



Global Project Logistics NEWSLETTER

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

May — June 2015

Issue No. 45

Two Success Stories of GPLN Members Teaming Up

GPLN members One Way International Logistics from Brazil and Acco Terramar from the U.S. continue to partner-up on project moves from Brazil to sugar mills and cogeneration plants throughout Central America. And they are



not the only GPLN member duo joining forces. A most recent project was for GE Energy in Brazil, where One Way and Acco were coordinating the shipment of an 85-ton generator measuring 7.11 x 4.20 x 3.73 meters.

The generator was moved from the GE Energy plant in Campinas (São Paulo State) to Paranaguá Port (Paraná State). Although the GE Energy plant is closer to the Port of Santos, One Way and Acco opted to move it through the Paranaguá Port because of a 30% sav-

ings in road permits and port operation costs. One Way required only five days to move the generator from the GE Energy plant to Paranaguá Port. The generator is scheduled to sail on June 16 with Wallenius Wilhemsen on an inducement

call to Atlamira Port in Mexico, where it will then be moved to Acco's sugar mill client in the city of Panuco, Mexico. In another success story, GPLN members Lionheart and City Union teamed up to move transformers by air. Their joint effort was to organize nine sport charter flights for an Egyptian power plant shipment, highlighting two GPLN members working together. Lionheart Project Logistics from Houston, USA, and City Union from Shanghai, China, mutually executed a General Electric industry first project with roughly 900 tons / 2,000 cubic meters from Changzhou, China, to Cairo, Egypt. The project chartered a total of nine flights, four with an Antonov An-124

and five with a Boeing 747. The project's main features and challenges were to maintain the safety at all time, looking over every aspect of the



move and to ensure quality work was followed during loading while on the tarmac. No aspect was overlooked, making sure that no issue arose with the local customs clearance and commodity inspections, adhering to the necessary safety check at the airport, including the magnetic inspection, chemical safe transportation test and certification.

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Ruslan Puts Safety First in Ebola-Hit Nation

Meticulous planning and stringent safety measures are involved in every flight operated by heavy air cargo specialist Ruslan International. But its latest mission into one of the world's hardest-hit Ebola regions involved a whole new level of preparation and precautions. With a remit to transport equipment into Guinea, the British company put into practice a



number of special safety procedures, including several that were developed last year following the outbreak of the current Ebola epidemic. In April 2015, a Ruslan International AN-124-100 aircraft left the UK's East Midlands airport on this assignment. In its hold were 65 tons of power generation equipment destined for Conakry in Guinea -- the country where the Ebola crisis first started. While data from the World Health Organization suggests an easing of the situation in the West African country, the threat still remains and Ruslan International took every possible precaution to ensure the safety

and well-being of its crew during the flight and once the cargo had reached its final destination. All crew members were kitted out in protective clothing and a doctor accompanied them on the trip. The flight was organized so that the time the crew spent at Conakry airport was kept to a minimum, which included consolidating the cargo into larger units to reduce off-loading time. In addition, any of the local staff operating the cranes and forklift trucks

needed to offload the cargo in Guinea were subjected to medical checks and had to produce certificates confirming a clean bill of health. Commenting on the flight, Michael Goodisman at Ruslan International said, "We are no strangers to delivering heavy and complex cargo to dangerous or uncertain parts of the world. The procedures we have developed mean we can carry out our work to the highest safety standards -- even into Ebola risk areas."

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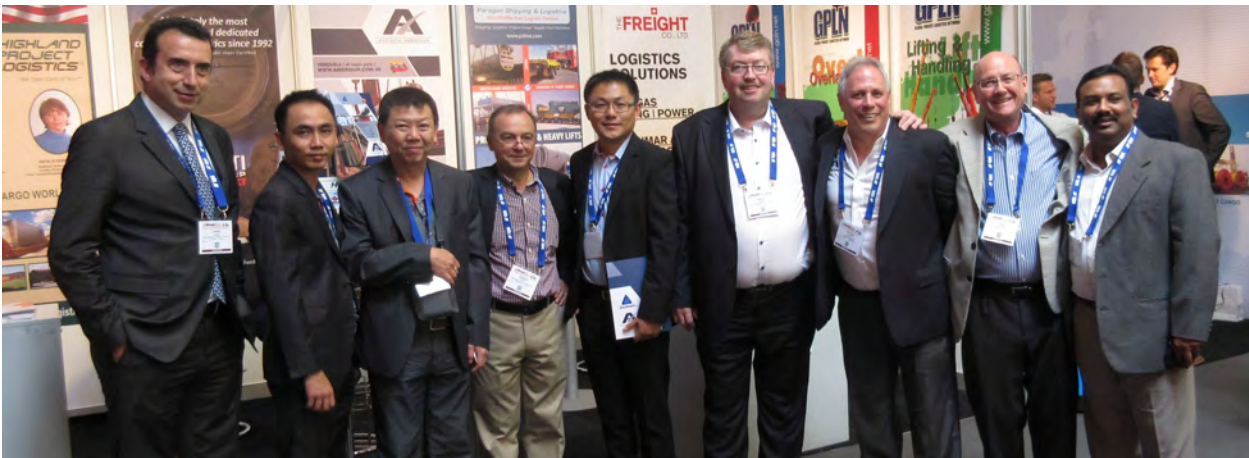
A Word From GPLN

Dear Reader,

The consolidation in the multipurpose shipping sector continues. Zeaborn has acquired half of a chartering company responsible for handling the fleet of Reederei Bockstiegel. The company operates around 15 multipurpose heavy lift vessels each with a deadweight of 12,780 tones, which will be added to the ten currently being built for Zeaborn at a shipyard in China. This deal comes after multipurpose carrier AAL has launched a global cooperation with Hamburg-based Peter Doehle, which will see the companies offer joint tramp and project cargo services with a shared fleet of 26 multipurpose heavy lift vessels.

