



# Global Project Logistics NEWSLETTER

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

July — August 2015

Issue No. 46

## GPLN Duo From U.S. and Spain in Joint Wind Blades Project

**H**ighland Project Logistics is pleased to announce the shipment of 45 blades for 15 state-of-the-art wind turbines from Vestas, USA, leaving the United States to Cabo Rojo, Dominican Republic. The shipment departed the U.S. from Houston port.

Highland Project was contracted by fellow GPLN member Sparber, from Spain, to shuttle 45 wind mill blades, each 55 meters long, in specialized trucks from their origin in Brighton, CO, to Houston, TX.

This streamlined process was expedited for completion in only three weeks, shuttling 15 trucks back and forth in three round trips each. The blades were then loaded onto a charter vessel that left from Houston en route to a wind farm in Cabo Rojo, Dominican Republic.

Highland Project coordinated all trucking, permit and port operations in Houston. The charter vessel to Cabo Rojo was arranged directly by Sparber who ob-



tained the shipping contract from Vestas for this order.

“The selection of Highland Project by Sparber for this large-scale project reinforces our reputation for quality and

reliability in our oversized and project cargo services,” said Radek Maly, president of Highland Project Logistics. “It also reinforces our strong position in the Houston project market, and global-

ly. The joint cooperation between Sparber and Highland proves the strength of GPLN network and the importance of regular meetings GPLN provides.

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## Ruslan Doing Heavy Lifting

**R**uslan International has transported extremely heavy oil and gas equipment from Milan, Italy, to Qingdao, China, once again showing its ability to move huge cargoes across the world at speed.

A freight forwarder based in the Netherlands needed to move over 100 tons of cargo to Penglai Jutal Offshore Engineering Heavy Ind., Co. Ltd. The sheer weight of the load, as well as the short timescales involved, demanded specialist aircraft for the job. Since the freight forwarder has worked with Ruslan International before, it knew that one of the company’s 17-strong fleet of AN-124-100 aircraft would be the only option for a lift of this size.



Loading the cargo onto the aircraft at Malpensa airport was a sizeable task. The consignment included two 31.2-ton crates, which meant external loading cranes, specially designed for loading heavy cargo, were required to move them on and off the AN124-100.

Alexander Gerasimov, sales executive on behalf of Ruslan International, said, “Cargoes of this size require specialist aircraft - only the AN124-100 is capable of moving such vast loads. Ruslan

International’s strength is getting unwieldy items from A to B intact, providing the expertise and equipment to complete difficult briefs quickly and efficiently. Our success in meeting brief really demonstrates Ruslan International’s credentials as leaders in heavy and outsize air cargo.”

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## Train Cargo

**P**ioneer Sea & Air Ltd., Hong Kong, gained a big project business from Hyundai to

transport systems in the world with a fire-box recovery ratio of 186%.

Opened in 1979, the system includes 2,18.2 kilometers of rail with 155 stations.

To deliver a perfect logistics job, Pio-



move train carriages from Korea to Hong Kong whose rapid transit railway system is one of the most profitable

neer Sea & Air Ltd. was holding a progress mock-up trial test on the project.

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## A Word From GPLN

### Dear Reader

According to a report by financial times, the world's big energy groups have shelved US\$ 200 billion of spending on new projects in yet another round of cost cutting as oil prices are still on all-time low. But not everything is gloomy.

The project logistics industry looks set to benefit from other developments around the world. Iran's situation looks likely to provide opportunities for the heavy transport sector in the long term, with around US\$ 185 billion of oil and gas investments expected by 2020.

Kenya's promise, after U.S. president Barack Obama's visit, to develop the recent discoveries of oil and gas reserves have the potential to impact and transform economies in East Africa. These are among several huge public sector projects that are planned or underway in Kenya and through the East African region which are good news for the transport providers on this continent.

With the completion of the new Suez Canal, Egypt stands to attract billions of dollars in investments into key economic development projects. Along with a number of other mega projects in Egypt's coastal areas, the country is expecting unprecedented investments and developments.

In the meantime, the Panama Canal has reclaimed the majority of traffic from the Far East and the U.S. East Coast. After the completion of the canal expansion project in early 2016, the canal is supposed to double the capacity by creating a new lane of traffic and allowing more and larger ships to transit.



GPLN's AGM in 2016 will be taking place at the Marriott Hotel Grand Place in Brussels.

In other developments, two of the world's largest shipping firms, China Ocean Shipping (Group) Company (COSCO) and China Shipping Group, are in talks over a possible merger. COSCO and China Shipping are currently regarded as the world's sixth and seventh largest container shipping firms, respectively. It will be interesting to see how this affects the two liner's engagements in the individual alliances they are supporting.

Next year's GPLN Annual General Meeting has been announced and will be held from May 21 to 23, 2016, at the Brussels Marriott Grand Place hotel, located in the heart of Brussels downtown, the main business, shopping and entertainment area. We are looking forward to yet another successful networking event as this meeting attracts the highest attendance in this industry which speaks itself for the quality of the network and its highly skilled project forwarders.

As announced earlier, in autumn we will travel to the United States of America to attend the 26th Breakbulk Americas Transportation Conference and Exhibition in Houston, Texas, from October 6 to 8. Following this event, we are exhibiting at the first Breakbulk Middle East in Abu Dhabi from October 27 to 28.

Visitors to any of these events can meet and network with following of our members who join our booth at either one: Agencia Amerisur y Caribena de Carga / Venezuela, Bati Shipping and Trading / Turkey, Highland Project Logistics / USA, Khalidia International Shipping / U.A.E, M&B Cargo / Uruguay, Star Shipping / Pakistan, and The Freight Co., Ltd. / Myanmar, Thailand, Vietnam. We are looking forward to meet those who join or visit us at our GPLN booth during these events.

