



Global Project Logistics NEWSLETTER

The Official Voice of the Global Project Logistics Network (GPLN)

February — March 2010

Issue No. 14

Westlink wins at Indonesian pontoon

Working on behalf of the Snapper Mineral Sands Project in northern New South Wales, Australia, and with a tight schedule and window of opportunity, Westlink Logistics has seamlessly managed the up-lifting and transportation of 10 large pontoons from Indonesia through the Port of Adelaide to Pooncarie in southwestern New South Wales.

Weighing in at 75 tons each, and with dimensions of 32 x 6 x 3.77 meters, transporting the pontoons posed the Westlink Logistics' team a number of interesting physical challenges which were all passed thanks to professionalism, careful planning and a number of pre-visits to the Indonesian manufacturers. For example, since the chartered vessel was to be moored several kilometers offshore, it was necessary to use barges and tugs to transport the pontoons within reach of the ship's hooks.

The scheduling issues were compounded by unforeseen circumstances which led to a delay of two weeks at the manufacturing plant. Quick thinking and robust negotiation skills were required to



ensure that the chartered vessel (which had its own schedules to meet) did not leave without the cargo. As a result, the pontoons were stowed and shipped partly completed, and once the cargo was safely unloaded, Westlink arranged for a lay-down area to be made available at the Port of Adelaide so that fabrication could be finished in Australia – thus saving the client thousands of dollars.

For Trent Robson, Westlink Logistics' general manager, the job is about looking at the challenges involved at the macro level, and planning for all the micro issues along the way.

"Timing, reliability and close control of the cargo on its journey was paramount for the client," said Robson. "The shipping program that we developed included a dedicated, direct charter voyage. We closely managed all aspects from the point of collection right through to ultimate delivery on site.

"As a result of our success in handling the first shipment, we have subsequently been awarded the contract to transport a further 200 smaller float line pontoons for the same project." www.gpln.net

No snow problem for Interfracht team



Interfracht Spedition, has just finished handling blowers and air-exchanger systems bound for the mining industry in Murmansk, northern Russia. The cargo comprised a total of 2998 cubic meters with a gross weight of 344,234 kilograms. The goods were picked up by truck in different plants throughout Germany and shipped by charter vessel to Murmansk.

"And yes, there is snow in Germany!" said Andrea Grimm, managing director of Interfracht, "Not only in Switzerland..." www.gpln.net

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A Word from Gary Dale...



We are now solidly into 2010 and things seem to be on good track for GPLN. I expect a better year than last year (who doesn't?).

We had a very successful participation at Breakbulk Asia 2010, which was the second time we have participated in this event. That's a very good record since the event is only two years old!

Nonetheless, the Breakbulk events are always good due to the fact that there are lots of return visitors as well as new visitors so you can always catch up with old friends while looking for new business and be successful at both. Breakbulk Europe, which we are also slated to participate in this May, is the very much the same, just different faces.

Later in March Luzius Haffter, GPLN's commercial director, and I will be off to the 5th Indian Ocean Ports Conference & Exhibition in Mauritius where I am one of the speakers. Immediately afterwards we will be off to São Paulo, Brazil, for the Intermodal South America 2010 event. We will have many GPLN members there with us as well and we expect to see many

new potential partners there. The event will be new for us as I understand the format is afternoon / evening rather than the morning / afternoon events we are used to. But I suppose that is the "latin" style. From Intermodal South America 2010 we will be directly off to Rio de Janeiro for the big event, our GPLN Global Meeting. Besides our informative presentations and the one-on-one meetings, this year we have several outside activities like a city tour and a night at a churrascaria. (Muito exelente!)

This year we also will have many more events on the

"When we travel we are constantly promoting the group to others. We plan to take in several industry events and not just the shipping and maritime events"

calendar than before. My calendar is getting as full as it can, but that's a good thing for GPLN members.

When we travel we are constantly promoting the group to others – reaching out to potential members. But from this year we are doing even more than that. We plan to take in several industry events and not just the shipping and maritime events. This will help the members to get more exposure with the "end users" of their services around the world. We are taking a

global view of these events and so you will see us in basically all regions giving it the full court press.

I am looking forward to seeing the results. I am already tired and excited just thinking about it all!

Best regards,

Gary Dale Cearley

Executive Director

Global Projects Logistic Network (GPLN)

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Oceanbridge starts 2010 with Alfa waves



Picture: Patricia Lascabannes

Oceanbridge has made a fast start to 2010 with a large number of potential clients asking for pricing on a range of boats between the US, Europe and Australia, Oceanbridge said.

An urgent call in mid-December had Oceanbridge packing up the cradle for the Maxi yacht Alfa Romeo and getting this on a vessel to Port Kembla so she could be repainted immediately after winning the Sydney to Hobart race. In mid-January, Oceanbridge shipped the yacht Pendragon to Long Beach,

California. With the yacht coming by road from the South Island of New Zealand and the mast and a container from Auckland there was some logistical shuffling required in Tauranga to ensure she was ready to ship, keel on, within four days of the yacht reaching Tauranga.

Also in January Oceanbridge shipped a 47-foot Sunseeker back to the UK. It was lifted from the water and onto the wharf in Tauranga where it was fitted to the cradle and shrink wrapped, all in a matter of 4½ hours, ready for loading. www.gpln.net

Ocidenave ties up with Sarjak

Ocidenave, GPLN member in Portugal, has been recently appointed general agent in Portugal for Sarjak Container Lines, an Indian NVOCC exclusively dedicated to the transport of Out of Gauge (OOG) and heavy lift cargoes.

Ocidenave will have in near future a small resident fleet of assorted special equipment, available for use by export clients. This new partnership will be a value added to the range of services in the project and OOG cargo services that Ocidenave is able to provide in all of Portugal.

Ocidenave originally started as a ship agency and has continued to develop to now offer complete solutions through all Portuguese ports, and has offices in those ports. On behalf of its principals Ocidenave will take care of all local issues including all port necessities, issues with authorities, logistics and customs.

