

## Two GPLN Duos Teamed Up for Success

**D**AKO Worldwide Transport GmbH was nominated to handle project shipments from Finland to Monrovia, Liberia. Shipment contained shippers own containers and flat racks, special containers and loose bulk cases which were loaded on rolls trailers at Helsinki port and shipped as RORO / breakbulk.

DAKO's fellow GPLN member Boxshipping AB Finland was nominated to purchase SOC containers and flat racks locally, check seaworthiness of the units, arrange CSC-validation and delivery for units to the supplier's productions site at city of Vaasa. After units were loaded, special containers built and loose cases packed and loaded on trailers whole shipment was delivered to the port of loading. Deliveries to the port moved smoothly as the cargo was ready at supplier's site well advance as well as the loadings at the port.

Vessel schedules changed few times during the process, and a last schedule change was made just before the expected departure time from Helsinki, causing a big risk for the cargo to lose the connection with

the planned ocean vessel at Antwerp.

At this critical point of the project, it was very important to have online dis-



ussion between DAKO and Boxshipping, keeping all other parties and supplier updated to double check and secure proactively that everything possible was done to keep feeder and ocean lines under appropriate pressure in order to reach planned ocean schedule. In the end everything worked out perfectly well and cargo was loaded on board and shipped as planned.

The most important factor which

made it possible to succeed in this project was professional online discussion and rely between GPLN members

DAKO Worldwide Transport and Boxshipping AB Finland.

It was Boxshipping AB Finland again teaming up with Alpha Projects, nominated to handle two project shipments from Rauma, Finland, to Busan, Korea. In the end the total need for equipment was 29 x 40' OT, 1 x 40' DC, 5 x 40' FR OOG, and two 45-ton loose cases were shipped as breakbulk.

Supplier production schedule ended up

to be very tight for the planned and booked shipping schedule. Therefore proper project planning and accurate loading schedules were needed in the first place. Accordingly, suppliers' loading place, truckers, port operator and all other involved parties were prepared as well as possible with project schedules and other specified needs. Naturally, when special cargo is involved and project schedule is tight, there will always be some problems.

With this shipment we faced problems like last minute changes to cargo dimensions/weight, a one day port operator strike in the middle of most hectic days of the project and a broken flat rack locking systems.

In the end, however, everything was solved and fixed and all cargo was delivered to the port terminal on time to be loaded onto planned ocean vessel.

The most important thing which made it possible to succeed in this project was open and online professional discussion and understanding between GPLN members Alpha Projects and Boxshipping Finland. [www.gpln.net](http://www.gpln.net)

## From Kenia to Prague

**T**he Universal Transport heavy lift orchestra receives orders for different transport projects daily. No project is like the other, and also for the heavy load there are always unknown and challenging fields of operation to be explored. Like in this example: the ensemble from Prague was involved in a project from Africa recently.

For maintenance and inspection works,

two helicopters of the Kenyan Police had to be transported to the Czech Republic. Universal Transport took over the transport from the military airport in Prague to the maintenance site. This Herculean task required, since there is only one company within the whole NATO-Group legitimated by the European Parliament for maintenance works of the helicopters in question.

From Nairobi (Kenia) first the journey went by cargo plane to a military airport near Prague. The two helicopters were in the belly of the aircraft. On location at the Czech airport the experts undertook the task of unloading the helicopters from the cargo plane. For this, two 3-axle low-loading trailers and a heavy-duty crane were at hand. These received the oversized police helicopters. Tails, landing gear, tanks and rotor engines

including rotor blades had been unmounted prior to the start of the journey. For these „small parts“ an additional Universal Transport tarpaulin lorry was present. Simultaneously, specialists of Universal Transport handled the customs clearance of the two helicopters. At the end of November these will be delivered back to Kenia. Also in this transport Universal Transport will be involved as well-loading. [www.gpln.net](http://www.gpln.net)



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## A Word From GPLN

### Dear Reader

The year 2015 is rapidly coming to an end. In October, GPLN was exhibiting at Breakbulk Middle East which took place for the first time in Abu Dhabi. Our GPLN members 360 Logistics/Australia, Bati Shipping and Trading / Turkey, Hindustan Cargo/India, Inchcape Shipping Services / U.A.E., Indial Shipping / India, Khalidia International Shipping / U.A.E., Star Shipping / Pakistan and The Freight/Myanmar, Thailand, Vietnam were participating in our GPLN booth. November saw our GPLN team exhibiting at the PowerLogistics Asia Conference and Exhibition in Singapore, together with our GPLN members Armin Shipping / Iran, James Cargo Services / U.K., Star Shipping / Pakistan, The Freight / Myanmar, Thailand, Vietnam, and our sponsor Wallenius Wilhelmsen Logistics / Norway.

Next year's annual GPLN meeting has been announced and will be held from 21st to 23rd May 2016 in Brussels, just ahead of Breakbulk Europe in Antwerp. After our record breaking meeting earlier this year we are looking forward to yet another large attendance who will have excellent opportunities for networking during scheduled one-on-one meetings, social events and a cultural tour to Ghent.

In the meantime we already started preparing for our next year's travel plans and events. In March our GPLN team will be heading for Shanghai to attend the Breakbulk China Transportation Conference & Exhibition. More travelling is following in May. After our AGM we will exhibit at the Breakbulk Europe Transportation Conference and Exhibition where we surely will meet a lot of our members. Finally towards end of September we will exhibit at the Breakbulk Americas Transportation Conference & Exhibition which is taking place again in Houston, Texas.

By reviewing our industry and the global eco-



Luzius Haffter with various GPLN members exhibiting at Breakbulk Middle East in Abu Dhabi (October 2015).

nomie situation in 2015, it has to be said that it was a dismal year for emerging markets as the once dynamic economies that generated global prosperity for more than a decade stumbled upon harder times.

Sanctions for Russia have put a proposed strategic alliance between Dutch Shell and Russia's Gazprom in jeopardy. The agreement would have been a major driver for breakbulk business, but is now being reconsidered. Several other projects including major pipeline developments connecting Russia and Europe have been impacted as contractors are forced to work around sanctions.

China's state-run oil companies have been dramatically cutting project spending in recent months to offset falling revenues and earnings caused by the global slump in oil prices that began last year. Project cargo carriers and logistics operators are among those feeling the impact of the cutbacks, which the oil companies blame on relatively low global prices recently at around US\$50 per barrel. The drop in the global oil price and in commodities has also placed pressure on the Middle East and had a negative impact on infrastructure development and energy related projects. The oil

and gas sector faces tough operating conditions in the coming years and any further downturn in upstream exploration is likely to severely impact heavy-lift and breakbulk business as larger projects are reconsidered. Not good news for the project logistics specialists that serve the companies which continue to shelve projects as a result of the low oil price.

As this is our last newsletter for this year we wish you all the best for 2016.