Best regards,  
**Your GPLN Team**

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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 — JULY/AUGUST 2015

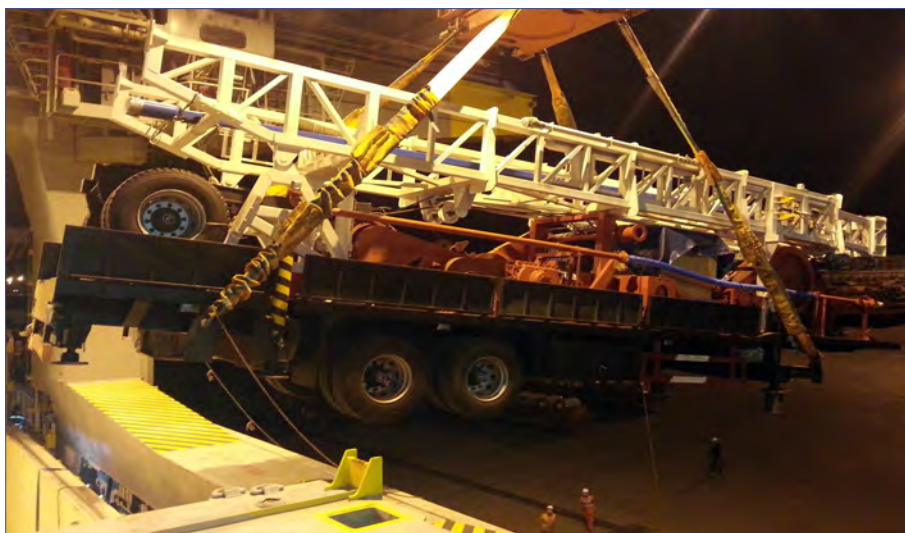
Afghanistan	Kabul	Raaziq International (Pvt.) Ltd.
China	Ningbo	Qingdao Kaoyoung International Logistics Co., Ltd.
China	Qingdao	Qingdao Kaoyoung International Logistics Co., Ltd.
Pakistan	Karachi	Ryan Agencies (Pvt.) Ltd.
Russia	St. Petersburg	Pfaff Logistik RUS
U.K.	Slough	James Cargo Services



## From China to Chile and Port Alexander

**Q**ingdao Kayoung International Logistics shipped wind power equipment from Tianjin port, China, to Chile. Additionally, the company that provides services all over the world processed a water well drilling rig project, consisting of a total weight of more than 300 tons. The shipment transited from Tianjin to Port Alexander, Alaska, on an FLT ocean term basis.

The difficulty of the shipment was that the cargo's weight was overbalances and without a decent crane point. Furthermore the height between the crane and the bottom was about 7 meters, and the height of crane itself was about 1 meter.



Considering the added height of the lashing angle, there was almost no space left for cargo's loading, which increased the difficulty to arrange this loading for

the carrier.

To solve this problem, Qingdao Kayoung Shipping welded a pedestal to make it more balanced and at the same

time also used a shorter lashing rope.

In order to deal with the angle, weight and height limitations, the company calculated the angle, measured the center of gravity, and adjusted the strap location to make sure that the shipment could be loaded into the vessel safely.

After a relentless 7-hour job, Qingdao Kayoung finished the whole loading job on time and made sure that this shipment was handled to the entire satisfaction of the customer.

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## CERL Charters 6 Vessels

**C**ERL is proud to have handled six charter vessels on behalf of their good customers. The



contracts kept the company very busy and CERL is happy to report that all of the logistics moves have been handled to the full satisfaction of their customers and without an incident occurring.

Part of the commodities consisted of

material for exploration and production of a Moho field in the Democratic Republic of Congo (DRC). The Moho development provides a major boost to Brazzaville's oil output.

Altogether, a series of vessels had to be chartered to get the job done, some by multi-purpose dry cargo, single decker cargo and open top vessels. Ports involved were Theodore in Alabama, U.S., Pointe Noire in DRC, Pori in Finland, Radicatel in France, Dande in Angola, Antwerp in Belgium and Moss in Norway.

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## Tuscor Lloyds to Indonesia

**T**uscor Lloyds moves out of gauge cargo from Spain to Indonesia:

Tuscor Lloyds has recently transported oversized equipment for the textile industry from Spain to Indonesia.

The oversized cargo included two pieces which made up a washer module and a distillation module.

Tuscor Lloyds picked up the cargo in Azuqueca de Henares, Spain, at its client's door. Due to the size and weight of the modules, the freight forwarder had to contact special equipment suppliers so the cargo was lifted by special cranes and then loaded to a low-bed

trailer to start the transport by road to the port of Valencia, 350 km southeast.

Once at the port, the cargo was carefully prepared for the maritime transportation. Our experts in export packing started



ed the packing process according to the safety standards and export regulations so the cargo could be loaded, moved and unloaded without any inconvenience.

The modules were loaded to a 40' flat rack that was lifted onto the vessel and then heavy duty ratchet straps were lashed to each unit to hold the vessel, to ensure that the cargo was secure during the shipment. After a 25-day journey, the oversized cargo arrived safely at the port of Jakarta.

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With specialist teams across the world, our global network, and state-of-the-art equipment, Maersk Line Special Cargo can deliver your

project cargo anytime and anywhere. We look forward to seeing you at Breakbulk Europe 2015 in Antwerp, May 20-21. **Your promise. Delivered.**



## WWL — From France to the Jungles of Panama

**W**WL — From France to the Jungles of Panama

From a factory in France to the jungles of Panama, construction giant Liebherr needed a comprehensive solution to provide inland and ocean transport as well as logistics support, storage and customs clearance.

Latin America is both the world leader in copper production and home to the largest undiscovered copper resources on the planet, accounting for some 20% of the 3.5 billion tons of undiscovered copper worldwide, according to a new assessment by the US Geological Survey.

The Cobre Panama copper mine 120 kilometers west of Panama City, Panama, is scheduled to produce approximately 270,000 tons of copper per year once operational.

The mine run by Minera Panama is set to be one of the largest in the world, which is why the mine's operators chose Liebherr as its

supplier of excavators, dozers and tractors, along with spare parts, to get to the abundant element.

