



Global Project Logistics NEWSLETTER

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

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Logiventures Scores Regional First

Scoring another first in the South Asian region, Logiventures Ltd., Sri Lanka's leader in project logistics, successfully relocated a 300-ton tunnel boring machine within the country. The project consisted of an overland component and an underground component, both of which required specialized skills and equipment.

The underground segment of the mega move required Logiventures to carefully plan and load parts of the tunnel boring machine 300 meters below ground and transport it to the surface.

One of the key challenges of the project was moving a 48-ton component, which, in addition to the weight, was also nearly the width of



the tunnel, giving barely centimeters for the team to manoeuvre through rugged and slippery driving conditions.

The use of conventional moving equipment were not an option in this project and required highly specialized equipment and "zero error" precision coordination, including the use of a multi-axle trailer and multiple heavy duty pullers, currently only available through Logiventures.

"The hydraulic multi-axle trailer owned by Logiventures is the first of its kind in Sri Lanka", Logiventures Director Janitha Jayanetti said. "Due to its uniqueness, Logiventures has been able to assist in the transportation and relocation of many

heavy weight material for many projects."

The meticulous planning process and the follow through practiced by the Logiventures team in critical projects of this nature is a crucial factor in the success of this project. In this particular project, the team had to manage with underground situations, a tunnel height, width of less than six meters and rough inclined terrain.

Specialized teams visited the location multiple times to identify the safest route for the movement of the tunnel

boring machine. The entire operation was monitored through advanced monitoring mechanisms by the 14-member team,

which consisted of on-site engineers, surveyors, operations experts and the company's most experienced drivers.

"Our specialized teams were able to relocate and shift this tunnel boring machine in record time due to the skills and expertise we have garnered over the years handling valuable heavy cargo ranging from electrical transformers and generators to wind turbines", Logiventures General Manager Shadil Rizan said. "In addition, due to the stringent safety measures taken we were able complete the project without any incident."

A member of Hayleys Advantis Ltd.,

GPLN Members Partner Up From South Africa to Zimbabwe

GPLN South African member Paccon Logistics recently handled a mining equipment project for Zimbabwe in conjunction with Indian GPLN member Seaways Shipping & Logistics.

The project comprised of 12 units of mobile equipment, such as dozers, graders, wheel-loaders and water sprinklers, weighing 407 tons, the equivalent of 1,988 cubic meters.

Seaways arranged all transport in India ex-factory to FOB and the sea freight up to Durban.

Paccon was responsible to receive ex vessel at Durban and arrange delivery to site in north



-eastern Zimbabwe, an overland journey of some 1,800 kilometers.

As for the resources employed, Seaways chose to ship on a Ro-Ro vessel as the most cost-effective method with all static pieces being loaded onto Mafi trailers.

At Durban, Paccon utilized two mobile cranes (1 x 100 ton and 1 x 50 ton) for re-

handling of static cargo and 14 low-bed step trailers for all OOG items including 1 x 100-ton capacity unit and 13 standard trailers for non-OOG pieces.

All cargo was delivered intact and in accordance with the client's expectations.

An unusual aspect however was both Seaways and Paccon personnel being invited to attend the official handover cere-

mony after commissioning was completed.

Both companies also had the pleasure of hosting a Seaways representative in Durban for the duration of the project. A satisfying job with great cooperation between all parties involved.

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the transportation and logistics arm of the Hayleys Group, Logiventures specializes in a wide variety of services related to logistics, including cargo handling, transportation, storage; sale and hire of converted containers (convertainers) and empty containers; marine container handling, repairs, re-

furbishment for garments on hangers; supply of flexitank containers for bulk liquid transportation; and supply of tamper-evident seals and stickers. The company is credited with being the pioneer in developing a car carrier trailer in Sri Lanka to transport cars on a large scale.

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Réunion's Biggest Transport Ever

C. Steinway wrote history by organizing the biggest transport ever performed in terms of dimension at Réunion island. The company delivered a scrubber door to door from Anvers to the island. Dimensions of the cargo were 24 x 6,40 x 6 meters. Also, C. Steinway moved 15 Mafis 60' trailers from Antwerp up to Martinique.

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A Word From GPLN

Dear Reader

We are proud to present you our 50th GPLN Newsletter edition. As some of our members may remember our GPLN newsletter has come a long way from its first issue in September/October 2006. Originally printed mostly in black and white it consisted of 8 pages only and has now grown to an average of 16 pages all in color. Three years ago we have also upgraded the paper quality to give it an even more professional look which has set a new standard and is appreciated by many industry professionals. Our newsletter is issued 6 times a year and made for the GPLN members, sponsors and their customers. The majority of the articles covered is the success stories of great moves by GPLN members and sponsors and is an excellent opportunity to promote their ability and services. The newsletter is distributed by mail and at industry events to about 80,000 decision makers globally of companies that are using project logistics services.

In the recently published Multipurpose Shipping Market Review and Forecast 2016 by shipping consultant Drewry, it says the past 12 months have been dreadful for the MPV market, coupled with falling commodity prices and the oversupply of tonnage in competing sectors has brought freight rates down to levels not seen since the global financial crisis. And since the container market is not expected to show any improvement for the next two to three years, it's likely that container carriers will continue to aggressively target breakbulk and project cargo for the foreseeable future.

Meanwhile four of the world's leading container shipping lines, CMA CGM, COSCO Container Lines, Evergreen Line and Orient Overseas Container Line, recently signed a milestone agreement (MOU), which is also aimed at blunting the power of the major vessel-sharing agreement between the two largest global container lines, Maersk Line and Mediterranean Shipping Co. According to Drewry, aggressive targeting of breakbulk and project cargo by container lines of the MPV (multi-purpose vessel) market with rock bottom rates is set to continue.



