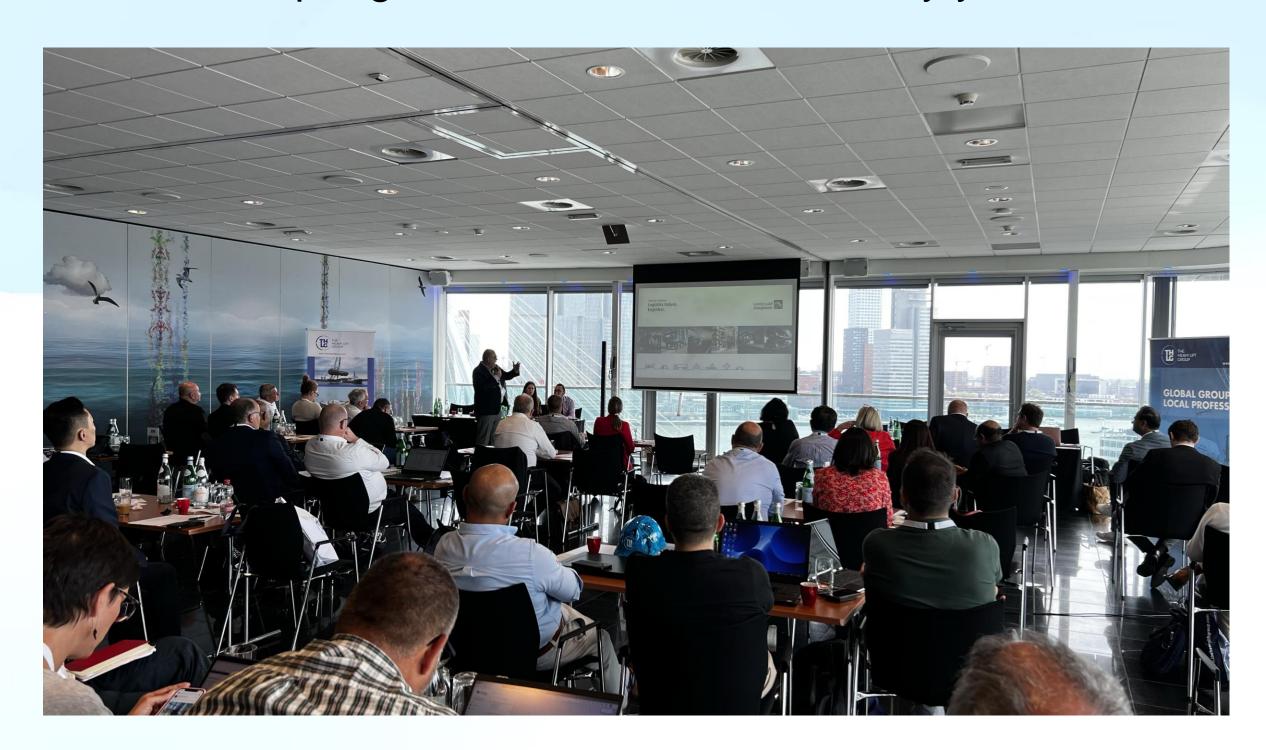
# Building a bond Use the tools





### Be present!

Join the Spring and Fall Conferences every year. No extra costs are involved.



Spring Conference is always combined with BBEU, so it takes place wherever BBEU is located a couple of days earlier. It is the main conference of the year with the highest attendance levels. Its main focus is to provide updates on the management of the Group and enhance networking opportunities.



Fall Conference is always hosted by a member and, most of the times, it has a social character. We focus on team building activities.

# Building a bond





Be yourself! Relax. You are among friends.



# Building a bond



### Be personal!

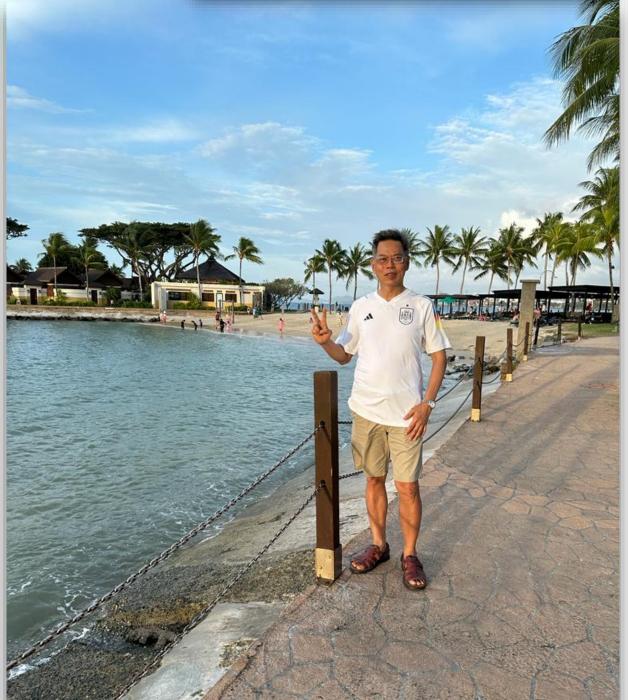
 Share a piece of yourself to the members. Let us know about you, your family, your hobbies, your travels. That's how we become friends...by sharing.















# Building a bond Use the tools





### Be curious. So many new things to see!

THLG organises field trips that combine team building with local visits at areas of interest. No extra charges apply.



Fieldtrip: Visiting the host member in Belgium / AERTSSEN GROUP



Fieldtrip: Visit Rhenus Terminal / Rotterdam Port Tour

# Building a bond





### Be everywhere!

 When on business travels (or why not on holidays!) stop by at the local member. Spare the time to get to know each other better.