But winning such a valuable a contract can also present obstacles. Alain May, general manager of the transport department at Liebherr mining equipment in Colmar, France, admits that his team had only three months to develop a solution for getting the equipment from production facilities in Colmar to Panama before starting work on the Cobre Panama mining project.

"Liebherr had to build up a network in Panama, so we basically started this project with nobody in the right place," he

says. "We needed a solution that would enable us to deliver machines and spare parts to the mine site, as well as storing our stock. In normal conditions, it'd take six months to arrange that kind of set-up; we had three to work with."

May goes on to explain that Liebherr prepared an extensive tender document listing all the details of what was re-

quired for the project. Proposals from 17 suppliers were considered.

that contact here in Europe, working in our time zone, is actually a huge advantage. If we want information about our project in Panama, we don't need to wait for it until the afternoon."

The scope of the customised solution developed for Liebherr includes multiple facets. In Europe, WWL is responsible for transporting the excavators and

Manzanillo EPC, which is handled by WWL ALS. WWL is also providing a logistics solution to ensure that the parts reach the mine site on short notice, as and when they are needed.

"Liebherr has committed to a very competitive delivery time for its spare parts from the warehouse in Manzanillo through the jungle to the mine site and

requires a reliable logistics supplier to live up to this promise," explains Abu Nasser, who is the WWL Account Manager responsible for the project.

Nasser adds that another challenge in Panama is the customs clearance process, which is notoriously slow and complex.

"We brought in an expert with extensive experience of dealing with customs in Panama," says Nasser.

"Thanks to this external expertise, we could offer Liebherr a solution that would reduce the time required for customs clearance by several days."

Alain May concludes that WWL's ability to offer expertise both in Europe and at the point

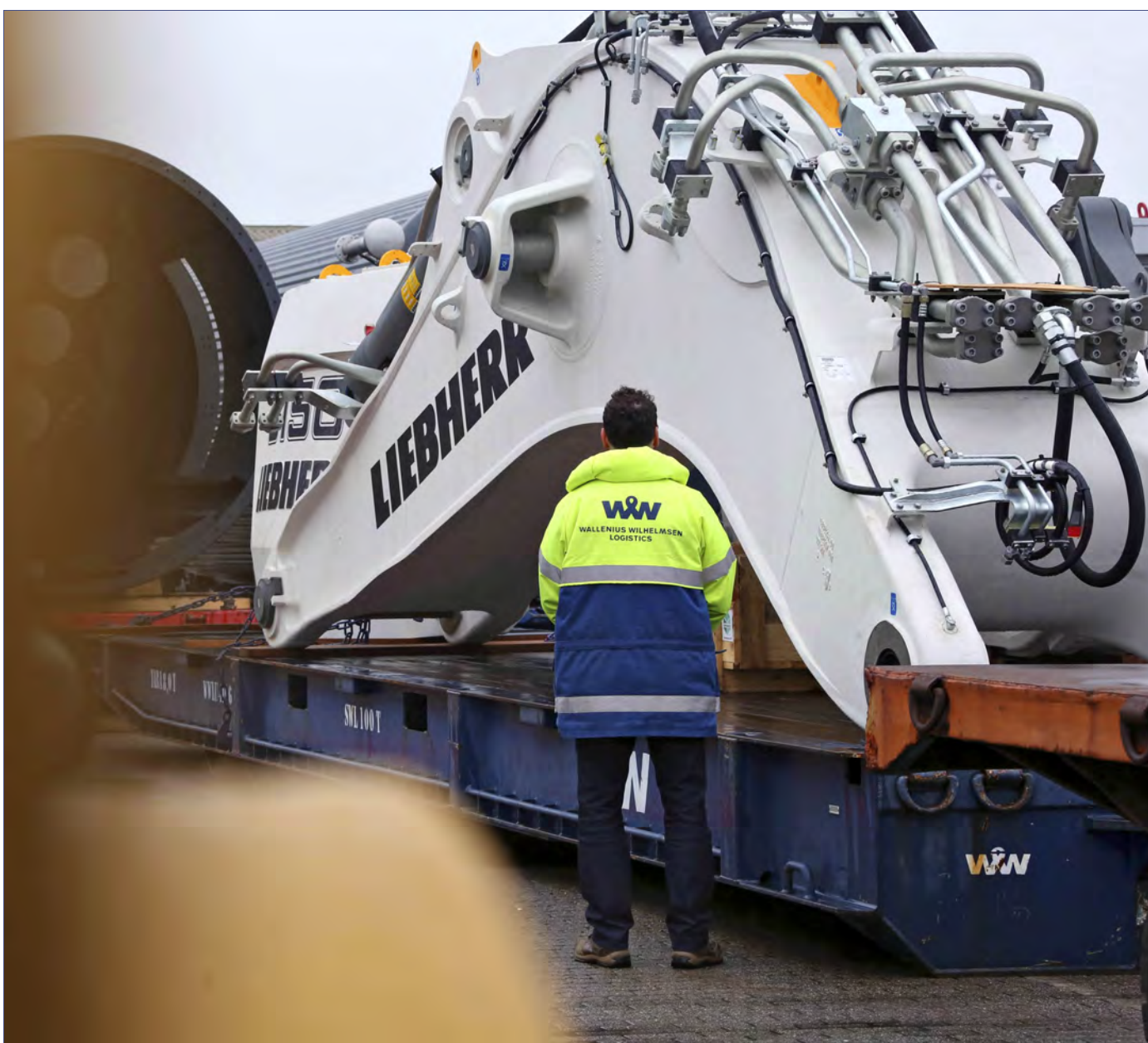
of delivery is a major advantage.

"Liebherr as a company focuses first and foremost on the quality of the service and solution we provide and WWL has helped us maintain that," he says adding that Panama, with its unique position, shows promise for the future of Liebherr-Mining.