After two busy weeks of networking at Transport Logistic in Munich which recorded over 50,000 attendees and 2,050 exhibitors from around the globe and at Breakbulk Europe exhibition in Antwerp, which had a record attendance of over 7,000 delegates this year, we at GPLN are using this time to catch up with some opportunities that we didn't have time for earlier and to prepare for our next travel plans and events.

In May our GPLN team was attending both Transport Logistic in Munich, Germany and Breakbulk Europe exhibition in Antwerp, Belgium where our members Bati Shipping and Trading / Turkey, Agencia Amerisur y Caribena de Carge / Venezuela, Highland Project



Luzius Haffter with various GPLN members exhibiting during Breakbulk Europe in Antwerp, May 2015.

Logistics / USA, Paragon Shipping & Logistics /Qatar, The Freight Co. Ltd. / Myanmar-Thailand-Vietnam, and Unishipping International/Bulgaria joined our GPLN booth and had plenty of networking opportunities to maintain old and establish new contacts that will benefit greatly their business.

Later on this year we are off to the Breakbulk Americas exhibition which is scheduled this year again in Houston from October 7-8 in Houston, Texas/USA. Following this event we are exhibiting for the first time at Breakbulk Middle East in Abu Dhabi from October 27-28.

Please mark down on your calendar also the PowerLogistics Asia 2015 Exhibition and Conference in Singapore from November 18-19. As you know we are offering exclusively for our GPLN member's booth sharing at our well located GPLN stand / pavilion, and since space is limited we recommend registering the participation of the delegates well in advance.

In the meantime we have finalized the venue for our next year's GPLN Annual General Meeting which will be taking place in Brussels, Belgium, from May 21-23, 2016, right ahead of Breakbulk Antwerp exhibition

(May 25-26), that our members are able to combine both events. The meeting will follow the traditional agenda with a cocktail reception on the eve of May 21, followed by two working days from May 22-23. The following day, on May 24, we are also planning to host our Heavy Transportation and Lifting Course. Please start marking these dates. You can see all relevant details and further information about our 13th AGM and other functions on our dedicated website.

We will keep you informed about other upcoming opportunities and developments and wish you a nice summer break.

Your GPLN team

GLOBAL PROJECT LOGISTICS NEWSLETTER

Publisher: Global Project Logistics Network (GPLN)

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Advertising: advertising@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 heavy lift industry.

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NEW GPLN MEMBERS — MAY/JUNE 2015

Australia	Perth	360 Logistics Pty. Ltd.
China	Shanghai	Aqua-Dragon International Logistics Limited
India	Hyderabad	Seaways Shipping and Logistics Limited
Maldives	Malé	Total Transport Solutions Maldives Private Limited

DAKO Gets Cement Mill to Russia

DAKO Worldwide Transport transported a cement mill with a length of 18.5 meters, a diameter of 5.7 meters and a total height of almost 6 meters with a weight of 185 tons from the manufacturer's location in Austria up to the cement factory located in the industrial area of Sterlitamak, Republic of Bashkortostan, Russia. The mill was loaded in Linz, Austria, on a Danube barge for transport

to the Romanian port of Constanta, where it was reloaded onto an ocean-river-vessel for transport through the Black Sea to Rostov, and from there on the Volga-Don-Channel into the Volga, and finally to Nizhnekamsk on the Kama. In Nizhnekamsk, the cement mill shell was reloaded with the heavy-lift port crane onto a ro-



barge for the river transport on the Kama into the Belaja up to Ufa. For the unloading at Ufa a special roll-off-jetty was constructed by DAKO's own organization in Russia. This was extremely problematic since the river system in Russia had only very little water in 2015. For the roll-off-operation, special steel plates were placed on the jetty and two heavy prime movers pulled the 24-axle hydraulic trailer with 192 wheels from the barge onto firm ground. The road transport from Ufa to Sterlitamak was effected on this 24-axle combination to

MFC Enters Exclusive Club



MFC Transport Pvt. Ltd., Mumbai, successfully secured and executed the multi-modal transportation order from Bharuch to Jamnagar refinery, India. This was secured on competitive bidding and after the refinery had conducted a thorough due diligence to determine if MFC has the capability, experience and technical expertise to execute such an order.

The consignment consisted of a 30 meters long methanol collection drum and a 20 meters long cracked gas dryer. Combined weight was 445 tons. MFC once again proved its capabilities and the will to successfully accept any challenge. It was a matter of pride for MFC to execute this order and being recognized as a multi-modal transportation service provider by Reliance Industries.

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reduce the ground pressure on the road and to pass over several bridges. Some of them were especially fortified for this transport, and important civil works were carried out to construct the jetty and to improve the road conditions.