# Invest in knowledge





Throughout the year, ExCom launches online Masterclasses

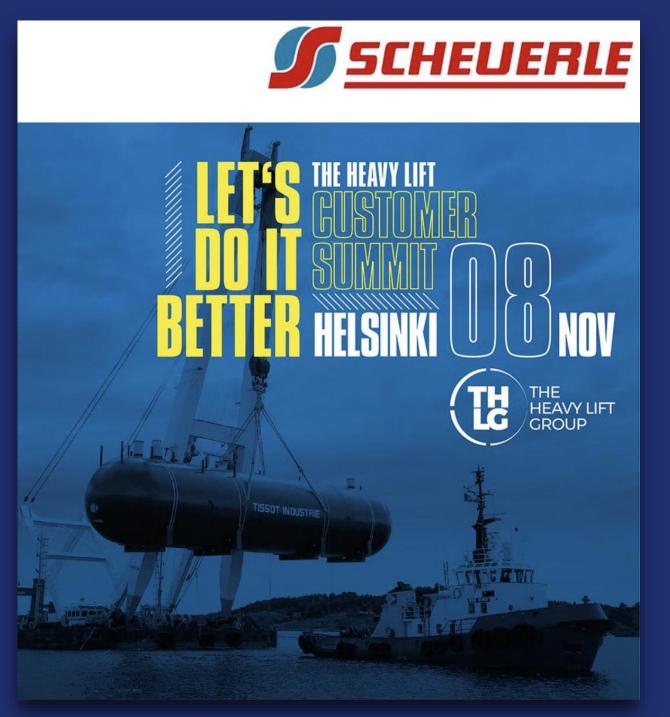
There is no charge for your participation.

Specialised professionals offer their expertise during our online Masterclasses which you can follow free of charge.

- You will receive a certificate of attendance signed by the lecturer
- You will get an insight of the subject discussed
- You will get answers to your questions after the completion of the presentation
- You will get a good contact to seek further professional support if you want







### BARNHÀRT



Barging and Rail Considerations Webinar Thursday, September 24th @ 15:30 CEST (8:30 CST)







entral European Summer Time (CEST)



## What can be done to Reduce Risks and Costs simultaneously?



with Matthias Steffens
Port Captain & Engineer at Rhenus Project Logistics.
THLG Member in USA
General overview
transport engineering
and the benefits of pre-

## UNMASKING THE THREAT LANDSCAPE: EXPLORING THE CURRENT STATE OF CYBERSECURITY AND STRATEGIES FOR DEFENSE

WEBINAR TRAINING

#### PHILIP DE SOUZA

Cybersecurity President Independent Board Director



16 May 2023

17:00 - 18:00 NL time



Philip launched and scaled Aurora IT to \$30M cybersecurity agency serving state and federal agencies, financial institutions, and the entertainment industry before achieving sale to Plurilock in 2021. He has 30+ years of financial oversight and leadership for global pharmaceutical, biotech, IT staffing, and cybersecurity firms.

# You are filed! Use the tools

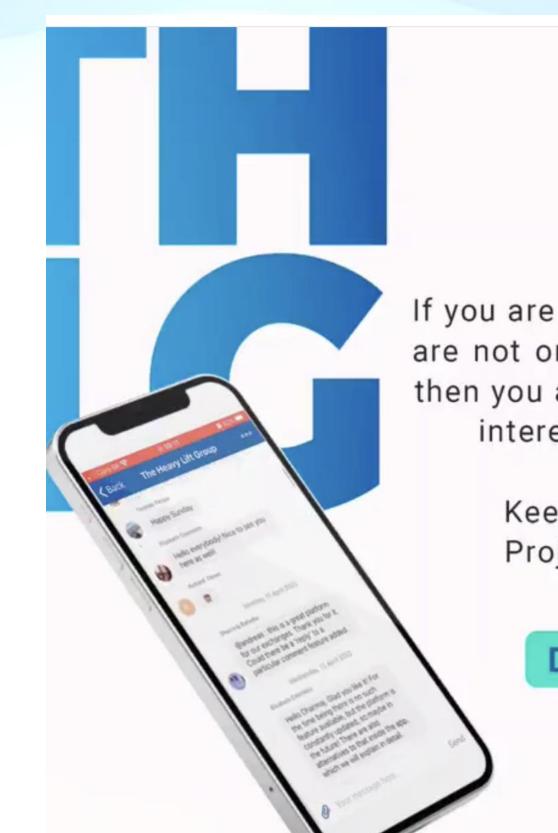


All THLG members have registration credentials

We offer unlimited personalised credentials per company member. Register your decision makers and your team leaders!

The same credentials can be used for the THLG365 app.

- Make it personal. Manage your profile and engage as much as you can.
- Take full advantage of THLG365 create context, start a chat, start/join a forum
- Easy access from your smartphone to all members





If you are a THLG member and are not on THLG 365 App yet, then you are missing the most interesting conversations.

Keep up with the newest Project Logistics topics.

