

GLOBAL PROJECT LOGISTICS NEWSLETTER

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



► June / September, 2007

► No.02

SR International Award Shipment of 110 Soviet Era Tanks



“Specialized Shipment will travel from Ukraine to Umm Qasr for Iraqi Police”

Denver, Colorado – Denver

based SR International was recently awarded a very unique shipment: 110 1970's era Soviet tanks going to Umm Qasr port in southern Iraq. The cargo is destined for the Iraqi police and the origin is a factory in the Ukraine.

“That contract was just awarded to us,” informed Russell Steele, managing director of SR International. Steele goes one to add that this consignment will be moving in late May, 2007, about the same time as the Breakbulk Europe Conference and Exhibition in Antwerp.

As project forwarders and members of the Global Project Logistics Network (GPLN), these specialty contracts are nothing new to SR International. This is especially true recently as Russell Steele has tapped into a new market.

“We’ve done quite a bit of heavy equipment and construction machinery as we have tapped into a nice used equipment auction company that has auctions throughout the USA,” informs Russell Steele, “We send someone there with our banner

and rent a table by the truckers and hand out business cards. Some of our clients that we met at an auction now stay home and buy the same equipment on line as they do live bidding both in person and through their website. They have found a forwarder who can disassemble and ship it to them or to their client directly and they don’t have to worry about it.”



Russ Steele and his partner David Ross of Denver based SR International Logistics



But Russell Steele’s company won’t be able to rest long on their laurels. They have quite a pipeline at the moment.

“We are sitting on our hands waiting for a mining project in South America to be awarded to us,” said Steele, “Additionally, we are also pursuing a couple of cement plants that are being built in the USA. These consist of some big grinding tables and cone crushers. There are some US Military projects that we are waiting on as well.”

SR International is an American owned project forwarder based in Denver, Colorado, and was the first United States based member of GPLN.

Celtic Forwarding Opens Logistics Hub in Guangzhou



Guangzhou, China – Dublin, Ireland, based GPLN member Celtic Forwarding has announced that they have recently opened a full-service logistics and consolidation warehouse in Guangzhou, China. According to Celtic’s company management, they took the decision develop this service due to their continuing growth in the Chinese market and also in order to satisfy client requests.

“We believe that our new operation in China is a fabulous addition to our core international transport services which we have developed and offered within the Irish market for the last 28 years” says Finbarr Cleary, director of sales and development at Celtic Forwarding Ltd., “Our new Chinese facility offers a full supply-chain management service so our customers and our partners can have a logistics product tailor-made to their specific needs, which better helps us to serve their needs...not only in the Irish market but in worldwide markets.”

Cleary listed some of the benefits of Celtic Forwarding having their warehouse in Guangzhou as cash flow savings and balanced inventory for our customers. “Our clients have also found that they now get the products they want when they actually

need them,” said Cleary.

Celtic Forwarding had been looking into the possibility of such a set up since 2006. “We chose Guangzhou for this facility because of the excellent infrastructure and also because of the massive volume of business generated in Guangdong province” said Ken Behan, Celtic Forwarding’s sales & development manager for air and ocean cargo. “The operation is totally separate to our standard forwarding business and we are selling it as a vendor consolidation hub.”

Until now Celtic has mainly used this facility of commercial cargo but they note that they are set up in case there are requirements to handle oversized and out-of-gauge cargo requirements. “The facilities such as portside cranes, quayside storage, a marshalling yard, customs etc., are all there, initially we saw the facility as being used for consumer type goods to the Irish market only as that was our main objective then but now we see the facility as having many applications for many worldwide markets” said Ken Behan.

Celtic Forwarding’s China warehouse operation is undertaken through an agreement with their Chinese partner Guangzhou Top & Ideal Logistics, which is a private company, who owns and runs the facilities. For anyone interested in knowing more about Celtic Forwarding’s set up in Guangzhou, Finbarr Cleary recommends to contact him directly. Also, a partial list of the services that Celtic Forwarding can provide for their customers, both freight agents and direct clients, through this hub can be found on their website (<http://www.celticfwd.ie>).