Your GPLN Team

#### GLOBAL PROJECT LOGISTICS NEWSLETTER

Publisher: Global Project Logistics Network (GPLN)

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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 — NOVEMBER / DECEMBER 2015

USA	Chicago	Green Worldwide Shipping, LLC
USA	Houston	Green Worldwide Shipping, LLC
USA	Los Angeles	Green Worldwide Shipping, LLC
USA	Miami	Green Worldwide Shipping, LLC
USA	New York	Green Worldwide Shipping, LLC
USA	Seattle	Green Worldwide Shipping, LLC

## Protranser Handles Evaporator Effects from China to the U.S.

**G**PLN members Protranser from China and Green Worldwide cooperated with each other closely to provide professional service to one of Protranser's key customers for their American project. Protranser arranged the heavy lift carrier to load evaporator effects from Zhangjiagang port in China to the USA, and coordinated all necessary steps between shipper and carrier, and was also supervising the whole loading process so that all work could be done on time.

For this shipment, the involved parties faced many challenges:

1. The cargo was oversized and overweight. The total cargo weight and volume was 10 pieces / 930 tons and 5,200 cubic meters, with four pieces over 87 tons each, five pieces over 100 tons each and the heaviest one weighing 126 tons.
2. Considering the high value of the cargo, Protranser had to find a carrier which

was equipped with a strong, high quality crane to keep the cargo safe. So we chartered a breakbulk vessel with 1,400 tons combined lift capacity.

3. Because the dimension of the cargo was quite large, it was not convenient to transport it by road in China. Protranser therefore requested the carrier to call the closest port to the shipper's factory within 500 meters, also in order to minimize the risk. Zhangjiagang port, located along the Yangtze River, is located about an hour and a half away from Shanghai.

Once again, through this project, Protranser proved to be a reliable and professional partner in China who has the know-how to handle oversized and project cargo. The company is looking forward to more challenges in the future to prove its ability.

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## Careful Planning Gets ABG Shipyard Job Done

**A**BG Shipyard provided another opportunity to MFC Transport to prove its mettle in ODC movements when a consignment had to be transported from Mumbai port to ABG Shipyard in Dahej, Gujarat.

The dimension of this consignment was 18.69 metres long, 4.87 metres high and weighing 74 tons. The height of the middle section of the consignment was the major impediment. At one time it seemed that ABG had no choice but to move this consignment by sea. The sea movement, however, was becoming too expensive, and ABG needed a cost-effective solution for road transportation to ensure the viability of the project.

After studying the technical drawing and physically inspecting the consignment, MFC technical team had an intensive brain storming session.

A viable, cost-effective solution was formulated and the following actions were initiated:

- To reduce the height of the consignment, the support structures were re-engineered.
- The loading plan was of 4&4-axles with an open space in-between to enable the consignment to hang between the two axle lines.
- This loading plan ensured that the consignment had a ground clearance of



just 300 millimeters and the overall height of the consignment was reduced from 8.6 to 7.16 meters.

- While re-engineering the support structures of the consignment, care was taken to ensure that there was no stress on the consignment during the movement of the hydraulic axle trailer.

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## Spectacular Romanian Move

**W**hile most transports made by Holleman are outstanding by their nature, lately, the company came back to the fore.

One of the latest spectacular oversized transports was conducted for Silcotub factory. Holleman transported two components from Constanta port to Calarasi, Romania. Their width was 7.5 meters, and the height and length were 4 meters and 9 meters respectively. Both parts were transported at the same time with escorts from Holleman and police.

Fortunately, a suitable transport route had been chosen. No special activities were needed to secure the road.

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## DAKOTRANS Delivers Three Impressive Logistics Jobs

**C**JSC DAKOTRANS, the official representative of DAKO Worldwide Transport in Russia and CIS, recently handled a series of impressive jobs. First, they delivered the condensing machinery to Belarusskaya n.p.p. (BelaES). The supplied machinery was composed of four sets of condensers, of totally 124 packages weighing 2,154 tons. 85% out of the whole shipment represented OOG packages. Some 16 packages (each of the 16) out of 124 exceeded 50 tons and were dimensioned as: 14.81 x 4.02 x 2.89 meters. Most part of the packages had a complicated geometry.

All the respective permits were obtained for the carriage of the OOG through public roads of Russia and Belarus. To be precise, it took 81 truck rides to deliver all packages, with only six truck rides performed by standard trucks.

Under the contract between DAKOTRANS and the client, unloading of the machinery at BelaES storage area referred to our company's responsibility. The machinery was handled by several types of cranes, in particular: packages less than 50 tons were handled by a gantry crane, while those ones over 50 tons were unloaded by two coupled cranes of 50-ton capacity each. The cargoes were delivered in compliance with the contract's timetable within 30 days.

In another major move, CJSC DAKOTRANS transported the architrave for SMS Meer Service to Kamensk-Uralsky. The architrave consisted of nine packages, including two over-dimensional and heavy lift packages weighing around 90,5 tons each. Each heavy lift was dimensioned as 6.9 x 2.4 x 3.1 meters.

To handle that project, DAKOTRANS had to deal with a multimodal carriage. A specialized trailer was used to carry OOG across the territory of the EU, while regular cargoes were delivered to Antwerp port by standard trucks. Before the beginning of the carriage, goods were packed according to the supplier's safety requirements.

Within three days, all the equipment was delivered to Antwerp port, and then loaded onto Transfennica's ferry bounding for

St. Petersburg. On the vessel goods were shifted by means of three roll-trailers.

During that door-to-door carriage, CJSC DAKOTRANS provided the client with customs clearance assistance services at the Russian border, in particular at the Baltic customs post. Submitting the proper set of documents goods were released within 48 hours.



Upon completion of the customs clearance, two trucks were placed to Petrolport terminal in order to on-carry the cargoes up to the final consignee in Kamensk-Uralsky. In St. Petersburg, port cargoes were loaded by 100-ton capacity LIEBHERR crane.

Then, covering a distance over 2,300 kilometers during eight days, goods were delivered to the consignee in Kamensk-Uralsky.

The transport took 23 days to complete, including time required for the customs clearance in St. Petersburg. Additionally, CJSC DAKOTRANS moved utilities equipment to Kiğı site in Turkey. DAKOTRANS delivered two consignments. OJSC Power Machines was the main customer and principle contractor responsible for the construction of the site.

At the initial stage of the transport, the IIC (Investment Incentive Certificate) was applied for and obtained to pass the customs clearance paying duties and VAT under a privileged procedure. The certificate's issuance had to be agreed with all the related official authorities of Turkey. It took a month to

get the IIC.

The transport contract was signed under DDP door-to-door terms, and DAKOTRANS completed the work related to the carriage in full, including customs clearance procedures in Turkey and discharge of the machinery at Kiğı site.

The site's location is worth mentioning as well. Kiğı is situated at the moun-

tainments, the packages were fixed in conformity with all shipping safety standards. Total transit time of the shipping from St. Petersburg to Iskenderun port in Turkey, including transshipment in Antwerp, amounted to 35 days.

It took a day to pass customs clearance in Turkey, for the goods were cleared during the unloading from the vessel. Heavy lifts were transhipped directly onto trucks. That allowed to dispatch the trucks to Kiğı site without any delay. The machinery was delivered to the consignee and unloaded at the storage site within the time limit specified in the contract.