Ocidenave Navegação, originally called Agencia Maritima Ocidente, was formed in March 1951 as a ship agency. Over the years it has successfully developed a variety of services offering various solutions within the supply chain to and from Portugal. www.gpln.net



No problem, Houston

We aimed for the stars when we carried the Japanese Experiment Logistics Module – Pressurised Section (ELM-PS) from Yokohama to Port Canaveral. Shipping the most precious cargo ever carried by Rickmers-Linie was no experiment at all: Handling, securing and lashing of the unit was completely simulated on our 3D-cargo management system RICOSYS. So we had a perfect lift-off. More about our expertise and services at www.rickmers-linie.com



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Arshiya/5K ally to beat Hurricane Ike



GPLN member Arshiya Logistics WLL recently moved some Groove Cranes from Michel Machinery Company in the U.S. for the Qatari Shareholding Company (QSC) which is involved in the Dolphin Gas Project and several projects for Ras-Gas/Qatar Gas in Qatar.

The urgent job coincided with the arrival of Hurricane Ike into the port of Galveston, from where the cargo was to be shipped. But the combined experience of Arshiya and 5K ensured that delivery of the cranes were carried out in line with their commitment to the customer.

The two GPLN members handled this project movement from the U.S. factory to the Qatar project site. The transportation was done using MAFI cargo trailers from the factory to Galveston Port. The pick up locations were:

- St. Louis, Missouri - two cranes
- Corpus Christi, Texas - one crane
- Oklahoma City, Oklahoma - one crane

A breakbulk vessel from Galveston to Doha, Qatar was booked. Arshiya Logistics also handled inland haulage from Doha Port to the Qatari client's site using low-bed trailers and was also engaged into arranging the duty waiver and exemption for this client at Doha Customs. Along with the haulage, Arshiya arranged the police escort and Qatar Traffic Department permissions.

Initially, QSC had to move total four Grove cranes and the value was approximately \$1.8 million. the cargo measured 581.6 cubic meters, with a height of 3.5 meters and a total gross weight of 160 tons. among the problems successfully overcome were letter-of-credit issues caused by the tight time deadline, and several bottlenecks in documentation because the supplier was dealing with a Qatar client for the first time.

QSC nominated GPLN member Arshiya Logistics, considering Arshiya's reputation for professionalism in project logistics globally. Arshiya was aware that handling projects of this kind required a special personalized touch as well as technical expertise because it is totally different from normal containerized business.

Experience

Arshiya's experience, and that of its local GPLN partner 5K Logistics proved to be a major benefits as unforeseeable events would likely have overwhelmed a less qualified operator. These included:

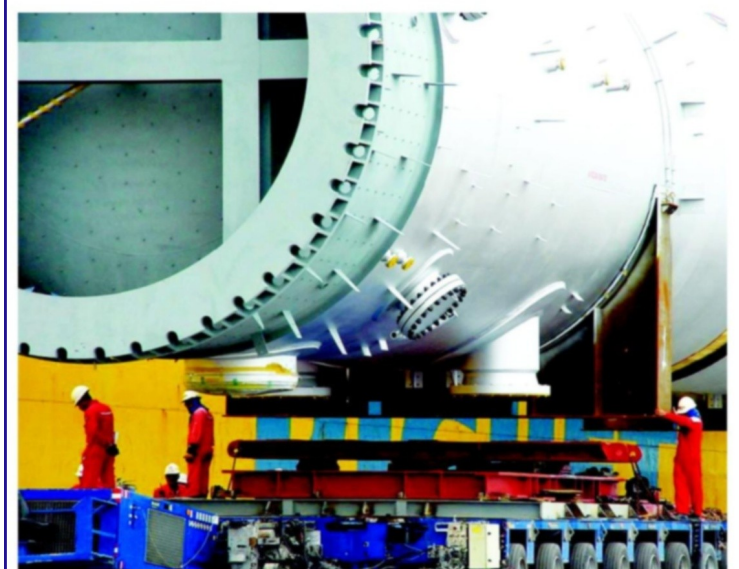
- ▶ one day before the vessel arrival in Galveston Port, Hurricane Ike hit the area.
- ▶ power, water issues kept Galveston Port offline for about two weeks after Hurricane Ike left the port and much of the region. There was no trace of any shipment as the Port Authority closed the port.
- ▶ to maintain best client service and full transparency, Arshiya and Philadelphia-based 5K arranged for a third-party surveyor to come to the port. The surveyor accessed the cranes and completed the survey. Everything was certified to be in good order except a few tires, which were affected because of mud.
- ▶ most vessels cancelled their arrival at Galveston Port following the hurricane.
- ▶ these cranes had been lying in Galveston Port for almost 45 days.

Shipment was urgent for the Qatari company and so it was up to Arshiya's reliability and professionalism to deliver. Arshiya Logistics managed to get the shipment out from U.S. and in Doha within 40 days without any rate hike and port storage issues.

Arshiya Logistics' team of Vaibhav Malpekar and Jigar Shah, with 5K Logistics' Paul J McGrath and his team, were in full coordination and held conference calls almost every day in order to work out alternative solutions so that the delivery of these four cranes to the client could be managed as per prior commitment, in spite of all the hurdles.www.gpln.net

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Upcoming GPLN Meetings & Events

4th Indian Ocean Ports & Logistics 2010
25th -26th March 2010
Hilton Mauritius Resort & Spa
Mauritius

15th Intermodal South America
6th - 8th April, 2010
Transamerica Expo Center
Sao Paulo, Brazil

7th GPLN Annual Global Meeting
11th – 13th April, 2010
JW Marriott Copacabana
Rio de Janeiro, Brazil

15th TransRussia International Exhibition & Conference
27th – 30th April, 2010
Moscow Expocentr
Moscow, Russia

5th Breakbulk Europe Transportation Conference & Exhibition
18th – 20th May, 2010
Antwerp Expo
Antwerp, Belgium

4th Transport Logistichina International Exhibition
8th – 10th June, 2010
Shanghai New International Expo Centre
Shanghai, China

Fiata World Congress 2010
6th - 8th October, 2010
Queen Sirikit National Convention Center
Bangkok, Thailand

21st Breakbulk USA Transportation Conference & Exhibition
12th - 14th October, 2010
Hilton Americas Houston & George R. Brown Convention Center, Houston, Texas, United States

8th Intermodal Africa 2010
28th – 29th October, 2010
Cape Town International Convention Centre
Cape Town, South Africa

Adipec 2010
1st - 4th November, 2010
Abu Dhabi National Exhibition Centre
Abu Dhabi, United Arab Emirates

**For all information on upcoming events,
please contact Luzius Haffter at:
lhaffter@gpln.net**

GPLN duo ships heavy boilers to Turkey



GPLN members Sea Cargo Air Cargo Logistics Inc (SCACLI) in Canada and AST Ltd in Turkey have recently shipped two heavy lift boilers of 230 tons each from ex-works Canada to delivered job site in Turkey via two Turkish ports.

