

Conference Summary



Dear WCA Projects Members,

WCA Projects Network, hosted by WCA's Bruce Cutillo and Brian Majerus, held their 8th annual member conference in Abu Dhabi May 6 – 8 with 115 attendees from all around the world. There was a strong turnout of newer members and first time attendees introducing themselves to the established members, and all were serious project players in their markets. Those who did not attend this year missed a great conference!

The plenary session included speakers from Abu Dhabi Port Company, Ghana Shippers Authority, Walvis Bay Corridor Group, a Dubai based Master Mariner Surveyor, and a panel of members from South Africa, Ghana, and Mozambique, as well as Hansa Heavy Lift. I want to give a special "Thank You" to Andrew Wallace of Paccon Logistics, South Africa, Dan McKorley of McDan Shipping in Ghana, and Karel Meyer, LBH Group of Mozambique for their contributions on the Africa Panel Discussion. Members met together in both scheduled meetings and during the social functions, including the very popular 'Desert Dinner Safari'. Photos from the conference will be made available this week.

Brian Majerus and I had some very good discussions with members, and three strong themes were prevalent; 1) to create an 'MNC bid tender qualification standard' for members, 2) formal training for such topics as bid preparation, project management, and operations, and 3) project sales lead generation. We plan to follow up closely on these issues in the near future and we encourage all of you to provide your suggestions and feedback for a member-driven agenda.

We will also announce the 2015 meeting venue/timing very shortly, which will likely be in mid-May just after the Breakbulk Europe event and nearby in Europe. So far, our leading location option is Prague, Czech Republic.

I wish to thank all of you who attended the Abu Dhabi conference, especially given the conflict with the WCA Hong Kong conference dates. I was impressed with the quality of the members attending and will do all I can to advance your agenda in the coming year.

Best regards,

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