The second shipping lot was significantly larger in terms of weight and freight tons. The lot was comprised of 194 packages totally weighing 671 tons. That lot was also shipped via St. Petersburg to Iskenderun port, Turkey.

At first, cargoes were consolidated in St. Petersburg port, which took two weeks to complete. As compared to the first lot, in the second consignment more OOG and heavy lifts were supposed to be shipped. Just like in the first lot, in order to handle packages over 80 tons, Bogatyr floating crane was used to load the cargo onto a vessel.

To carry cargoes from St. Petersburg to Iskenderun port, DAKOTRANS booked the vessel Thorco Atlantic. The sea freight was direct, without transshipments.

Before goods arrived to Iskenderun port, all the required permits were obtained from the Turkish state authorities to guarantee an unimpeded customs clearance. The customs procedures were passed while the unloading procedure from the vessel. All heavy lifts and OOG were handled directly onto trucks.

The aggravated political situation in Turkey and new hostilities' risk have recently affected the date of the delivery. Several terrorist acts happened during the period of carriage across Turkey from Iskenderun port up to Kiğı site, although, fortunately, that acts did not make its impact on us and the machinery has finally been successfully delivered to the consignee.

Upon completion of the loading op-

## CJSC Does Heavy Lift From China to Bolivia

**C**J Smart Cargo recently finished a heavy lift transportation of a 135-megaton cement mill from China to Bolivia. The cargo dimension was up to 13.5 x 5 x 5.15 meters. The critical part was the inland transportation from Arica port until the Yacuces jobsite, a total distance of more than 1,800 kilometers with obstacles including mountain passes through the Andes, posing a challenge with many of U-turn curves as well as overhead passenger bridges through the villages, overhead cables, weak bridges and an altitude up to 4,800 meters above sea level.

CJSC and its partner DAKO Worldwide Transport, Germany, found a solution to overcome all those obstacles, and handled this difficult task to the full satisfaction of the client.

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## Daring Precision by Green Worldwide

**G**reen Worldwide handled the transport of two 139,000 kilograms generators from Finland to Montana. The destination was an electric cooperative in Sidney, MT, that wanted to supplement its existing coal fired plant with access to additional on demand power availability. A site visit was made months in advance of the first shipment departure to speak with the utility representatives and their construction engineers. Some of the challenges encountered were overhead obstructions that needed to be raised for the generator to clear as well as underground piping at the site that needed to be removed so it would not be crushed by the weight of the generator and transporter rolling over it. Cargo was loaded to ocean vessel in Finland and moved to Houston where the units were loaded directly ship to waiting rail cars. These were then moved to a rail siding approximately two miles from the destination utility. Once at the site, the transporter and generator were backed in to the building, lifted from the transporter and moved in to final position using a Jack and Slide technique. This method allows fine adjustments to be made once the unit is in its final position, so it can be married up to the myriad of connections and equipment that are already installed in the building.



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## Domestic Philippine Move

**R**oilagan Project Logistics of the Philippines handled a major logistics job by moving a 49-ton Yankee dryer and 12-ton ventilation hoods from Manila port to Samal, Bataan. They received the cargo directly, using three units of 60-ton lowbed trailers. First cargo was moved from international port to the domestic terminal port. After roll-on / roll-off from / to LCT, cargo was sailed from Naïla to Bataan with ensuing land transport from Orion port, Bataan, to the delivery site in Samal. A jacking system was used for unloading the Yankee dryer.

In another challenging move, Roilagan transported two 60-ton transformers from Batangas port to St. Thomas, Batangas. The cargo was directly received from the vessel's hook to a 60-ton lowbed trailer. Land transport to the delivery site went smooth with unloading using jacking and skidding system.

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## DAKO Gets Cement Factory to the Highlands of Guatemala

**D**AKO Worldwide Transport GmbH of Düsseldorf, Germany, is shipping in cooperation with its sister companies Cotrans SA Mexico and Daco Heavy Lift de Centroamérica SA, Guatemala, a new Greenfield cement factory with a production capacity of approximately 1.5 million tons of cement per year from Europe and Mexico to Guatemala.

The construction site of this new cement plant is situated in the highlands of Guatemala at a height of approximately 1,800 meters above sea. To reach the plant from the different ports of Guatemala, it is necessary to pass over narrow roads and bridges with heavy lifts of up to 140 tons.

The material which is believed to be more than 100,000 freight tons of equipment, steel structure and machinery parts is partly shipped from Mexico (shipment

in the hands of Cotrans SA) via the Mexican-Guatemala border by truck and

shipped as FCL cargo via Santo Tomas de Castilla, and the breakbulk shipments

Guatemala from the various ports as well as from the Mexican Border was executed

by Daco Heavy Lift de Centroamérica SA.

Since the plant is in the mountains of Guatemala, the transport route for the heavy pieces has to go over a mountain pass with a height approximately 2,000 meters. There are gradients within the transport route of up to 17,3% and there are pieces with unit weights of up to 140 tons and transport width of more than 7 meters. Daco Heavy Lift employs for such transports their own hydraulic trailers and local carriers for the general cargo. The Daco organization also has stationed a 400 tons Liebherr crane at the site for erection of the equipment. Some of the transports which were recently handled are planned to continue up to the first half of 2016.

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partly from the Pacific port of Manzanillo to Puerto Quetzal.

The machinery and sophisticated equipment originating mainly from Germany and other European countries are

to Puerto Quetzal. Some material also originates from Asian producers.

All the shipment from overseas is in the hands of DAKO Worldwide Transport. The local transportation in

## Successful Delivery of First Nine Units of Hong Kong Train Cars

**P**ioneer Sea & Air Limited is proud to announce that the first nine new train cars for the North South Corridor of Shatin to Central Link arrived at Hong Kong from Masan Port, Korea, on September 14, 2015. There were total of nine train cars in this first batch, delivered within four days. The whole project will cover 333 trains for delivery until the end of 2018.

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## Briefs

### Star Shipping on the Move

Star Shipping, Pakistan, transported valve body casing, each weighing nearly 58 tons and up to 5 meters wide, from Karachi to Chatter Kallas, a journey that took the cargo approximately 1,840 kilometers through Pakistan. The job posed a huge challenge, as the track to the site was a landslide-prone zone with high cliffs, endangering cargo and carrier equipment alike.



But taking risks and accomplishments is part of the project logistics challenge, says the company's Muhammad Kamran.

In another move, Star Shipping transported two 68-ton Wartsila engines along with 52 packages. Engine dimensions were 38 x 8.1 x 13.5 meters. Shipment was from Karachi to Islamabad:

Last but not least, Star Shipping handled discharge steel pipes from its own agency vessel MV Fabulous SW. The steel pipes arrived from the Far East for domestic use in Pakistan.

### Aaras Shipping Does 65 Megatons With Four Vessels

Aaras Shipping Agencies, Pakistan, handled various project shipments, with complete cargo discharged from four vessels being around 65,340 megatons. Among the projects Aaras handled specialized oil well drilling equipment and accessories, machinery for a 120 megawatt biomass power plant including turbines, as well as machinery for a coal



minican Republic. The 60-ton and 100-ton cranes will be used for windmill farms. The total volume of the shipment consisted of 3,000 megatons.



power plant. The vessels in operation were MV DL Pansy, MV Dato Success, MV Chang Hang Bin Hai and MV CK Glory.

