



# Global Project Logistics NEWSLETTER

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

December 2010— February 2011

Issue No. 19

## Project Cargo continues its Middle East success



**P**roject Cargo & Yacht Transport recently undertook a foolproof operation of loading two different boats, to the UAE and Iran. The first one – to be used by the Abu Dhabi Coast Guard, was 18 meters long, 4.1 meters wide, 4.6 meters high and weighed 23.5 tons. The yacht sale and its transportation was the result of an inter-governmental agreement between the UAE and Turkey. This was the sixth such operation in a row to UAE this year done by Project Cargo & Yacht Transport.

The boat destined for Iran, with arrangements for 40 comfortable passenger seats, was loaded on the ship with the help of high-tech lifting machinery. It was the second such operation destined to travel to the Bandar Abbas port of Iran.

Handling a yacht of this weight and dimensions, is by no means an easy task, but with experienced

staff at Project Cargo & Yacht Transport and state-of-the-art logistics technology used for the operation, this became very possible.

Earlier Project Cargo & Yacht Transport had successfully shipped a yacht to Dubai in the United Arab Emirates which weighed 100 tons and was 33 meters long. The operation included the transportation of the yacht all the way from shipyard to the port and loading it on the liner.

Project Cargo & Yacht Transport is striving to emerge as the market leader in Turkey in yacht transport and specific loading. It is well on its growth path with the help of a dynamic staff and good logistic solutions.

It is growing fast in their traffic to Middle Eastern countries, the Persian Gulf and South Asia thanks to its diverse business partnerships in these countries and regions. [www.gpln.net](http://www.gpln.net)

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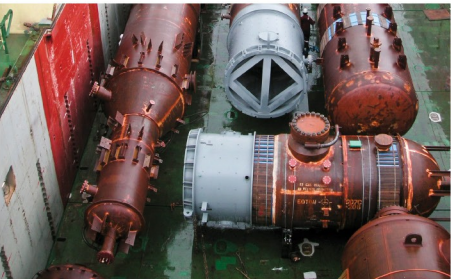
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## A Word from Gary Dale...



The year 2010 ended busily and our 2011 New Year kicked off with a heck of a bang... We are currently having record numbers who have signed up for our global meeting in Munich.

The meeting will be right up to the highly popular Transport Logistic which takes place in Munich and just before the Breakbulk Conference and Exhibition in Antwerp.

As usual, the reason we do this is to offer our members the greatest opportunity to join as many of these events as possible. As I always say, our meeting is the very best chance to get your get potential project cargo in your sales pipeline.

You might be interested to know that we will be holding a contest through to the end of February, 2011, for the best photo from GPLN members' moves. The winner will have their photo on our highly popular baseball caps! To enter simply send us your best photo or photos (you can enter as many as you'd like!) of your best move at any time from now until the end of February. We will an-

nounce the winner at our GPLN annual meeting in Munich and unveil the new hat for all members to see.

Most of you have seen our baseball caps before and many of you have at least one. These caps are often distributed at various exhibitions and at our own conferences.

They have proven to be very popular in the project logistics world. So be the envy of GPLN and get your best move on our 2011 GPLN ball cap!



*"We will be holding a contest through to the end of February, 2011, for the best photo from GPLN members' moves. The winner will have their photo on our highly popular baseball caps!"*



I would also like to mention how happy we are with the enrolment in our technical seminar (see story in this issue).

We feel that this seminar will have a very good future in the project logistics industry. From the

feedback we have received there certainly seems to be a need for this training.

If you have any questions about this seminar or future seminars just contact Luzius Haffter, GPLN's commercial manager at [l.haffter@gpln.net](mailto:l.haffter@gpln.net).

Again, I would like to remind everyone to look at our events page on our website to see where you can be seeing us down the road this year. We will look forward to seeing you there!

Best regards,

**Gary Dale Cearley,**

Executive Director

**Global Projects Logistic Network (GPLN)**

[www.gpln.net](http://www.gpln.net)

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The Global Project Logistics Newsletter is the official news of the Global Project Logistics Network (GPLN), the world's largest independent project logistics network serving the project cargo, chartering and heavylift industry.

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## Your experts for heavy lift and project cargo

Beluga Shipping is the world market leader for the transportation of project and heavy lift cargo. About 70 multipurpose heavy lift project carriers with combinable crane capacities of up to 1400 tons, an average fleet age of three years and a flexible range of application enable efficient shipments anywhere on the planet. More than 400 experts ashore including an own engineering team and presence on each continent allow for individual and tailored transportation solutions in close contact with the respective client.



## The Freight Co makes an early start to the New Year



**O**n the first day of this year The Freight Company (TFC) supervised the loading of two boilers bound for Australia. Both boilers weighed 128.6 tons each and measured 1,167 cubic meters in total.

The twin boilers were three days on the road before being shipped out of Thailand through Map Ta Phut Port to Newcastle in Australia. On January 1st the loading started in the early morning at 0700 hours.

Prior to loading both boilers were checked for any foliage in regards to the Australian Quarantine Regulations.

After the final check, the first boiler was brought alongside the MV Teras Blue Sea where it was hooked to both ships cranes. The tandem lift of the first boiler was done very cautiously as the center of gravity was off-center and the risk of swinging against the ship's hull therefore too high.