"We're also looking into using WWL's EPCs as part of a global logistics solution, starting not at our factory but with the supplier. This would see WWL taking on greater responsibility for assembly, storage and distribution of our machines globally," he adds.

spare parts from the Liebherr factory in Colmar, while the bulldozers, manufactured in Austria, are brought to Zeebrugge by another forwarder. The next step is loading to a WWL vessel in Zeebrugge, ocean transport to Panama and unloading in Manzanillo. As the machines are self propelled and able to drive onto the vessel, loading and unloading is fairly straightforward. The spare parts are shipped on WWL roll trailers or stowed loose on board.

Once in Panama, the next phase of the project begins. This includes customs clearance for all the cargo, as well as storage of the spare parts at WWL's





## Seaways Successfully Executes 385-Ton Heavy Lift Shipment

**S**eaways Shipping & Logistics Limited (Seaways), the flagship company of Seaways Group, has successfully executed a heavy lift cargo shipment of a Gottwald-make harbor mobile crane of 385 tons from Paradip port, India, destined for the port city of Sohar in Oman.

The task, commissioned by Jindal Steel & Power Limited, included chartering of the specialized heavy lift vessel, handling of vessel agency and stevedoring at Paradip port.

Seaways Project Logistics (SPL), the project cargo division of Seaways, coordinated this task with surgical precision and made sure that the entire operation went on smoothly without any hurdles or delays.

Post successful loading of the crane on to the vessel, the team was con-



gratulated by Capt. PVK Mohan, chairman and managing director of Seaways.

Capt. Mohan said: "I congratulate the projects team and the Paradip branch on their successful execution of this project."

"On this occasion, I would like to thank our client for giving us this opportunity to showcase our capabilities."

"With this, Seaways has once again demonstrated its expertise in handling big project cargo shipments with ease and precision. We look forward to execute more such heavy lift shipments in future."

Seaways can offer end-to-end logistics services in handling heavy lift shipments using the right multi-modal mix.

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Email : [project@the-freight.com](mailto:project@the-freight.com)

## JSC Baltkonta Goes Multi-Modal

**J**SC Baltkonta from Klaipeda, Lithuania, conducted a new multi-modal transportation project: the delivery of 14 units of oversized tanks from Alytus, Lithuania, to Avonmouth in the U.K.

The length of each tank was 14 meters, width 4.2 meters and height 4 meters. Each of the oversized tanks weighed 10 tons.

dled at Klaipeda port and shipped to Avonmouth by charter vessel.

The project was quite a challenge to Baltkonta staff, but the whole process went without any interferences due to a thorough preplanning.

All the necessary permits for the transportation of oversized cargo were received on time, a private escort was organized for the route from Alytus to Klaipeda.



JSC Baltkonta, having a rich experience in multi-modal transportation, arranged all the necessary logistic services for this project. The tanks from Alytus to Klaipeda port were delivered by Baltkonta's own trucks, then han-

da, the stowage plan was prepared and cargo lashing as well as securing on board were arranged, so the cargo reached the port of delivery in the U.K. according to schedule.

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## Briefs

### Protranser Ships Generator From Shanghai to Germany

Protranser from Shanghai, China, has handled the shipment of five 57-ton diesel generators from Shanghai to Germany for one of the company's VIP clients.



The diesel generators were collected from the client's factory in Shanghai and delivered to Yangshan port in Pudong area, Shanghai, and afterwards loaded as break bulk cargo onto a container vessel.

The dimensions and weight of each generator were challenging for road transportation and had to be coordinated with the port authority and carrier well in advance.

### Ambulances for Somalia Crisis Zone

Since there is no regular RORO service available from Jebel Ali, UAE, to Mogadishu, Somalia, Fleet Line Shipping offered customized solution to its client for sea transportation of six armoured ambulances by providing complete EXW solution which included collection of cargo from the



shipper's premises and transporting them to the FLS warehouse in Jebel Ali.

From there the ambulances were driven onto Fleet Lines' own flat rack containers through the ramp and finally loaded onto a container vessel.

### Reinforcing The Freight

The Freight Co., Ltd., a leading provider of logistics services in



Southeast Asia, is pleased to announce the employment of Saw Benny Moe (Benny) effective 10th August 2015.

Benny comes with a Higher Certificate in Logistics and Supply Chain Management from the School of Logistics and Supply Chain Management in Yangon.

Benny previously worked for a renowned global shipping line. He is reinforcing The Freight Myanmar's project department.

### Mega Structure Ships From Sweden to Singapore

Freight Links Express, Singapore, shipped a mega structure made of special fibre, weighing 20 tons.



The structure was shipped from Sweden to Singapore and discharged onto a barge, to be then delivered to a private jetty.

Due to the fragility of the material and the structure's massive size, it had to be handled in a very precise and careful manner.

### 808-Kilometer Road Trip Through India

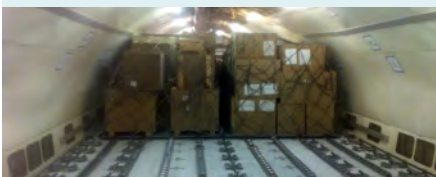
Nabros Transport, Mumbai, India, moved a hydraulic axle configuration with a specially designed rotating fixture. The fixture alone weighed more than half of the axle's 116 tons. The configuration made it possible to travel under wires, tele-



phone lines and underpasses. The structure was fully collapsible to move the cargo, a nuclear power plant component, from Gujarat to Rajasthan over a distance of 808 kilometers.

### Special Cargo Planes From Lebanon to Saudi Arabia

Navigators, making the most difficult freight operations possible, is today one of the most trusted freight forwarding companies in Lebanon. In addition to the company's top ranking for sea export and custom clearance in the country, Navigatore



recently moved 350 cubic meters, or 46 tons, by special cargo planes from Beirut airport to Jeddah and Riyadh airports. Both shipments were part of the same project.

### Holleman Romania Job

Holleman Romania was the partner of Silcotub Zalău that imported new technology equipment for its Tenaris factory, in Calarasi Romania.

The equipment was 7.5 meters wide and Holleman used two different combinations of Mercedes 6x4 trucks with five axles Faymonville trailers and five escort vehicles. The transport was done from Constanta to Calarasi, Romania.