GPLN member Celtic Forwarding Limited is an international freight forwarding company that has been in operations since 1979. Besides their Dublin headquarters, Celtic Forwarding also has offices in Waterford, Limerick and Drogheda.

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GPLN Spotlight on Flinter Group

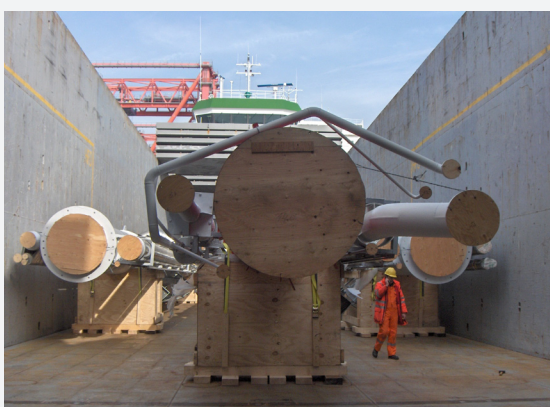
MS Dependent Loading Project

Cargo for Offshore Work



Ms Dependent loaded recently in Italy so-called "flare" towers with destination Norway.

The towers are destined for the off-shore oil and gas industry. The pieces were about 36 meters long and were loaded underdecks into the hold. The total sea voyage took 10 days and the cargo was delivered in Norway without any problem.



Flinter Arranges Road Transport on behalf of IHC



A Message from Gary Dale...



I am very happy to present our latest newsletter with more input than we have had from members of GPLN before!

The year 2007 has been an especially interesting year for GPLN as we are taking part in outside events as a group for the first time. I am speaking particularly the Journal of Commerce sponsored 2nd Annual Breakbulk Europe Conference and Exhibition based in Antwerp, Belgium. GPLN will be at this meeting in force and will be putting the word out to the world that we are a premier group of independent project specialists. Several GPLN members have pledged themselves to take part in this brand enhancing event and will directly benefit from the contacts that we make there in Belgium. And after the exhibition

as well we GPLN attendees will be hosted by Michel Janssens and Hugo Theriens of Flinters Group Antwerp operation for either a port tour or a small party at the Flinters Group offices. This will be a good experience.

But the fun doesn't stop there!



Dušan Jamný, Managing Director of the Czechoslovak Ocean Shipping Group

A few days after the Antwerp event GPLN will host our 4th Annual GPLN Global Conference in Prague. As it stands our attendees lists shows GPLN member representatives will be present from every continent around the world. We will have noted local professionals speaking about project cargo operations in central Europe, such as Mr. Dušan Jamný, managing director of the Czechoslovak Ocean Shipping Group s.r.o. and Mr. Bohumil Průša, the Prague Representative of Hafen Hamburg Marketing, the marketing representatives of the Port of Hamburg.

Besides the guest speakers in Prague, we will also have a chance to see many new faces of GPLN members who have not yet had the opportunity to join one of our meetings. This is where the real action is and where the real growth opportunities will be taking place.

I know that you will agree that our whole organization will receive a grand boost from these two events!



Bohumil Průša, Representative of Hafen Hamburg Marketing Evid nu



Flinter Forwarding BV arranged recently a combined transport to Spain which was done on behalf of Messrs. IHC Parts & Services / Kinderdijk. Part of this transport was a so called bow coupling with a height of 4.20 m. The transit time to Spain was four days.

MV Henny Loading Seismic Boats



MV Henny, under the freight management of Flinter, loaded special cargo in the port of Antwerp consisting of seismic boats

which was transported to Cuba. This cargo was safely secured under the watchful eye of the Flinter supercargo.



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East West Forwarding Opens New Saint Petersburg Operation

Saint Petersburg, Russia – Netherlands based GPLN member East West Forwarding has announced that they have opened a new cargo operation on April 2nd.