### Sparber Ships for Windmills

Sparber Group of Bilbao, Spain, provided a door-to-door cranes project shipment from Montevideo, Uruguay, to Cabo Rojo in the Do-



minican Republic. The 60-ton and 100-ton cranes will be used for windmill farms. The total volume of the shipment consisted of 3,000 megatons.

### Korea to Indonesia

Daewon Logipia of Seoul shipped five project logistics packages from Masan in South Korea to Ciwandan, Indonesia. Breakbulk



vessel in use was the MV Pacific Jasmine. Duration of the nearly 100-ton shipment was 14 days.

### Highland Ships a Dozen Generators to Korea

Highland Project Logistics, USA, is halfway through shipping a contract for Siemens to Korea. It started in July 2015 and consists of 12 generators, each weighing 325 tons, and many containers and loose breakbulk cargo of other accessories.

In the U.S., cargo moves by rail due to the weight, and the ocean transport is arranged on various shipping lines with one unit per month, based on availability and schedule requirements.

Highland employees were on hand in Charleston, SC, to oversee the vessel operation during loading.




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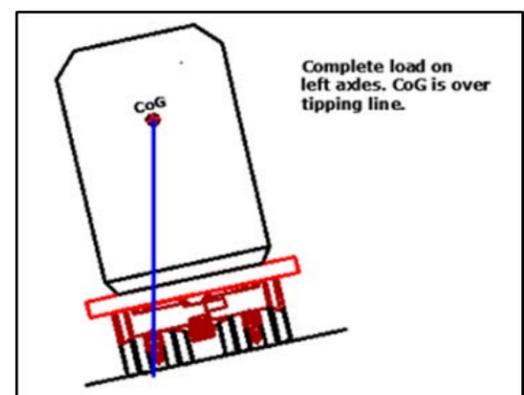
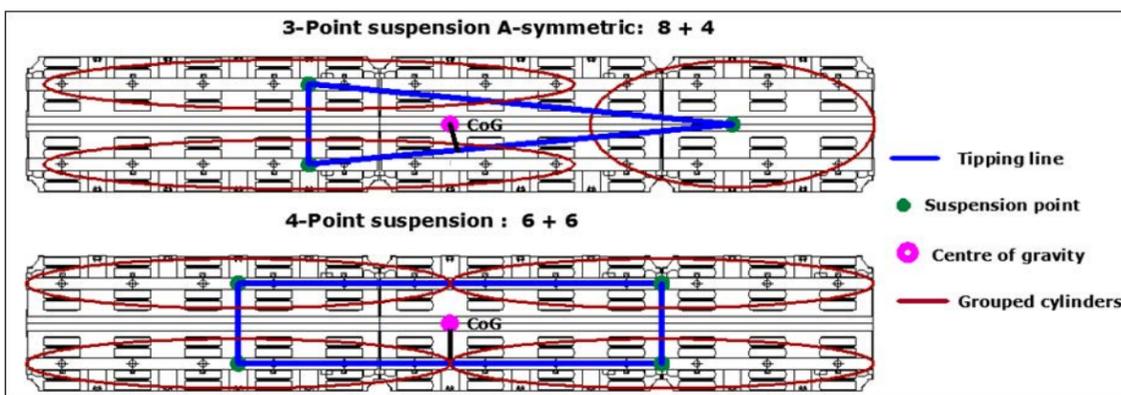
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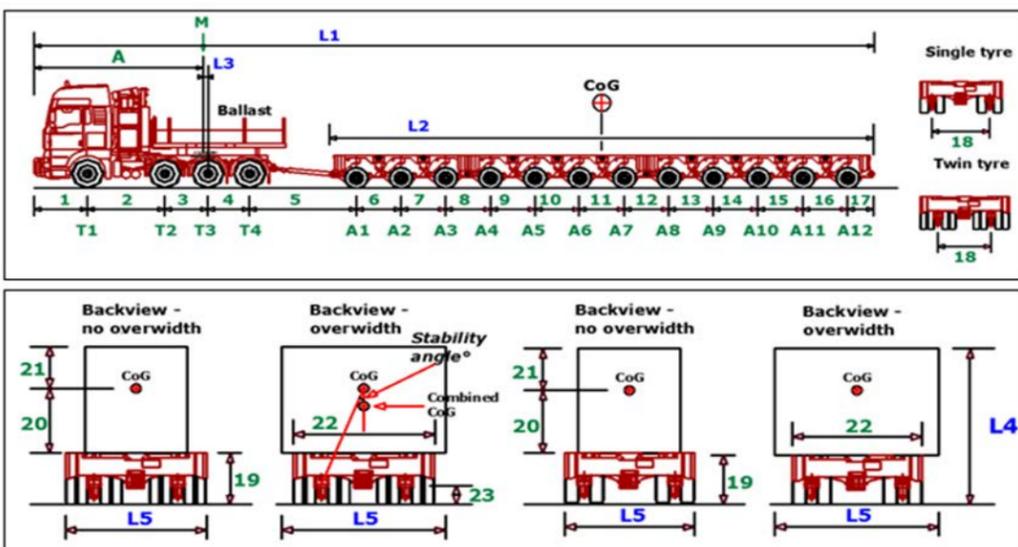
### CALCULATION OF STRUCTURAL STABILITY PLATFORMTRAILER

In previous newsletters we spoke about the stability of a platformtrailer or SPMT. When people talk about the stability of a platformtrailer, they usually mean the stability against tipping cargo. Underestimated is the **structural stability**; stability of a vehicle expressed in degrees, that indicates the extent of which a vehicle with its cargo is able to handle.

In practice: The more a trailer is loaded to it's limit, the smaller the structural stability angle will be. If a trailer is not in a horizontal stable position the CoG of the cargo will shift to one side of the trailer. If the trailer is loaded to its limit, the axles on one side will be overloaded, and in many cases the hydraulic system of the trailer will not be able to get the trailer back into its horizontal position.



In our example for calculation, we take a 12-axle platformtrailer with pendulum axles with a cargo of 175 tons.



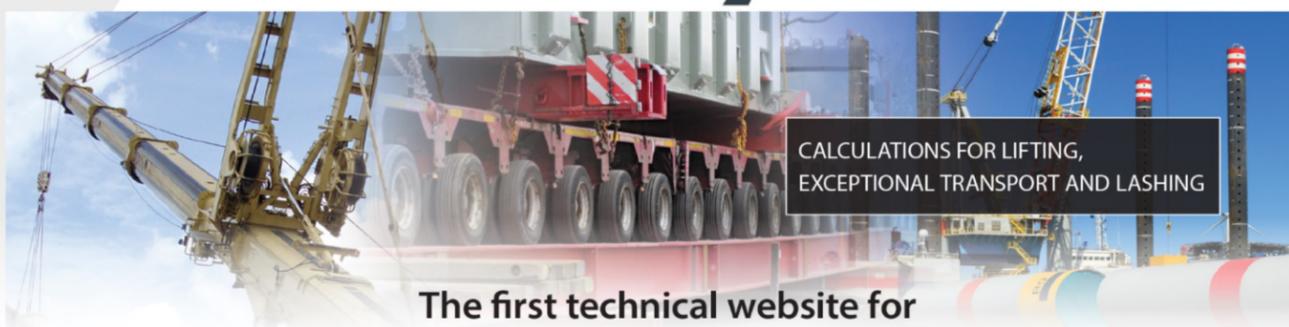
First, we have to calculate the combined Centre of Gravity (CoG):

Weight of trailer: 12 x 3,5 to = 42 to.  
 CoG cargo: 2000 mm above cargo deck  
 CoG trailer: 840 mm above grade  
 Centre of axle line: 300 mm above grade.  
 Cargo deck: 1200 mm above grade  
 Cargoweight: 175 to.