### Chimneys to the Caribbean


OIA Global from Klaipeda in Lithuania moved chimneys from Kaunas, Lithuania, via the port of Klaipeda to Rotterdam, Netherlands. From








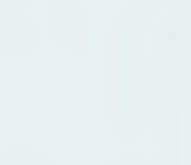
there, the customer shipped the cargo to the Caribbean island of Saint Martin.

One chimney part weighted up to 25 tons. For the road transport to the port of Klaipeda, special transportation was used, such as a 12-axle hydraulic trailer and low-bed trailers.

For the lifting, soft slings did the job to re-load from the trucks to port and onto the container ship vessel.



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## Braid Boosts Construction Activities of Mesabi Iron Range Mining

**B**raid Projects USA announces the completion of a major delivery of over 10,370 cubic meters and 2,650 metric tons of project cargo from Duluth, MN, and Houston to Nashwauk, MN, for a mining project. The cargo consisted of steel structures, bare pipes, duct sections, impellers as well as various steel components received from three breakbulk vessels: M/V BBC Houston, Clipper Makiri and AAL Kobe.

There were also various containers including oversize heavy duty flat racks offloaded in Norfolk, Baltimore, Houston and Minneapolis for delivery to the Nashwauk job site. Braid Projects USA paired with Braid Projects U.K. to move the largest impellers from the U.K. to the U.S.

The largest units were as wide as 15'3" and as tall as 15'5" and required specialized highway trailers, specific method of lifting, route survey etc. Braid had to nominate the best port of entry and find the best route to minimize the ancillary

costs and optimize the time-frame necessary to obtain permits issued by states and local authorities.



Weather conditions and cargo configuration were among obstacles that we overcame in executing the project. It rained heavily over the first week leaving the roads and delivery site in muddy conditions. The mud was at least six

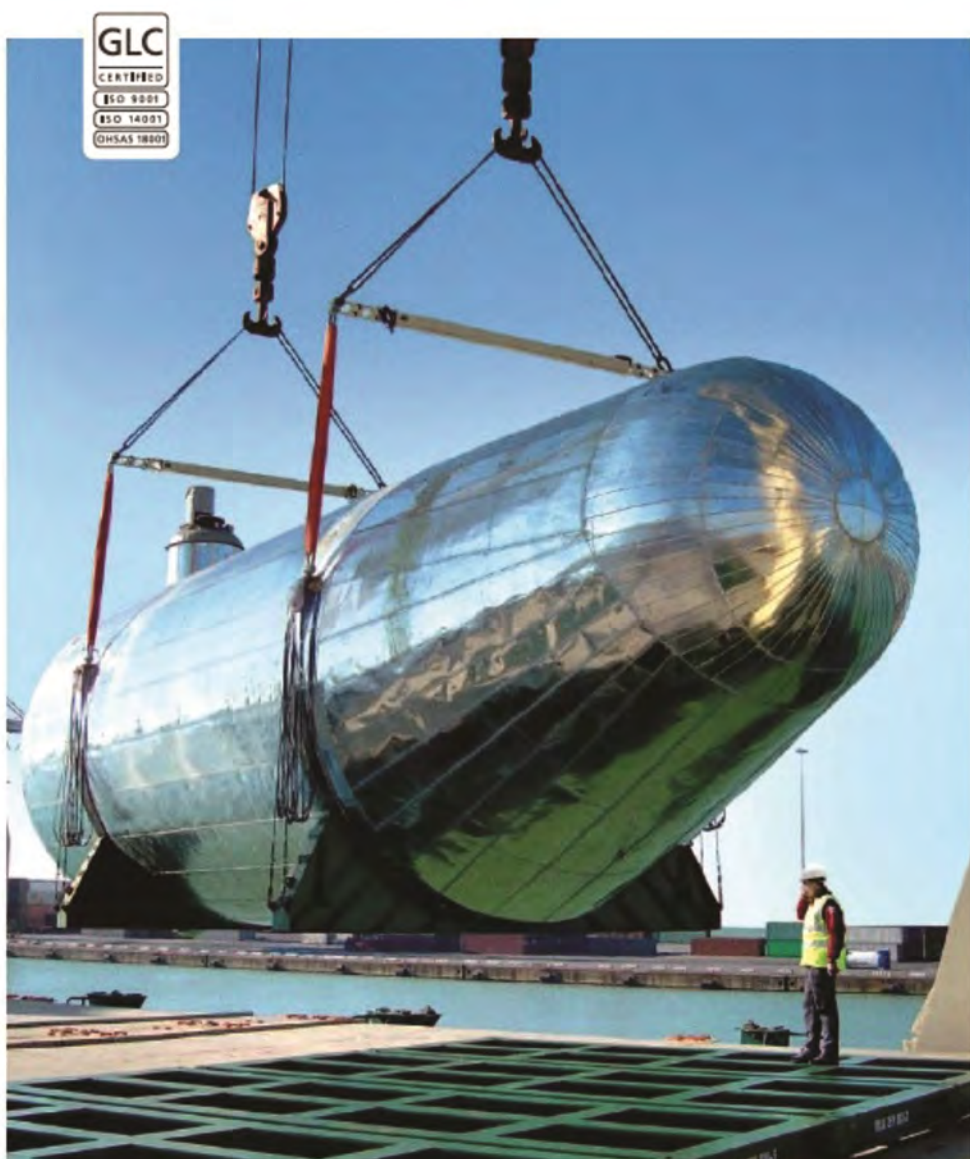
inches deep. Few trucks had low hanging fuel tanks and they were dragging against the mud. Therefore many of the

perform delivery in a round robin-rotation for the first few days. Having previously delivered many shipments to this site, they were very cooperative with Braid by extending receiving hours as well as dumping gravel in the yard to make the offloading area more adequate for receiving our trucks.

In response to the challenges associated with delivery of high volume cargo in a short time-frame, Braid devised and organized a tracking method to ensure that all equipment is offloaded at site. A total of over 250 trucks were delivered in a continuous flow and in a sequence mutually agreed with the receiver.