Luzius Haffter (right) with GPLN members attending Breakbulk China in Shanghai at GPLN booth (March 2016)

On our side of the ocean our main focus is now on the final preparations of our Annual General Meeting in Brussels which is scheduled from 21st to 23rd May. At the time of writing almost 160 members have already signed up for this event and so we can expect a rather large turnout despite the woes in our industry. As an integral part of our AGM we will arrange again our Heavy Lift Maritime and Transport seminar, which is also open to non GPLN members. The Heavy Lift Maritime and Transport seminar is taking place on 24th May at our AGM venue.

As many of you know upon concluding the AGM the GPLN team will move from Brussels to Antwerp to attend the Breakbulk Europe Transportation Conference & Exhibition where we will have company from several GPLN members at our GPLN booth. This year delegates from following companies will join our stand: Dextrans Worldwide / Singapore / Indonesia; Green Worldwide Shipping / USA; Harbour & Maritime Services Agency / Morocco; Highland Project Logistics / USA; James Cargo Services / UK, M&B Cargo/ Uruguay; Navia Logistics / Australia; Paccon Logistics / South Africa; The Freight Co., Ltd. / Myanmar / Thailand / Vietnam; Unishipping International / Bulgaria.

Later this year in autumn we will travel again to the United States of America to attend yet

another Breakbulk Transportation Conference and Exhibition which takes place from 27th to 29th September 2016 in Houston, Texas.

In recent months we have been very successful in registering many new members and filling also empty spots in our network, having added several companies from Africa to our ranks. With these additions we were able to add quite a few new countries to our portfolio. We will continue looking to fill more empty spots this year and appreciate any introduction to suitable qualified candidates.

We are all looking forward to seeing you soon at our AGM in Brussels and GPLN booth during Breakbulk in Antwerp.

Your GPLN Team

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Publisher: Global Project Logistics Network (GPLN)

Contacts:

Advertising: advertising@gpln.net

Press Releases: editor@gpln.net

Letters to the Editor: editor@gpln.net

Subscriptions: subscriptions@gpln.net

Web: <http://www.gpln.net/>

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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In November 2015, UK GPLN member, James Cargo Services Ltd, through their animal transport division, JCS Livestock, won the Specialist Freight Solutions Provider award at the annual Global Freight Awards.

In Global Freight Awards’ own words: “The Specialist Freight Award aims to recognize and reward high performance, a drive for innovation, customer centricity and demonstrable expertise.

Most importantly it rewards excellent results for both the customer and the provider...”

Most recently, Stephen Gilmour from James Cargo’s Project Division undertook a time-sensitive movement that epitomized these same values and levels of expertise.

In what should have been a fairly straight-forward OOG shipment, JCS was contracted to arrange the transport and

Water Pump to India

shipping of a water pump from the UK to India. Unfortunately, as is often the case, things did not go according to plan and soon resulted in a logistical nightmare.

Having been awarded the contract to transport a 29 tonne water pump from door UK to arrival Nhava Sheva, JCS arranged collection from the shipper’s premises.

Whilst the unit was being loaded by crane on the collecting vehicle the crane registered a shipment weight of 39.2 tonnes, 10,000 kilograms more than

shipper’s declared weight and above the maximum weight of the collecting vehicle. The crane had been hired for one day only so this resulted in a rush to locate another vehicle capable of collecting the shipment the same day to avoid further additional costs for the customer as well as amending bookings with the line as shipment was now above maximum equipment weight.

Unfortunately, having solved the initial problem, after arrival at the port a further problem arose when JCS was

notified that the unit was leaking oil and could not, therefore, be shipped.

Through his various contacts, however, Stephen was quickly able to arrange for an environmental clean-up crew to dispose of the spillage at the docks and to confirm that no additional oil had been spilled either at the shipper’s yard, or on the route to the port.

At the same time, Stephen also arranged for the machine itself to be fully cleaned and all oil disposed of so that it could be made safe for shipping.

Through his swift actions and knowledge of specialist industry contacts, Stephen and JCS were able to prevent the problems becoming serious and still managed to have the water pump exported within the original time-frame – saving significant problems and additional costs for the customer.

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NEW GPLN MEMBERS — MARCH / APRIL 2016

Bahrain	Manama	Grant Paragon Shipping & Logistics W.L.L.
China	Beijing	Seajet Company Limited
China	Shanghai	Wirtz Link Service Co., Ltd.
China	Shenzhen	Winco Logistics Co., Ltd.
China	Tianjin	Zenhua Logistics Group Co., Ltd.
DRC	Goma / Kinshasa / Lubumbashi / Matadi	Comexas Afrique Sarl
Jordan	Amman	Direct Freight Solutions
Lebanon	Beirut	Ghorayeb International Freight Forwarding
Mexico	Altamira / Manzanillo	ITM Transportation
Netherlands	Amsterdam	Best Global Logistics B.V.
Pakistan	Karachi	Ace Freight Sytems (Pvt.) Ltd.
Russia	Moscow	NEK Group
Saudi Arabia	Dammam	Paragon Saudi Services (Shipping Logistics)
Singapore	Singapore	Halcon Primo Logistis Pte. Ltd.
South Sudan	Juba	Ghorayeb International Freight Forwarding
UAE	Dubai	Ghorayeb International Freight Forwarding
UAE	Dubai	Paragon Shipping and Logistics L.L.C.

Intergroup Shipping Moves Vintage Cars for the Qatar Concours d'Élégance

Intergroup Shipping of Doha, Qatar, performed a fascinating job: transporting 22 classic cars from Stuttgart, Germany, to Doha for the Qatar Concours d'Élégance.