After a slow but successful lift of the first boiler,



the second boiler came alongside and just before 1200 hrs both boilers were loaded safely on board the Teras Blue Sea, making it a very successful operation and a good start for The Freight Co on the first day of 2011. [www.gpln.net](http://www.gpln.net)

## SNS moves generators, construction gear through Umm-Qasr Port

**S**NS International Transport, GPLN member based in Turkey handled transportation of project cargo for a Turkish contractor.

The cargo was bound for a construction project in Iraq.

The equipment, which consisted of generators, tower cranes and various construction equipment, was moved from the previous job-site in Qatar, where they have successfully finalized the project, to Doha Port first and departed to Umm-Qasr Port with usual SNS expertise. [www.gpln.net](http://www.gpln.net)



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## CSS rounds up Algeria shipments



**C**onsolidated Shipping Services (CSS)'s Projects, Oil and Energy division has always been vibrant when it comes to handling specialized shipments of massive volume.

Recently the vessel Veesham Oak berthed at Jebel Ali Port ready to load the cargo for CSS to Mostaghanem, Algeria. The collection of the shipment was from three different locations in the United Arab Emirates (Dubai, Jebel Ali and Mafrag) which was completed over a period of two days.

The loading of 3,205 cubic meters was a



critical operation which lasted for eight hours and was closely supervised by CSS Projects, Oil and Energy division staff at the prime location.

The 11 Ro-Ro pieces, equipment inclusive of four trucks, were loaded on the main deck and the rest of the 21 static units which included spare parts, frames and other equipments were loaded on the weather deck. At the end of the day it was yet another achievement for CSS Group and milestone for the Projects, Oil and Energy division.

[www.gpln.net](http://www.gpln.net)

## Transglobal shines light on solar



**T**eamglobal Logistics, a leading logistics service provider and GPLN member in India, recently handled a major solar project on a door-to-door basis from the United States to India.

The main unit solar receiver, weighed 60 metric tons with dimensions of 10.5 m x 4.8 m x 5.2 m. The main challenge to manage this consignment was the unusual height of 5.2 m. The total cargo were 13 units, mostly different dimensions.

The movement ex-factory from Los Angeles to Houston Port was a major challenge with lots of obstacles on the road, many barriers and different transportation authorities to deal with.

Teamglobal experienced a lot of hurdles in the United States. The most noteworthy of these, determining the route to be taken,

were overhead obstacles (power lines, bridges and signs), trees, sharp turns and the high embankments of railway crossings.

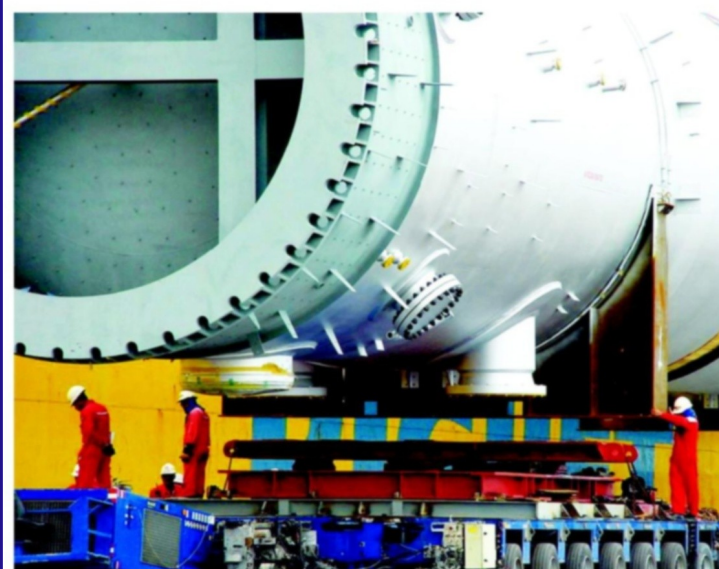
The cargo moved in two lots by conventional carrier from Houston port to Mumbai port.

The port handling and customs brokerage also was the part of the scope of this job. Road transport was difficult with a lot of trees and low hanging branches. For this movement, the technique to forward trailer feet by feet was used with the help JCB 3CX backhoe loaders with two PF extension cables:

One in the front and another at the back. This was undertaken without any incident. The project was completed with a lot of appreciation by the customer, ACME Tele Power Limited. [www.gpln.net](http://www.gpln.net)

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## Upcoming GPLN Meetings & Events

**3rd Breakbulk Asia Transportation Conference & Exhibition 2011**

24th - 26th January, 2011

Suntec Singapore Convention & Exhibition Centre, Singapore (Booth No: H01)

**GPLN Heavy Transport and Lifting Course**

January 27th, 2011

Suntec Singapore Convention & Exhibition Centre, Conference Room 302, Singapore

**bc India (Bauma India) 2011**

8th - 11th February, 2011

Bandra Kula Complex, Mumbai, India (Booth No: H09)

**Conexpo-Con/Agg 2011**

22nd - 26th March, 2011

Las Vegas Convention Center, Las Vegas, United States (Booth No: SL-21)

**5th Indian Ocean Ports & Logistics 2011**

30th - 31st March, 2011

Hotel Carlton, Antananarivo, Madagascar (Booth No: 8)