“This is a totally new office,” said Jan Maas, managing director of East West Forwarding, “We used to have a partnership with Largus in St.Petersburg, but we stopped that a year ago. Now we are going it alone.”

Although the office in Saint Petersburg is a new operation, the managerial team will be familiar

faces. “The management is for now by Olga Dudko, who runs our Moscow office, and myself,” said Jan Maas, “We expect to take more people during this year, and widen the scope of our services.”

For the time being East West Forwarding’s main goal for their new operation is to smoothen port-operations and document handlings. “The new office should streamline the ocean freight operations of the group,” said Olga Dudko, “This is because we are employing both office staff and operational people working directly in the port. Our teams in Rotterdam and in Moscow welcome the new colleagues.”

The new Saint Petersburg office is not the only physical change for East West Forwarding in Russia as they also moved to a new location

in Moscow. “These changes ultimately have been positive steps forwards for us,” said Jan Maas, “Even though we have gone through the Moscow move we are still very very active!”



▲ View of the St. Petersburg Port From East West Forwarding's Office

Dutch based GPLN member East West Forwarding specializes in the transport of special cargo between eastern and western Europe and other parts of the globe as well and has been a member of GPLN since 2005.

Toll Project Services to Merge with... Toll Project Services!

Toll Project Services to Undergo Merger with “Sister Company”

Sydney, Australia – While Australian market dominator Toll Holding is dividing the house in two, their



▲ Out with the old...

daughter companies, Toll Project Services and, you guessed it, Toll Project Services, are merging. (Are we speaking doublespeak?)

“As a result of the Toll acquisition of Patrick the Patrick Project Services business has been transitioned across to the Toll side of the business,” said Jeremy Thomas, of Toll Project Services, formerly of Patrick Project Services, “At the present time we are effectively running two separate businesses both trading as Toll Project Services. We now trade as Toll Project Services alongside the existing Toll Project Services business. The existing business is of similar style to the ex-Patrick portion, however with a great focus on the mining sector than we have ever had.”

One of the Toll Project Services is a GPLN member in Sydney, Australia, and the other, not yet. But Jeremy Thomas doesn’t expect this set up to last very long.



▲ ...in with the new!

“I am still responsible for the ex-Patrick portion,” said Thomas, speaking of the GPLN member side of Toll Project Services, “At the end of June this year the two businesses will be officially merged and run as a single business unit. A restructure of responsibilities once the merge has taken place will no doubt occur at some point between now and the end of June, early July.”

Recently the mother company of the two Toll Project Services, Toll Holdings, announced a restructure initiative which involves the separation of its transport infrastructure assets from its network and supply chain business. The strategic restructure creates two, significant market leading, ASX listed companies – Toll Holdings and the new sister company, Infrastructure Company.

Toll Managing Director Mr Paul Little said the restructure was a unique opportunity to allocate the assets and resources of the company to the maximum advantage of shareholders, employees and customers.

“The restructure should be seen as the next generation of growth for both companies by allowing each business to expand faster into global markets, through strategic acquisitions and rapid organic growth.

Each company will have its own, experienced management team with the capability and operational and financial resources to pursue growth options both in Australia and offshore.

Both businesses will be operated separately, with independent Boards of Directors. The restructure would see Mr Paul Little retain his position as Managing Director of Toll Holdings while Toll’s current Executive Director, Mr Mark Rowsthorn would become the CEO of Infrastructure Co.

The restructure would offer several key strategic benefits for Toll shareholders:

Toll Holdings will continue the consistent strategy of providing integrated logistics solutions using appropriate infrastructure within the Asia Pacific region to underpin its highly successful model. Toll Holdings will comprise the current Australian, New Zealand and Asian logistics businesses of Toll, including the logistics businesses acquired with the takeover of Patrick Corporation Ltd as well as Toll’s 62.3% stake in Virgin Blue Australia.