Apart from the 22 cars from Germany there were further 30 cars from Qatar and 30 cars from the United Arab Emirates, Saudi Arabia, Kuwait, Oman and Bahrain which the owners delivered to the warehouse.

For the first time held in Qatar, the exhibition featured some of the rare cars of great historical value, sports cars that have achieved record numbers in the world, as well as cars that are designed as

a showpiece in more than 20 Arab and European countries — a magnificent open air automobile and classic car festival for outstanding vehicles.

The value of each car varied from €1 million to €30 million. As transport aircraft a Boeing 747-400 was used.

The role of Intergroup Shipping consisted of arranging the aircraft from Stuttgart to Doha, getting approval from various ministries for import in Qatar, approval from customs for temporary import in Qatar, traffic escort for movement from the airport to the warehouse and vice versa, plus all the custom clearance at Doha airport.

Intergroup Shipping was also tasked with offloading the cars in the warehouse, removing the cars from the airline pallets, and then lashing and securing the cars again for export with all the arranging of all formalities and inspection.

which is quite an outstanding task as usually customs clearance in Qatar is tricky with waiting times of seven to 10 days. Also, as there were cars with no chassis / engine number, special approval for them had to be arranged.



tions.

The challenges were manifold. The correct aircraft had to be selected with the use of car racks, Intergroup Shipping had to coordinate with multiple owners and ensure that cargo was handled properly during all stages of the transport.

All the necessary official approvals in Qatar were arranged within three days,

Since these were very expensive, exotic cars, no one was allowed to touch any of them.

Most of the cars can not be driven, so they had to be pushed for loading / offloading in presence of experts.

For the building of airline pallets in the warehouse, Intergroup Shipping hired special experts.

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AST and Freja Team Up

GPLN member AST Ltd. from Turkey has recently successfully handled a project with their GPLN partner in Finland, Freja Transport & Logistics Ltd., involving three oversized pieces of phosphate plant equipment.

The autoclave had a dimension of 20 x 4.4 x 4.7 meters, and a weight of 135 tons, and the flash vessels measuring 14 x 4.2 x 4.2 meters with a weight of 24 tons, and 13 x 4.7 x 4.7 meters with a weight of 22 tons respectively.

The cargo was shipped from Mantyluoto port in

Finland to Iskenderun port in Turkey, from where it was delivered to the final destination in Mardin, southeastern Turkey. AST was also responsible for chartering, port handling, lashing & securing and supervising of this shipment.

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Globalink Project Cargo

Globalink of Almaty, Kazakhstan, was contracted for a major project logistics management assignment in Turkmenistan. Having own expert project logistics management team, Globalink had all the resources to undertake this massive mobility of over-sized machinery and construction equipment from Yolotan, Turkmenistan, for an oil field site located in Atyrau, Kazakhstan.

Globalink engaged more than dozen staff members for the preparation of complex export documentation, dismantling, industrial crating, loading and lashing to ensure smooth door-to-door delivery of over 11,000 metric tons of project cargoes up to the final destination.

Due to immense volume and complex cargo dimensions, Globalink utilized practically all modes of transport by road, rail and sea for the transportation across Caspian sea to complete the on-time delivery. Globalink Atyrau Kazakhstan team wasted no time at the destination and made door-to-door delivery possible in record time.

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Yacht Launch by BATI Group

You dream it, we move it! Owning a luxury yacht is every billionaire's dream... To transport and launch one is ours... BATI Group of Turkey was awarded the launch of a 780-ton and 60-meter yacht by the shipyard Alia Yachts, which is located in the southern part of Turkey.

The owner did not want the yacht to be touched by a sling, which made it impossible to launch the yacht with a crane. After considering multiple options, BATI specialists decided on a combined launch with an SPMT (self-propelled modular transporter) and a semi-submersible vessel.

The company approached the yacht with the SPMT which had the foundation of the yacht on top, so that it could lift up the yacht and secure it on top of the transporter. While BATI carried out the transportation from the shipyard to the shore, a semi-submersible vessel docked itself from the raft.

After the yacht had been boarded on the semi-submersible vessel, an additional

transshipment took place, replacing the yacht on the vessel.

As soon as the SPMT unshipped, the vessel sailed and secured its position in the deep sea. The subsequent operation was the final part of the launch. The vessel submerged with the yacht on top, and the yacht emerged from her foundation and floated.

Finally, a tug pulled the yacht off the vessel's border and concluded the operation. The yacht is now in its home, the sea, waiting for the summer to come to explore the Mediterranean heaven.

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Multinational Diversity Drives Measurable Success in Logistics Operations

The logistics industry is international by its very nature. Logistics providers — particularly freight forwarders — manage relationships with companies around the world as shipments are moved globally. As a result, the United States is more diverse than ever before, which presents an opportunity for companies to partner with a logistics provider that hires staff from many countries and backgrounds as part of its business model and the core values of its operations.

True diversity in employee nationalities is built into a company's DNA, with the goal of gaining strength as an organization through the recruitment of outstanding people with a variety of backgrounds, languages, skills, ideas, and cultures. Seeking an internationally-diverse logistics partner enhances growth worldwide and promotes superior results for clients, both global and domestic.

In fact, multiculturalism can be the competitive advantage that makes the critical difference in the success of your supply chain operations. Businesses that partner with a multicultural logistics provider build stronger relationships with their supplier base through shared languages and cultures, gain access to a variety of new business opportunities, and create a more agile supply chain through creative solutions.