The units were delivered by a combination of Goldhofer trailers and railroad cars to the port of Toronto in cooperation with the Canadian National

Railway Company. The boilers were successfully loaded on board a part chartered vessel to Oldendorff eXpress Lines NV (OXL) and four weeks later AST ensured the receiving of the first unit in Izmir and the second one in Istanbul.

AST also ensured a smooth delivery of the modules to the finale job site and the erection on pads using a combination of gantry and mobile cranes. www.gpln.net

Direct Logistics wins annual BHEL deal

Direct Logistics India Pvt Ltd has been awarded an annual contract to handle the inbound logistics for Fortune 500 entity Bharat Heavy Electricals Limited (BHEL). BHEL is one of India's largest and fastest-growing public sector engineering giants.

The project involves the movement of 257,000 freight tons, involving containerized cargo, break bulk and heavy lift. These movements originate from ports in Europe, Far East and the Middle East.

The annual contract from BHEL will further strengthen Direct Logistics' presence and position in handling large projects and ensure sustained growth in sales and revenue.

Sunil Devrani, chief executive officer and man-

aging director, said: "The deal with BHEL is one the largest freight deals in India which is worth over \$25 million annually. With this deal we have proven our credentials as one of the major project logistics firm operating in India. We expect to add \$55 million from our project logistics vertical to our top line in two years of time. This is a transformational deal for us and our partners."

The Direct Logistics group headquartered in Mumbai, India has seven offices in India, three in China plus offices in Singapore, Taiwan and Hong Kong. It employs more than 150 employees worldwide and specializes in chartering and breakbulk, relief logistics, oil and gas, government and public-sector utilities, special equipment and other containerized cargo. www.gpln.net

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Celtic gets EU fast-track status

Celtic Forwarding Ltd, one of Ireland’s leading freight forwarding companies, has become the first indigenous Irish company in international transport and logistics to achieve the official European Union (EU) status of an Authorised Economic Operator (AEO) which ensures its ability to move goods efficiently and effectively across the EU’s borders.

As one of the world’s most open economies, Ireland is totally dependent on the seamless flow of its exports and imports. Having a supply chain with AEO status is going to be critical for all Irish importers and exporters going forward.

In 2006, the EU enacted legislation to amend the customs and excise regulations across all 27 member states which requires that those engaged in cross-border trade ("economic operators") submit pre-arrival and pre-departure information electronically on goods entering or leaving the EU.

Failure to comply with the correct submission of e-trade data will lead to delays in the movement of goods. The new rules were enforced in July 2009 and will be mandatory EU-wide from Jan. 2011.

As part of the legislation, the EU created the concept of an Authorised Economic Operator (AEO) to enable those companies with compliant practices and systems to be easily identified and facilitated in the new security framework.

The introduction of AEO status is the EU’s response to the need to secure international supply chains and follows similar moves in the US where companies must comply with the Customs-Trade Partnership Against Terrorism (C-TPAT). The World Customs Organisation (WCO), which repre-

sents Customs from 174 member countries, has been a major driving force behind these developments which are part of a global paradigm shift to paper-free trade.

The aim of AEO is to provide a company with an internationally recognized quality mark which indicates that its role in the international supply chain is secure and that its customs controls and procedures are compliant.

An AEO certified forwarder receives a low security risk rating, thereby opening up what is effectively a “Fast Lane” for its shipments. Even if a

shipment is randomly selected for Customs inspection, the AEO forwarder will be given priority over non-AEO forwarders and clearance agents.

Additional benefits include Guarantee Waivers, Simplified Customs Declarations and Mutual Recognition of AEO status by major non-EU Customs Authorities. Also,

AEO Certification will become the global "Quality Mark" for supply chain security.

"AEO is a Government-led audit of our financial well-being, security and customs compliance. With this AEO accreditation, our clients both domestic and overseas, can be assured that Celtic Forwarding Ltd is a secure, efficient and effective component in their supply chain," said Finbarr Cleary, director of Celtic Forwarding Ltd.

Celtic Forwarding is an official paper-free trade partner of TradeFacilitate, the only EU validated web-based solution designed for SMEs for the electronic submission of pre-arrival and pre-departure information in compliance with new EU rules for the inbound and outbound movement of goods (known as EMCS, ECS and ICS). www.gpln.net

Aquatic Freights in Ukraine operation



Aquatic Freights Pvt Ltd India recently successfully handled the movement of two back-up rolls bound for an Indian plate mill. Aquatic shipped the consignment from Ilyichevsk sea port in Ukraine, about 20 kilometers west of Odessa, to Visakhapatnam sea port in Andhra Pradesh insoutheastern India and delivered to the Indian consignee at the final destination. The rolls were originally moved by rail from the factory in Russia and loaded onto the vessel in Ilyichevsk port. The cargo had a combined weight of about 240 metric tons, its overall length being 10.4 meters, diameter of 1.9 meters and barrel length of 3.3 meters. www.gpln.net

Waiver live in Mexico

Waiver Logistics has announced the opening of a new agency in Mexico City, called Cargolive, which is a joint venture between Waiver Logistics and Rock-It Cargo. Cargolive has been established in response to the growth of the Latin America market and its demand in for specialized logistics services. Similar to its principals the company will focus exclusively in the segments of live concerts, trade shows, mining projects, oil & gas projects and industrial plant projects.

Cargolive will be managed by Diego Marinelli as the joint venture’s chief executive officer. Diego joined the group’s Buenos Aires office in 2003 as commercial director and subsequently spent four years as operations manager for Rock-It Cargo Mexico. www.gpln.net

New GPLN Members		
Country	City	Company
Germany	Hamburg	Gruber Logistics GmbH
Italy	Auer	Gruber Logistics S.p.A.
Kazakhstan	Almaty	Globalink
Mongolia	Ulan Bataar	Westfracht Mongolia
Netherlands	Rotterdam	Gruber Logistics
Pakistan	Karachi	Star Shipping (Pvt) Limited
Russia	St. Petersburg	Gruber Logistics
United Arab Emirates	Dubai	Heavy Load Freight Services LLC
United States	Houston	Rock-It Cargo USA LLC
United States	New York	Rock-It Cargo USA LLC

Om Projects creates history at Mumbai Port



Om Projects (OP) a division of Om Freight Forwarders Pvt. Ltd. recently created a landmark in the history of Mumbai Port, loading export cargo and unloading import cargo with the use of just a single vessel using float-on/float-off. The operation was carried on at anchorage within the Mumbai Port area. The total volume of cargo handled was nearly 30,000 cubic meters.