**15th Trans Russia International Exhibition & Conference 2011**

26th - 29th April, 2011

Expocentr, Moscow, Russia

**8th GPLN Global Meeting**

3-5 May, 2011

Hilton Munich Park Hotel, Munich, Germany

**13th Transport Logistic 2011**

10th - 13th May, 2011

New Munich Trade Fair Centre, Munich, Germany

**6th Breakbulk Europe Transportation Conference & Exhibition 2011**

17th - 19th May, 2011

Antwerp Expo, Antwerp, Belgium (Booth No: 300-H4)

**MIOGE 2011**

21st - 24th June, 2011

Expocentr, Moscow, Russia

**SPE Offshore Europe 2011**

6th - 8th September, 2011

Aberdeen Exhibition & Conference Centre, Aberdeen, UK (Booth No: 1F51)

**9th Intermodal Africa 2011**

21st - 22nd September, 2011

Sheraton Park Hotel and Towers, Casablanca, Morocco (Booth No: 1)

**Oil & Gas Indonesia 2011**

21st - 24th September, 2011

Jakarta International Expo Kemyoran  
Jakarta, Indonesia (Booth No: 940)

**22nd Annual Breakbulk Transportation Conference & Exhibition 2011**

25th - 27th October, 2011

Ernest N. Morial Convention Center Louisiana  
New Orleans, USA (Booth No: 100)

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

## Ruslan wins Aussie Antonov clearance

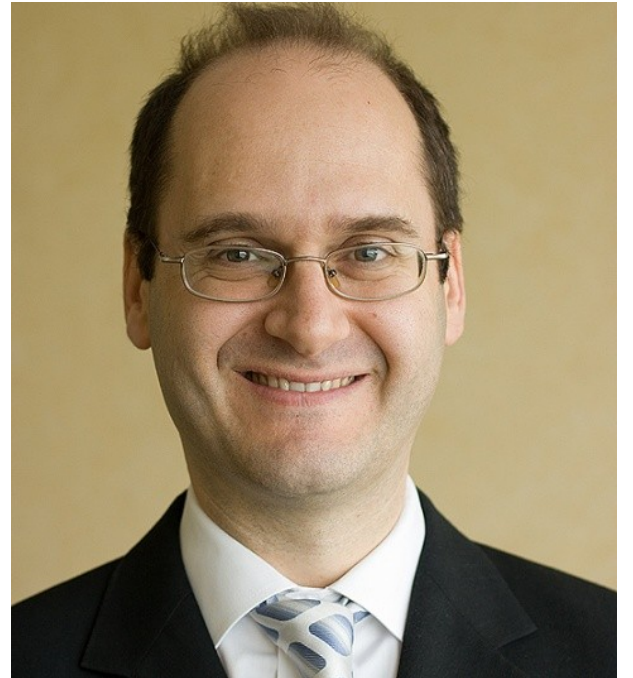
Australia's Department of Infrastructure and Transportation has issued specific confirmation that all Antonov An-124 aircraft managed by GPLN corporate sponsor, Ruslan International (the joint venture company which markets and manages the combined fleet of 17 An-124 aircraft belonging to its parents Antonov Airlines and Volga Dnepr Airlines), are now exempt from the recently-introduced requirement to prove that they are being operated "in the public interest", before permission is granted to fly into or out of Australia.

The decision follows the submission of noise certificates for all the aircraft, which proved sufficient to satisfy the department that the fleet fully complies with Chapter 3 ICAO noise standards, and is not impacted by the MCC3 noise levels regulations.

Previously, Ruslan International was required to submit "letters of support" from its charter principals to the Department of Infrastructure and Transportation, evidencing that flights were in the public interest, in order to obtain operating rights. In practice, this process did not result in the prevention of any Ruslan International planned operation.

Ruslan International has previously operated flights into and out of Australia, and transiting Australia. Its customers have included both the military and commercial users - of which the mining industry is a significant element.

Ruslan International's Business Development Manager, Michael Goodisman said: "Throughout the period during which the requirement applied to



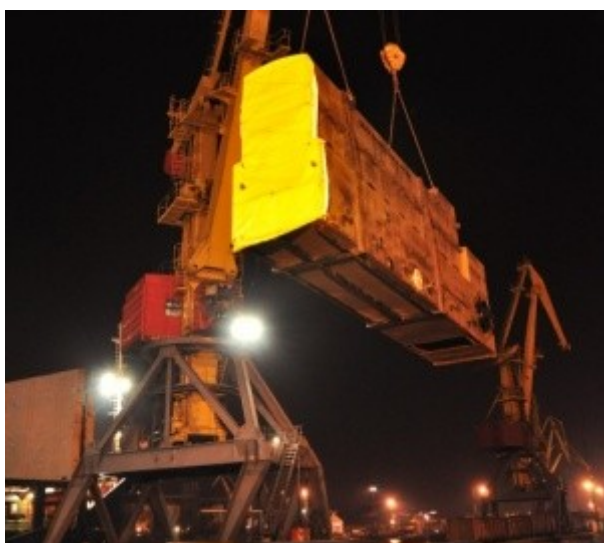
Goodisman: Always confident of clearance

our aircraft, we were always hopeful that our flights would be allowed to operate – given their irregular nature, and the fact that there is generally no alternative aircraft for the outsize project cargoes we carry.

"However, we are very pleased with this new development. It allows both Ruslan International and our customers to plan future flights within Australian airspace with confidence."