**DOWNLOAD NOW!** 

THLG 365 APP



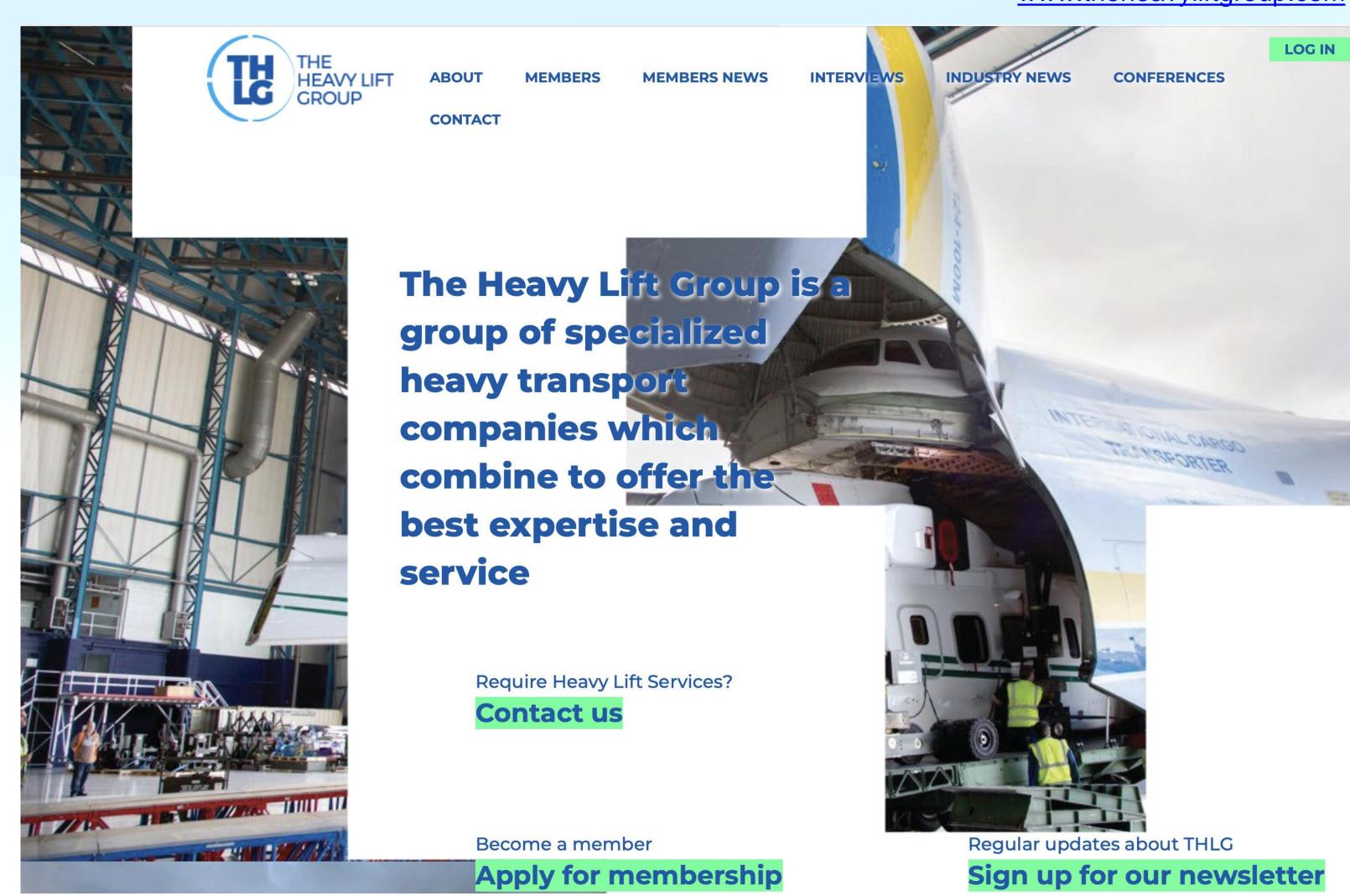


## Megatool: THLG Website



#### www.theheavyliftgroup.com

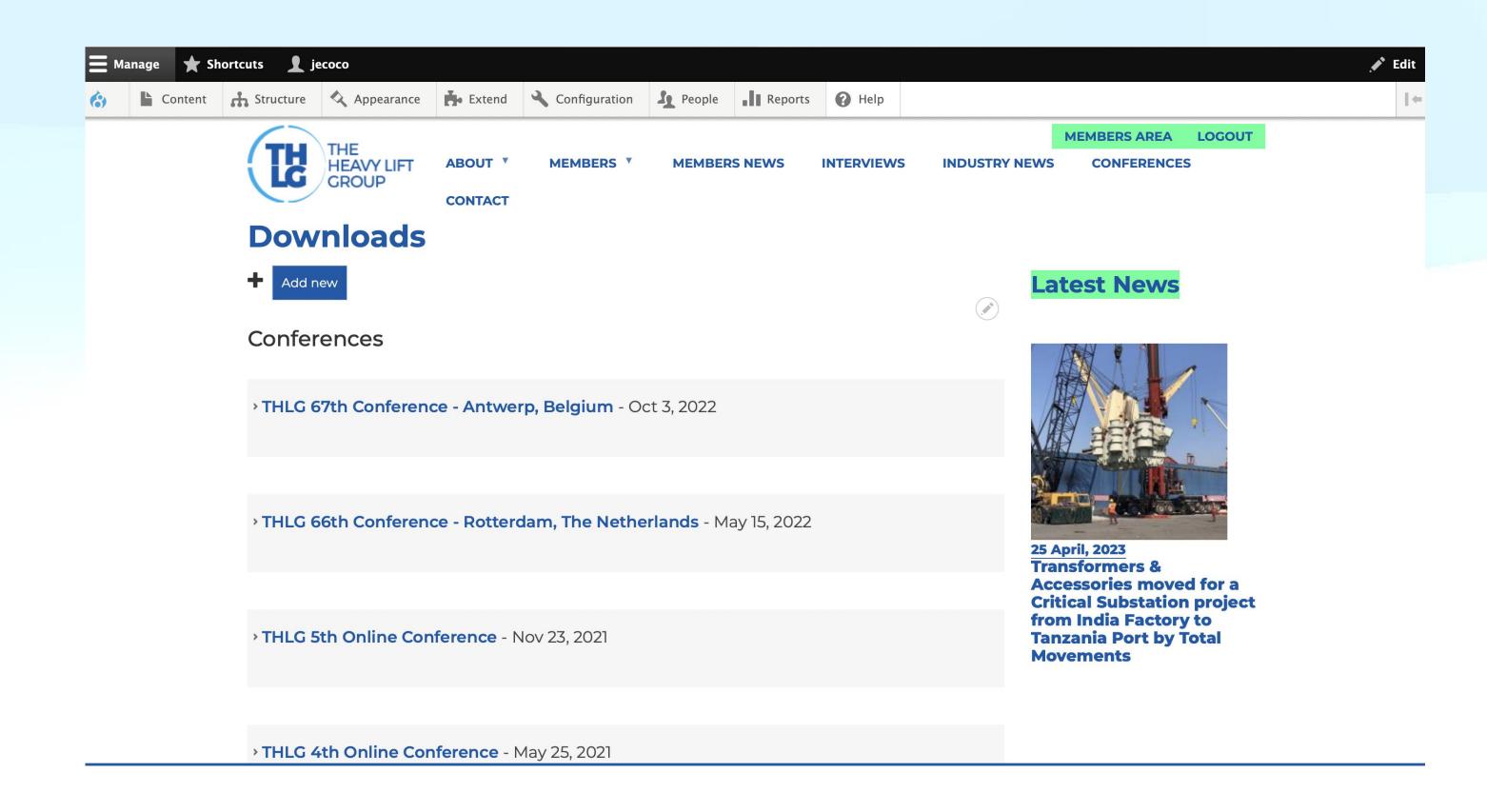
- Keep your company's profile updated on the website
- Enrich your profile with photographs and videos and try to show your expertise as much as possible
- Post your news on the website.
   With a touch of a button they are automatically reposted to all THLG Social media accounts and to industry related media as newsfeed



## Megatool: THLG Website



- Find useful information on past conferences, masterclasses, presentations in the DOWNLOADS area
- Have a look at Conference Minutes, as well as, ExCom meeting's Minutes which are uploaded on the website
- Photogallery
- Recorded Masterclasses



## THLG Corporate Video





https://youtu.be/UJHB4ipbH5E

This is a professional video clip highlighting the benefits of working with a certified professional around the globe.