Following the completion of the job, Gus Chalos, President of Braid Projects USA commented, "This mining project showcases Braid Projects' leadership and capabilities in project execution. Disciplined project planning has enabled us to complete delivery to the customer's satisfaction."

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## Farming Equipment From China to Georgia

In recent years, Globalink Road and Rail Freight Divisions have become renowned for multimodal transportation of containerized, break bulk, heavy and oversized cargos on Trans-Asia-

and farming equipment for the distribution of their products throughout the CIS region.

Globalink's road freight division has recently handled the transport of farm equipment from China to Georgia along this overland route. The shipment consisted of four tractors, each weighing 20.8 tons and measuring 4.5 meters long, 2.3 meters wide and 2.7 meters high. The Kazakhstan forwarder used two transports for the move.

Globalink arranged all origin handling including pickup from several locations in China, packing, loading, lashing and delivery of the cargo to Globalink's terminal in Khorghos on the Kazakhstan-Chinese border. From there, Globalink Kazakhstan arranged trans-shipment and the second

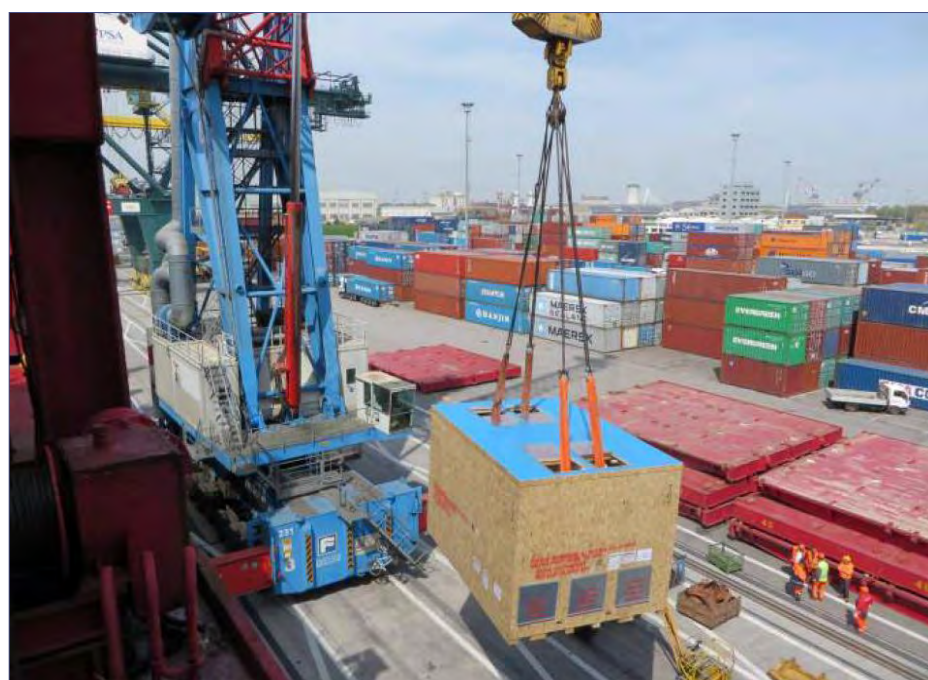
Caucasus overland routes that connect China and Central Asia with the Caucasus region. Globalink is closely working with major Chinese manufacturers of mining

leg of a long journey from Khorghos to Tbilisi in Georgia, a distance of more than 4,200 kilometers.

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## 114 Tons in One Go



Lysander Shipping in Genova, Italy, arranged a shipment of one piece weighing 114 tons.

The cargo, produced by Primetals for Hyundai Steel Metal, South Korea, required around 30 days for obtaining road permits and it had to be delivered to Porto Marghera, Venice, on time to meet the arrival of the cargo vessel.

Around 40 days later the cargo arrived safely in Busan and was successfully discharged on barge.

Additionally, Lysander Shipping Genova also arranged two shipments of hazardous material from Italy to Busan. A month was needed to obtain the necessary road permits. The cargo again arrived safely around 40 days later in South Korea.

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Global Shipping Services' shipment of helicopters from a Middle Eastern country to the U.S. unexpectedly doubled from two to four. That was a total game changer for this shipment, but Global Shipping Services quickly reacted to the customer's new requirements.

Add a vessel's cancelled port call and

## Ready to Move More Helicopters

the special crew working double time: Global Shipping Services was up to the challenge. After securing the four helicopters safely in the vessel, the voyage was a long, true round-the-world service with stops in many countries.

Upon arrival in the U.S. it was de-

tected the helicopters had radiation detection, which complicated the unloading. Secondly, the helicopters' height came in 12 inches higher than the written manual height, further complicating matters.

New permits were quickly arranged

and the helicopters delivered with two 9-hour road trips from Georgia, FL, to Alabama.

Global Shipping Services' mission is to continue delivering a special project quality service to their customer and now waits for the next call to move more helicopters and continue the project.

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







## HEAVY MATTERS

*By Gert Vos*



### ACCIDENT WITH PLATFORMTRAILER

In this article we will talk about an accident that happened some years ago in Fort Calhoun, U.S. A transformer of 400 tons fell off a 12-axle line platformtrailer.

How could this happen ?

A few points to consider:

- Are there enough axle lines?
- The capacity of axle lines?
- Is it properly lashed?
- Camber in road?
- Is the weight of the transformer more than expected?
- 3-point or 4-point suspension?