The transport started in Austria and finally arrived around two and a half

months later in Russia after covering a distance of about 5,700 kilometers. The road transport had to be executed during the Russian winter season; however, due to the good logistic coordination and preparation, the cold weather did not have any major influence on the operation.

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Globalink Marks Milestone

Globalink has been titled as a "Successful Company of the Year" by the Kazakhstan freight forwarders association.

Kazakhstan Freight Forwarders Association (KFFA) has awarded Globalink with the title of a "Successful Company of the Year" for its contribution to the development of freight forwarding sector of Kazakhstan.

The competition is organized by the KFFA, the Ministry of Investment and Development of the Republic of Kazakh-

stan and the National Company Kazakhstan Temir Zholy on the annual basis to distinguish companies contributing to the development of the transportation and logistics sector. The contest is held among members of the association, comprising 75 companies in total.

Results of the competition once again proved Globalink's well-grounded recognition as a leading company of the freight forwarding, transport and logistics market of the country.

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СВИДЕТЕЛЬСТВО

Настоящее свидетельство удостоверяет, что решением конкурсной комиссии от 31 декабря 2014 года приказ № 06-н компания

TOO «Globalink Transportation & Logistics Worldwide»

является победителем ежегодного конкурса проводимого АНЭК, при поддержке МИР РК и АО "НК "КТЖ"

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В номинации

«РАЗВИТИЕ ЭКСПЕДИТОРСКОГО БИЗНЕСА»

Генеральный директор  Сегал И. П.

Ginter Earns High Praise

Ginter Logistics Service is a professional project logistics supplier in China. The company is one of the qualified comprehensive freight forwarders of logistics service provider to the China National Petroleum Corporation (CNPC). They handled many large-sized sets of equipments, overseas contracted projects and foreign aid projects from door to door services in petroleum, petrochemical, electric power and other industries.

Ginter earned high praise from CNPC for its excellent performance in the Sea Logistics Project of Tank Farms Project in Papua New Guinea. Total cargo amount of this project is more than 11,000 cubic meters and around 200 TEU, with cargo ship transport from China main ports to Port Moresby. Ginter designed the best solution for the customer and was in control of every procedure.

The company also avoided unnecessary

steps that would have delayed the operation and last but not least Ginter was able to reduce the freight cost for the customer.

The first move of the project was operated from Qingdao in January of this year, then further shipments were processed from Tianjin and Shanghai. The commodities were mainly excavating machineries and steel plates.

Ginter branch companies confronted some crucial challenges, such as the tight schedule, complicated cargo and the unpredictable weather. Upon cargo arrival at the dock, Ginter coordinated with terminal partners and shipping lines immediately to ensure all operations were executed according to plan, promptly and safely, supervised by Ginter's staff.

So far, 10 consignments have been successfully transported. Ginter will adhere to its good services to execute the remaining cargo smoothly and in time.

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Indial on the China Trade Lane

Indial Shipping has been busy in the last few months handling a variety of shipments from all over the world. Some of the shipments handled on the India to China trade lane included the import of an art installation from China.

The company handled the logistics of the art installation transport from China to India. The sculpture weighed over 5.5 tons it had a height of nearly 5 meters, with a width of 4 meters. The sculpture was placed on a flat rack container in the upright position to prevent any damage. Indial



handled the movement on an ex-works basis and delivered the sculpture at Mumbai port.

Furthermore, the company also handled the export of 820 cubic meters windmill blades to Tianjin, China. It was an ex-works shipment for the movement of five wind mill blades from a manufacturing unit in Gujarat. Each blade had a volume of 164 cubic meters and a weight of 16 tons. It was packed as per the packaging specification provided by the manufacturer, and then shipped by road to Mumbai port, where it was loaded onto to the vessel bound to China.

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Another Hindustan Success

Hindustan Cargo Ltd. has once again established its expertise in the field of project custom clearance by handling the smooth operations of a 365 ton Stator at Kolkata Port. Hindustan Cargo completed all the customs formalities within a challenging period of 12 hours, securing great savings for its clients by way of additional port charges, detention and equipment hiring, thus saving on turn-around time.

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Briefs

Logistics Manager of the Year

MLC won Logistics Manager of the Year, honoring our COO, Khalid Alghamdi, as a leading and respected figure-head from the Middle East logistics industry at the SCATA Awards.

The Supply Chain & Transport



Awards (SCATAs) are a celebration for the outstanding logistics, air cargo and sea freight communities in the Middle East. Since 2007, the SCATAs have become the definitive awards program for supply chain and transport professionals working in the Middle East.

The event was held at the InterContinental Dubai Festival City hotel and was well attended by the logistics industry, customers, and professional bodies. This

year the award has been especially meaningful for Almajdouie, as the company celebrates its 50th anniversary. The short listed nominees were from top companies in the region.

This award recognizes Mr. Khalid as a charismatic leader and a driving force who inspires the MLC team to excel in their performance and take Almajdouie to new heights.

In collecting his award, Mr. Khalid said, "Thank you very much for this prestigious honor, at Almajdouie Logistics we believe in encouraging our staff by providing supportive tools to build trust, encourage forward thinking and create energy within the team to exceed customers' expectation."