Ruslan International was formed in 2006 as a joint venture of Antonov Airlines and Volga-Dnepr Airlines, to provide marketing of both airlines' An-124 fleets (which total 17 aircraft) with the aim of optimizing their utilization. [www.gpln.net](http://www.gpln.net)

## The Odessa file



Bati Shipping has recently finalized the shipment of extractors consisting of EA 35 mts and accessories from Dubai to Krivoy Rog in the central part of Ukraine.

The extractors were carried from Dubai to Odessa by project carrier vessels. The cargo was moved to low bed trailers with double crane operation at Odessa.

Following smooth custom clearance procedures, the cargo was safely delivered to the job site at Krivoy Rog. Bati Group is continuing to move forward with full speed. [www.gpln.net](http://www.gpln.net)

## Kita opens Iraq office

GPLN member Kita Logistics's new office in Erbil, Iraq, has recently been opened. By opening this branch in Erbil, Kita has become the first Turkish logistics company providing all logistics services in Iraq, supporting its services in the Middle East and CIS countries.

Kita has a department in Istanbul dealing with the Middle East and CIS only and has been loading around 1,000 trucks per year to the region. With its own office and distribution center in Erbil, Kita now serves all of Iraq. "We have performed many successful projects between Europe and Turkey," said Emre Eldener, general manager of Kita Logistics, "Nowadays, we see a significant increase in the business volumes and logistics activities on the Middle East and CIS destinations, specifically in power, oil & gas sectors."

"We believe the market development in those regions will continue. Therefore, we have decided to open our own office in north Iraq and have started our activities in combination with our head office in Istanbul."

Any project cargo or container loads going into North Iraq can be transhipped via Mersin or Iskenderun and sent directly to the final destinations in Iraq. [www.gpln.net](http://www.gpln.net)





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## GPLN duo team up for barge shipment in Singapore



**V**an Tiel Logistics had a newly built jack up barge for shipment for their clients out of Singapore.

Who did they turn to for help in this project? None other than Singapore-based GPLN member Titan Project Services (S) Pte Ltd.

The managing directors of both companies met up and formalized their scope of operations considering that the project's commercial terms were ex-works and the barge was to be built using pontoons with ISO container specifications.

Titan was also involved in the final weeks to do inspection and give status report for the client. The total shipment was 34 x 40-foot units and 19 x 20-foot units.

On the specified morning Titan Project Services loaded the units from the fabrication yard and completed delivery to the port the following day.

"Planning, supervision and coordination was the key to a successful operation," said Karamjeet Singh of Titan Project Services. "We had to deviate and do things out of our contract and due to trust amongst us this was carried out and the financial obligations were settled later."

Titan recently celebrated its 20th year in business, providing project forwarding services for pulp & paper mills, power plants, railway coaches, engines, mass rapid transport systems, power cables & transmission line systems [www.gpln.net](http://www.gpln.net)



## Globalink helps bring mass transit to Baku residents

With the demand for public transportation increasing due to rising gas prices, congested roadways, traffic jams, and lack of parking, all eyes are looking towards mass transit as being a viable option. Needless to say GPLN member Globalink was proud to play its part in delivering this option to the residents of Baku, Azerbaijan.

"Approached to transport 50 buses to Baku, our Project Division jumped into action right away," explained Dinara Davlembaeva, Assistant Marketing Manager of Globalink, "Special low bed trailers as well as ramps and cranes were arranged and positioned at Bandar Abbas, Iran, to offload the buses."

With our personnel at Port, Globalink Project Reps made the journey to ensure all went smoothly, the buses along with the convoy arranged for their safety, departed for the journey to Baku almost right away.

The Baku staff ensured minimal time was spent at the Azeri border and so the buses reached Baku to the joy of all residents." [www.gpln.net](http://www.gpln.net)





## Khedivial keeps busy with multiple projects in Egypt



**K**hedivial Marine Logistics (KML) lately has been quite busy with projects around in Egypt. Here are a few samples of what they have been up to:

### Cairo International Airport – Terminal 3 (Airport Fingers)

The job involved:

- Loading at Alexandria Port
- Inland transportation from Alexandria Port to Cairo International Airport
- Discharge at jobsite

### Shipping of an ABB Transformer (180 tons)

The job involved:

- Handling at Alexandria Port
- Supervision & survey from Alexandria Port to job site approximately 400 km distance

### Titan Transformer (55 tons, very sensitive)

The job involved:

- Loading at Alexandria Port
- Inland Transportation from Alexandria port to Upper Egypt (El Kurimat Power Station)
- Discharge technical support, together with ABB Engineering
- Discharge procedures at job site (using KML equipment)
- 
- **Speed Boat (2 Boats)**
- The job involved:
- Handling at ports
- Unloading / loading at port
- Inland transportation till job site
- Discharge at Red Sea (Hergadah)

Khedivial Marine Logistics S.A.E (Egyptian Joint Stock Company) was established in 1981 in Egypt and the Middle East, to provide services for shipping, forwarding, oil, material supply businesses for both local and foreign companies in Egypt., with a strong focus on providing freight forwarding as a personalized service. [www.gpln.net](http://www.gpln.net)



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## Transportas is hot off the press in Switzerland

**T**he most modern newsprint machine in the world was made by Voith in Perten, Switzerland.

The complete equipment cost around 500 million SFR, weighed 10,000 tons (just as much as the Eiffel Tower and half as long at almost 130 meters). GPLN member Transportas Internationale took on transportation of the seven gigantic pre-fabricated sections.