Below are five good reasons to make multinational diversity a focus when choosing a logistics partner:

1. Multinational diversity supports better customer service. When employees are able to communicate with international clients in their own language, with an understanding of their culture, they are better equipped to offer high levels of customer service and satisfaction.
2. Multinational diversity increases efficiency through the ability to innovate. When team members are able to contribute multiple points of view, solutions to business problems become more dynamic and creative.
3. Multinational diversity helps achieve sustainability through being adaptive to

many environments and situations. When different perspectives are taken into account during process development, the result is a more nimble strategy that can evolve as client needs arise



Article by Radek Maly, President of Highland Forwarding and Highland Project Logistics, New Hampshire, U.S.

and the business climate changes.

4. Multinational diversity promotes quality through an understanding of cultures and the unique needs of individuals. While world business is becoming truly global, huge regional variations still exist and will continue to do so. Companies can build better processes, products, and services by taking into account cultural variables.
5. Multinational diversity helps attract more diverse top-tier talent from around the world, building a stronger organization. By focusing on recruiting and promoting individuals with a wide array of backgrounds, companies can achieve higher levels of employee engagement and attract more talent.

Recently, global management consulting firm McKinsey & Company released the results of a study called 'Diversity Matters.' The study found that firms in the top 25 percent for racial and ethnic diversity were 35 percent more likely to have above-industry-median financial returns.

Recognizing that diversity is an important attribute for your supply chain partner is the first step. Determining how to select a logistics provider that has a deep multinational culture is the next. Here are the important qualities to look for in your partnership:

1. Its key leaders support multicultural

diversity in their actions. A truly diverse logistics partner will have a leadership team that acts and interacts with employees, associates, and business partners in ways that demonstrate respect

values that encourage openness and ensure that multiple points of view make up the creative process.

3. Its diversity goes beyond HR. A diverse logistics partner implements initiatives, at the corporate and departmental levels, that foster open channels of communication, drive innovation through the diversity of thought, and remove barriers for an all-inclusive culture.

The business landscape in the United States demands that multinational diversity be a top priority. Organizations with staff composed of many national origins and speaking a multitude of languages have a huge competitive advantage. The time to invest in diversity as a strategic business model is now, starting with a multicultural logistics partner. To stay competitive in today's market, embrace the benefits of diversity in your own organization and in your strategic partnerships.

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Once Again, MFC Highlights Its Technical Competence

MFC of Mumbai, India, is having proven itself in the execution of the movement of the excessively high calendria (8.3 meters) with an out-of-the-box solution, by

knowledge and technical skill were highlighted in the movement from Ahmedabad to Adani Hazari ports over a distance of 370 kilometers.

The package was 10.45 meters long, 9

meters wide, 2.52 meters high and weighted 73.1 tons.

The challenges at stake were manifold:

1. Width of the consignment which covered three traffic lanes of the highway.

Taking into consideration the route, a double-axle line trailer

(side-by-side) arrangement was not feasible as the turning radius was not available.

2. Hence the consignment could only move on a single line axle (the width of the trailer platform was three meters).

This required a technical expertise in creating the loading base that ensured the proper weight distribution and balance of the nine meter width consignment.

3. Ensuring that the consignment after loading maintains its balance and availability of turning radius for the trailer for the complete journey.

4. Temporary removal of hur-

dles like electric poles, dividers, toll collection plaza barriers, etc.

5. Skill in traffic management was a crucial aspect in this movement to ensure the smooth movement.

6. Complete synchronization was re-

quired with multiple national and state highway authorities, road transport authorities and various government departments plus state traffic police.

7. This movement entailed an involve-



having to devise the concept and design and fabrication of the rotational holding device.

MFC was once again put up to the challenge of moving an excessively wide consignment, yet the company's dominion



ment of a field staff of 40 personal.

In designing the loading base structure, MFC proved its technical skills, dominion knowledge and a thought process that is open to overcome any such challenges.

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Fax : +66 2 714 2424
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CJ Smart Cargo Moves 266-Ton Boiler Modules

Hyundai Masan, a self-geared heavy-lift ship with 4 x 320-ton cranes, arrived at Jubail commercial port, Saudi Arabia, to handle the load. The nine boiler mod-

customs release.

The biggest challenge along the 1,000 kilometer route from Jubail Port to final destination was that these heavy lifts had to go through the highway, where trans-



ules, of which the largest measured 22.6 x 6.0 x 4.5 meters and the heaviest was over 266 metric tons, were discharged using the ship's gear. They were then directly loaded on to multi-axle hydraulic trailers where previously respective stools and beams were installed to receive the heavy lifts. Then, all heavy lifts were shifted to storage area to wait for

portation fleet had to wait for police to block the road and open the exclusive passageway for their cargo.

At the construction site, CJ Smart Cargo also successfully completed positioning of the modules onto foundation, using the mega crane provided by its subcontractor.

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Logiventures Takes Lead in Windmill Logistics in Sri Lanka

Sri Lanka's next big power project in the pipeline is tipped to be coal. However, the country will need to shift to a cleaner alternative for a brighter future and developing the logistical capacity for it will be a crucial factor in deciding the viability of clean energy.

Sustainable power generation is fast becoming a reality in many developed countries, with wind power leading the curve. By end 2014, an estimated 369,553 MW of power was generated via wind energy showing an increase of 16% from the previous year.

The cost of installing wind turbines has been one of the biggest hurdles in aggressively seeking more wind energy projects across the world.

Meanwhile, developing countries, including Sri Lanka, face numerous additional challenges. Primary, is the poor infrastructure within the country including the nar-

row road network and the tangle of low overhead wires, particularly outside Colombo, making it difficult to transport oversized cargo.

The next big hurdle is the lack of local skills and logistics capability to manage the movements and the setting up of such projects. In the past, most windmill projects have had to rely on foreign logistics expertise, further escalating costs.

