

The WINNING EDGE

Oversize Cargo From Philippines to India



Cargo Cold Box & Warm Skld

Scope Ex Work Subic Cfr Nhava Sheva covering trucking, customs clearance and constructions of saddle

Dimension L 14.m x W 2.4m x H 2.62m / 14.5mtons
L 7.4m x W 2.99m x H 2.975m / 13.5mtons

Volume 1 x 40'fr & 1 U/C

Pipes Shipment to Middle East

Welded Turbular **Cargo**

Door to Port – Our scope covers trucking and ground handling at POL **Scope**

1st Lot - 1,314PCS, 6,337 mtons
2nd Lot - 1,219PCS, 11,115 mtons **Volume**

1st Lot - Masan / Sohar
2nd Lot - Masan / AL Jubail **POL/D**



Pipes Shipment Of HDPE



Cargo Cable Reels

Scope Door to Door (DAP)

Volume 5 x 40'FR

POL/D Busan / Singapore

The WINNING EDGE

The Last Quarter of 2025

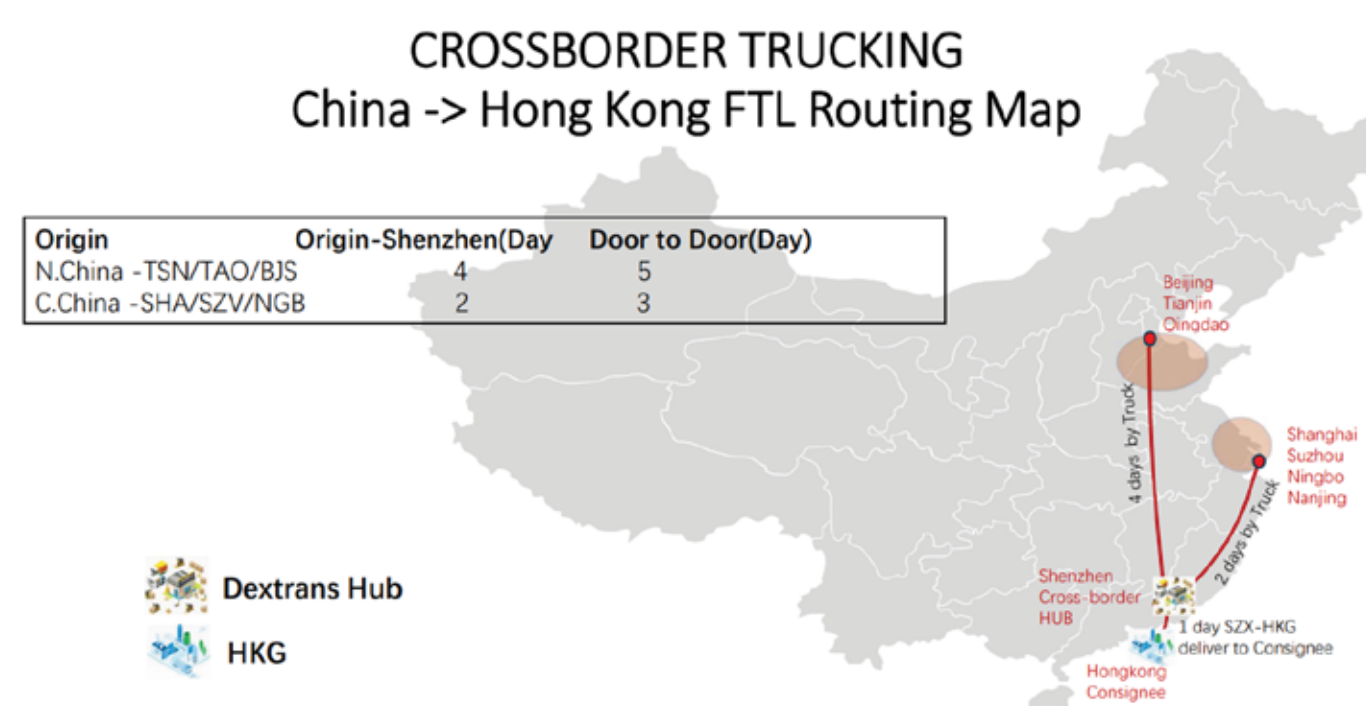
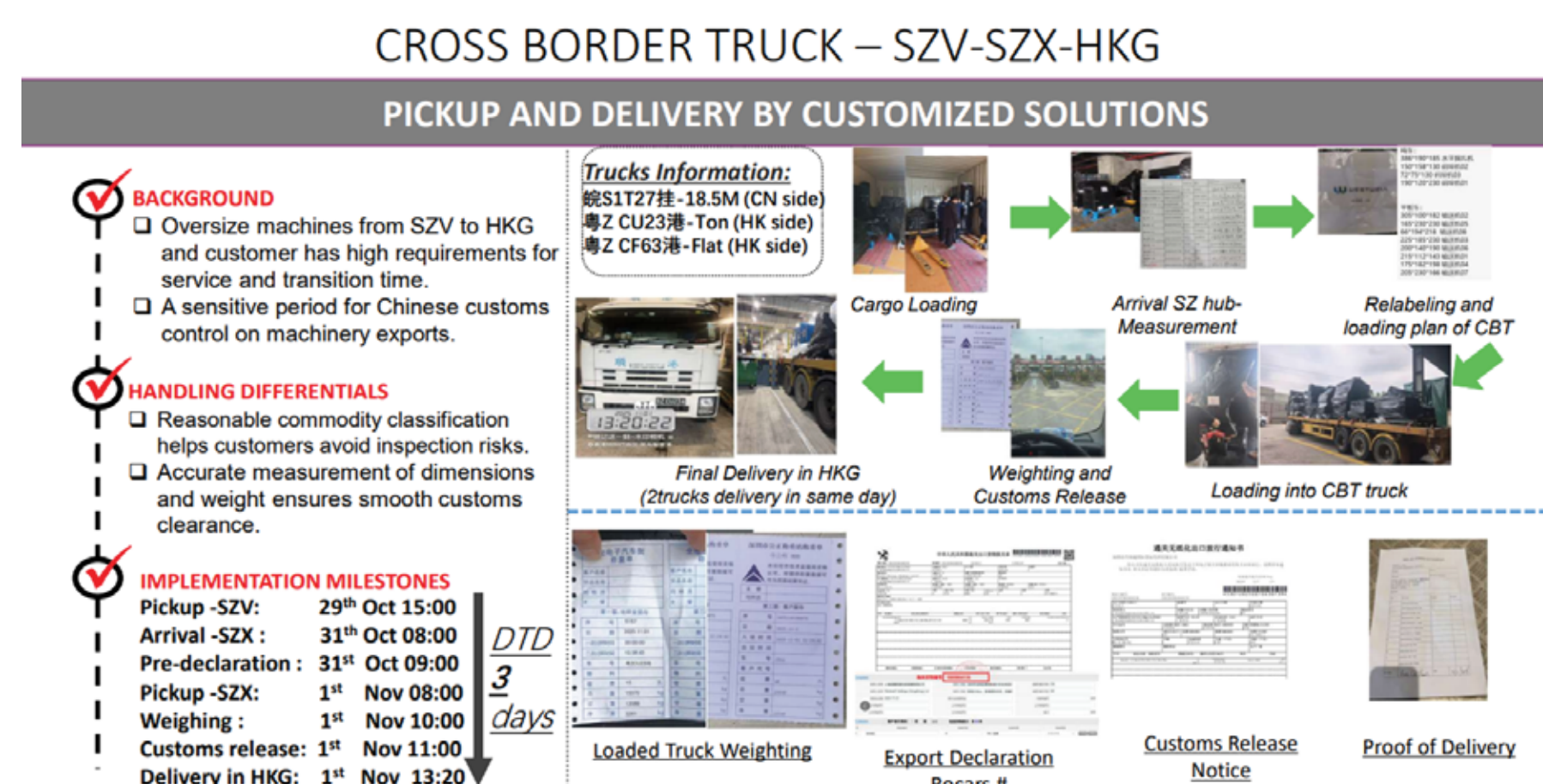
Recently, Dextrans Shenzhen just successfully completed cross border trucking involving machinery from Suzhou to Hong Kong. Below are the key details.