The machines' weight and size demanded a cleverly devised tri-modal concept. They were transported by ship from Heilbronn to Auhafen, Basel. Exact planning ensured no costly waiting time for mobile cranes, heavy road transporters or ships. A formidable demand on the whole coordination of the time schedule and the partners involved. [www.gpln.net](http://www.gpln.net)





## Iran well-positioned as gateway to CIS countries



**T**oday, CIS countries are hungry for Global commodities and Iran is one of the gateways for transiting to said destinations.

Iranian GPLN member M/S Bar Baran Iran Int'l Forwarders & Shipping Agency, was set up to provide the facilities for transportation of laden containers and break-bulk cargoes to CIS countries such as Armenia, Azerbaijan, Belarus, Kazakhstan, Kyrgyzstan, Moldova, Turkmenistan, Tajikistan, Uzbekistan, Georgia, Ukraine, Russia, Baltic States, Estonia, Latvia and Lithuania.

Two more countries which have transit cargoes from Islamic Republic of Iran are Afghanistan and Iraq and Bar Baran is confident that it is capable of catering to their logistic necessities in economical manner.

The Islamic Republic of Iran's gateway by sea can be mainly Bandar Abbas port, Khorramshahr, BIK, Bushehr which are equipped with ultra-

contemporary technology and moreover the government sector has invested billions of dollars in upgrading and modernizing the shores of the Persian Gulf and the Sea of Oman in the south, with the ports of the Caspian Sea in the north.

The upgraded border towns of the Islamic Republic of Iran are:

- Serou and Bazargan along the border with Turkey.
- Khosrawi, Bashmagh, Mehran, Shalamcha, Chazabeh and Tamarchin along the border with Iraq.
- Astara, Aslandooz, Bilesouvar and Djulfa along the border with the republic of Azerbaijan.
- Nordooz along the border with Armenia.
- Sarakhs, Lotfabad, Bajiran and Incheboroon along the border with Turkmenistan.
- Milak and Dogharoun near the border with Afghanistan.
- Mirjaveh near the border with Pakistan.

Bar Baran, well experienced in this field with more than 30 years of experience, can operate systematically and can transport laden containers and bulk cargoes by land to intended destinations of CIS, Afghanistan and Iraq.

Nowadays Asia has potential that the world can benefit from and nowadays the transit of goods has almost eliminated the political boundaries, helping lots of nations for easier and economic reach to their needs.

### Co-operation

The Islamic Republic of Iran firmly believes in regional co-operation especially in the field of cargo and it offers its ports and roads for transit especially destined to the land locked countries of Central Asia.

And now the Iranian railroad system connects Bandar Abbas and Khorramshahr in the south to the border towns near the central Asian countries. All the Iranian border towns are linked via 20,000km of quality asphalt transit roads.

Iran has established 18 border terminals, which are equipped with all facilities to help a smoother transportation in the said border towns.

It has also eased its transit laws and regulations to lure more transit traffic through its territory.

Iran has signed road transportation agreements with 49 European and Asian countries, and has affiliated with the following international conventions:

- TIR Convention
- CMR Convention
- Carnet de Passage Convention
- Green Card Convention
- ATA Convention
- International Convention on the Harmonization of Frontier Controls of Goods

Furthermore Iran, being affiliated with another 40 marine, air and railroad conventions, offers a unique opportunity to the international transport companies for using its transit routes, and paying minimum charges.

Bar Baran also noted that the GPLN network's professionalism had helped its business grow considerably. [www.gpln.net](http://www.gpln.net)



### Cüneyt Alkan joins Bati

Bati Shipping has welcomed a new member to their team, Mr. Cüneyt Alkan (*left*).

Bati believes that he would be a great asset to the company with his wide experience in project cargo shipments. According to Aslı Ergün, International Relations and Accounting Manager at Bati Shipping, Cüneyt has accomplished 37% of the door-to-door logistics of wind energy plants (approximately 300 mw) built in Turkey in the last two years. He managed the door-to-door shipments of MAN gas machines from Saint-Nazaire, France, to Turkey. He also managed all heavy lift logistics of natural gas plants for Aksa Energy. All piles (each 80 meters and abt 230 mtn) of Golden Horn Metro Cross Bridge in Istanbul were transported under his management.

### Arshiya is now IGS

A GPLN member in Qatar has announced a name change. According to the statement:

"It gives us great pleasure to inform you that Intergrupp Shipping, one of the partners in Arshiya Logistics WLL (Doha), is now taking a 100% stake in the Qatar Company.

Intergrupp Shipping (IGS) is a part of the Intergrupp companies, an affiliate of Al Faisal Holding, formerly known as Faisal Bin Qassim Al-Thani & Sons holding company established in 1985, Qatar.

"From Dec. 4, 2010, Arshiya Logistics WLL (as relevant) will be named as 'Intergrupp Shipping WLL (IGS Qatar)'.