Logiventures (Pvt.) Ltd, a subsidiary of the Hayleys Group, is amongst an elite group of logistics service providers in the region that have the expertise and the specialized equipment needed to manage such projects.

Their track record includes the entire ship to shore ground logistics in the North of Sri Lanka, for the successful installation of 16 wind turbines in Pallali.

The highly technical logistical opera-

tion over the 230 kilometer stretch from the Trincomalee port in the east coast to Pallali in the North was carefully coordinated by a specialized team from Logiventures over a span of three months.

This included the construction of suitable roads and raising power and telephone lines above the average height permanently along the route.

The transportation of the wind turbine components was one of the biggest challenges faced by the team as each blade alone was 42 meters or approximately 135 feet in length. For comparison, this equals to lining up seven 20-foot containers back to back and manoeuvring through narrow corridors over the 230 kilometer distance.

Shadil Rizan, General Manager of Logiventures, said, "Our specialized project team has repeatedly gone above and beyond what was previously

thought impossible for a Sri Lankan company with a local crew. All projects had to be highly coordinated, planned to precision with all vehicles using GPS trackers whilst being centrally monitored enabling us to complete the project with zero incidents. It was definitely a proud moment for all of us at Logiventures."

In 2015 it was estimated that Sri Lanka has a total installed capacity of about 130 MW of wind energy, while the total potential is estimated at a staggering 25,000 MW.

A significant part of this will not materialize due to numerous other factors including terrain, habitation and vegetation. The cost benefit of using a local logistics team however, can positively influence further investment in cleaner energy production where feasible.

About Logiventures

Logiventures is the market leader in providing project logistics solutions to local and international contractors who are involved in large scale infrastructure projects.

The company brings over 16 years of experience and a proven delivery record that has been driven with technology innovation and adherence to industry best practices.

The company specializes in freight, chartering, customs clearance & forwarding (C&F), project and general cargo handling, inland transportation, storage facilities, and numerous services related to logistics chains.

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Guaranteed Succession Plan: Universal Transport Takes Over Logistics Company Züst & Bachmeier

Nuremberg / Paderborn – Universal Transport is taking over the project and plant logistics specialist Züst & Bachmeier, which has its headquarters in Nuremberg. The project company has business sites in Düsseldorf and Iphofen near Würzburg and is internationally established in Russia and Malaysia.

The Züst & Bachmeier Project GmbH

is known across the world for its experience in project logistics and will remain as an independent company under its previous name within the Universal Transport group. In future, the two previous Managing Directors Joachim Bisch (60) and Karl-Heinz Webersberger (57) will manage the company together with Holger Dechant (44) from Universal Transport.

"The merger with the heavy-duty logistics specialist from Paderborn guarantees the ongoing development of our Nuremberg company. We now feel well-equipped to face the future," says Karl-Heinz Webersberger. "It was particularly important for us to guarantee an optimal succession plan for the future direction of our company in good time," Joachim Bisch adds.

"We've gained a valuable partner in Züst & Bachmeier Project GmbH. As a result of the takeover, we can expand our international range of products and offer our customers even more varied services", says Holger Dechant, Managing Director of Universal Transport. The purchase comes into effect backdated to January 1, 2016. Universal Transport has more than 600 employees and a fleet of 350 vehicles suitable for heavy-duty logistics.

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Braid Completes Project Shipment of Great Magnitude to LNG Producers

Braid Projects USA and its partner in Japan mobilized to perform the transport of 16' wide Nitrogen Companders and accessories to South Korea for a major shipbuilding corporation.

This project involved the installation of a floating liquefied natural gas platform at the deep water within the South Asian sea for exploitation of natural gas to help meet the growing global demand.

This particular floating plant, which will be moored at sea for twenty (20) years before returning to dry dock, is designed to produce 1.5 million metric tons of liquefied natural gas each year.

For this critical shipment, the timely arrival of these elements was essential as the construction of the offshore FLNG vessel depended on them.

Braid developed a solution to operate the transport via sea while maintaining a focus on safety.

Tapping into its vast network of sub-contractors, Braid negotiated and secured

a suitable ocean commercial vessel to enable a safe and quick transport.

The nominated vessel was a dry bulk heavy lift type cargo carrier - deadweight



tonnage over 12,000 DWT. The vessel had two holds; each hold was fitted with folding covers. Holds #1 and #2 had independent compartments with tween deck capabilities which were utilized for this voyage.

Once delivered to the port of Philadelphia, all units were placed on Mafi trailers by the mobile Liebherr crane and transferred alongside ship. They

the holds, the cargo was stick welded in a satisfactory manner by the welding gang. 15-inch flanged "I" beams were utilized as stoppers to secure cargo to the vessel.