Why not to include it when presenting to a customer?

## Look at the forest





Look at the wider picture. Reach further.

Promote THLG during your business meetings.

Gain the advantage of a global presence.

Use the entire network of professionals who are ready to join forces with you and go after any potential customer!

Now you can offer real door to door service cause you know that your partner in THLG has got you covered!



Your Office = My Office



# THLG YouTube Channel Use the tools

You can upload your corporate videos, or any video from a heavy lift operation to the THLG YouTube Channel and gain bigger exposure.





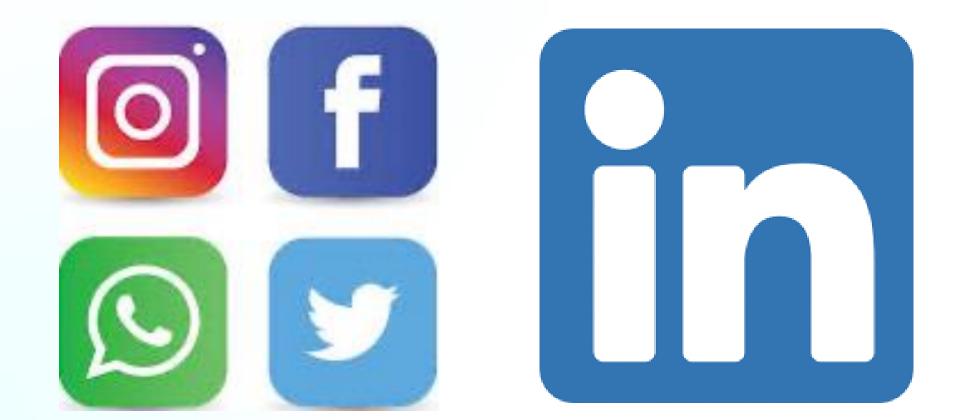




### You are entitled to free use of THLG Social Media. This is how:

Create your context - it can be any of the following:

- News related to your heavy lift activity
- A corporate activity your company is participating
- A corporate achievement
- A market development in your area



```
THLG holds corporate accounts in:
Linked In / 6201 followers
Facebook / 1700 followers
Instagram / 335 followers
YouTube Channel / 244 followers
Twitter / 152 followers
```

#### the\_heavylift\_group

## **Examples of Context Creation**

### Promote your recent projects



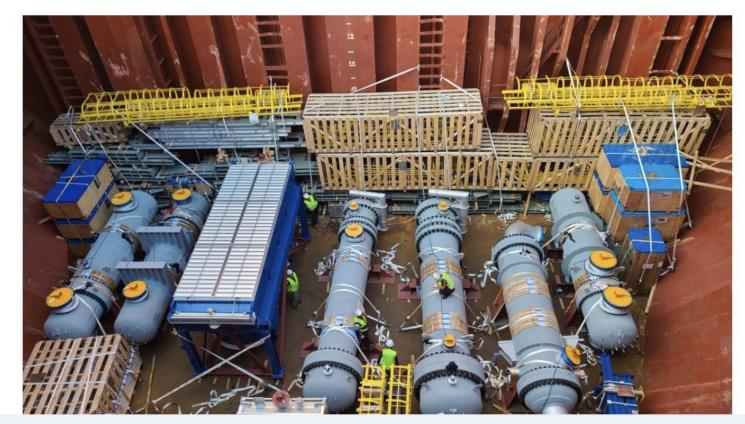
#### The Heavy Lift Group · 1st

More than 30 Years of Excellence & Power in Unity! A Global Group of Local Professionals!

Shin-Jo Logitech, THLG member for South Korea, has loaded 4,000cmd of cargo from Masan port in South Korea with destination Turkiye.

Another project completed by a THLG member!

#theheavyliftgroup #thlg #shinjologitech #korea #southkorea #cargo #loading #heavylift #powerinunity #globalgroupoflocalprofessionals



Shin-Jo Logitech - Cargo from Korea to Turkiye | The Heavy Lift Group

www.theheavyliftgroup.com • 1 min read



Disclose as much as your customer and competition allow you to share



**View insights** 

**Boost post** 











the\_heavylift\_group L.Branco, THLG member for Portugal, was awarded the transport of a helicopter from Lisbon to Ankara for which Kita Logistics, THLG member for Turkey supplied the truck. The helicopter will be assigned to a mission cleaning high tension power lines in the area of Ankara and will return to Portugal in some months time.

#theheavyliftgroup #thlg #portugal #luisbranco #thlg\_portugal #turkey #kitalogistics #thlg\_turkey #projectcargo #transport #bigandheavy #heavylift #powerinunity #globalgroupoflocalprofessionals #specialtransport #outofgauge #projectcargonetwork #oversized #trusttheexpert #35yearsTHLG

### Promote your recent projects



#### The Heavy Lift Group · 1st

More than 30 Years of Excellence & Power in Unity! A Global Group of Local Professionals!

THLG member, Rhenus Project Logistics Thailand, recently discharged a trafo weighing approximately 310T onto SPMTs.

Cargo is to be delivered to site in Ilijan, Batangas, Philippines.

#theheavyliftgroup #thlg #rhenus #thailand #projectlogistics #trafo #discharge #heavylift #specialtransport #outofgauge #projectcargo #powerinunity #globalgroupoflocalprofessionals #trusttheexpert #35yearsTHLG



Rhenus Project Logistics Thailand - Discharging of trafo | The Heavy Lift Group

www.theheavyliftgroup.com • 1 min read



#### The Heavy Lift Group · 1st

More than 30 Years of Excellence & Power in Unity! A Global Group of Local Professionals! 7mo • •

Earlier this month Cosmatos Group, THLG member for Greece, completed the ex works collection of 2 x Vacuum reclaimer drums with dims 1590x710x710 cm, gross weighting 77500 kgs each till FOB Thessaloniki Port.