The restructure will see Infrastructure Co control two world class transport infrastructure assets, 100% of Pacific National and Patrick ports. The business will focus on investment opportunities in ports, rail, airports, toll roads and similar assets in Australia and offshore, lead by an experienced management team with no expensive management or performance fees born by shareholders. The proposal for the restructure will be put to shareholders for approval via Schemes of Arrangement during the first half of 2007.

Mr Little said the new structure will allow Toll Holdings to access key intermodal infrastructure without needing to own it. “It is a slight shift in strategy for the Australian business, but one which will enable us to pursue rapid growth in our network and supply chain businesses in Australia and overseas,” Mr Little said.

Toll Group Executive Director Mr Mark Rowsthorn added that the structure of the high quality transport infrastructure business is unmatched in the marketplace, while still offering significant scale and growth potential. “Under the proposal our Infrastructure Co shareholders will retain 100% of Pacific National and be freed from the regulatory constraints currently in place, as a result of our acquisition of Patrick,” Mr Rowsthorn said, “The restructure makes sense for all stakeholders-our shareholders, customers, and employees, and is also good for competition as the infrastructure assets will be more focussed on increased investment and providing high service levels to all market participants.”

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The Freight Company Expands in Thailand

Bangkok, Thailand – The Freight Company (TFC) is living in boomtown right now, having added several new offices in the past few months both within Thailand and in China and Vietnam as well.

“This expansion has always been a part of the plan,” said Patrick Dick, managing director of The Freight Company, “It just so happens that the timing has become right for making our moves in these various locations.”

TFC started the expansion not far from their head office in Bangkok. They opened new offices at Bangkok International Suvarnabhumi Airport and at Thailand’s major port, Laem Chabang, almost simultaneously.

“First of all, Bangkok’s opening of a brand new airport meant that it has made sense to open our operations there in order to better support our air-freight services,” said Patrick Dick.



Airport Manager, Parinya Singkul

The Freight Company’s airport manager is Mr. Parinya Singkul, often known by his Thai nickname,

“Ek”. “I would describe him (Ek) as an energetic young man who will be available for our airfreight customers 24/7,” said Patrick Dick. He also notes that Ek has a passion for football and loves to play the guitar in his free time.

The Laem Chabang operation was another important step for TFC in solidifying themselves as a major player in Thailand. “Establishing our Laem Chabang office has been a real benefit to our overall Thai operations,” said Patrick Dick, “Laem Chabang is not only Thailand’s largest and most important seaport, it is at the heart of Thailand’s industrial establishment. Within a radius of 60 to 70 km there are roughly 20 medium to large industrial parks containing all kinds of businesses, ranging from automotive, steel, petrochemical and many others.”

The Laem Chabang office is also important in building up overall ocean cargo operations and acting as a center for sales along Thailand’s eastern seaboard whole new project cargo markets have been opened for TFC. This work is being spearheaded by the Laem Chabang manager, Mrs. Wiyada Preedaratn, also known as “Aey”.

Wiyada Preedaratn, Laem Chabang Manager



“Aey has a varied background allowing her to have good access to the kinds of companies we want to do business with,” said Patrick Dick, “She can speak the language of industry on the same level.”

Mrs. Preedaratn has worked in varying capacities at some well known multinational industrial companies as Black & Veatch, Tractebel Engineering, Indorama Petrochemical and General Motors.

TFC’s New Hanoi Operation...

Although TFC has had its own successful operation in Vietnam for a few years already, their existing office is based in Ho Chi Minh City in the South of the country. “We felt the time was right to open an office in Hanoi because of several compelling reasons,” said Patrick Dick, “First of all, with Hanoi being the capital city of Vietnam, there is lots of heavy industry around in that area. Secondly, as Vietnam is an oblong country, so the main port city for the entire North of Vietnam is in Haiphong, which is only 117 km away from Hanoi. Also, the population base for Hanoi is approximately 3.5 million with another 1.5 million in Haiphong which make these major trading cities within Vietnam.”