The export cargo included a 1005-ton jack-up

platform made by local company Afcons, who have been a partner and client of integrated logistics solutions provider Om Projects for more than 15 years

"We have handled many ODC and heavy lift cargoes for their various projects," said Vishal Joshi of Om Projects. "We are thankful to their management of Shapoorji Pallonji Group for entrusting the complete job of handling this shipment to us. We are also thankful to Mumbai Port authorities, Indian Customs and various allied agencies involved in successful movement of the shipment." www.gpln.net

Direct Logistics' Devrani wins award as Most Promising Entrepreneur



Captain Sunil Devrani, Group CEO and MD of the Direct Logistics Group was recently awarded the Most Promising Entrepreneur Of The Year 2009 in a glittering award ceremony in Mumbai. The award was presented by ruling Congress Party spokesman Abhishek Manu Shingvi. Devrani is the only person from the Logistics and Freight Industry to be honored by this coveted award.

Accepting the award, Devrani said: "This is indeed a great honour to be recognized by a very professional international NGO like Asia Pacific Enterprise Asia. I feel humbled and I accept this award on behalf of our 150 teammates who work tirelessly in pursuit of excellence in five different countries in Asia."

The award was presented by Enterprise Asia, a Kuala Lumpur based NGO. www.gpln.net



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Almajdouie celebrates successful 2009 despite tough market

Despite difficult market conditions, Almajdouie completed a successful year in 2009 by efficiently coordinating the execution of a total cargo of 570,000 cubic meters to different project sites located in both eastern and western regions of the Kingdom of Saudi Arabia. The project volume executed in 2009 was much lesser compare to 2007 and 2008 because of slow execution and number of projects on hold due to market crises.

A typical project was carried out to discharge and deliver over-dimensioned cargo at Jubail Commercial Port with the requirement to prevent the need for the vessel to call at two ports which could have cost the clients thousands of dollars.

The challenge involved the haulage of two set of evaporators of six items each weighing approximately 170 metric tons admeasuring 25 meters long by 7.5 meters wide by 7.5 meters high.

Although Almajdouie has handled many difficult projects of this type, the extra challenge in this execution was to haul out these evaporators from the Jubail Commercial Port which indeed demanded a careful engineering study.

The main hurdle for this movement was the Mizan building, which on average permitted a clearance of just inches. Despite the difficulty, both sets of six pieces were successfully extracted.

But the onward journey threw up even more obstacles as street lights, signal posts, electric cables and advertisement boards had to be removed along the route of the journey to the final destination at Ma'aden Phosphate Project job site.

This expertly carried out work was of direct benefit to the client, enabling them to slash their freight costs.

Another successful delivery was accomplished from Gulf Steel Work (GSW) factory and Jubail carrying a gas filtration station skid of size 17.4 meters long by 11.7 meyers wide and 14.5 meters high with a gross weight of 90 tons, moved by 40-axle lines of hydraulic convention trailers to Ras Azour job site, a distance of around 80 kilometers.

Once again, there were numerous difficulties;

- route modifications were demanded looking to the situation and careful engineering study.
- getting approval on appropriate traffic permissions from relevant authorities, which took around 15 working days for preparation and submission of technical documents provided by engineering staff.
- removal and replacement of light posts, signal lights and their replacement within strict time permitted by the police.
- provision to adequate support for bridges while passing the units on the bridge.

Another large job secured by Almajdouie in Bahrain was for the Al Dour Power plant project. Almajdouie moved all heavy units -- transformers, turbines and generators from Mina Salman seaport



to site by barge movement from the seaport to a private jetty near the job site including roll-on, roll-off, sea fastening and unfastening and inland transportation from the jetty to the jobsite.

Despite these successes, the global financial crisis meant that the international market remained tough and competitive; it was Almajdouie's reputation for providing a full service package resulted in securing 12 projects during this year of 2009.

S.I. Mustafa, vice president of Logistics of Almajdouie Group, said that the early part of 2010 has already seen the awarding of major projects in Eastern, Central, Northern and Western regions of Saudi Arabia to leading engineer-procure-construct (EPC) contractors.

Simultaneously, go-ahead signals have been given for projects which were on hold which may

well come on stream this year, and so the company has established offices in Korea, Europe and the US, Mustafa said.

Almajdouie is also focusing on business expansions in nearby Middle East countries such as the UAE, Kuwait, Qatar and Bahrain and have established own branch offices for offering complete onshore freight forwarding and management services.

Already, the Abu Dhabi office has secured a contract at the Shuwaihat Desalination and Power Plant, successfully delivering three evaporator modules of 4300 tons each to the job site and installing the equipment on the foundation through the use of self-propelled modular transporter (SPMT) equipment.

www.gpln.net

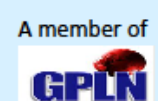


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General Transport puts it together for Tunisia power

General Transport Ltd., GPLN member in Basel, Switzerland, recently exported a 400MW combined gas power station bound for Ghanouch, Tunisia. There was a total of 28,000 cubic foot inbound that originated in the US, China, India and Europe. The cargo was as follows: Turbine with dimensions of 12.57 x 5.07 x 5.65 meters weighing 370 tons; a generator 8.60 x 4.86 x 4.46 meters, weighing 297 tons; a transformer of 13.10 x 4.20 x 4.48 meters, weighing 293 tons. www.gpln.net




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Project Cargo Spotlight



UTC recently transported an energy client's Gas Dehydration Unit from Singapore to Angra dos Reis, Brazil.
Unit Specs: 14.20 m x 7.78 m x 21.00 m
Weight: 402 MT



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Long haul to Itaqui for Europe Cargo



Europe Cargo recently carried out a towage charter of the dredger "No Woman No Cry" from Dordrecht in the Netherlands to Itaqui Brazil for our clients Macon Charter. The towage by tugboat "Statum" left Dordrecht via Rotterdam towards the estuary between Holland-Belgium.