Celebrating 20 Years of Excellence

Consolidated Shipping Group celebrated from March 12 to 14 its 20th anniversary of operations in the field of freight forwarding and logistics from in March 2015. The new Hyatt Regency Dubai Creek Heights was the main venue for the functions where the conferences and meetings were conducted. The conference on the 13th March was attended by the global agents and partners of CSS Group, along with the senior management and sales and marketing

heads from all CSS offices. There were some interesting presentations from guest speakers representing Maersk line, Abu Dhabi ports authority as well as Sohar Port and Freezone.



A company, which was started 20 years back as a small firm with minimum staff strength to cater to the logistics requirements in Dubai, has grown to become one of the most sought after names in the field of freight forwarding and logistics today.

With diversified operational presence within the shipping and logistics industry, CSS caters to a cross section of business community around the globe.

BATI Highlights Ethics and Reputation

The Ethics and Reputation Society "TEID" is a non-profit organization which was founded in May 2010, aiming to develop and encourage adherence to universally recognized business ethics

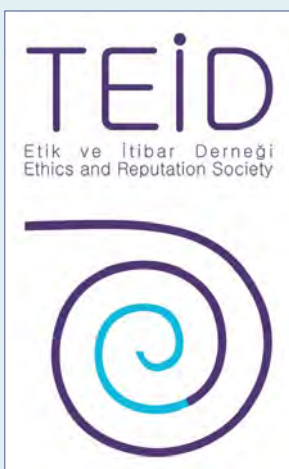
principles in the Turkish business environment.

TEID acts as a point of reference for the private sector companies, assisting them in incorporating the principles of business ethics.

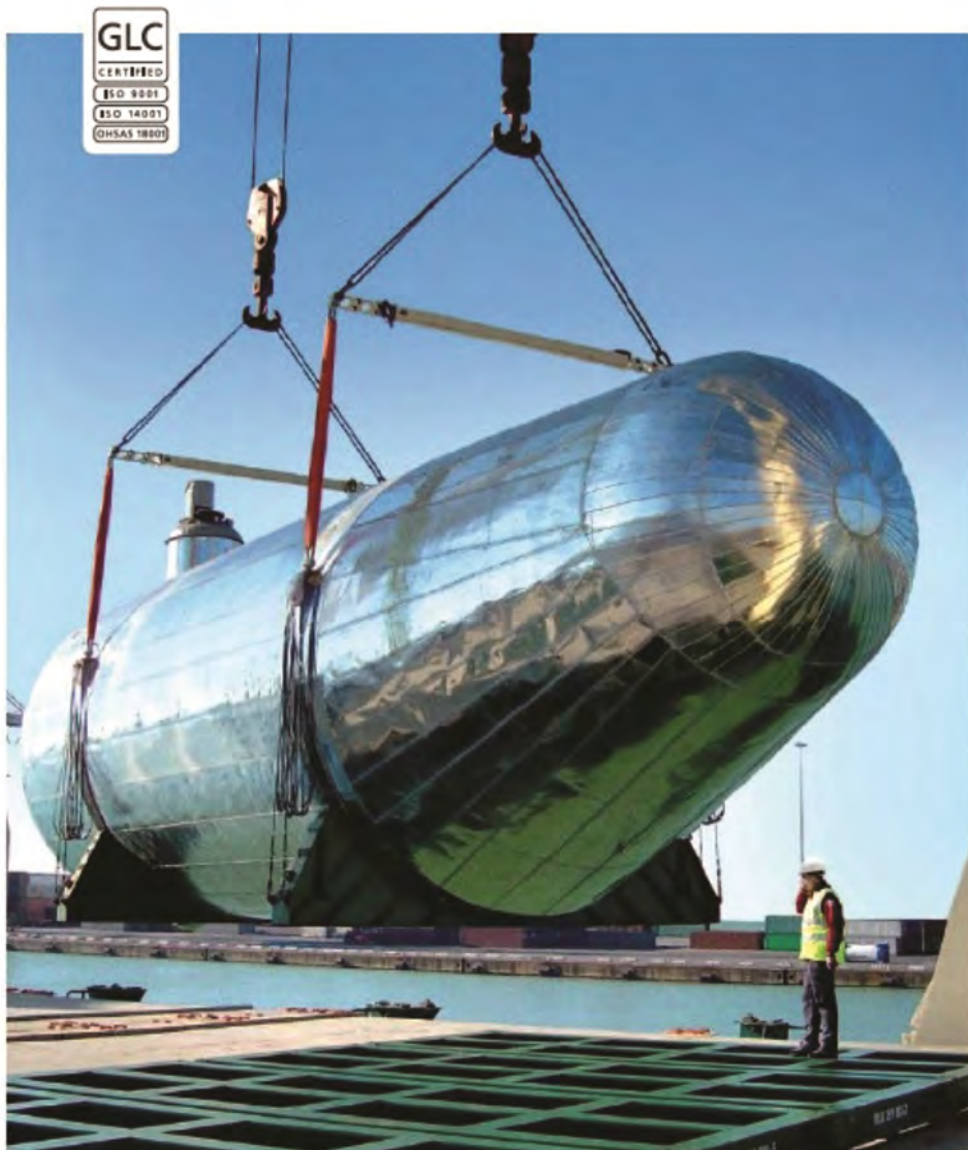
It also works closely with the legislator in the pursuit of a more ethical socio-economic environment in which companies are enabled to act in compliance with those ethical principles, without losing their competitiveness, and instead thereby gaining advantages.

TEID acts as a platform for sharing knowledge, experience and best practices.