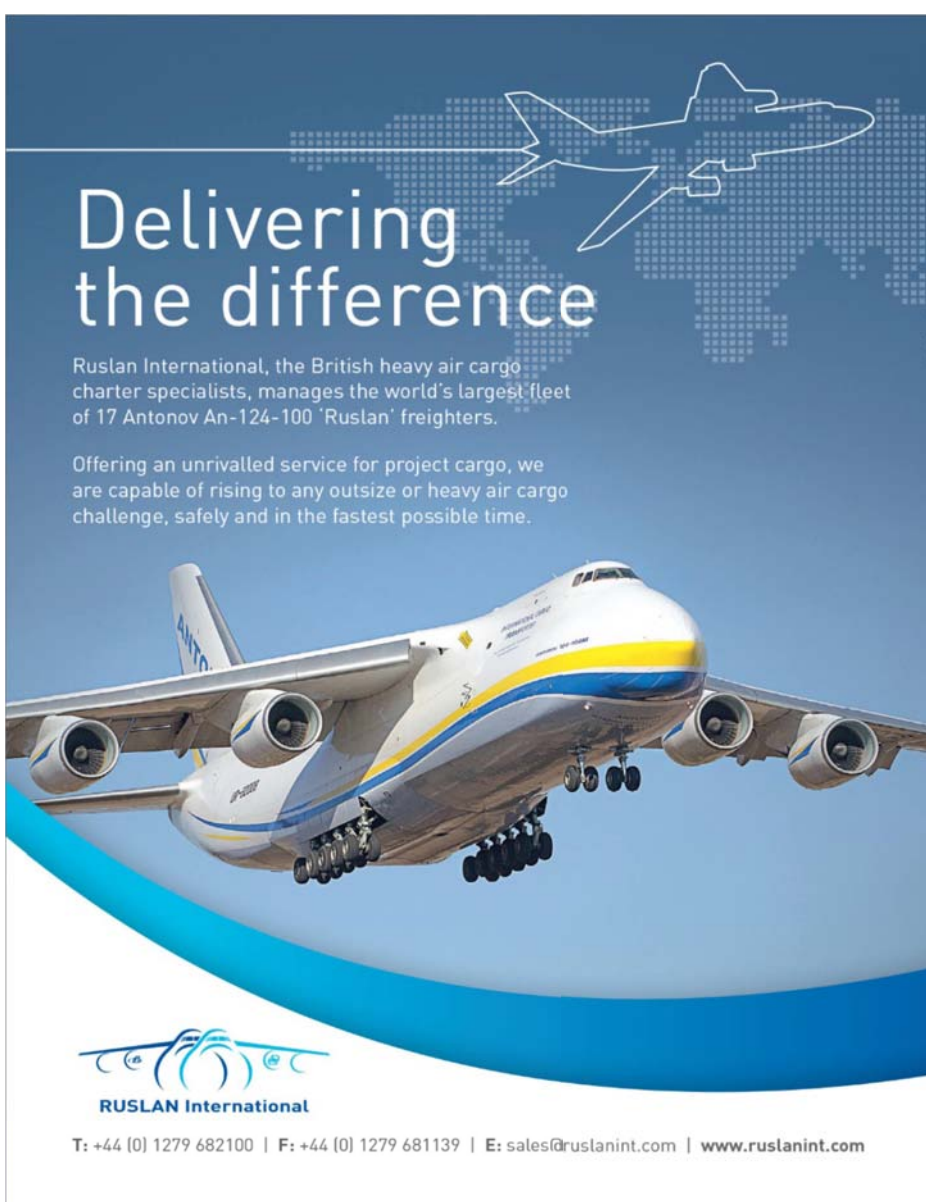
Gus Chalos, President of Braid Projects USA, who flew to Philadelphia to meet with the American technician and Japanese inspector, commented:

"The loading operations were carried out with caution and in a workmanlike manner with no instances of rough or improper handling observed."

The cargo was safely loaded without exception, stowed on board for the sea voyage, and the vessel departed for Masan per the planned schedule.

Braid Projects USA is a Project Logistics Provider based in Houston, TX, and specialized in over-dimensional and complex material movements by sea, air, rail, barge and truck. Braid Projects has gained global recognition in the project and heavy-lift industry by delivering world-class, tailor-made services.

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In January 2016, the International Atomic Energy Agency declared that Iran was in compliance with the requirements of the nuclear accord struck in July 2015. Thus, the country was formally cleared for its reappearance on the global economic scene with the lifting of the EU sanctions as well as several important U.S. sanctions. The message has been ringing across global markets, as countries and companies vie for position to reap the benefits of the growth opportunities they see in this large country. The political role of Iran in the region is by no means undisputed and its enemies and opponents remain fiercely negative to its newfound acceptance in global society. Nevertheless, this Middle Eastern pivot is shifting the balance in the Middle East, with both economic, political and religious divides contributing to the complexity of the transformation.

A Sleeping Giant

Iran is the second largest economy in the Middle East and North Africa (MENA) region after Saudi Arabia, with a GDP in 2014 of US\$406.3 billion according to World Bank estimates. Its population is

Iran — The Middle Eastern Pivot

the second largest in the region after Egypt, with around 80 million people. The economy is characterized by a large hydrocarbon sector, ranking second in the world in natural gas reserves and fourth in proven crude oil reserves. In addition, Iran has smaller agriculture and services sectors, and a noticeable state presence in manufacturing and financial services.

The direct benefits from the sanctions relief will take its time to be felt directly for the ordinary Iranian as the economic activity and government revenues still to a large extent depend on oil revenues (oil income currently supports half the budget) and therefore remain volatile. The economy is also saddled with major structural deficiencies, such as an inefficient public sector, high unemployment as well as a weak banking and financial sector. This needs to be addressed to foster growth and create jobs. Given its size and weight in the region as well as the weakness of its current state, the potential upside both for Iran as well as the region remains quite significant.

A Large, Underserved Car Market

The Iranian automotive industry is the second biggest industry sector in the country after oil and gas, contributing to more than 10% of GDP. Figures from IHS, the consultancy, show that car sales in Iran surpassed 1 million in 2015, while some forecasters see sales volume doubling in the half decade to 2020. On top of this, Iranian government expects 56,000 new commercial vehicles to be sold over the next three to five years. An aging car park is a key driver for pent-up demand, as Iran's cars are on average 18 to 20 years old, according to the consultancy IHS. No wonder that auto manufacturers have been among the first to knock on the door to get a piece of the action. Both Daimler and Peugeot have already made agreements to sell their products and invest in research and manufacturing facilities. Other car manufacturers are expected to follow suit. In the absence of Western auto makers, shut out by the sanctions, Chinese carmakers have taken the opportunity to build a position in Iran.