Escorts, cable lifting, road transport, stevedoring under our scope.

When #shipping #projectcargo #thinkofcosmatos

#cosmatosgroup #ekme #kroustalelis #greece
#cosmatosshippingservices #outofgauge #thessaloniki
#vacuum #reclaimer #drums #shipagent #stevedoring
#specialtransport #projectcargoforwarder #balkans
#portoperations #thlg #wwpc #choosethebest
#weknowhow #logistics #localprofessionals
#cosmatosguarantee #guaranteeofexcellence



Cosmatos Group - Vacuum reclaimer drums | The Heavy Lift Group

www.theheavyliftgroup.com • 1 min read



#### The Heavy Lift Group • 1st

More than 30 Years of Excellence & Power in...

Make sure that

adequate safety

standards are evident

to any picture you will

share

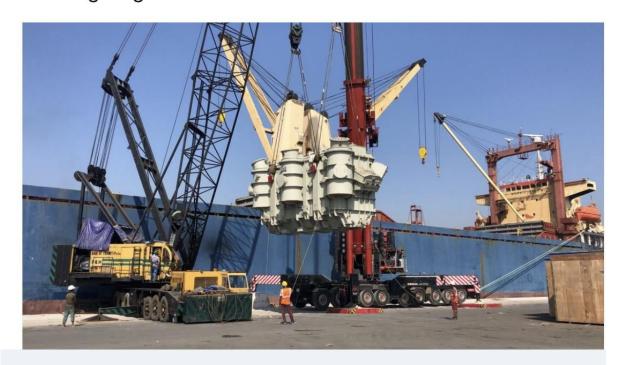
Use the tools

Transformers & Accessories moved for a Critical Substation project from India Factory to Tanzania Port by Total Movements

Moving Cargo with Passion!

www.totalmove.in

#transformer #power #multimodaltransportation #breakbulk #heavylift #heavytransport #shipping #ODC #projectcargo #projectmanagement #projectlogistics #globallogistics #customersatisfaction #TotalMovements #MovingCargowithPassion #India



Transformers & Accessories moved for a Critical Substation project from India Factory to Tanzania Port by Total Moveme... www.theheavyliftgroup.com • 1 min read

### Promote your recent projects



#### The Heavy Lift Group · 1st

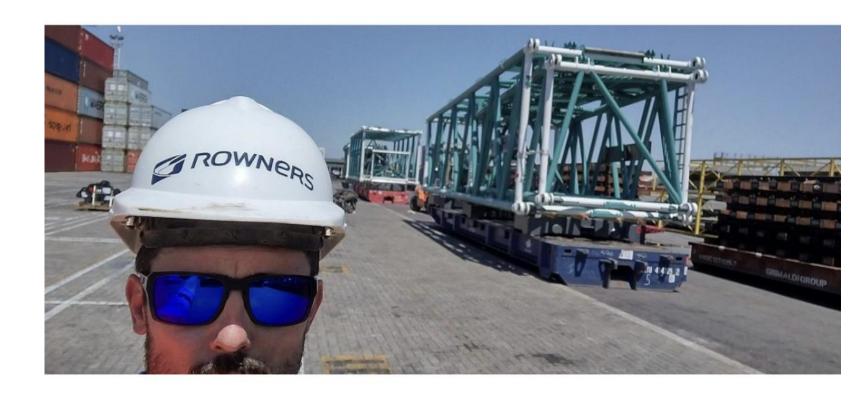
More than 30 Years of Excellence & Power in Unity! A Global Group of Local Professionals!

7mo • •

Last week Rowners SA, THLG member for Argentina, completed the transprot of crane parts from Zarate (ARG) to Cartagena (COL). Cargo was transported using 4 mafi trailers.

Another successful project for a THLG member!

#theheavyliftgroup #thlg #ronwers #argentina #crane #craneparts #transport #mafitrailers #zarate #cartagena #colombia #powerinunity #globalgroupoflocalprofessionals



Rowners - Crane parts shipment | The Heavy Lift Group

www.theheavyliftgroup.com • 1 min read



Don't forget GDPR! Avoid posting pictures showing people unless you have the written consent to post.

Always better to focus on cargo.



#### The Heavy Lift Group • 1st

More than 30 Years of Excellence & Power in Unity! A Global Group of Local Professionals!

3mo • ⑤

Tradelossa was invited to be part of an ambitious project that will set a precedent in service of the tourism industry, in Mexico. One of the largest mobilization projects in recent years in Mesoamerica.

Tradelossa is a proudly Mexican company that's been in the logistics industry for 50 years, standing out for its world class quality standards and services. Specializing in heavy and oversized cargo, Tradelossa also offers rigging, M.R.O. supply chain and forwarding solutions all over Mexico, USA, and Central America. Overcoming every challenge, employing the experience and work discipline of its personnel, and making use of state-of-the-art equipment for the handling...



TRADELOSSA - MEXICO - THE TREN MAYA PROJECT | The Heavy Lift Group

www.theheavyliftgroup.com • 2 min read

Use the tools

### Promote an activity your company participates in

- It can be a charity cause
- An open day
- A special celebration
- A social program





#### The Heavy Lift Group · 1st

More than 30 Years of Excellence & Power in Unity! A Global Group of Local Professionals!

1yr • •

Egyptian Global Logistics, subsidiary of the "Kadmar Group", welcomed 40 postgraduate students from the Sorbonne University in France, yesterday, whom had visited EGL yard, as the major local freight forwarding and logistics provider in Egypt, in an inspection tour that was organized for the Sorbonne University students within the company premises in King Marriout, Alexandria, Egypt.

The students also attended an introductory symposium to learn about the activities of EGL for sea & air freight within a master's thesis programme prepared for Sorbonne University students on international transport logistics through a case study of shipping activities in Egypt.