Thomas Meyer, TFC Hanoi Manager

TFC’s representative in North Vietnam is Thomas Meyer, a French citizen with several years of logistics experience in Southeast Asia. Meyer agrees with Patrick Dick’s assessment on opening the office. “The Freight Company is making an appropriate decision by implementing the northern Vietnamese operation,” said Meyer, “Compared to the South, the traffic volume is smaller, but at the same time a restricted number of medium sized operators only can properly service all the potential needs. So I believe that with an aggressive commercial approach and proper customer care, we should be able to achieve reasonable goals within 2007.”

Before coming to Vietnam Meyer was employed in Bangkok, Thailand, for a well known American

owned international logistics group. “It was an exciting time, since I experienced my first Asian thrills,” said Meyer, “Everything was new to me, the language of course, the culture, the heat, the speed of living, the excitement of a new business, etc. Having left my entire life behind me in Strasbourg, in the East of France, I had no time to think back, and so I dedicated my entire energy to build up my name into the logistics business. I was successful from the start with my prior company, and reached the position of second best junior sales within the first 8 months of my employment.”

Due to Thomas Meyer’s initial success, in November 2000, his employer, needing a manager for the Hanoi based operation, awarded him the job. So Thomas started all over again in yet another new environment. Through Meyer’s resourcefulness and newfound Asian experience, he was successful in his new position. “My old company’s operation was just beginning to break even in budgets when I joined them in Hanoi. My challenges were numerous, and during my tenure I managed to make the operation extremely profitable and to relocate it into an international state of the art warehouse. I am proud to say that we held the position of market leader during the years of 2004 and 2005.”

Family life has been an asset to Thomas Meyer in Southeast Asia. “Everyone who enjoys a new life can also tell how important the family can be, and I had the privilege to see my muse, my tender wife who was my girl friend at that time, follow me in this adventurous time,” said Thomas, “Our first son was born soon after in Thailand, and we got married in Vietnam in October 2004. I can’t say how much she has been my inspiration during all these years, understanding Vietnam even faster than I did, with her Persian origins and sharp sense of human understanding. It is important to mention the importance of your tender half, since Vietnam is still a difficult place to live in as a ‘tay’, a foreigner.”

Thomas Meyer is counting on his new position to offer even more opportunities for growth. “I am very much passionate about my new challenge of working for TFC,” he said, “This business is the core of the development of Vietnam, the latest member of the WTO. The areas of development are multiple, and the task of setting up an operation and developing the business could probably take twenty-four hours per day. I intend to still rest a little, but with so many opportunities, I believe I will have to set up priorities well.”

By all accounts, the TFC’s future in Hanoi looks bright. “I hope to quickly reach a reasonable turnover and pave the way to the success of TFC in the northern region of Vietnam,” Meyer says, “And I will keep regular contact with GPLN partners to share information and contacts. To top it off, I would like to add that I will be wishing them all prosperity in this year of the golden pig!”

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TFC's New China Operation...

The Freight Company's operations in Beijing will be in the very capable hands of their new managing director in China, Denis Schmid. Mr. Schmid, a dual French and Swiss citizen, is a twenty-five year veteran of the cargo industry who was most recently a senior manager of a very large, globally known Swiss logistics company. "I can think of no one better able or better prepared to run our operations in China than Denis Schmid," said Patrick Dick, "The Freight Company's group managing director, "He is well experienced, very professional and proactive and also offers the benefit of being the ultimate networker on top of everything else."



Denis Schmid,
Managing Director, TFC
China

Denis Schmid believes that TFC's China operation will complement their project cargo business already existing in Thailand and Vietnam. "TFC Thailand and Vietnam have a large portfolio of satisfied project clients," iterated Schmid, "Many of those customers have also business in China. As such the set up in Beijing will help to somewhat close the circle."