"You will be glad to see us creating more synergies by our Group of Companies and our strong global partners/associates." [www.gpln.net](http://www.gpln.net)



## IGS pulls together threads of a tricky shipment



Working together with Eastern Car Liner (ECL) of Japan and their local agent, GPLN member Intergroup Shipping (IGS) successfully shipped 20 units of second-hand construction equipment from Doha, Qatar, to Muara, Brunei.

This shipment proved to be extremely tricky. First of all, there were originally 25 units but most of them were imported in Qatar before 2004 and there was no track record of such documents neither with the client or in the Qatar Customs system.

Most units were Caterpillar and Dyanapac, 1998 to 2004 models. The client gave IGS this project considering their local strength. The client also gave their full trust considering that IGS would arrange all local approvals such as the traffic department approval etc. Out of 25 units 4-5 could not be exported as they also needed to wait for some approval from Brunei Customs.

The top management of IGS as well as the logistics coordinator had to urgently travel to the Far East. There was almost no one from shipper's side to give any local support. All coordination was by phone.

IGS arranged inspection of all units in advance,

considering Brunei as a difficult sector. They used 20 low beds from the client's site from Abu Nakla to the traffic department once and then back to their Abu Samra border open yard.

Many vessel owners rejected the cargo, considering Doha Port to the Far East sector limited, considering weight / size of such construction equipment.

Some vessel owners confirmed rates and space partially but traffic permission dates were not fixed so IGS could not fix a vessel until everything was confirmed.

There was budget issue also from client side and client asked IGS to give an "all in" costing considering all Qatar traffic department penalties, local haulage, custom clearance charges, Doha Port charges as well as freight up to Brunei port.

With regular support from clients as well as good local relations with the local shipping agent, IGS managed to arrange a RO/RO vessel for this cargo. This was not easy at all because only 3-4 such car carriers call on Doha Port and most of them were not interested to call Brunei.

IGS could have charged the client higher considering RO/RO option against a breakbulk vessel

option but IGS gave the same rate for both options. And because of the destination, many forwarders only gave their offers up to Brunei. But many competing forwarders, upon checking by the client, quoted low rates at origin but their agent at destination charged them well on the high side. Here the client had full trust with IGS. They knew the transparency level IGS offered all such project clients.

IGS confirmed the vessel between the 3rd and 4th week of November and was able to load all cargo on the 19th of November aboard the vessel Positive Pioneer V-47. The vessel's laycan in Muara was 4th - 5th of December but based on support from ECL, IGS managed to get vessel berthed there on 6th of December, a working day.

If the vessel had berthed on a weekend or holiday the destination client would have been forced to pay higher port charges like overtime, etc., but IGS took care of these small matters also.

During the operation, there were some hiccups like some equipment were not starting because of dead batteries and long time no working condition, etc., but IGS was expecting such unexpected matters, and had arranged a third-party operator inside Doha Port while loading was taking place.

Mr. Jigar Shah, the Assistant General Manager, handled the whole job from A-to-Z, with full commercial support from Mr. Shaher Mestarihi, General Manager of Intergroup WLL. All traffic approvals and coordination work was handled by Mr. Sunil Dakua, Senior Operations Executive.

The most appreciation was given by Mohammad Masri Mohammad Mustaffa and Yong Choon Yan of the client's side when shipment was delivered to their end user in Brunei, saying: "We have not seen such professional but personalized service company in project logistics.

"They did everything from A to Z for us and after the successful completion of the project, their manager Mr. Jigar Shah even came and shared with us some of the financial saving that they achieved during the shipment process.

"There is no other company we know who gives a refund or passes on their saving to clients like this after job completion." [www.gpln.net](http://www.gpln.net)



## Intermax handles high-tech welding gear

InterMax Logistics Solution (ITM), a GPLN member in China, recently accomplished the transportation of a high technology welding machine with a robot controlled integrated system.

The cargo was delivered from inland in the UK to Taishan, Guangdong Province.

The shipment consisted of breakbulk cargo, open top containers, flat rack containers and also dry containers in a separate one lot shipment. The main body dimensions were: 16 meters by 4.5 meters by 3.8 meters and weighed 80 tons.

Other component parts were separately loaded with OH, OW containers on the same voyage. ITM provided the customer with a total solution from end to end, including logistics planning for cargo

packing, loading and transportation as well as trans-loading the barge in the Pearl River Delta, Customs clearance and in-transit Customs through Hong Kong waters.

The cargo was valued at over USD 5 million and it involved transportation with variety of modes.

A solution was given to the customer on how to safely navigate the towns' narrow streets and water channels, which was highly challenging work but was successfully accomplished.

Meanwhile ITM finished the Customs clearance and in-transit declaration within a short lead time of two days once the vessel berthed in Hong Kong waters, just-in-time to reach the final destination before a national holiday in China. [www.gpln.net](http://www.gpln.net)



## HCL holds budget meeting in Goa



**H**industan Cargo Limited recently organized its 2011 Budget Meet in Goa (Panjim).

The participants' list included JMD Deepal Shah, JMD Girish Pandey and finance managers and the complete sales teams from all locations. The meeting was also graced by the special presence of CMD Mr. Shashi Kumar Shetty.

The meeting began early morning with an opening speech from Gaurang Timbadiya (finance controller India) who spoke on the growth of the

company and its future plans.

Thereon each branch gave their presentation on the overall branch performance for the year and their projected growth for the year 2011.