The Sorbonne students concluded their visit by also attending to the Suez canal Authority, Egyptian Ministry of Transport, Alexandria Port Authority, Egypt air Cargo, Egyptian National Railway ENR M, CMA CGM and Arab Academy for Science & Technology AAST.

#theheavylifgroup #thlg #egl #kadmar #egypt #sorbonne #university #france #postgraduatestudents #tour #logistics #powerinunity #globalgroupoflocalprofessionals





#### The Heavy Lift Group • 1st

More than 30 Years of Excellence & Power in Unity! A Global Group of Local Professionals!

EZ Link Corp, THLG member for Taiwan, is developing a role of Corporate Social Responsibility to lease farmland in sponsor of farmers who need some form of patronage in facility of their cultivating crops.

In a serious attempt of participation in society's activities, our colleagues are hosting a charitable event with all proceeds going to help farmers start farming rice to harvest and gather in crops, being part of this meaningful event.

At final stage, EZ Link will donate rice towards those who are in need for the benefit and welfare of the society.

We believe that to undertake more meaningful society's activities should bring people to enrich their upmost...



## EZ Link - Participation in Social Activities | The Heavy Lift Group

www.theheavyliftgroup.com • 1 min read

#### Promote a recent achievement



#### The Heavy Lift Group · 1st

More than 30 Years of Excellence & Power in Unity! A Global Group of Local Professionals!

8mo • ⑤

EGL, a member of Kadmar Group has announced the opening of its new 100,000 m2 (about 1 million square feet) logistics park in Sokhna (Egypt), the facility is called DEPOT Sokhna.

Admiral El-Kady, the founder of the group, said: "Sokhna is a very important consolidation hub for ocean freight, especially for cargo from and to the Far East and the Gulf area. The nation-state is investing in the expansion of its ports such as Alexandria, Damietta, Port Said, and Sokhna. Cairo's New admin Capital is just 60 km from the Kadmar Sokhna location. Therefore, it was the right time to concentrate our investment in Sokhna".

Kadmar plans to offer value-added logistics services...



EGL (Kadmar Group) opens a one million square foot logistics hub in Sokhna close to Cairo New Capital |...

www.theheavyliftgroup.com • 2 min read



#### The Heavy Lift Group · 1st

More than 30 Years of Excellence & Power in Unity! A Global Group of Local Professionals!

2mo • •

Allelys, THLG member for the UK, have completed the purchase of a Gottwald AK 912 pedestal crane to strengthen their heavy lift crane capabilities. The crane, with a lifting capacity of 1,200te and a main boom length of 113 metres, is being added to the existing fleet within the UK market.

Allelys now own and operate a fleet of cranes ranging from 15te capacity Franna pick and carry cranes, mobile cranes ranging from 25te – 550te and the new AK 912 pedestal crane with a 1,200te capacity.

#theheavyliftgroup #thlg ##allelys #uk #crane #pedestalcrane #mobilecrane #heavylift #transport #powerinunity #globagroupoflocalprofessionals #trusttheexperts #thlg35years



Allelys expand heavy lift crane fleet with AK 912 acquisition | The Heavy Lift Group

www.theheavyliftgroup.com • 1 min read

# Don't forget to mention your country of membership!

Use the tools

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#### The Heavy Lift Group · 1st

More than 30 Years of Excellence & Power in Unity! A Global Group of Local Professionals! 2mo • •

Procam Logistics Pvt. Ltd., THLG membe for India, and Army Institute of Management, Kolkata (AIMK), joined hands together on 11 March 2023.

With this collaboration they aim to set up the Procam Centre of Excellence in Logistics and Supply Chain Management at AIMK.

#### https://lnkd.in/dgkyMAAz

#theheavyliftgroup #thlg #procam #india #armyinstitutemanagement #aimk #kolkata #collaboration #supplychain #transport #heavylift #powerinunity #globalgroupoflocalprofessionals #trusttheexperts #35yearsthlg



Army Institute of Management, Kolkata, signed MOU with Procam Group to set up a Centre of Excellence...

www.theheavyliftgroup.com • 1 min read

## Present yourself





You can ask for time to present during a conference.

When time permits, members are entitled to 15 minutes during conferences for promoting their business. Their presentation may include:

- A Case Study
- A company presentation
- A milestone achievement
- A business opportunity
- An infrastructure update
- An industry update





### Promote your participation in Exhibitions

























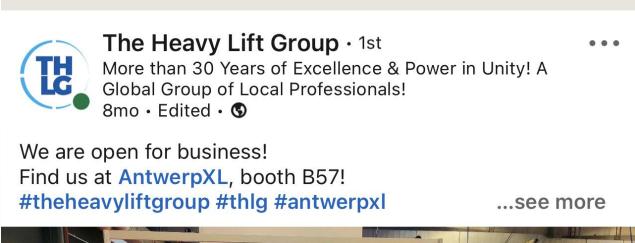
# Network till you drop





## THLG exhibits in industry fairs

- THLG promotes the network itself
- THLG provides information on its members during exhibition days to all interested parties









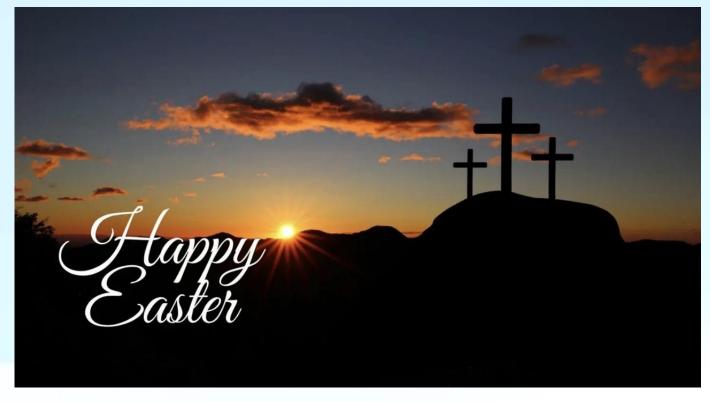


# We embrace diversity





### And we celebrate it!







- Reach out and let us know of any special celebration you have in your country and we will make sure we will post wishes to reach our global network!
- Why not use the artwork yourself for your customers?