But China is a large market and with the opportunities also come the risks. How can projects people differentiate the "wannabies" and "cowboys" from the "real deals". Denis Schmid TFC's professional international project reputation should set them apart from others in the field from the very beginning.

"Rather than sourcing project agents in China where one may not really know what one can expect, why not deal with an entity that has proven to be reliable and focused?" asks Schmid, "In China I have been preaching for more than 20 years that for project business one needs to spend at least 80% of its time with the preparation and the remainder with the actual execution. Over the years many companies have tried to cut corners by neglecting the requirements in relation to the import customs formalities or missed out in doing proper subcontractor management or forgot to take into consideration such little things as lead time delays in winter. All of those mishaps cause heavy financial damages and loss of reputation in the market. I am convinced that TFC in China will continue to keep up the good image of the TFC companies in Thailand and Vietnam by putting the client first at all times. And, although not always popular, also say 'no' to a requirement when it is not realistic!"

Denis Schmid sees an absolute multitude of opportunities in Beijing's overall project cargo market growth, not only because of organic growth and international investments, but also because of the

upcoming Olympic Games.

"Ever since Beijing was awarded the Olympic Games the investments for not only infrastructure projects of the Central Government but also the Municipality of Beijing have increased tremendously," said Schmid, "A figure of more than USD 100 million has been floating around but unofficially the true amount is believed to be more than double. With infrastructure investments come also the requirements to offer solutions for heavy lift equipment and special order management capabilities as to meeting the sometimes stringent timelines. Hence, the project business in Beijing but also other major cities in Northern China will continue to grow significantly."

But again, besides the special investments directly and indirectly related to the Olympic Games, Schmid believes the project market for China will be very healthy. "On top of the Central Government and municipal contracts, the private companies in the power, automotive, hi-tech and oil & gas industries have major projects in the pipeline," Schmid pointed out, "New power stations, car factories, mobile phone assembly lines, offshore and onshore platforms and much more are being build and consequently needs to handle turnkey and/or heavy lift business pop up on every corner. With an economy growing by 10% a year there is little chance that the project business in China will slow down soon."

With the opportunities come the obstacles as well. A special emphasis on ever changing customs procedures is required. "The Chinese market itself China has 313 customs offices and each of these offices is an 'independent' profit center which needs to produce a budgeted annual revenue," recounted Schmid, "One can imagine that the interpreta-



Angela Chen, Office Manager,
TFC Beijing

tion of the customs regulations might vary depending on the time of the year. There it is absolutely necessary to have a trustworthy partner in many key cities in China and this is somewhat offered via the GPLN project network."

And finally, Denis Schmid points to the fact that physical infrastructure is a very important factor in the Chinese project cargo market. "The infrastructure in many parts of China is not comparable with the western world," said Schmid, "Roads and bridges are of poor quality and the transport equipment used is often not serviced properly and quite often the owners don't have adequate insurance. Considering the value of the project cargo that is being moved it makes absolute sense to work exclusively with project specialists. This is a people business and the companies being part of GPLN are making sure that the necessary precautions are taken as to handle 'business with care' and duly report obstacles / irregularities rather than 'sweeping them under the carpet'. Project brains in China have not studied their business at the university but have built up their reputation and knowledge based on the 'learning by doing' concept."

The Freight Company was founded in Bangkok, Thailand, in 1996 and has a well established reputation as a project cargo specialist. TFC's overall management is undertaken by European expatriates. The Freight Company is a founding member of GPLN.



Contrans Logistik to Open Hamburg Office

"Contrans is growing in services offered"

Dortmund, Germany – Dortmund based Contrans Logistik is happy to announce that the company will open their own Hamburg office to handle ocean freight operations. Their new office is slated to start operations on June, 1st, 2007.