It also assists its members in preparing training courses for their local partners and suppliers to ensure that they share a common understanding and language as far as compliance with codes of ethics, integrity risk management and reputation risk management systems are concerned.



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HEAVY MATTERS

By Gert Vos



MAIN CRANE - TAIL CRANE

In this article we will go deeper in the topic of lifting an object from horizontal into vertical position with two cranes.

You will notice that the position of the tailing lug has influence of the increasing and decreasing forces in the two cranehooks.

Example: Tailing lug on top (LA).

Loadweight: 200 tons.

In Situation A: Tailing lug position on top (left side).

In Situation B: In the middle of the cargo (center line).

Distance center line to lifting lug on topside (offset): 2000 mm.

Distance 1: 15,000 mm.

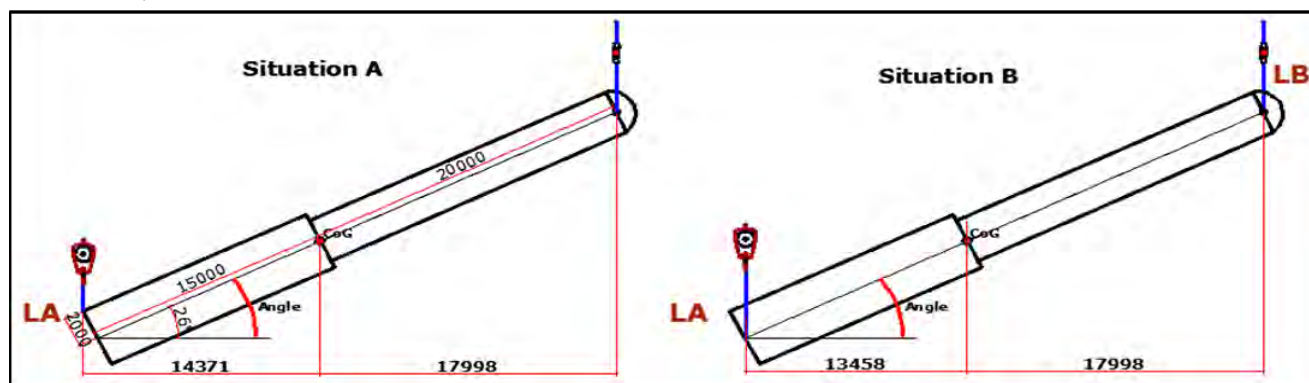
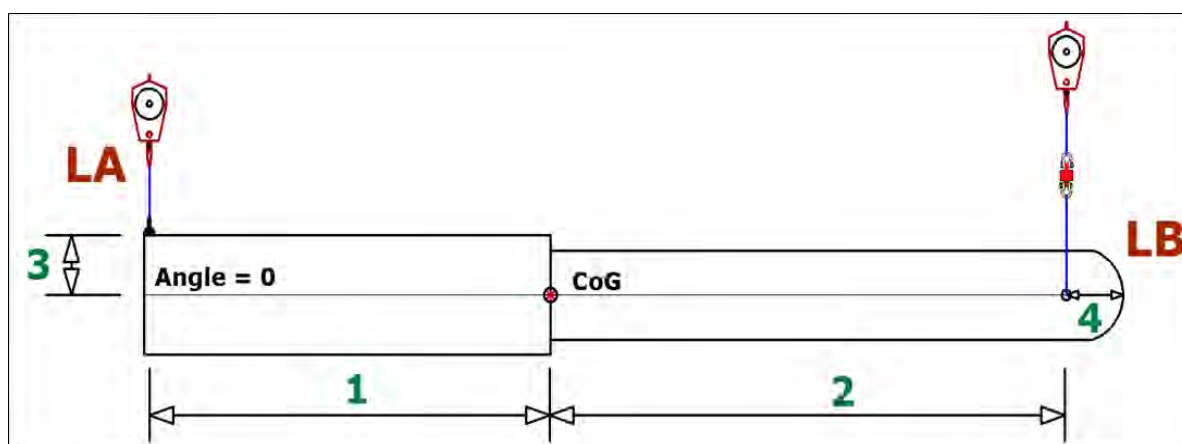
Distance 2: 20,000 mm.

In the first picture, the column is in a horizontal position.

Here the weight in the lifting points is easy to calculate:

$$LA = (20000 / (15000 + 20000)) * 200 = 114,3 \text{ to.}$$

$$LB = (15000 / (15000 + 20000)) * 200 = 85,7 \text{ to.}$$



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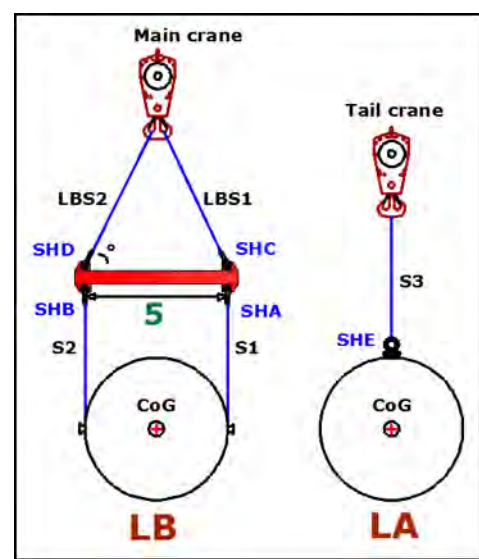
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If the angle gets bigger and bigger, crane LB will get more and more weight in its hook. But if the position of the tailing lug goes downward, then there will be a difference in the values. In our example the angle is now 26°.