Combined CoG:

$$\frac{((2000 + 1200) * 175) + (840 * 42)}{175+42}$$

$$\rightarrow = 2743 \text{ mm } -/- 300 \text{ mm} = \underline{2443 \text{ mm}}$$



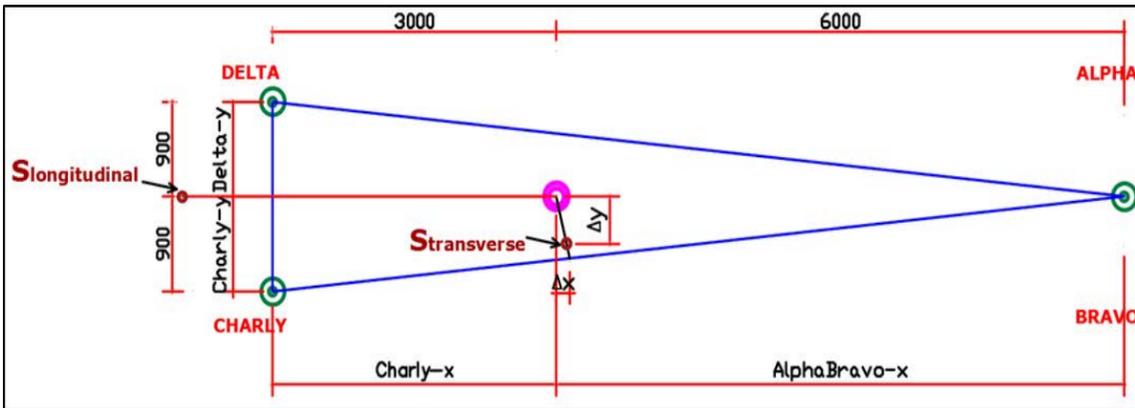
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To calculate the **STRUCTURAL STABILITY**, we make some moment equations:



**Moment calculation for Charly in x direction:**

$$\begin{aligned} \Sigma M_{charly}(x) &= (D_{charly-x} + \Delta x) \cdot W_{tot} - D_{alpha/bravo-charly} \cdot W_{alpha/bravo} = 0 \\ \Rightarrow (3000 + \Delta x) \cdot (175+42) - 9000 \cdot W_{ab} &= 0 \\ \Rightarrow 651000 + 217\Delta x - 9000 W_{ab} &= 0 \\ \Rightarrow 217\Delta x &= 9000 W_{ab} - 651000 \\ \Rightarrow \Delta x &= 41,47 W_{ab} - 3000 \text{ This is equation 1} \end{aligned}$$

**Moment calculation for C in y direction:**

$$\begin{aligned} \Sigma M_{charly}(y) &= (D_{charly-y} + \Delta y) \cdot W_{tot} - D_{charly-delta} \cdot W_{delta} - D_{charly-y} \cdot W_{alpha/bravo} = 0 \\ \Rightarrow (900 + \Delta y) \cdot (175+42) - 1800 \cdot 120 - 900 W_{ab} &= 0 \\ \Rightarrow 195300 + 217\Delta y - 216000 - 900 W_{ab} &= 0 \\ \Rightarrow 217\Delta y - 20700 - 900 W_{ab} &= 0 \\ \Rightarrow 217\Delta y &= 900 W_{ab} + 20700 \\ \Rightarrow \Delta y &= 4,147 W_{ab} + 95,39 \text{ This is equation 2.} \end{aligned}$$

$\Delta y = 10 \cdot \Delta x \rightarrow y = 900. x = 9000 \rightarrow y = 10 \cdot x$

**We fill this in in equation 2:**

$$\begin{aligned} \Delta y &= 4,147 W_{ab} + 95,39 \\ 10\Delta x &= 4,147 W_{ab} + 95,39 \\ \Delta x &= 0,4147 W_{ab} + 9,539 \text{ This is equation 3.} \end{aligned}$$

**We make equation 1 and 3 equal:**

$$\begin{aligned} 41,47 W_{ab} - 3000 &= 0,4147 W_{ab} + 9,539 \\ 41,47 W_{ab} - 0,4147 W_{ab} &= 3000 + 9,539 \\ 41,0553 W_{ab} &= 3009,539 \\ W_{ab} &= 73,3 \text{ ton} \end{aligned}$$

**Fill this in in equation 1:**

$$\begin{aligned} \Delta x &= 41,47 \cdot 73,3 - 3000 = 39,75 \text{ mm.} \\ \Delta y &= 10\Delta x = 10 \cdot 39,75 = 397,5 \text{ mm} \\ \text{Distance} &= \sqrt{\Delta x^2 + \Delta y^2} = \sqrt{(39,75)^2 + (397,5)^2} = 399,5 \text{ mm.} \\ \Rightarrow \text{Stransverse} &= \text{Arctan } 399,5/2443 = \underline{9,28^\circ} \end{aligned}$$