"The Hamburg office will be an excellent addition to our team," said Ali Javaherian, Contrans Logistik managing director, "As Hamburg is the main German ocean port, having a presence there will help us to better serve our existing clients as well as building relationships with new clients. There

is a big advantage to Contrans having a permanent office in Hamburg."

Contrans Logistik has been handling their ocean cargo up until now from their head office in Dortmund. The company management expects that opening their Hamburg office will be beneficial to not only growing their project cargo portfolio, but also for handling other types of ocean cargo.

"Our office in Hamburg will not only handle projects, they will be dealing with commercial cargo as well," said Nina Kopplin, of Contrans Logistik.

Ms. Kopplin explained that it was too early to announce information on the management of the new operation but said that she expected that their new Hamburg branch manager will be present in Antwerp along with other Contrans Logistik staff at the Breakbulk Europe Conference & Exhibition in late May.

The Contrans team is well versed in handling the international transportation project cargo. Contrans Logistik GmbH is a daughter company of CAS Gruppe and has been a member of GPLN since 2004.

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New Zealand's Oceanbridge Shipping Strengthens GPLN's Global Coverage

Oceanbridge is a known projects leader in New Zealand

Auckland, New Zealand – Oceanbridge Shipping has recently become a member of GPLN giving the projects network coverage in yet another far reach of the world.

“The benefits Oceanbridge Shipping have had by being a member of GLN made it a natural progression to accept the invitation to be a member of GPLN,” said Richard Thorpe, Marine Trade Manager at Oceanbridge, “With the Project Division at Oceanbridge Shipping now well established in New Zealand we are in a position to be able to offer our professional services and wealth of experience to other companies involved in the project industry.”

Richard Thorpe believes that the Oceanbridge Shipping advantage come from their intangible assets.



Richard Thorpe, Marine Trade Manager at Oceanbridge

“We can better serve the projects market in New Zealand for a number of reasons,” says Thorpe, “One of the most important is the integrity by which we operate and also the trust that the company has built up in the market over the past 25 years with both our clients and equally important, our suppliers. We operate in an open and honest environment in all of our dealings and it is this that makes it possible for us to have so many long term customers and companies wishing to support us with their own services.”

Oceanbridge Shipping as one of the most knowledgeable Kiwi companies when it comes to special cargo. “We also have a dedicated Projects Division who has built up a lot of knowledge on how to approach a challenge from the outset to completing it successfully,” recounted Richard, “We can be proactive to possible situations and are also able to react quickly if the situations change. We know who to contact, who to talk to and also who to trust to make sure all situations and possibilities are thoroughly investigated and carried out successfully.”

Dean O’Cass, Oceanbridge Shipping’s general manager for sales, goes along with Richard Thorpe’s assessment.

“We have a very good understanding of the freight

trade lanes to and from New Zealand,” said O’Cass, “And as such we are able to source the best options for the carriage of project cargo whether it is on container liner services, breakbulk carriers or even airfreight carriers.”

Oceanbridge Shipping’s projects department has evolved into being as a natural progression of handling special cargo over a long period of time. “We have been involved in the handling of project cargo for a number of years so in 2004 we set up a trade department to concentrate primarily on project and marine cargo,” said Dean O’Cass, “Since then we have gone from one success to the next and as such our projects and marine department has become established in New Zealand as a preferred supplier of out of gauge and project cargo handling. Our projects team works closely with the client, the marine surveyors, the vessel operators and stevedores. There is very often a great deal of planning done prior to the cargo’s shipping date.”

Although New Zealand could never be classified

SR International a Special Place to Work, Russ Steele

“Location and diverse staff make SR International very unique”

Denver, Colorado – One of GPLN’s more dynamic members is in a special location and is run by special people, so says its managing director, Russell Steele.

“You may not know about our staff so I want to share with you what makes us extremely unique,” says Steele, “Most of our employees start out as college interns from another country getting their degree in one of the local Denver universities. We get an outstanding pool of people who decide to give international freight a try.”

Part of getting this diverse staff attracted to their company then convincing them to stay has to do with the SR International’s location.