# We help



## THLG promotes its corporate social responsibility

 Feel proud that part of your membership goes to where its needed most





the\_heavylift\_group



**View insights** 

**Boost post** 











Liked by turner.juan and 5 others

the\_heavylift\_group Last year The Heavy Lift Group supported Doctors Without Borders in the fight against COVID-19. They provide emergency medical care in more than 70 countries worldwide and have initiated 250 COVID-19 relief projects. We are happy to have contributed to the Doctors Without Borders COVID-19 Crisis Fund.



www.theheavyliftgroup.com • 1 min read



## We reach out





### THLG networks with other associations

- During AntwerpXL we co-organized a networking event with WISTA Belgium.
- Gender diversity is key in providing a sustainable future for the shipping industry internationally.



WISTA promotes diversity in the maritime, trading and logistics sectors, empowering women to lead through their unique perspective and competence.

WISTA stands for Women In Shipping and Trading Association





Bringing The Heavy Lift Group and WISTA BELGIUM together in a networking event during AntwerpXL was definitely a thing to enjoy.

It was a pleasure to meet in person Céline Mortier and Catrien Scheers as the local WISTA ExCom members.

#thlg #theheavyliftgroup #wista #wistabelgium #antwerpxl #networking #powerinunity #globalgroup #localprofessionals #strongertogether #projectcargo #shipping #logistics

The Heavy Lift Group WISTA BELGIUM



## Interview of the Week





### Promotional Feature: launched 2020 - ongoing





theheavyliftgroup.com • 1 min read



Interview of the week - EZ Link - Taiwan | The Heavy Lift Group



Interview of the week - Star Shipping - Pakistan | The Heavy Lift Group

theheavyliftgroup.com • 1 min read

- Promote yourself and your company
- It is an interview in writing, so you have the time to think and respond
- You will need to provide a short (2 lines) CV note of yourself

theheavyliftgroup.com • 1 min read

- You will need to provide us with a picture of yours
- The questions are related to your country, your company and your expertise

Interviews are posted in the website and in THLG Social Media accounts You will be given a link of the interview so that you can also promote it yourself!



### Interview of the week - Procam Logistics - India | The Heavy Lift Group

theheavyliftgroup.com • 2 min read

this week we speak with Mr.

Muhammad Kamran,

Project Director, Star Shipping

Pakistan



THE "WHO-WHERE-WHAT" CHALLENGE



Mr. Muhammad Kamran is a shipping and project logistics professional, serving the project freight industry worldwide, since 2004. He is from the Islamic Republic of Pakistan and has attained his Graduate Degree in Commerce and Project Management Certifications in Germany.

He is the one of the directors of Star Shipping Pakistan and holds high repute in the Logistics & Freight Industry of Pakistan. Having his vast experience in Project Management and Logistics skills, Mr. Muhammad Kamran has brought the company from a novice position to the leading project logistics organization in Pakistan.

He is well recognized worldwide due to his international connectivity and frequent visits to global freight forwarders seminars & conferences.

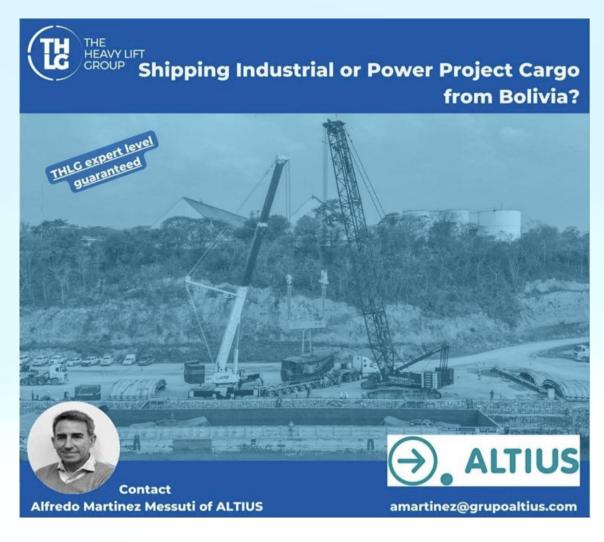
## Local Professional





## Promotional Feature: Local Professional - launched Jan 2023 - ongoing

















## BBEU exhibitors

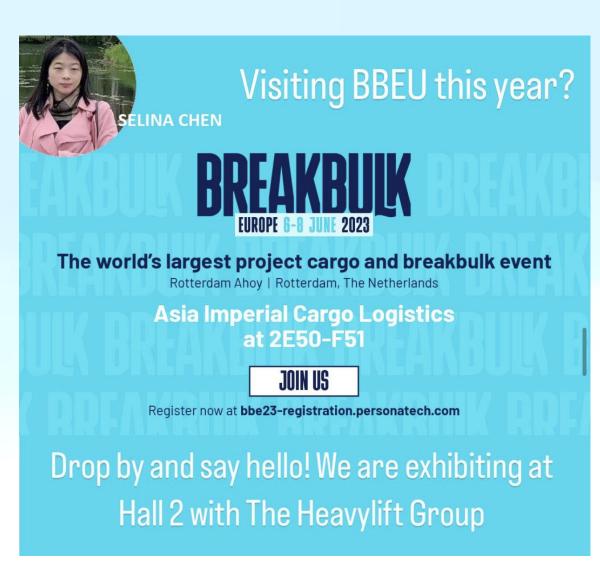




## Promotional Feature: Artwork for you to post - launched 2023 - ongoing









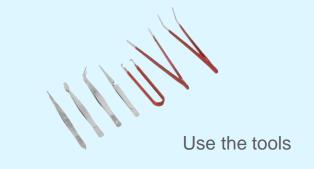








# Happy Birthday





Promotional Feature: It's your birthday and we wish you the best!



"Happy Birthday" feature has run exclusively on THLG365 app

Send your picture! Let people wish you HB! Its YOUR day!