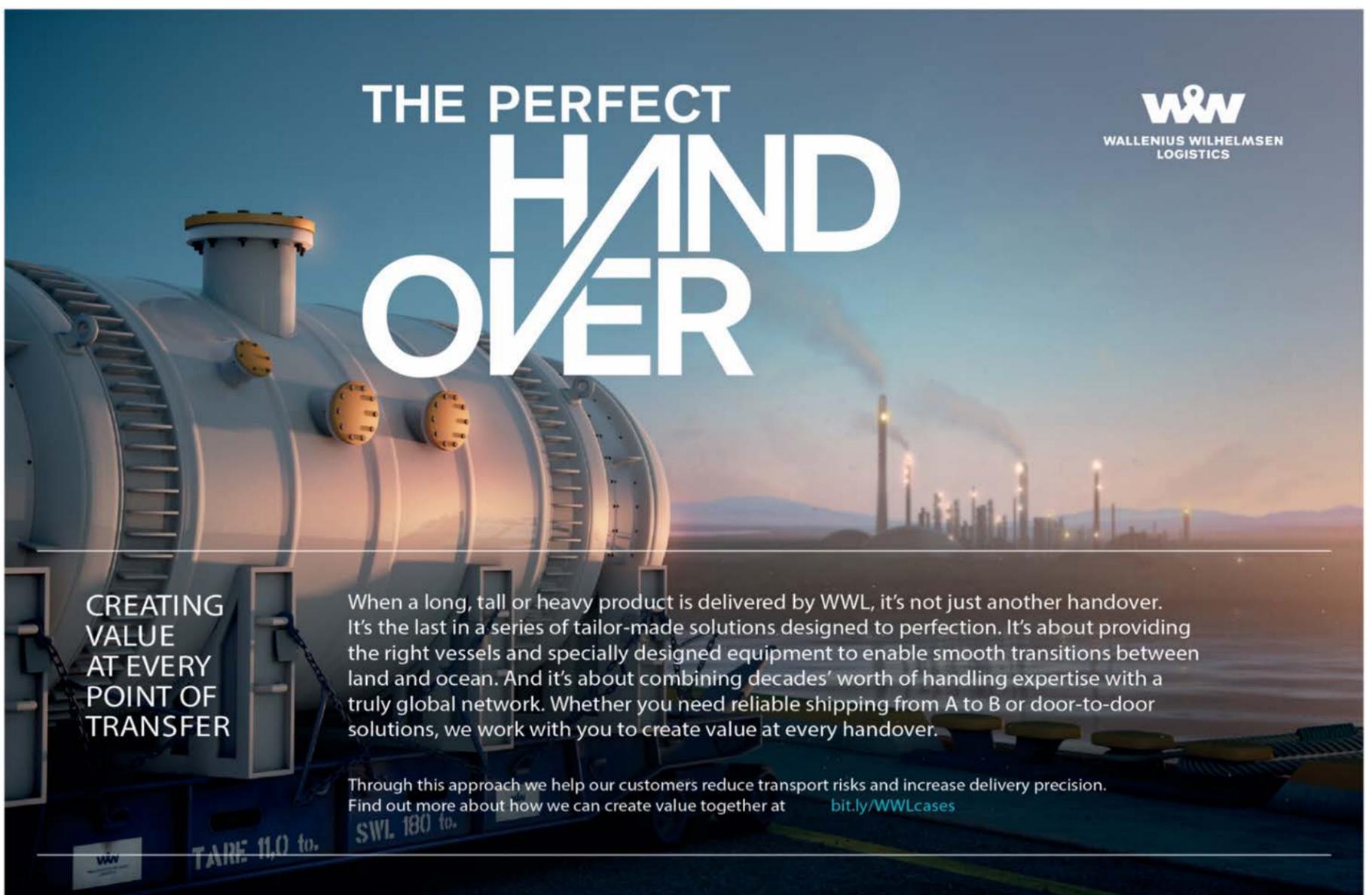
**Moment calculation for Bravo in x direction:**

$$\begin{aligned} \Sigma M_{charly}(x) &= (D_{bravo-x} + \Delta x) \cdot W_{tot} - D_{alpha/bravo-charly} \cdot W_{charly/delta} = 0 \\ \Rightarrow (-6000 + \Delta x) \cdot (175+42) - (-9000) \cdot (120+120) &= 0 \\ \Rightarrow -1302000 + 217\Delta x + 2160000 &= 0 \\ \Rightarrow 217\Delta x &= -858000 \\ \Rightarrow \Delta x &= -3954 \text{ mm} \\ \Rightarrow \text{Slongitudinal} &= \text{arctan } 3954/2443 = 58,29^\circ \end{aligned}$$

**CONCLUSION:** The platformtrailer is stable in Transverse and Longitudinal direction. If the structural stability angle will be under 5°, structural stability is too low!

Gert Vos - HTTC

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## DKT Allseas Appointed as Agent for New U.K.-Gulf Ro-Con Service

**D**KT Allseas Shipping has expanded its liner agency services with the addition of a unique new service linking the Port of Tilbury and northwest Europe with the Middle East and India region.

This new service, to be launched by the National Shipping Company of Saudi Arabia (Bahri), will offer shippers a completely new option for shipping heavy roll-on/roll-off, project and containerized cargoes between the U.K. and Gulf region.

A state-of-the-art fleet of flexible, self-gearred ro-con vessels built in 2013 will be deployed on the route from November; they offer 6.8 meter door height clearance, 250 ton ramp capacity and two 120-ton MacGregor deck cranes with tandem lift capacity of 240 tons.

The cranes are fully equipped to carry standard containers, rolling vehicles, tracked vehicles, static cargo, project cargo and high & heavy cargo.

The port rotation will be Jeddah, Tilbury, Bremerhaven, Antwerp, Bilbao, Port Said, Dammam, Jeddah, with other ports served by inducement. Ports served will include Djibouti, Sohar, Abu Dhabi, Doha, Bahrain, Umm Qasr, Port Sudan, Massawa, Jubail, Mumbai and Karachi/Port Qasim.

“We are delighted to have been appointed as agents to serve Bahri on this important new service,” said Mark Binge, Allseas Global Logistics group Commercial Manager. “This is a totally new service calling into the U.K. and will provide shippers with a valuable new option for connecting with the Gulf region.”

“The new service will run approximately every 25 days and we expect high demand from the start for project cargo, new and used vehicles, machinery and other heavy items.”

The Bahri vessels – 225 metres long, just over 32 metres beam and 9.5 meters draft – will become regular callers at the Port of Tilbury from early November.

“This new service linking Tilbury with the Middle East Gulf opens up an important market for us,” said Perry Glading, Chief Operating Officer of Forth Ports, which owns the Port of Tilbury.

He added: “The Port of Tilbury’s unrivalled flexibility and expertise in handling the widest range of cargo types will be of huge benefit in providing a high-quality, efficient service to the Bahri vessels.”

DKT Allseas Shipping, a 50/50 joint venture set up in 2014 between DKT and Allseas, is based in Allseas’ Tilbury offices.



### Upcoming GPLN Meetings & Events

**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**  
21st – 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**  
27th – 29th September 2016  
George R. Brown Convention Center  
Booth No. 1525  
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)



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**AFRICA: C. Steinweg Logistics + + + MIDDLE EAST: ENSS**

**AFRICA: C. Steinweg Logistics**

**Gateway to Africa's south**

C. Steinweg Logistics of Durban, South Africa, is in its 31st year of operations. Employing 52 staff in three offices, we have a young and dynamic management team focused on customer services.

The challenges faced on a daily basis are mainly related to third party service provider performance and its impact on our ability to deliver on the promises we have made to our customers. Then there are road closures and adjustment to port operational schedules, with other issues being incorrect declarations that clients make on cargo dimensions.

More specifically, with respect to project cargo operations, is the incorrect declaration of cargo dimensions of abnormal project cargo. Abnormal permits, transport and route planning is undertaken using dimensions and weight supplied by a client on the cargo packing lists at the time

at ways in which we can find solutions to these challenges. The thinking is that the majority of challenges we face are faced by our competition as well. Companies that are able to rise above these challenges through innovation and persistence



will be the most successful ones. With the challenges faced with government departments and state-owned entities, we strive to build sustainable and long term relationships with these entities that allow us the opportunity to engage with them either independently or through collective industry bodies that represent the interests of the industry at large.



of quoting. We find that at times there are changes that occur to either the dimensions and weight and these are not reported to us timeously.

This impacts not only pricing, planning is impacted as well. With project cargo, sufficient notice is required for all respective stakeholders to plan and ensure that all legislative and other requirements are met prior to undertaking the shipment in question. It is therefore imperative to educate clients on the need to communicate any and all changes timeously.