In Situation A, the new value will be now: LA 111,2 to. LB 88,8 tons — with the same angle, but now with the tailing lug position on the center line of the column: LA 114,3 to. LB 85,7 tons.

In the next two calculations, you find the difference in forces when the column is almost in vertical position (85°):



INPUT

	Value	
1	15000	mm
2	20000	mm
3	2000	mm
4	2000	mm
5	3000	mm
Length S1 & S2:	3000	mm
Length LBS1 & LBS2:	2500	mm
Angle:	85	°
Weight lifting beam (incl. rigging):	4	metric to.
Weight rigging Tail crane:	0,5	metric to.
Weight Load:	200,0	metric to.

OUTPUT

	Force: (metric to.)	Angle (°)
Lifting point LA:	69,1	
Lifting point LB:	130,9	
Sling S1/S2 (each):	65,4	
Sling S3:	69,1	
LBS1 / LBS2 (each):	84,3	53,1 Minimum 30°
Shackle SHA/SHB each:	65,4	
Shackle SHC/SHD each:	84,3	
Shackle SHE:	69,1	
Weight under hook Tail crane:	69,6	
Weight under hook Main crane:	134,9	

INPUT

	Value	
1	15000	mm
2	20000	mm
3	0	mm
4	2000	mm
5	3000	mm
Length S1 & S2:	3000	mm
Length LBS1 & LBS2:	2500	mm
Angle:	85	°
Weight lifting beam (incl. rigging):	4	metric to.
Weight rigging Tail crane:	0,5	metric to.
Weight Load:	200,0	metric to.

OUTPUT

	Force: (metric to.)	Angle (°)
Lifting point LA:	114,3	
Lifting point LB:	85,7	
Sling S1/S2 (each):	42,9	
Sling S3:	114,3	
LBS1 / LBS2 (each):	56,1	53,1 Minimum 30°
Shackle SHA/SHB each:	42,9	
Shackle SHC/SHD each:	56,1	
Shackle SHE:	114,3	
Weight under hook Tail crane:	114,8	
Weight under hook Main crane:	89,7	


Gert Vos - HTTC

This article is written for guidance purposes only. No responsibility or arising consequences will be accepted by the writer or publisher for errors in this article.

But now at an angle of **85°** (almost vertical position of the column), we see a big difference in the values now:

Situation A — the new value will be now: LA 69,1 to. LB 130,9 to. With the same angle but now with the tailing lug position on the centre line of the column: LA 114,3 to. LB 85,7 to.





Conclusion: If the tailing lug is positioned in the cente line of the column (lifting point LA and LB are on the same horizontal line), then tailing does not have influence on forces during lifting. But at the very end the main crane will suddenly get the complete weight of the cargo. A good reason to lift (as always) slow and easy.



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Upcoming GPLN Meetings & Events

26th Breakbulk Americas Transportation Conference & Exhibition

7th — 8th October 2015

George R. Brown Convention Center;
Booth No. 1621
Houston, TX, U.S.A.



1st Breakbulk Middle East Transportation Conference & Exhibition

27th — 28th October 2015

Abu Dhabi National Exhibition Centre
(ADNEC); Booth No. 200
Abu Dhabi, U.A.E



4th PowerLogistics Asia 2015 Exhibition & Conference

18th — 19th November 2015

Suntec Singapore
Singapore



5th Breakbulk China Transportation Conference & Exhibition

16th — 17th March 2016

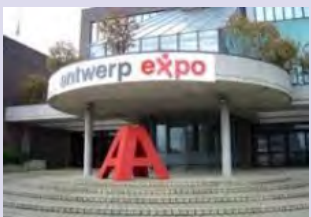
Shanghai World Expo Exhibition & Convention Center
Shanghai, China



11th Breakbulk Europe Transportation Conference & Exhibition

24th — 26th March 2016

Antwerp Expo
Antwerp, Belgium



27th Breakbulk Americas Transportation Conference & Exhibition

18th — 20th October 2016

George R. Brown Convention Center
Houston, TX, USA



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

Protranser's Heavy Cargo to Vietnam

Protranser, a GPLN member from Shanghai in China, has handled the shipment of a 158-ton transformer from Shanghai to Vietnam for one of our VIP clients.

The transformer was collected from Wuhan factory to Shanghai port by barge and loaded in a breakbulk vessel directly by a floating crane.

During the loading process, Protranser also arranged a third party surveyor who supervised the whole procedure for the client, who was very pleased with the whole process. Everything went smoothly and the heavy transformer was successfully loaded into the vessel in time. Protranser is a professional international forwarding company based in China, focusing on project logistics. In April 2005, Protranser received a "Class A" and NVOCC license for nine offices within China. Protranser is providing comprehensive services, complying with the standard of ISO9001.



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FOX Brasil Supports Sustainability

FOX Brasil Project Logistics transported a complete water and wastewater treatment station for health and safety of Monte Grande Project's workers in the Dominican Republic.


FOX Brasil coordinated a shipment of a complete water and wastewater treatment station, from Piracicaba/São Paulo, Brazil, till Rio Haina port. The investment is part of the Monte Grande project, on the Yaque del Sur River, near Monte Grande, Barahona province, southwestern Dominican Republic.