After leaving the estuary the cargo passed the Belgian coast line, but was forced to shelter at Brest due to the increasing wind which resulted in waves above four meters high which exceeded the limit set by surveyors Van Woerkom Nobels & Ten Veen in the towage certificate.

This towage certificate given by the surveyors specifies the towage condi-

tions, maximum speed and so on.

After leaving Brest the towage combination had to moor at Vigo again, this time to shelter after one of the roughest passages in Europe -- the Bay of Biscay. Following the daily forecasts, Europe Cargo was able to determine a safe passage from Vigo towards the Canary Islands.

Due to the fact that Europe Cargo had bunkered the dredger full at Dordrecht, the towage combination could sail direct without stoppages for bunkering and the towage combination reached Itaqui, fortunately arriving one day before the start of the local carnival, during which business shuts down completely. www.gpln.net

Cory gets busy in the home of stainless steel

Cory Logistics, GPLN member in the United Kingdom, have been busy in the "home of stainless steel" in 2009 and will continue to work through 2010. The first phase moving is a softener and de-scaler line from a redundant Sheffield Steel mill to its new home in India. This project will move a total of 140 40-foot-high cube containers and a total of 4500 tons as break bulk. Individual pieces can be more than

12 meters in length and can be up to five meters wide weighing more than 30 tons.

Commercial Director Mark Harding has been involved from the beginning and described how he pooled resources within Cory Logistics to create a dedicated project team. Mark said, "We have all the capabilities under one roof, planning has been complex and chal-

lenging", but maintained that Cory's will continue to offer a competitive advantage to create small teams of dedicated experts in their field.

"We have had one person negotiating space allocation on container ships, another discussing the safe securing of out of gauge cargo and its movement in relation to UK road restrictions, whilst a third person is chartering a vessel to carry 4500 freight tons." The break bulk cargo will be transported by specialist equipment to the Port of Hull for shipment to Chennai. www.gpln.net



Germany top-ranked in World Bank's 2010 Logistics Index

The capacity of countries to efficiently move goods and connect manufacturers and consumers with international markets is improving around the world, but much more progress is needed to spur faster economic growth and help firms benefit from trade recovery, according to a new World Bank Group survey on trade logistics.

Germany is the top performer among the 155 economies ranked in the Logistics Performance Indicators (LPI), which are included in the report *Connecting to Compete 2010: Trade Logistics in the Global Economy*.

The study is based on the most comprehensive world survey of international freight forwarders and express carriers.

"Economic competitiveness is relentlessly driving countries to strengthen performance, and improving trade logistics is a smart way to deliver more efficiencies, lower costs and added economic growth," said World Bank Group President Robert B. Zoellick, who

"Streamlining the connections among markets, manufacturers, farmers and consumers offers tremendous growth and investment opportunities and should be a top focus for developing country growth strategies. As we issue this global report, I'm pleased to be in Germany, the top performer on efficient logistics."

High-income

According to the LPI, high income economies dominate the top logistics rankings, with most of them occupying important places in global and regional supply chains. By contrast, the ten lowest performing countries are almost all from the low and lower income groups.

Although the study shows a substantial "logistics gap" between rich countries and most developing countries, it finds positive trends in some areas essential to logistics performance and trade.

Some of them include the modernization of customs, use of information technology, and development of private logistics services.

"Following our first survey in 2007, many developing countries have improved their capacity to connect to international markets, which is a key ingredient for competitiveness and economic growth," said Otaviano Canuto, World Bank Vice President for Poverty Reduction and Economic Management. "But if developing countries want to come out of the crisis in a stronger and more competitive position, they need to invest in better trade logistics."

"Countries with better logistics performance can grow faster, become more competitive and increase



Germany is the top performer among the 155 economies ranked in the Logistics Performance Indicators (LPI),

their level of investment," said Bernard Hoekman, World Bank trade department director. "Our research shows that increasing logistics performance in low income countries to the middle-income average could boost trade by around 15% and benefit all firms and consumers through lower prices and better quality services."

Developers

The report, headed by World Bank Group economists Jean Francois Arvis and Monica Alina Mustra, notes that among developing economies logistics performance transcends the level of per capita income.

Many countries perform better than their income level would suggest. The 10 most significant over-performers include China (27), India (47), Uganda (66), Vietnam (53), Thailand (35), the Philippines (44), and South Africa (28).

Likewise, the countries with significant improvement in performance between the two surveys (the 2007 and 2010 LPI) are often those which implemented comprehensive logistics and trade facilitation reforms earlier, such as Colombia, Brazil, and Tunisia.

In terms of how developing countries are doing per region, South Africa (28) is the top performer from Africa; China (27) from East Asia; Poland (30) from Central and Eastern Europe; Brazil (41) from Latin America; Lebanon (33) from the Middle East; and India (47) from South Asia.

Borders

According to the study, logistics performance is heavily influenced by the quality of public sector institutions and the effective coordination of border clearance processes among all border management agencies.

In this area, customs performs better than many other agencies, pointing to the need for border

management reforms. In low performing countries, on average, half of the containers are physically inspected and one container out of seven at least twice.

Other areas for improvement include better transport policies, increasing competition in trade-related services such as trucking, freight forwarding and railways; and better trade-related infrastructure. For many low-income countries the most binding constraints are often in logistics services and international transit systems. Given they perform better on many other indicators, improving trade infrastructure is often reported to be a priority for middle-income countries.

Upgrades

The World Bank Group has a number of projects designed to improve trade logistics in developing countries. The \$250 million East Africa Trade and Transport Facilitation Project improved the corridor infrastructure and upgraded the main border crossing between Uganda and Kenya at Malaba, reducing border crossing times from three days to three hours.

In Tunisia, a US\$250 million operation is improving competitiveness by reducing trade costs and streamlining border clearance procedures. And in Afghanistan, the World Bank is providing funding for a US\$31.2 million project to modernize and computerize four major border crossings, increasing customs revenues from \$50 million when the project started in 2004 to over \$399 million in 2008.

In addition, the Bank is working with IBM, Microsoft and the Global Express Association as part of a public-private partnership on *Aid for Trade Facilitation*. The objective is to develop pilot projects in developing countries that apply innovative IT solutions to streamline border procedures.