Challenges will exist and continue to exist in many shapes and forms, and our thinking and philosophy are that we look

Our main port, the port of Durban, has many different terminals. Project cargo is predominantly routed to the Point terminal. Point has a large quayside laydown area for large volume project type cargo and a terminal within which a high volume of trucks is able to easily move around within.

In addition to mobile and shore cranes, the port also has floating cranes with a capacity of up to 210 tons. The general productivity levels of the port are quite good and amongst the best in Africa. Durban is by far the most equipped and developed port in Southern Africa. As a result various project cargoes des-

tinued for other African countries are routed via Durban. This will imply that these cargoes will transit multiple countries prior to reaching its final destination.

It is therefore important to be aware of the route that the cargo will take upfront, and that all costs with respect to abnormal permits and escorts are taken into consideration prior to undertaking the shipment. Both the requirements and costs in different Southern African countries vary considerably and as such pre-planning is of utmost importance.

With the falling commodity prices, one of the single biggest challenges facing the industry at present is the impact that this has on mining operations all over the world. Certain commodities are trading at levels that are lower than it is economically viable to mine. This is having a direct impact on the mining sector, which is a huge contributor to global project cargo volumes. Many mines are closing down or going into business rescue. This also negatively impacts on the general state of the economy, and as such the current economic climate is by far the biggest challenge facing us today.

*For more on C. Steinweg Logistics, visit [southern-africa.steinweg.com](http://southern-africa.steinweg.com)* ■

order to resolve and nurture these requirements in the logistics industry, it was understood that the only organization that was capable of fulfilling these necessities are those that could provide tailor made logistic solutions with a team working around the clock to meet the insatiable demands of clients.

With this ideology in mind, a few experts came together to create Emirates National Shipping Services (ENSS). ENSS is basically a shipping agent and freight forwarding management company, having offices in Dubai and Abu Dhabi. And with a strong world wide agency network, the management team throughout the Arabian Gulf have had a physical presence in the region for more than 25 years and are collectively involved in all aspects of freight forwarding, incl. shipping agents, international freight brokers, charter brokers, project forwarders, consolidators, airline sales and handling agents, air freight agents, sea/air handling



agents, clearing and forwarding Agents and are Specialists in Handling Turnkey Projects and off loading of heavy lifts to storage and foundation.

This experience covers the development of major projects, over the years, notably in UAE, Iran, Iraq, Bahrain and Qatar. It is vital for businesses to have a person-to-person interaction in order to win projects. Unlike large organizations where

**MIDDLE EAST: ENSS**

**The Middle East logistics innovator**

The year 1984 saw an influx of new businesses and higher demands in the United Arab Emirates (UAE). Comparatively



young and eager to learn, the UAE was immediately gaining traction in the global logistics market. Consequently, this gave rise to the need for faster solutions with long lasting results in the UAE. In

there are several tiers of management, small companies like ENSS, which comprises of a close-knit group of select professionals, is able to get closer to the client and remain in frequent contact with

MIDDLE EAST: ENSS +++ ASIA: The Freight Co. Ltd. +++ AMERICAS: Global Shipping Services

them.

ENSS has been involved in projects that have international procurement programs and entailed the control and movement of equipment and materials from ex works a variety of suppliers and fabricators throughout Europe, the USA, Far East, Middle East and Indian Subcontinent.

The establishment of Emirates National Shipping Group was enacted under a license issued by decree of His Highness General Sheikh Mohammed Bin Rashid Al Maktoum, Crown Prince of Dubai and Defence Minister of the United Arab Emirates. The license provides for the company to undertake business in shipping, air freight, transport and forwarding activities.

ENSS' unique worldwide network structure affords the company an ideal vehicle to undertake the entire scope of work of a firm's project right from the source all the way to site. To put it more simply: ENSS is turnkey oriented.

ENSS continues to grow as innovators and solution providers and is proud that they have been successful, so far, in capturing the interests of their clients and hope to expand its clientele both regionally and internationally in the future.

For more on ENSS,  
visit [www.enssuae.com](http://www.enssuae.com) ■

## ASIA: The Freight Co. Ltd.

### Myanmar logistics pioneer

Founded in 2013, The Freight Co. Ltd. Myanmar employs eight staff at its Yangon office. The Freight is a pioneer in Myanmar logistics with own assets and equipment in the country.

Myanmar has been locked away from the outside world for five decades. During this period, the country was at a virtual standstill. So we're facing here all sorts of issues every day. These range from education and red tape to a complete lack in infrastructure. Customs is still performing all their work manually which leads to

delays and unwanted personal contacts.

Many laws are either outdated or in some case there is no law at all. E.g. there



is no law governing the transport of heavy cargoes on the road. So every single heavy cargo has to be addressed individually with several government entities. There is also no law to register multi-axle trailers, etc. As the country emerges from a 5-decade long hiatus, gradually new laws evolve and others change sometimes overnight. This requires for investors a great deal of flexibility and one must be also willing to take a number of risks.

When moving heavy cargoes to and from or within Myanmar, one needs to consider the outdated infrastructure with bridges that hardly allows any heavy haulage. That means most of the times the heavy lift needs to be shipped first either with a barge or a LCT as close as possible to the site from where it then can be de-



livered to the jobsite by heavy lift trailer. Using barges or LCTs also means usually improving the infrastructure and develop a temporary jetty or slipway. This also means increased cost of transportation.

There is no floating crane available and very limited shore side cranes. The safest bet is to always use geared vessels

the oil and gas business has become rather quiet with foreign investor postponing manning of the planned investments.

For more on The Freight Co. Ltd.,  
visit [www.the-freight.com](http://www.the-freight.com) ■

## AMERICAS: GSS

### Diversification is key

For Global Shipping Services (GSS) from Houston, TX, with altogether 51 staff, diversification is key to success. We don't put all your eggs in one basket.

Every day our staff face various and different challenges, the one thing certain in the shipping business is no day is ever the same as the previous day. If you like mundane, shipping is not the business for you.

Whilst GSS will work with all customers and partners to provide the most cost effective solutions, sometimes you have to be brave enough to walk away from a bad deal. GSS is focused on providing quality logistic service not simply "the cheapest". In our industry however, it is often one extreme to another. Feast or Famine.

We often say be careful what you wish for, as securing the trucks for the pick-up to securing the vessel or aircraft space is challenging.

Having good contacts and relationships with carriers is essential, you get much more assistance from carrier partners when you smile at them versus shouting and screaming at them.

Another challenge is the economy. Every country's economy has boom times and bust times, so it's important to be flexible in the industries you focus on from a business development view point.

Do not put all your eggs in one basket, i.e. oil and gas for example.

Within the USA, we have some unique challenges. From weight limits for containers (which as a European seem very low) to challenges faced with over dimensional cargo arriving into West Coast ports.

for heavy lifts to Myanmar. As to airfreight, although Myanmar has around 65 airfields, only a few of them would be suitable for a heavy cargo specialized aircraft to land or take off. Moreover there is no main deck loader available in Myanmar. Heavy lift operators and crane owners hardly give their operators proper training. Heavy lift equipment is not tested and people not certified which makes Myanmar one of the highest risk countries in heavy haulage and lifting. Insurance are commonly not available and hardly any trucking company, crane and barge operator has an insurance coverage.