As major heavy industries and machinery equipment are primarily located in the north, while companies in North and Central China are less familiar with customs procedures in South China and Hong Kong. This gap presents a key selling point and will be a flagship product Dextrans CN actively promote. A brief PPT attached as below which can showcase for the Central and North China teams to better promote and sell this product.

Our agent expressed great satisfaction, as we seamlessly and smoothly managed the entire process from pickup, physical cargo measurement, transloading, customs classification, clearance, to final delivery. Notably, our customs brokerage SP identified two critical errors in the factory's customs documentation (incorrect sensitive product description and wrong weight/dimensions), which ensured smooth customs clearance for the HK-bound truck. Thanks,

Timeline

- October 28:** DW SZX received the request from the Shanghai agent for a shipment from Suzhou to Hong Kong. Cargo: Robotic Palletizing Machine; Volume: 12 pallets / 7,200 kgs / 67.8 cbm (Oversized).
- October 29:** Urgently arranged an 18.5-meter trailer; picked up the cargo from the Suzhou factory in the afternoon and provided on-site guidance for proper securing.
- October 30:** The Suzhou truck arrived at the Shenzhen warehouse in the early morning.
- October 31:** Cargo sorting, dimension measurement, verification of the Hong Kong-bound vehicle, and preparation of securing materials at the Shenzhen warehouse.
- November 1:** Verified customs declaration documents, accurately assisted the client with declaration details, coordinated with the warehouse to identify wooden pallets, and reminded the client to declare them accordingly.



The WINNING EDGE

New Business Development Ex India to USA

USA Importer, who is a trading company focus on heavy ISO Tank (Dangerous cargo) SOC & New/Empty Steel Cylinder by 40'HQ import from India to USA, and moved by competitor via COSCO/Maersk carriers. Keyperson at USA Importer, was unhappy with competitor's service especial cargo management & shipment visibility due to uncertain information from various venders in India.

Key Account's USA BDM received sea freight solution inquiry from the USA Importer without sufficient business information in AUG/2025.

Action Took by DW TW & Key Account TW to Secure This Business as:

1. Review all information USA Importer seriously and carefully. Close communicated with USA Key Account BDM with professional support & suggestion to clarify the pending issues point by point
2. DW TW offered rate indication & solution draft to Key Account for quotation offer & solution draft to final customer in AUG
3. Business awarded by USA Importer in SEP
4. Trial shipment in OCT - solution implementation
 - a. Secured vender list, incoterm, business details.
 - b. Completed our carrier choice : Major Dextrans OOCL contract, back up Hapag online quote. Ms Shelley Ng secured special contract rate from OOCL.
 - c. Search the suitable handling agent in India, Daniel did provide great help in it.
 - d. Weekly shipment/per P.O. Tracking report.
 - e. Keyperson at USA importer is really happy with out performance, and orders (3-5 FEUs./M) up to Q2/2026 is available.

Winning Factors :

1. One Dextrans Team – Daniel, and Shelley, and DW TW
2. Customer centric, and know your customer.
3. Professional knowledge to solve customer's issue/problem
4. Reliable service to secure customer's trust

The WINNING EDGE

Transportation of Oversized SANY SCC8000A Crawler Crane to Transportation of Oversized Crawler Crane

Dextrans Vietnam Delivers Mega Crawler Crane to South Africa Under Tight Direct-Sailing Schedule

On Time

On Point



Dextrans Vietnam has completed the transportation of oversized SCC8000A Crawler Crane from Phu My, Vietnam to Durban, South Africa, utilizing a direct break bulk service to meet strict schedule requirements.

- **103 packages | 1,183.4 MTS | 3,280.38 CBM**
- **Direct sailing – No transit**
- **Delivered safely and on time**

Through careful planning, close coordination with partners, and a strong focus on safety and efficiency, Dextrans Vietnam ensured seamless execution from loading to final discharge.

This successful delivery highlights Dextrans Vietnam's role as a trusted partner for oversized and project cargo across Vietnam and the ASEAN region.