Unishipping powers through the cold



Unishipping International Ltd was recently appointed to deliver a new turbo generator for the biggest thermal power plant in Bulgaria. The cargo consisted of a stator weighing 189 tons, dimensions 5.96 x 4.14 x 4.26 meters, a rotor weighing 48 tons, dimensions 10.80 x 1.80 x 1.75 meters, plus 20 cases with accessories. The generator was supplied at Saint Petersburg Port, and loaded on M/V Schill-plate chartered by Unishipping to Varna Port. It was a big challenge for port authorities in Varna, as this was the heaviest piece ever discharged with their two 100-ton mobile cranes.

From Varna the stator had to be loaded on an 18-axle trailer and delivered in south Bulgaria. Unfortunately when cargo was discharged Unishipping was informed by the consignee from the power plant that the old generator had not yet been removed and they could not accept the new generator. Thus Unishipping delivered all pieces, except the stator, which was stored at quay in the port. The cargo was discharged more than two weeks prior to the deadline and so the weather conditions were not in Unishipping's favor. The Varna region was frozen with temperature at -20°C and was blocked with snow and ice.

Unishipping had no time to lose and decided to proceed with the overland transport. They hired a dumper, loaded with sand and salt, in order to spread it before the convoy in the icy parts on the road and convoy departed with three escort cars. After two days transit time the stator was successfully delivered at job site. But Unishipping's job was not finished yet.

The 18 axle convoy had to enter in the interior of the plant where there was very limited space. Therefore the stator was lifted up on elephant legs, the 18-axle trailer was dismantled and stator was reloaded on a 12-axle trailer in order to reach the exact place in the plant. www.gpln.net





With 34,000 registered forwarders in China and probably double that number not registered, one needs to show special skills in order to make a difference and close the deal with clients. The Freight Company China, GPLN member in Beijing, did this to perfection when winning contracts on two cement plant projects with Holcim.

The contracts included:

- Design and print a Holcim specific "packing & loading manual" with a total of 79 pages
- Inspect packaging at supplier workshops before packages are allowed to move out
- Perform "vendor management" with supplier appointed truckers before cargo is transferred from the

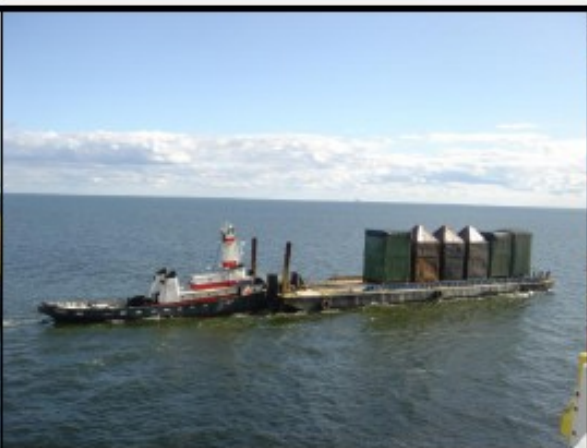
TFC shows how to make a difference in China market



workshops to the port of loading

- 24 hour loading and securing supervision when cargo is loaded onto the vessels
- Verify commercial documents issued by the suppliers as to avoid customs troubles and additional costs at the destination

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Iraq imposes some extra duties on incoming shipments

MG International has advised that a number of factors have changed concerning shipments to Iraq.

The Iraqi State Company for Maritime Transport has issued a new port tariff for Umm Qasr Port. In addition the fees for delivery orders has increased. All containerized cargo, arriving to the New Port Area has to pass a screening bridge and will be inspected later on by the customs. Currently the queue for the cargo inspection is approximately three to six days.

Also, the Port Authorities of Aqaba have increased the port services by approx 5%. So far other port tariffs in the region have not been increased or have only slightly been changed.

Iraqi Customs now demands that all containers, in particular shippers' own containers must have a valid pre-fix code. Containers without pre-fix will not be accepted anymore at Umm Qasr port.

If a shipment is exempted from duties and a valid "duty exemption letter" is available prior to arrival of the goods, the Iraqi customs authorities will allow the importation of the cargo without duties but request duties for the value of the shippers own container.

According to Iraqi customs, only the cargo is exempted but not the shipper's own container. The duties will be approx \$260 per 40-foot container and \$130 per 20-foot shippers' own container.

In general the security situation has become

more critical during recent weeks and we expect that also for the coming weeks the number of attacks will increase. This is mainly due to the election. The port of Umm Qasr has been closed several times recently due to security warnings. The discharging of vessels (on to the jetties) continued but no direct deliveries or pickups were possible. There are occasional curfews in Baghdad and other major cities.

According to the Iraqi Income Tax Law, contracts can be subject to taxation. This is related to the Iraqi Income Tax Law "bases on Art. 28 (4) of Law No. 113 of 1982" which authorizes the Tax Department "... to require from any person to deduct a percentage not exceeding 10% of the amount due to contractors or other persons connected to them..."

The Iraqi Income Tax is not related to the "duty exemption letter procedure".

The border situation varies between the various check-points. The flow of cargo via Jordan to Iraq is still low and

only a small number of Iraqi trucks entering Jordan on daily basis.

The majority of cargo is currently transhipped at Trebil border. The traffic via the Syrian gateway into Iraq is slightly increasing. As a border point, so far, only the border point of Al Waleed remains open (apart from the railway border).

The route via Turkey is still running very well.

"The security situation has become more critical during recent weeks"



Umm Qasr — new tariffs and extra screening in place

There are no major delays at Habur/Zakho border, with a maximum waiting time of approximately three to four days. The situation is normal again at the Safwan/Abdali commercial border point on the Kuwait/Iraqi border).

Between 100 and 200 trucks with commercial cargo are crossing this border point daily. All cargo has to be transhipped from Kuwaiti to Iraqi trucks.

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Global Project Logistics NEWSLETTER

The Official Voice of the Global Project Logistics Network (GPLN)

February —March 2010

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Darka goes offshore

A complete air and sea supply chain solution has been successful in winning the logistics contract for a new \$US 50 million offshore oil drilling campaign in the Sudanese Red Sea.

GPLN member Darka Shipping Agencies, a member of the Darka for Trading and Services group of companies based in Port Sudan, secured the contract with Red Sea Petroleum Operating Company (RSPOC) This is the first offshore oil drilling campaign in Sudan.