In respect to greatest challenges facing the industry in Myanmar, those are the oil price, customs and infrastructure. Customs are foreseen to come online with a system supported by the Japanese government by the end of 2016. Once this is in place, this should improve the customs situation.

As far as the oil and gas industry is concerned, the government has given away around 40 on- and offshore drilling licenses and many logistics companies were gearing up for this with planned investments in equipment and facilities. But the low oil price has put a big damper onto Myanmar's future, and

**AMERICAS: Global Shipping Services + + + EUROPE: db trans srl.**

Shippers and agents need to understand the route to be taken once cargo arrives at a U.S. port, for example if you ship OOG into the West Coast destined for say Chicago, it's a long way. The USA is a very large country.

region, where many fabricators and refineries are based, we have to consider the cargo weights and dimensions versus trucking or barge options.

If extremely heavy or over-dimensional cargo can move via barge,



Agents overseas often see a cheap ocean freight cost and a fast transit time to the U.S. West Coast ports (versus the Gulf ports), especially from Asia where many OOG modules are fabricated in China, Korea, etc. However, they do not always take into consideration the challenges faced upon discharge at the U.S. West Coast port.

The West Coast ports are often favored for deliveries destined to the Tar Sands in



Alberta, however OOG loads have to traverse the Rocky Mountains and/or the Cascades to reach Canada. Weight restrictions, bridge restrictions and rail restrictions all come in to play on this trade route.

Hence, Houston port. A great percentage of freight for the Tar Sands projects enters the USA via Houston, and then moves via road, rail, barge or a combination to Alberta. Along the Gulf Coast

there is a very high probability the local TX/LA state DOT will not issue permits for road transport and will dictate barge transport. Often we have to utilize barge and road combination to reach the job site or to deliver cargo to the port of loading.

Within the U.S., each state has its own rules and regulations, so what is OK in Texas is not OK in Alabama.

Over-dimensional trucking is expensive due to distances to be traveled and due to supply and demand of such specialized equipment.

Anyone can quote low, but can they secure the special equipment when you need it? At GSS we believe in offering solid pricing based upon 1st class carriers only.

For the U.S., the very low price of oil per barrel on the world stage is causing issues especially along the Gulf Coast states Texas, Louisiana, Mississippi, Alabama and up in the Canadian oil-fields in Alberta.

So far the Gulf states have lost over 400,000 jobs in 2015, and this trend is set to continue. To counter the oil slump, we say focus on multiple markets and industries.

Whilst GSS is focused on the oil and

gas industry, we are also focused on several other industries which are not effected by low oil prices. Focus on multiple strategic industries, so you are not caught out when one industry slows down. A nice balance/mix is preferred versus focusing on one main industry.

*For more on Global Shipping Services, visit [www.gship.com](http://www.gship.com)*

**EUROPE: db trans srl.**

**Logistics with passion**

db trans srl., Milano, joined the GPLN group since quite a while. Italy is not an easy country in most senses, in fact the

to be spot on and complete.

We ship tons of airfreight every weekend and most of the time the cargo is at the airport of destination by Monday latest - when we talk Australia and New Zealand, it may become Tuesday morning, instead.

We do special project freight movements, using heavy lift, flat racks or in bulk, as well as normal FCL's to all major seaports.

On top of it, we do consolidation boxes to various continents; often assembling cargo from France, Germany, Spain and Portugal.

The European Union has become a domestic market and do not forget, to some destinations the port of Genoa is



day-to-day work is time consuming and difficult, only miracles are not a problem!!!

We are strong and efficient when we talk imports of both air- as well as sea freight shipments. If communication



with our partners is fine, we can clear and deliver a container or an airfreight shipment the day after arrival of the vessel / plane in the Italian port or airport, but your pre-alert and documents have

often the last port of call, therefore we can offer the shortest transit times. In the past, we even chartered entire vessels to the Middle East.

We are also extremely proud of our facilities near Genoa port and Milan hinterland, they are well equipped to move freight of all kinds - partly in bonded areas.

Fastness – flexibility – professionalism, and to be always at your disposal: we help you find the best solution for your shipments in terms of timing and costing.

Give us a buzz for any additional information you may require, also in regards to customs. Communication is our passion!

*For more on db trans srl., visit [www.dbtrans.com](http://www.dbtrans.com)*

## SARR Freights Pioneers New Subcontinent Transport Route

**S**ARR Freights, Mumbai, was awarded a consignment by the Food Corporation of India (FCI) for the transportation of raw rice stocks from Vizag to Agartala in Tripura. This pilot project opened up a new multimodal transportation route that includes sea, river and land transportation across India and Bangladesh.

SARR Freights was able to successfully execute the project, which reduced the transit distance by 80%, increased freight turnover by 25% and decreased costs by 20% to 50% (based on cargo). “SARR Freights has been the first company to take up this crucial and challenging task of ocean, river and land transportation, providing complete logistics solutions for its clients,” according

to Mr. Sunil Kapoor, Managing Director, SARR Freights. “We are extremely proud to be a part of such an exciting and crucial venture. The successful delivery of this

consignment marks an opportunity that is crucial for the development of North East India. I express my gratitude to the Food Corporation of India for allowing

coming problems of shortages in food grains in the North East region.”

According to Anushka Kapoor, Director of SARR Freights Corporate Strate-

tion using new routes and technologies will create significant cost savings for companies in primary industries, ultimately facilitating economic growth. We are currently conducting extensive analysis to identify the advantages and disadvantages of using this route to service the steel industry and other heavy industries. We anticipate that there will be significant economic development within the North-Eastern Indian states, and are well positioned to provide efficient solutions to our clients using this novel route.”

SARR Freights’ undertaking of this innovative and unprecedented project is not surprising, as the company frequently takes on difficult and unconventional domestic and international projects. The company has unparalleled expertise and experience in difficult regions including the states of Jammu and Kashmir, Himachal Pradesh, Uttarakhand and the North-Eastern states.

www.gpln.net



us to be a part of a project that contributes to India’s development. This initiative is a step forward in improving relationships with Bangladesh, whilst over-

gy and Business Development, “This project has revealed the immense opportunities for growth within the logistics industry in India. Constant innova-

## Thailand to New Zealand, by The Freight Co. Ltd.

**T**he Thailand-based GPLN member, The Freight Co. Ltd., Bangkok, has again successfully completed the move of a 45 MW water tube boiler from the manufacturing plant located in Chachangsaee province, Thailand, to the port of Sri Racha in Chonburi. The boiler with its 63 tons measured 10.73 x 5.84 x 4.56 meters and was moved over night on a hydraulic drop deck trailer under police escort from the manufacturer to the port. The Freight Co. Ltd. scope of work included the positioning of cranes at the factory, loading / lashing and moving it to Sri Racha harbor. Together with our agent in New Zealand, we secured a suitable vessel to move the boiler from Sri Racha to its final destination in Auckland, New Zealand.

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