# Sunday Spot





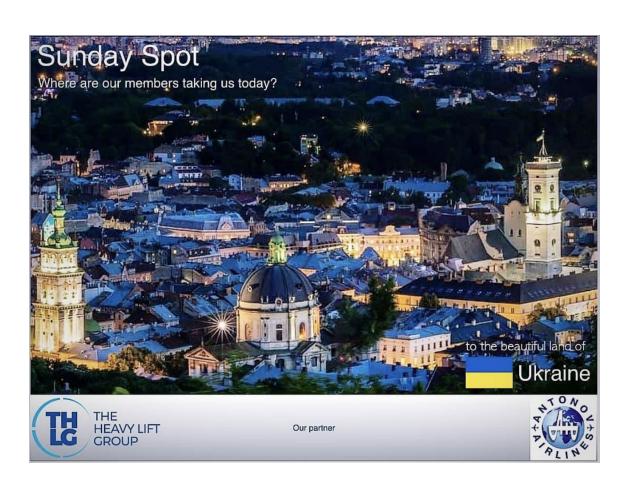
### Promotional Feature: launched 2020 - ongoing

## When you promote your country, you promote yourself!

- Take a picture that you like from your country / your city / your neighbourhood
- Share it with us
- Our marketing team will create the artwork for your Sunday Spot
- We will post it on the website and on THLG Social Media accounts
- We will give you the artwork to post it further









# THLG Contests &



### Annual Competition for members





Participate and Win!

Winers are announced during the Gala Dinner and receive an Award. The results are published to all THLG Social media accounts.

# THLG Contests

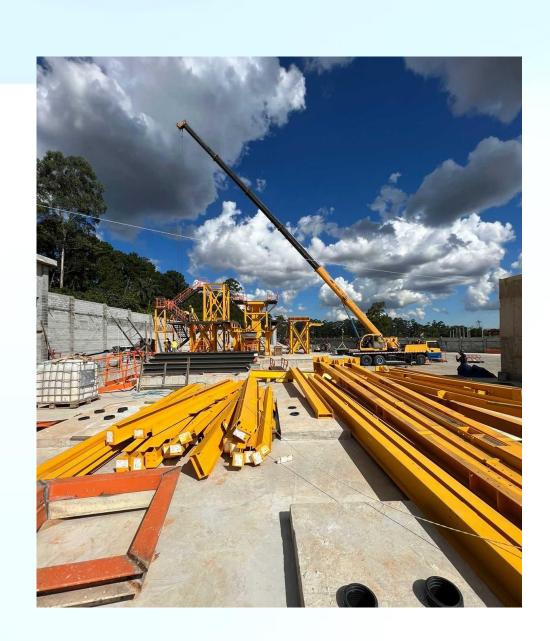


Project of the Year 2022-2023

The Finalists (in random order)



#### Results will be announced during the Gala Dinner!!







Aertssen, Belgium - Antonov Airlines, Ukraine

Holleman, Serbia - Barnahart, USA

# THLG Contests \$



Photo of the Year 2022-2023

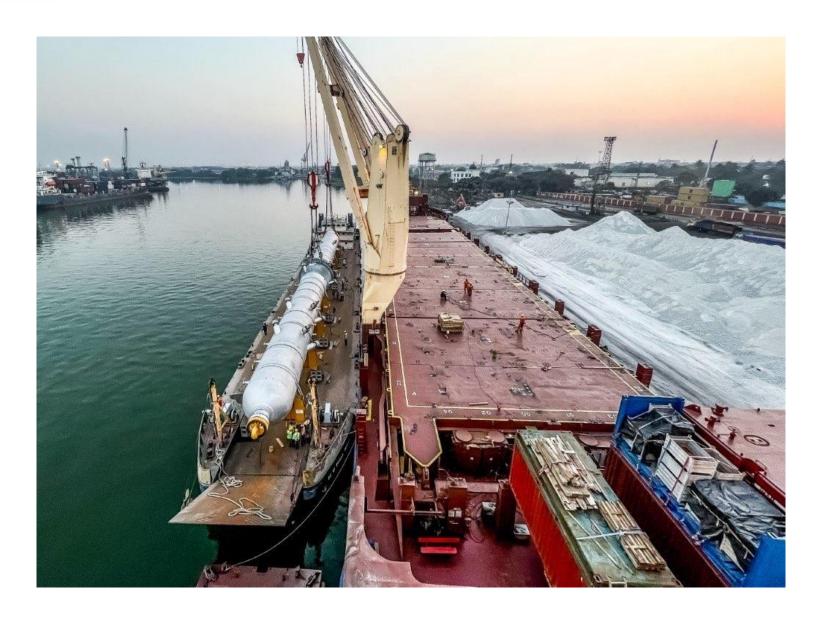
The Finalists (in random order)



Results will be announced during the Gala Dinner!!







Frits Kroon, South Africa

Van der Vlist, The Netherlands

Total Movements, India

# Are you a Blogger?



IS IT TIME TO START THE THLG BLOG?

Yes? That's great!

Let us know and we will create opportunities together.

### Not yet? Well, this is the time!

Let us know you are interested in becoming one and we will set up together the framework for making it happen!

Do you have interesting things to share with us? It could be any subject related to heavy lift operations, cargo specifications and handling, industry insight, chartering, port operations, permits & escorts, lifting/lashing information.... anything really! Just submit your report and we will promote it in a specially designed section for THLG Bloggers!

Use your knowledge to excel and promote yourself and the company you work for.





# Ladies Program





## Nothing beats girls time!

We are excited that THLG women's club is getting bigger!

- Ladies get together
- enjoy quality time
- share information
- support each other
- simply have fun!

We already have our first volunteer who was the inspiration behind this initiative!

Seema Chattopadhyay from Procam, India

Seema will be hosting a yoga session next time we meet. So when time comes, join us!

Anyone having more ideas? Let us know and we will help organise it!

## #thla-hhau2023



## BBEU Contest



## New Booth - New Contest

- Put on THLG clogs!
- Take a picture!
- Take more than one!
- Take as many as you can!
- Put the hashtags!
- Post it!
- Post more than one!
- Post as many as you can!









Contest ends on 7th June at 17:00hrs The winner will be contacted by message on the SM that was used! Prize will be given at the Instagrammable Wall at THLG Booth at 17:30hrs

## THLG MARKETING TEAM

Thank you. We hope we inspired you.

Simon snek

Experienced Craftsman by now

Greeks say: What makes a good technician, its his tools