Darka vice-chairman Mohamed A.M. Osman, said contract negotiations were highly competitive. "A detailed and tailored solution was developed that met the very specific and complex needs of the client," Mr. Osman said.

He said a helicopter and two new specialist 2538-ton offshore supply vessels would provide round-the-clock logistics support to service a drilling rig located 70 nautical miles from Port Sudan for a period of six months.

"A critical part of the work will be liaison between our company and the rig to ensure all air and sea transport movements operate smoothly and effectively in and out of the port area," said Osman. www.gpln.net



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Cory partners with Unimar

Cory Brothers Shipping Agency, is delighted to announce a partnership agreement with Unimar Agentamentos Marítimos Ltda of Brazil.

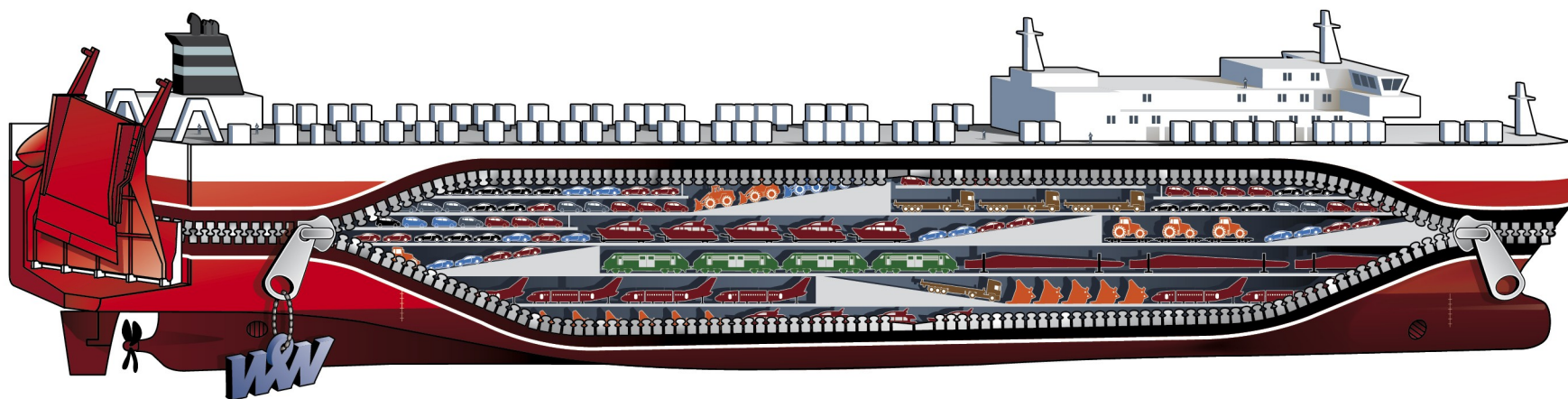
The new agreement commenced on the 26th February 2010 and is a step forward to further strengthen and develop the global Cory brand.

Headquartered in Santos, Unimar are heavily in-

involved in oil, dry, offshore and logistics business throughout Brazil, providing an efficient and seamless service to its clients. Kevin Gorman, Cory Managing Director, said: "The Cory Unimar partnership offers the opportunity for both parties to reach into new markets."

Unimar represents a quality partner to continue the high level of client service expected from Cory Brothers Shipping Agency. www.gpln.net

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In brief

Usman Ahmed joins Wilhelmsen



Usman Ahmed has joined Wilhelmsen Ships Service in Saudi as its projects manager for Eastern & Central province. A lot of the GPLN members will be familiar with Usman from his time as projects manager at Inchcape Shipping service

in Dubai over the past three years.

5K appoints Mike Ulmer as new Director of Operations



Mike Ulmer has joined 5K Logistics as Director of Operations, after working on various projects within the company during the past few months as a consultant.

Paul McGrath, the Managing Director of 5K Logistics, said: "Mike has been tremendously successful Organizing and managing several projects, most importantly the Stonhard tank project. Recently Mike has agreed to join our company full time and will be responsible for all operations within the Warminster and Chambersburg facilities.

"Mike will be a major player for us in the future and his experience and networks will expose us all To new major customers,vendors and suppliers. Mike's training and experience will be a shared asset for us all to benefit from."

Logi Trans opens Denmark office

Norway-based freight forwarder Logi Trans AS has opened a new office in Herning in central Denmark, and will continue to add staff in the near future.

The main reason for opening the office is to take care of the company's scheduled trailer transports on Europe, as well as being able to take care of shipments in and out of the busy western Danish port of Esbjerg. Logi Trans now has over 20 offices in western Europe and the Middle East.

The new office is at Logi Trans AS Sandagervej 31 DK -7400 Herning

Gruber Logistics opens Bari branch

The Italian transport and logistics enterprise Gruber Logistics, which is headquartered in Auer near Bozen (South Tyrol), recently opened a new branch in Bari in southern Italy. Gruber Logistics, works for clients in the renewable energy field in southern Italy. Gruber Logistics has erected approximately 50 MW worth of wind energy facilities this year. The firm's new Bari office will also enable Gruber to pursue projects in Greece, Albania and Turkey. www.gpln.net

HCL bags big project



Hindustan Cargo Ltd (HCL) has won a big order from engineering giant Larsen and Tubro Ltd to move project machinery from the UK to India:

HCL once again proved their mettle as the preferred Freight Forwarder by engineering giant Larsen and Tubro, for moving of part project machinery for the \$3.5 billion Guru Gobind Singh Refinery, a joint venture between the LN Mittal Group and government-owned Hindustan Petroleum Corporation.

The shipment was moved in two lots. The first lot of cargo was moved last December from the supplier's factory in Staffordshire to Antwerp by road and then by sea from Antwerp Port to Mumbai.

The second lot of cargo was recently moved via the same mode.