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## Upcoming GPLN Meetings & Events

### 26th Breakbulk Americas Transportation Conference & Exhibition

6th — 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, Booth No. A46 — A48  
Singapore



### 5th Breakbulk China Transportation Conference & Exhibition

16th — 17th March 2016

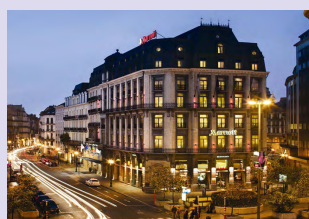
Shanghai World Expo Exhibition &  
Convention Center, Booth No. 004  
Shanghai, China



### 13th GPLN Annual General Meeting 2016

21th — 23rd May 2016

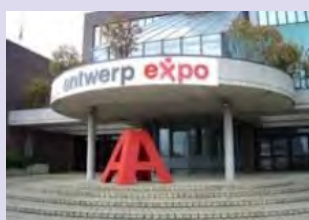
Brussels Marriott Hotel Grand Place  
Brussels, Belgium



### 11th Breakbulk Europe Transportation Conference & Exhibition

24th — 26th May 2016

Antwerp Expo, Booth No. 300H4  
Antwerp, Belgium



### 27th Breakbulk Americas Transportation Conference & Exhibition

18th — 20th October 2016

George R. Brown Convention Center, Booth  
No. 122  
Houston, TX, USA



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

## Guatemala — Ohio, and Back

**A**ccor Terramar, headquartered in Florida, U.S., brought a 40-ton Philadelphia reducer to the United States for repair. The reducer was picked up in Escuintla, a small town in Guatemala close to the Pacific coast.

It took two days to transfer it to the port of embarkation on the Atlantic coast. Almost the



whole country of Guatemala from the west coast to the east coast had to be crossed. It took the reducer three days on board a vessel to arrive at the port of Miami where a special lowboy trailer was waiting that took it to Euclid, Ohio, for the repairs.

Transit time on road was seven days. Once the repairs are done, the reducer will have to go back to Guatemala on time for the next season of sugar manufacturing.

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## Pfaff Establishes Office in Russia

**S**ince the foundation of Pfaff International in 2010, transports from and to Russia, especially heavy and oversized transports, have been an important business area for the company.

From that time on the department for Russian transports has grown from one

to six Russian speaking employees.

The percentage of sales for Russian transports has been at an average of 35% from 2011 to 2014, with an upward trend.

This development speaks for a high interest of the German industry and a still great growth potential in this field.

That's why Pfaff International GmbH

with headquarters in Baienfurt, Germany, decided to be present in Russia with its own office. Thus, the subsidiary company Pfaff Logistik RUS based in St. Petersburg was founded and started operations in June 2015.

With this new own office, Pfaff first and foremost wants to improve its

service quality in the field of Russian transports.

By intensifying direct communication with Russian carriers and authorities, Pfaff will be able to simplify the implementation of project transports within Russia as well as improve the planning reliability in this regard.



Oksana Sirotenko, Executive Director



Ksenia Minkova, Managing Director

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

## Allseas Global: Logistics at a Whole New Level

**A**llseas Global Supply Chain, the latest development from the Allseas Global Logistics group, is offering an exciting new approach to creating supply chain solutions, with a portfolio that includes a unique 'Dynamic Resourcing' service.

Part of the Allseas Global Logistics Group and led by international supply chain specialist James Morris, this new division has brought together a team of logistics industry experts. Morris believes that his wide experience on 'both sides of the fence' is invaluable in creating the right solutions for clients.

"I am using my experience in the retail and liner worlds. Knowing what both the shipping lines and the retailers want allows me to tailor solution that is the best for both sides. And it is the only way to give a unique proposal in the market," he says.

James adds: "On top of that, we think from the client's point of view, and that

means taking into consideration the heritage, brand and people involved. It is up to us to give clients the best solution within the bounds of their business. It isn't 'just logistics'. Yes, it could be as simple as moving products from A to B – but if you care or understand what it

means to be that business, then you will

think way beyond the basics."

Allseas Global Supply Chain's expertise covers contract inventory management, contract logistics, forward hub distribution, multi-country consolidation, customs planning, sourcing and procurement, retail value-added services

and freight management.

There is one service in particular that sets the company apart: Dynamic Resourcing, which is exclusive to Allseas Global Supply Chain clients.

This is a unique 'plug and play' solution in which the company will source a team of specialists across a variety of disciplines, to be instantly embedded into a company's organization.



## Festive 2015 for Agene de Prestations Maritimes

**T**he months of April and May 2015 have been very eventful for APM Cameroon, with the country's transport minister's visit in April and the Labor Medal Award in May.

The first and most remarkable event was the working visit of Cameroon's Transport Minister Robert Nkili to APM head office on April 29th with the aim to reassure managers and the entire personnel of the government's will and support to encourage local entrepreneurship. A visibly very happy and mar-

velled minister left APM definitely convinced that Cameroon has got talents thanks to the company's presentation that was laid out to him. Secondly was the award of Labor Medals to APM workers by the Littoral region governor Joseph Beti Assomo. APM was rightly recognized for the efforts of its personnel and the fact that company and employee work in complementarity. This was manifested on May 8th, 2015, with the award of 20 Labor Medals mainly consisting of gold, silver and vermeil to seven APM staff.

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Members of the team can be swapped in and out as required, to suit the client's needs. Such has been the success of this approach that more than 80% of the company's dynamic resourced team members have been taken on as full-time employees by the clients involved –

reflecting the high quality of the personnel sourced by Allseas. "Dynamic Resourcing is a bit like 'try before you buy'," says James. "It keeps the client's costs down and can support project delivery, while providing a scalable solution.

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



## AFRICA: Afriguide Logistics + + + EUROPE: Wirtz Shipping & Co.

### Intimate African logistics knowledge, hands-on approach and solid network

Founded in 2010 with five employees, Afriguide Logistics is a newer kid on the block, yet make no mistake: director Brad Stephens's team is based at Africa's busiest port, Durban.

Africa is a vast, diverse and challenging environment. Moving cargo into and out of this continent efficiently requires intimate knowledge, a hands-on approach and solid network of experienced operators. Afriguide Logistics specializes in just this.



Stephens got into the freight forwarding career in 1994. From 1999 onwards, he cut his teeth in the South African freight industry. He moved around the continent, always with a keen focus on African cargo.



Today, he knows every trick in the freight forwarding book. Be it the understanding of routes, customs requirements, transit countries and pitfalls, everything is vital to the planning of a successful project move, says Stephens.