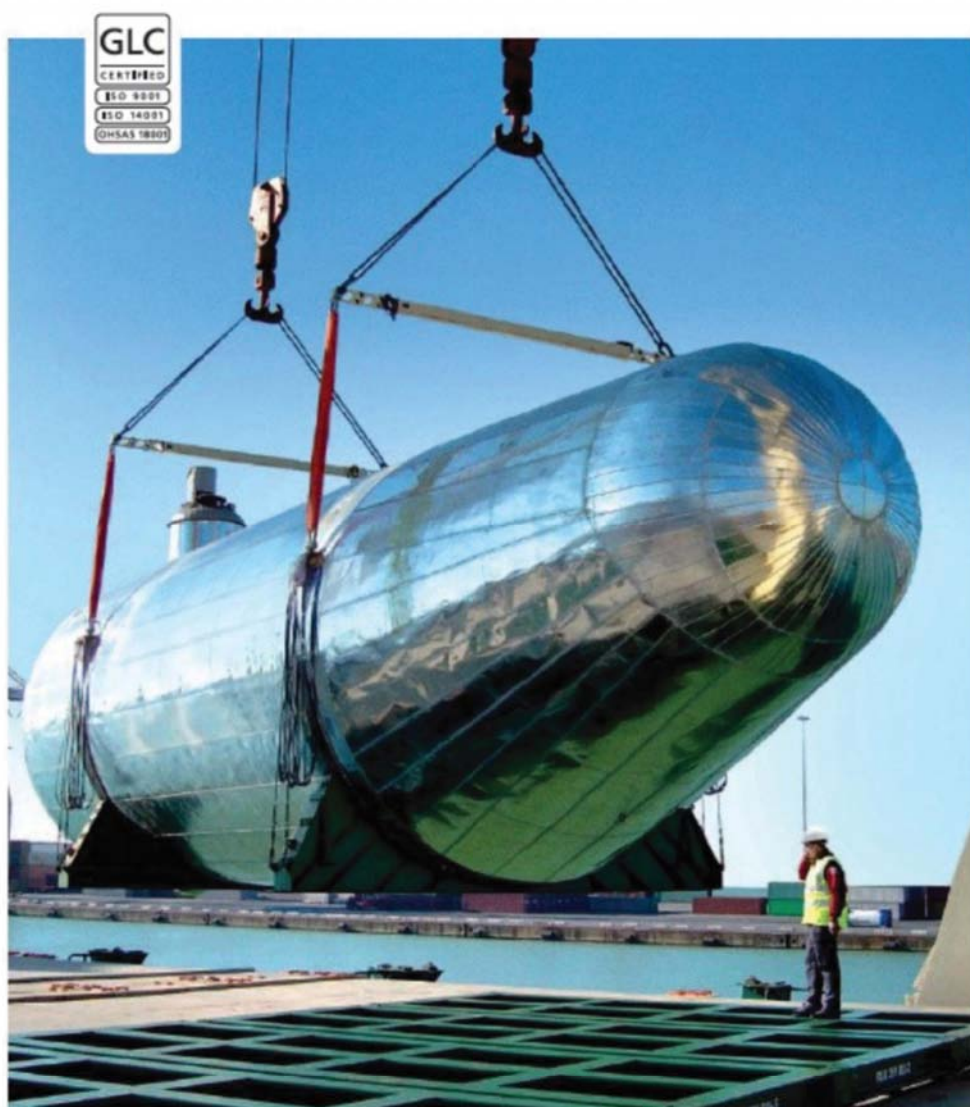
Chery, Jianghuai and Lifan have doubled their market share, although they still represented less than 10 per cent of all cars sold last year.

But it is not only the Western auto manufacturers who have ambitions. The country's largest auto manufacturer, Iran Khodro, started as an assembly factory for foreign makers, but has since progressed to develop its own models. They manufactured 177 thousand cars in 2015 and have declared an ambition to become a significant exporter to the around 400 million people living in the MENA region.

Sanction Gone, Now What?

The outlook for Iranian development is better than it has been for a while. As a central part of the regional economic environment, Iran can and will exert greater influence. Economically, this could have positive effects. Politically, this may mean a more complex diplomatic territory between a financially weakened Saudi Arabia and religious conflicts abounding across the region. This presents itself as a double edged sword in terms of opportunities with a solid dose of uncertainty.

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HEAVY MATTERS

By Gert Vos



CALCULATION OF GM ON A BARGE

Initial stability is the resistance of a [boat](#) to small changes in the difference between the vertical forces applied on its two sides. It is determined by the angle of tilting on each side of the boat as its center of gravity (CG) moves sideways as a result of the passengers or cargo moving laterally, or as a response to an external force (e.g. wave).

The wider the boat and the further its volume is distributed away from its center line (CL), the greater the initial stability. So a barge has a large initial stability, but also barges can get unstable. In August 2015 a barge became unstable in the Netherlands. Although the report about this accident is not presented, the stability was far from good!

<https://www.youtube.com/watch?v=urGufWmBEkU>



Mobile cranes are not made for using on barges. And I know it's done many times. Barges and stability is a complicated matter and if you want to organize transport on barges: hire an expert and don't take unnecessary risks.