“Denver is the greatest city in the entire USA and people come here and decide to stay,” Steele adds, “We sponsor our employees with US Customs and Immigration and get to enjoy the benefits of an intelligent hard working team that



SR International's New Denver Headquarters

as a major project cargo market, compared to say, some of the Middle Eastern or East Asian markets, Oceanbridge Shipping steadily has been able to become progressively involved with various types of large and oversized moves. “In the past few months we have carried cargo from slightly over dimensional flat racks to a large range racing yachts, classic yachts, motor launches, super yacht masts and drilling rigs,” explains Dean O’Cass, “In the coming months we will also working closely with one of the America’s Cup syndicates to move their sailing base and yachts to Valencia by both sea and air.”



Dean O’Cass, General Manager for Sales

Auckland based Oceanbridge Shipping Ltd. has been operating for 25 years.



SR International's Multi-Cultural Staff

speaks over 20 languages!”

Russell Steele is also proud to note that recently SR International made the major step of buying a permanent home as well.

“Freight has been very good to us and we just celebrated our first anniversary since we bought our office building. We have it filled with about a dozen tenants as well as ourselves. It is a pretty good sized office building with the best view of downtown Denver.”

But SR International’s location, new building and multi-talented, multi-cultural workplace aren’t their only advantages. “Our company also has a special status with the US government that can sometimes help us win contracts,” explains Russell Steele, “This is a huge subject that is rarely understood by other agents.”

For their part, SR International will be represented by both Russell Steele and his partner David Ross at the next GPLN meeting in Prague. “We are looking forward to the conference and hope that we can meet some new faces as well as educate people on how things work in the USA and how our ‘remote’ location is really an advantage,” Russell Steel gladly iterates.

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Asphalt Plant from Portugal to Ireland Delivered by Celtic Forwarding



The above shipment, loaded in Portugal, was organized by Celtic Forwarding and on arrival into Dublin. This movement involved a pre-delivery route inspection and included some road adjustments in order to insure that the over-length equipment was able to maneuver around the tight bends ensuring safe delivery to the end-user.

Unishipping International Ships Massive Brewery Tanks



GPLN's Bulgarian member Unishipping International Ships six brewery tanks from Regensburg in Germany's Bavarian To Veliko Tarnovo, Bulgaria via Rousse port. The total size: 1455.773 m3, 56400 kgs.

News from the GPLN Family

Milestones, Promotions, Birthdays, Anniversaries...



Jassir Amor of SR International recently celebrated a year of marriage this past to his lovely wife Janice. They are pictured here with their darling nine month old daughter Janelle.

Also of SR International, Arfanda Bachtiar has a son, Arvin, who turned one year in May and, like Jassir Amor, Arfanda also recently celebrated his first wedding anniversary with his bride, Lizy.



And to keep the SR International ball rolling, Dave

Ross's young grandson also turned one year old.

Time marches on!



Russ Steele jokingly wishing him well... "We all want Dave to retire," says Russ, "But he keeps coming to the office in spite of our pleas not to!"

Speaking of time Marching on...



GPLN executive director, Gary Dale Cearley, recently passed the milestone birthday of forty years old but he was not the big news.

That honor goes to Jan Beringer of Rohde & Lisenfeld Projects in Canada who recently turned fifty! Jan celebrated in a grand style by inviting the friends and family to dinner in the famous Eden Room at the Rimrock Hotel in Banff, British Columbia, with guests staying at the Rimrock Hotel and the Banff Springs Hotel. What a classy do! Happy big 5-0 Jan!



Khalidia Delivers for GASCO



Khalidia International Shipping offloads four huge pieces (4 x 137 mt) for Abu Dhabi Gas Industries' GASCO OG DIII project at the port of Abu Dhabi.

Guess the Weight?



This cargo was handled by GPLN member Asia Imperial Cargo Logistics (AICL). Can you guess the weight?