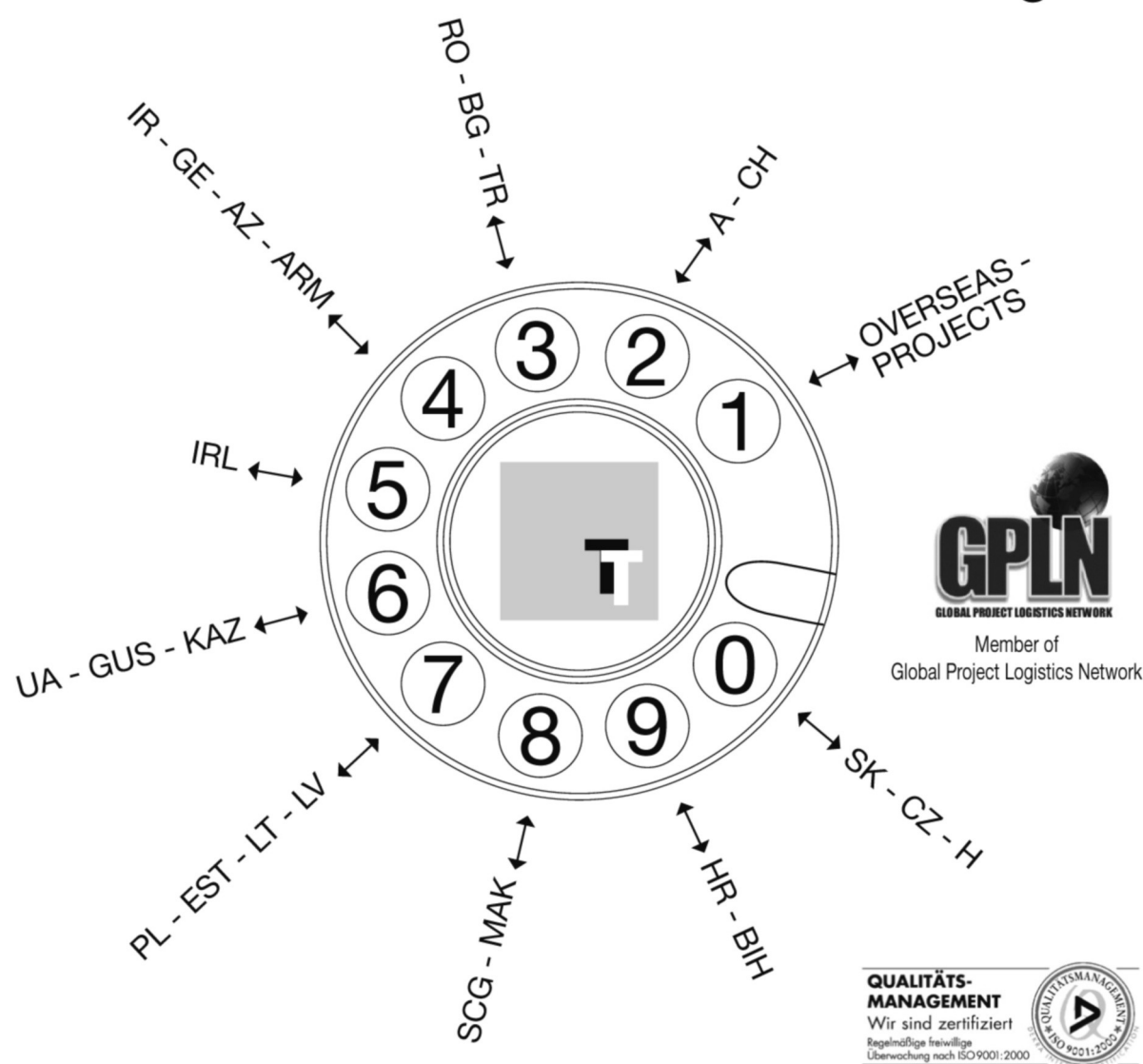
HCL was also recently involved in the moving of project machinery at the behest of M/S. BGR Energy Systems Ltd , Chennai for the \$1 billion Mahagenco (Maharashtra State Electricity Generation Company) thermal power plant in Khaperkheda, Maharashtra, owned by the Government of India. www.gpln.net

Thanks for the ride!



Recently TransOcean Shipping Transportagentur Ges.mbH, GPLN member in Vienna, Austria, had a very interesting move fall into their hands. One lion and three lionesses were shipped by air freight back home from Munich to Africa. According to Peter Czajkowski, managing director of TransOcean Shipping, this was "not a day-to-day business..." www.gpln.net

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GPLN features at BreakBulk Asia



For the second year in a row the Global Project Logistics Network has shown its commitment to Breakbulk Asia.

Breakbulk Asia is the largest and most important gathering in Asia for companies involved in the shipping of heavy-lift, project cargo and traditional breakbulk cargoes.

It is where shippers have the opportunity to meet and develop relationships with the leading specialized carriers, forwarders, ports, terminals and packers who have the expertise and resources to handle oversized cargoes with unique handling requirements.

Exhibitors include the world's major carriers, forwarders and ports that handle specialized heavy-lift, project and

breakbulk cargoes. The Breakbulk Asia event is an outgrowth of the Breakbulk Conference and Exhibition held in New Orleans, Louisiana, in the southern part of the United States since 1989 and the Breakbulk Europe event held in Antwerp since 2006. In addition to a bustling exhibition floor, Breakbulk Asia featured a two-day conference with top speakers addressing the theme *Charting the Recovery*.

The in-depth program delved into today's most pressing breakbulk transportation issues: from cargo security to trade compliance and materials tracking initiatives.

Speakers also discussed the hottest regions for breakbulk and project cargo, and review sectors such as oil and gas, and other power generation markets. www.gpln.net

5K Logistics completes Texas Wartsila project



The GEUS power generation station in Greenville is the latest manifestation of a power system which has been generating electricity for over 100 years in the city.

5K Logistics (Philadelphia US) completed a large generation set project for Wartsila in Greenville Texas. 5K Logistics arranged and managed the shipment of three Wartsila engine generation sets from Finland to Greenville.

Paul McGrath, president of 5K Logistics, said each generator set weighed 300,000 lbs and its dimensions were 42 x 11 x 14 feet. The generator sets were offloaded in Houston, railed to Greenville and heavy hauled to the jobsite at the GEUS power generation station in Greenville. A 240-ton and 175-ton crane was used in combination to lift the generator sets from the rail to trailers and then to the ground at the jobsite. The jack & slide technique was used to set the generator sets into their final resting place.

In addition, there were 13 containers and 13 flatbeds of break bulk accessories from Finland. 5K Logistics also handled the shipment of US-supplied parts. www.gpln.net



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