This project involves the construction of a dam for the use of water resources in the lower basin of the Yaque del Sur River, and the development of irrigation infrastructure, which will regulate the flow of the river and optimize the use of its waters. The aim of the project is to improve the supply for human consumption steadily.



It will also expand the area under irrigation, increase agriculture production and help control flooding. The dam is part of the Monte Grande Multipurpose Project. The water and wastewater treatment station were installed by the Brazilian company Andrade Gutierrez, ensuring the safety and health of workers involved in the project.



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POWERLOGISTICS ASIA 2015 EXHIBITION AND CONFERENCE November 18th - 19th, 2015 Suntec Singapore

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EUROPE: Sparber Group

34 years in the logistics business and counting

Sparber, a GPLN member from Bilbao, Spain, is active in many logistics sectors. They're supplying power plants, the petrochemical and automotive industries, mining, steel and other plants and also governmental institutions with heavy cargo. For the company's director general Jaber Bringas customer satisfaction is his utmost priority, while



solving technical issues demands as much time as getting paid for jobs. A special challenge for operating in Spain is the lengthy process to get transport permits for special equipment in due time. Route survey and coordination between provinces can be time-consuming, but that's what Sparber is specialized in.

Founded in 1981 and meanwhile 34 years in operation, Sparber counts eight

offices in Spain and three abroad, employing nearly 200 employees. Their trailer fleet consists of 75 units, five of them for special and oversized transports.

Outside Europe, the company's focus is



on Central and South America, with own offices in México, Chile and the Dominican Republic. Sparber also holds special expertise in handling transports to Ghana, Angola and northern Africa.

For more on Sparber Group, visit www.sparbergroup.com ■

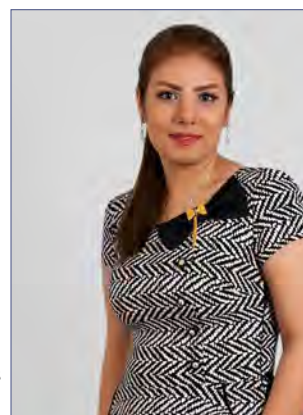
MIDDLE EAST: Armin Shipping

The Iran specialists

Armin Shipping and International Transport Company (ATC), now 20 years in operation, has own offices in the major

Iranian ports as well as in other countries.

The company has in-depth knowledge and understanding of local customs and regulations, as well as the experience in all modes of transportations across Iran and to destinations worldwide.



Armin represents many reputable companies from all over the world, making a strong case for being the best business partners in Iran for any company that intends to



develop and expand their business activities in Iran.

Armin is the authorized exclusive agent

of leading shipping lines while providing full service logistics. Armin Shipping develops comprehensive service plans tailored to meet clients' specific requirements, says company business development manager Sima Samavati, ensuring first-class, quality services more consistently than any other company.

For more on Armin Shipping, visit arminshipping.com ■

AFRICA: Magellan Logistics

Across Africa, beyond borders

Magellan Logistics, founded in 2009, operates from Dar es Salaam and in East Africa with sister and associated companies in Kenya, Uganda and Zambia. The well-experienced team of 24 people regularly handles cross-border logistics and project cargo such as excavators, drilling rigs and mining machinery to various locations in East Africa.

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AFRICA: Magellan Logistics

Magellan Logistics' extensive network makes the company a single point of contact for customers across East and Central Africa. From the time of cargo booking to



delivery at final destination, Magellan creates a "no problem zone" and makes sure that its customers get a seamless service all along the logistics chain.

Parts of Africa remain especially challenging for the logistics industry. Without the right expertise of the service provider, cargo can face delays at borders, and some inland locations have bad road access.

Transit times can take longer than expected. Additionally, capacity constraints at some

ports have to be tackled at the highest



levels of government. There are several non-tariff barriers that impede smooth movement of cross border cargoes. Magellan Logistics developed a reliable track and trace system to ensure that their car-

goes are tracked even in the most remote locations.

For more on Magellan Logistics, visit www.magellanlogistics.org

ASIA: Raaziq

No one knows Pakistan better

Raaziq has eight offices in all major cities of Pakistan. Founded in 1974, the company has an annual turnover above \$73 million and a fleet of more than 250 trucks, two reach stackers and 20 fork lifters.

Employing a workforce of 1,500+ people, Raaziq is used to provide services in a challenging environment.



While moving cargo to Pakistan or Afghanistan, the most important action is to provide as much prior information as possible.

This will help the company to plan for trailers and equipment, which are already in short supply, and ensure once the cargo arrives it can be cleared and moved out of port within 48 hours.

Educational and training material for staff are high on the agenda of Raaziq to

provide top-of-the-line services, while as a modern freight forwarder and project logistics company Raaziq widens its range of applications by constantly improving its transport facilities, warehousing and distribution.

One of the challenges Raaziq and the industry are facing is that especially in Asia the big shipping lines seem to increasingly resolve issues by flexing their muscles, the company's projects manager



Abdul Mateen says. The freight forwarders and project logistics companies should be globally united so the hegemony of shipping lines can be countered.

For more on Raaziq Shipping, visit www.raaziq.com

AMERICAS: Acco Terramar

All about Latin America

Acco Terramar is a logistics provider focused on the Americas, with an office in Miami, Florida, and another one in Latin America. Employing 35 staff, the company is on target for further growth.