"The presence and speech given by our CMD Mr. Shashi Kiran Shetty was highly motivating and all present in the meet had the golden opportunity to meet Mr. Shetty," said Aashiq Kapadia, Assistant Manager - Industrial Projects. "Receiving awards meeting Mr Sashi Kiran Shetty at a personal level was a great morale booster." [www.gpln.net](http://www.gpln.net)

## GPLN welcomes youngest members



Project Yacht is pleased to announce that the company's project director of Mrs. Yonca Tabib, wife of general manager Erim Tabib, gave birth to twin baby girls – Alya and Mina – on 23rd of December 2010. The mother and babies are in good health.

The babies' father Erim Tabib is in high spirits and their five year old brother Emir Ali was very excited about finding a new company at home after such a long time as the only child. After a day and a night at the hospital for routine check-ups the family is back in their home where the occasion is being celebrated with their extended family and friends. [www.gpln.net](http://www.gpln.net)

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**We are ready when you are!**





## Wallenius Wilhelmsen Logistics signs lease agreement with Jurong Port



**T**his past month, Wallenius Wilhelmsen Logistics (WWL), the global shipping and logistics provider, signed a long term lease agreement with Singapore's Jurong Port to develop and manage an on-dock processing center that will cater to manufacturers of heavy rolling equipment such as agricultural, mining and construction equipment.

"Through this partnership, WWL will make extensive use of Jurong Port's Ro-Ro capabilities. This will further enhance our strong relationship with WWL and will also strengthen our role as an international multi-purpose port operator," said Matthew Chan, chief executive officer of Jurong Port."

"With significant growth of heavy rolling equipment sales in Asia expected over the decade, Jurong Port is poised to become one of the highest quality Ro-Ro hubs in Southeast Asia," said Christen Schreuder, WWL's head of commercial in Asia. "Our ambition is to help equipment manufacturers reach these markets while reducing inventory carrying costs, shortening lead times, and improving product availability."

WWL will begin offering temporary storage solutions and light technical services in January

2011. The facility will have a storage capacity for approximately 400 units, approximately 1,500 m<sup>2</sup> of buildings for technical services and a total area of 18,237 m<sup>2</sup> that can be further expanded as demand increases.

### More services

Over the upcoming 12 to 16 months, WWL will phase in a broader range of services for shippers of high and heavy cargo, including: inspections and checks, washing/cleaning, repairs/fitments, storage, preventative maintenance, PDI and dealer distribution.

Singapore holds a unique position in Southeast Asia, connecting the growing ASEAN markets with a strong feeder network. Jurong Port is a leading international multi-purpose port operator handling approximate 14 million tones of general & bulk cargo, 0.8 million TEUs of containerized cargo, with a total of about 40,000 vessel calls annually.

Singapore also sits at the center of WWL's ocean network in Asia. The company currently offers a China to Japan Express, and an Intra Asia Trade which connects major ports in Korea, Japan, China, Singapore, Thailand, Indonesia, Malaysia, and India.

"By linking ocean transportation to a global network of terminals, technical service facilities and inland distribution, we can help manufacturers and forwarders reduce their logistics costs while improving quality and inventory control," explained Schreuder.

The new Singapore facility is part of WWL's strategy to provide tailored 'factory to dealer' transportation solutions by offering a unique combination of 5 products (ocean transportation, terminal services, inland distribution, technical services and supply chain management) to auto and equipment manufacturers whilst covering both new and used products.

Including the new Singapore facility, WWL has a global network of 11 processing centers for high and heavy cargo, located at key portside locations in the USA, Europe, Asia and Australia, where the company offers its core technical services for heavy rolling equipment manufacturers.

These include product prep, post-production, quality inspection/PDI, accessorizing services, repairs (paint and mechanical), storage and inventory management distribution services (receipt and dispatch), and supply chain management.

[www.gpln.net](http://www.gpln.net)



## Advertise in the Global Projects Logistics newsletter

The GPLN Newsletter is an excellent way to get your company known by projects professionals the world over.

If you are interested to know about advertising, just contact us at:

[advertising@gpln.net](mailto:advertising@gpln.net)

We will send a media kit right out to you!



## SNS inks US distribution deal



**S**NS International Transport and Foreign Trade Ltd., through its Foreign Trade division, has been nominated and granted exclusive dealership by a major US company.

Terex Roadbuilding Corporation, based in Oklahoma City and also with manufacturing facilities in Brazil, has given dealership rights to SNS for the territory of the Middle East, Iraq, Turkmenistan, Kazakhstan and Georgia. Terex is the manufacturer asphalt and cement plants, asphalt and ce-

ment pavers, trash compactor machines, hydra platforms, and reclaimers/stabilizers.

SNS also looks to find reliable sub-dealers in the area and has confidence that it can work into these markets as Terex is in the top three of the manufacturers of this equipment.

More information of these products and functions can be viewed at [www.terexrb.com](http://www.terexrb.com) and SNS can also be contacted directly at [project@sns-international.com](mailto:project@sns-international.com). [www.gpln.net](http://www.gpln.net)

## Project Cargo wins sea forwarding award

Recently GPLN member Project Cargo & Yacht Transport of Istanbul, Turkey, was awarded Logistrans 2010 Award for Best Sea Forwarding Company in Turkey.