Inefficiencies along the logistics chain, such as dealing with third parties, are a typical challenge to deal with. Therefore it is vital to partner with an agent who understands all the details and regulations required. Companies need to align themselves with strategic partners that allow for efficient cargo handling through "experience, a strong local network and management.

For more on Afriguide Logistics, visit [www.afriguide logistics.co.za](http://www.afriguide logistics.co.za) ■

### EUROPE: Wirtz Shipping

#### Best family tradition

Incorporated in 1960, Wirtz Shipping & Co. NV from Antwerp, Belgium, is one of the industry's most experienced players, and a family business to this day.

General manager Didier Wirtz got the industry's ins and outs from his own, yet logistics today are a bit different to what they were in the past. Most time consuming today, says Wirtz, are price quotes, they take up to 40% of available working time.



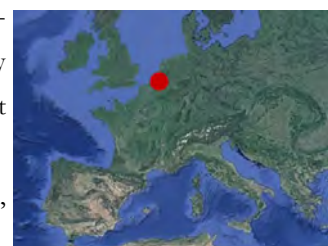
Additional challenges poses the chain of suppliers till customers that is getting less professional. Freight forwarding companies have to deal with more inaccurate information from customers, which results in lower returns, or they receive insufficient information from stevedores, truckers, etc.

Belgium being a relatively small country, most transports are cross-border. Yet authorities divide the country into a northern and southern region and are not that organized, which poses a challenge for heavy or wide movers.

Add Europe's different laws. Some French routes require more than two months waiting time for logistics services, while in France deep loaders are only allowed to operate in daytime and in Belgium only at night.

Positive alternatives are the increasing possibilities via barge. If well prepared, in-gauge heavy cargo can be transported on lobbed rail cars by German railways. Additionally, the capacity of the cranes on break bulk quays has been increased, making handling heavy loads a lot easier.

Overall, says Wirtz, production in Europe is thinning, resulting in decreased cargo volumes and a consolidation of forwarders. Overseas projects are won if the agents communi-



Overall, says Wirtz, production in Europe is thinning, resulting in decreased cargo volumes and a consolidation of forwarders. Overseas projects are won if the agents communi-

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Through this approach we help our customers reduce transport risks and increase delivery precision. Find out more about how we can create value together at [bit.ly/WWLcases](http://bit.ly/WWLcases)

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SWL 180 to.



AMERICAS: FOX Project Logistics + + + ASIA: OM Freight Forwarders + + + MIDDLE EAST: Transworld Projects

cate openly. The low oil price and worldwide cuts in personnel have increased price awareness of customers, which calls for integrated forwarding services.

For more on Wirtz Shipping & Co. NV, visit [www.wirtz.be](http://www.wirtz.be) ■

## AMERICAS: FOX Brasil

### Brazil and beyond

FOX Project Logistics, founded in 2002, is based in São Paulo, Brazil's economic and industrial capital. The company's project director Murilo Caldana is well aware of the very dynamic nature of the logistics business. Any error can generate huge extra cost. Attention to every detail



is one of FOX's main priorities to guarantee customer satisfaction.

Brazil is the world's 5th largest country, so coordinating special logistics is a special challenge. Brazil counts more than 40 ocean and river ports and some 25 airports. "We have different work cultures in the same country", says project director Caldana, "as well as different infrastructure, cost bases and taxes."

Moving bulk cargo to São Paulo or up-country can pose completely different issues. Additionally, Brazil is a very bureaucratic country. Corrections to cargo documentation has delayed many shipments.

The main challenges however are the economic scenario of the country and the uncertainty of Brazil's currency, leaders and future.

2015, Caldana says, will be a year of observation rather than action.

For more on FOX Project Logistics, visit [www.foxbrasil.com](http://www.foxbrasil.com) ■

## ASIA: OM Freight Forwarders

### Knowing India inside out

Rohit Rajan of OM Freight Forwarders in Mumbai, India, has his fair share of daily challenges being a freight forward-



er in India. The country poses many geographic challenges, especially in the north with the Himalaya. "Creating road and rail connections is tough", says Rajan. "Therefore providing logistics services in the northern regions is not easy."

Though some 60% of cargo in India is transported via road, the country's road infrastructure is poor, delivering cargo in a timely manner is a big concern. Add the lack of IT implementation in warehouse management and tracking. Lots is still done manually and by written records, and as the road infrastructure is substandard "we have to do proper route survey before cargo movement", says Rajan. Turnaround time at some ports could also be improved, which in turn depends on local authority permission for movements on time. Forwarding bulk cargo in India will furthermore remain a major challenge in India as long as the industry has to face inadequate depths at ports, which affects international and coastal shipping.

Airports are congested due to increased volume of cargo, resulting in extended waiting times.

For more on OM Freight Forwarders, visit [www.omfreight.com](http://www.omfreight.com) ■

## MIDDLE EAST: Transworld

### The UAE logistics heavyweight

Transworld Projects from Dubai, United Arab Emirates, were founded in 2003 and employ 70 staff in 12 offices. The company's logistics resources include 32 vessels operating liner and feeder services, group-owned vessels -- of which 11 are geared -- and 31,000 containers.

Transworld Projects is also the in-house chartering desk and commercial booking agent for fixing all kinds of break-



bulk and project cargos for the group chartered vessel options and is operating regular break bulk liner sailings in the inter-gulf market.

Transworld Projects operates a 44,000 square meters state-of-the-art warehouse facility at Jebel Ali Free Zone,

equipped with the necessary handling and transport equipments. The company mainly serves the sectors of oil and gas, engineering and construction, heavy industry, energy, steel and pipes as well as petrochemical.



The company is especially proud of its long-standing and excellent relationships with all major ports in India and the UAE.

Its group operates weekly sailing connecting all major ports in India and the Gulf region. Transworld Projects also operates the inter-gulf Break Bulk Services.

For more on Transworld Projects, visit [www.transworld.com](http://www.transworld.com) ■

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