As any serious service provider of project cargo, Acco Terramar knows the

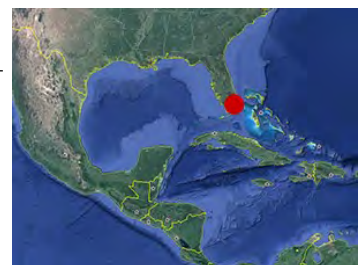
ins and outs of obtaining the necessary permits for the transport of OOG or



overweight cargo. One of the main challenges the company is up against is port congestion. It's becoming more and more difficult to know when a vessel will be discharged, and when drivers and equipment have to be ready to receive the load — it's an issue that also persists for outbound loads.

Retaining good staff while not being priced out of the market are two of company president Al Geremi's priorities.

Soon celebrating the company's 60th



birthday, Acco Terramar is the oldest family-owned and operated freight logistics company in Florida, now with the third generation of family involved in the business.

For more on Acco Terramar, visit www.accoterramar.com

Almajdouie: Defying Conventional Wisdom

2015 marks a 50-year journey of Almajdouie Logistics Company (MLC) commitment as a trusted and reliable partner in the logistics industry. MLC refers to specialists in handling and transporting large and heavy cargo, and providing services of freight forwarding and terminal and warehousing. MLC works in partnership with leading contractors, transporting cargo from vessels arriving at Saudi shores across highways and deserts to project sites.

In one of the latest projects Almajdouie took on the challenge of handling three transformers weighing 450 tons each, plus a 395-ton generator, from Jeddah port to

the Jeddah South Power Plant, near MLC Khumra Terminal.

The challenge was to find an innovative solution to move the cargo. The current bridge, which was within the premises of a Naval Base, had a load capacity of 300 tons, while the cargo and trailer weight exceeded it by far.

The solution was to build another pathway over the canal by installing steel plates and beams, while the water was

flowing underneath the steel structures which were removed after the entire cargo passed through safely.



The success of the project demonstrated MLC's ability to meet the deadlines on time despite the challenges faced. MLC's combined expertise, its

partnership with the project owner and the support of the municipality for approving the required permissions resulted in a successful project.

Hyundai Heavy Industries, in charge of the engineering, procurement and construction, and the project proponent, Saudi Electric Company, were pleased with Almajdouie's efforts.

Safety considerations are always at the forefront of MLC priority for such projects and in everything the company does.

With the launch of a brand new safety identity named "Amaan", Almajdouie's management seeks to invigorate the company's safety culture both at work and the employees' personal life.

Leveraging Freight Costs: The Benefits of Neutral Airfreight Wholesale Services

The general economic crisis has reshaped the airfreight forwarding industry as more smaller- and medium-sized retail freight forwarders and airlines use the services of neutral airfreight wholesalers and consolidators.

"It is a fast-growing trend for outsourcing," says Christos Spyrou, executive director and founder of AirCargoGroup, a leading global provider of neutral airfreight wholesale services. "The fundamental purpose of an international airfreight wholesale business is to provide value-added international airfreight service, exclusively to freight forwarders.

Airfreight wholesaling", says Spyrou, "is the process by which freight agents can purchase space through the intermediary wholesaler for lower rates than those offered by a carrier."

In airfreight, this is achieved in two ways. The first is by the wholesaler consolidating many small shipments into a

single booking, taking advantage of the lower rate per kilogram offered by airlines for larger shipments, and then sharing the cost saving with customers.

Or it can also be achieved by combining dense cargo and volume cargo on the same airline pallet to maximize the chargeable capacity of the pallet without exceeding its physical weight limit.

Traditionally, a wholesaler operates as an intermediary, or broker, between the airline and the freight forwarder. Nowadays, wholesalers have developed more hybrid services, such as:

There are several equally important factors that predict a growth in wholesaling, such as increased aviation security demands, accreditation and licensing costs, risk-management, cash flow con-

cerns, general outsourcing trends and spending cuts within the aviation and forwarding industries.

"Why should a small- or medium-sized freight forwarder spend hundreds of thousands of dollars to operate their



own airfreight operations, screening facilities, to obtain security and aviation licences, and block its cash flow on bank guarantees with the airlines without even having the volume required to compete with the global forwarders," Spyrou asks. "At the same time, the airlines reduce their risk and operating costs by using fewer and fewer appointed cargo sales agents to sell their products. This is where we can assist our customers, by offering risk-free global

neutral airfreight wholesale solutions."

AirCargoGroup's global partners are wholesale airfreight consolidators and neutral space brokers, specialized to provide value-added services and solutions to all logistical issues in innovative ways, creating worldwide connections.

This enables AirCargoGroup to offer a unique product: an exclusive network of like-minded companies, at origin and destinations, ensures a synergy of services at both ends of the shipping process.

"We have seen not only a significant growth of our business over the last few years," says Spyrou, "but also that the concept of neutral airfreight wholesale is increasingly recognized by the industry, similar to how the neutral NVOCC ocean services have."

GPLN sponsor AirCargoGroup is a Global Association of Leading Neutral Airfreight Wholesalers and Consolidators, committed to delivering value-added international airfreight services, exclusively to the worldwide retail freight-forwarding, shipping, logistics and transport related industry.

www.gpln.net



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