"This only strengthens our resolve and commitment to work even harder and improve more," said Erim Tabib, managing director of Project Cargo & Yacht Transport. "We at Project Yacht are jubilant at this success and accept this award as a challenge, because it will require from us more and more work in order to prove that we indeed deserved it."

Logistrans is an event which is organized periodically in different countries in order to provide a platform to logistic companies around the world. The 4th Logistrans took place at the Istanbul Expo Center and was organized by Eko Fuarçılık Ltd., with participation from 102 companies from 13 different countries.

"Project Cargo & Yacht Transport is eyeing a bigger share of the market as far as yacht transport and project cargo are concerned," continued Tabib, "It is with this goal that we have increasingly been coming into contact with other similar companies around the world. It is also focusing on capacity building by way of hiring professional manpower and by taking advantage of the latest available technology in logistics sector." [www.gpln.net](http://www.gpln.net)

## Cory propels itself into a positive New Year



**W**hat a way to end 2010 with the first shipment of 40 pieces of propeller shafts and blades from Germany to Louisiana, USA! The shipper a local Scottish marine procurement company working with their German supplier.

Cory Logistics was proud to deliver a total logistics non-stop shop, door to door.

The specialized marine equipment is for use on oil support vessels. Cory Logistics arranged the full

project from Bremerhaven to Mobile, Alabama, with a total weight of 178 tons, 231 cbm. Seeking optimum safety and value, it was shipped as a mixture of breakbulk and flat racks.

Cory Logistics has secured a further shipment of two deck edge elevators, manufactured locally in Scotland. These were shipping on an ACL vessel from Liverpool to Portsmouth, Virginia, then on to the US Naval dockyard at Newport News, Virginia.

The hydraulic engines used to raise and lower



the deck on US naval aircraft carriers. Each elevator piece weighs 73.5 tons and will be used for new aircraft carriers that are currently being built.

After successfully managing an identical shipment last year – and with military time management a priority – Cory Logistics is proud to have secured the complete door to door logistics.

And with these as just a taster for December and January, we are all looking forward to a productive year in 2011. [www.gpln.net](http://www.gpln.net)



GPLN Technical Course for Heavy Transport and Lifting 27th January 2011  
Suntec Singapore International Convention & Exhibition Centre - Meeting Room 302

## AGENDA

- 08:30 Registration
- 09:00 Chair's Opening Remarks
- 09.15 – 10.15 Heavy Lift
  - Various Cranes
  - Lifting Equipment
  - Lifting Plan
  - Stability During Lifting Activities
- 10:15 – 10:30 Coffee Break
- 10:30 – 11:30 Exceptional Transport
  - Load Capacity
  - Normal Vehicles
  - Conventional Heavy Equipment
  - SPMT's
  - Stability of Transport Equipment
- 11:30 – 12:30 Load Securing
  - Lashing / Securing / Dunnaging
- 12:30 – 13:15 Lunch
- 13:15 – 14:00 Lifting with Hydraulic Lifting Gantry and Strand Jacks
- 14:00 – 14:30 Checklist for Project Forwarders
- 14:30 – 15:00 Safety
- 15:00 – 15:15 Coffee Break
- 15:15 – 16:15 INCOTERMS 2010
- 16:15 – 16:30 Questions & Answers
- 16:30 – 16:45 Chair's Closing Remarks
- 16:45 – 17:00 Award of Certification
- 17:00 – 18:00 Cocktail Reception for Networking Purposes

\* Agenda is subject to change without prior notice



## GPLN seminar proves popular



We are happy to report that they have been very pleased with the registrations for this course so far. This course, which will be taught in conjunction (immediately after) the Breakbulk Conference in Singapore, has proven very popular, with nearly fifty subscribers already enrolled and more coming daily. Representatives from some of the largest names in the projects world, including major independent companies and multinationals as well, will be in atten-

dance. There will also be representation from related industries such as marine surveyors.

Further, we are extremely pleased with the positive reaction from the entire project cargo industry. The popularity of this seminar only goes to show that there is definitely a need in the industry for the type knowledge that this course will impart.

We are happy to be a part of imparting this knowledge. [www.gpln.net](http://www.gpln.net)

## Time for a new look — GPLN refreshes its corporate logo

You might have noticed that this newsletter has a bit of a different look. If you look long enough what might jump out at you is that we have a new logo!

As we evolve as a group we evolve in several ways, including our corporate look. As such, the new logo is an evolution of our original logo, but sharper and more streamlined. The colors are crisper and more solid. The logo is longer because



the organization name is on the right of the avatar rather than below, as it was in the past. We feel that this logo does stand out much better and has a very professional feel. As such, we are happy to introduce the new image of the Global Project Logistics Network! [www.gpln.net](http://www.gpln.net)

### New GPLN Members

Country	City	Company
Brazil	Sao Paulo	Porto Agenciamentos Maritimos e Operador
China	Shenzhen	ASB Co., Ltd.
Egypt	Port Said	Fairtrans Marine Trading And Forwarding
India	Mumbai	Indial Shipping Pvt Ltd.
La Reunion	Le Port Cedex	TPI Reunion
Madagascar	Antananarivo	Velogic Madagascar
Tunisia	Radès	D'Alessandro Group
UAE	Dubai	Transworld Logistics FZE
Ukraine	Mariupol	Donbass Transit Service., Ltd.
USA	Illinois	World Logistics Consulting, Inc