In the following example, we calculate the metacentric height (GM) of a cargo on a barge. Just a small example:

$$GM = KB + BM - KG$$

KB = centre of buoyancy (height above the keel)

$$BM = \frac{I}{V}$$

I = second moment of area of water in metres and V is the volume of Displacement in m3

$$I = \frac{L \times B^3}{12}$$

L = length of vessel

B = width of vessel

$$V = L \times B \times T$$

KG = distance between K and G

Example: barge

L (length) = 100 m

B (width) = 22 m

T (draft) = 3 m

KG = 8 m

$$GM = \frac{T}{2} + \frac{1}{12} \frac{B}{T} \times B - KG$$

$$GM = 3/2 + ((1/12 \times 22/3) \times 22) - 8 = \underline{6,94 \text{ m.}}$$

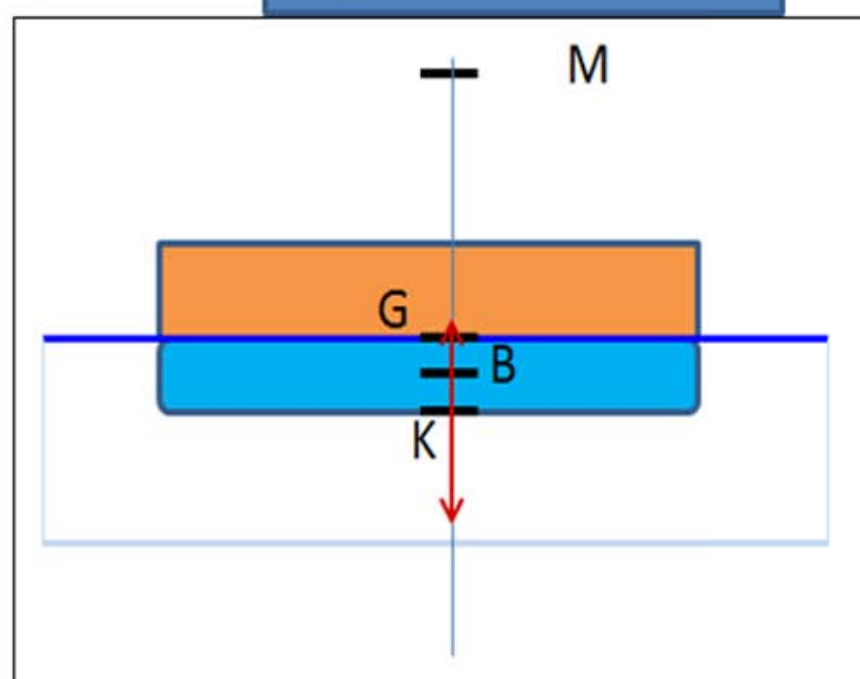
If additional cargo (1500 to) is placed (CoG 12 m. above keel) on the pontoon.

Combined CoG: (at 3 m draft: Pontoon + cargoweight = $3 \times 100 \times 22 = 6600$ ton (in fresh water): $6600 \times 8 + 1500 \times 12 = Y \times 8100$. $Y = 8,74$ m.

New draft $T = 8100/2200 = 3,68$ m.

$$\text{New GM} = 3,68/2 + ((1/12 \times 22/3,68) \times 22) - 8,74 = \underline{4,06 \text{ m.}}$$

Width/draft relation important for stability



The location of G in relation to M is defining the stability of the ship:

- ➔ Positive (G under M)
- ➔ indifferent (G in M)
- ➔ Unstable (G above M)

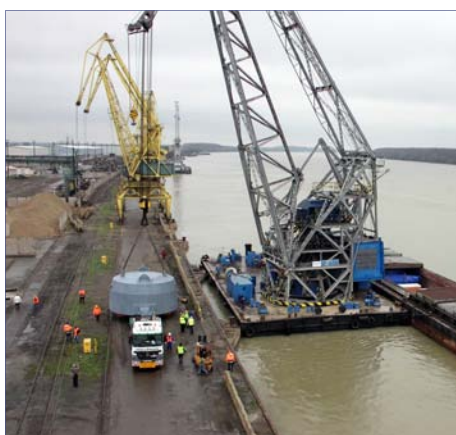
The above mentioned example is just a simple example and cannot be used as an official calculation. Much more aspects must be taken into consideration before you start with this type of transport. Naval architects should be involved in these projects. Only if you think about acceleration forces during transport you have to put in a lot more efforts in calculation for only that particular part. To get an idea, read the Noble Denton “Guidelines for marine transportations.”

Gert Vos - HTTC

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Thai Steel for Romania

Holleman Romania transported some components dedicated to a steel factory, from



Constanta to Galati, both in Romania. These five pieces came from Thailand and the transshipment was done with floating cranes.

The biggest component was about 8.71 x 7.19 x 4.16 meters, weighing 74 tons, and the smallest 7.32 x 2.8 x 2.68 meters, weighing 26.95 tons. Holleman used different types of trailers, such as an 8-axle vessel bridge and various semitrailers with six, eight and 10 axles, pulled by an 8 x 4 Mercedes trucks.

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MLC Sets New Benchmarks

In Saudi Arabia, MLC-Almajdouie was awarded as the lead transporter for SAMAC project to be executed by CTCI Arabia. SABIC awarded CTCI the complete package for Methyl Methacrylate (PMMA) Plant in Jubail, Saudi Arabia, the largest of its kind worldwide, with an annual capacity of

250,000 tons of methyl methacrylate (MMA) and 40,000 tons of poly methyl methacrylate (PMMA). www.gpln.net



WWL — New Port of Call

Mining equipment company Joy Global was able to significantly cut road transport costs for a major project in Australia when WWL delivered to a port outside the regular schedule.

Headquartered in Milwaukee in the U.S. state of Wisconsin, Joy Global is one of the world's leading producers of heavy machinery for mining. As well as producing and servicing equipment for surface mining, the company manufactures and services underground equipment, including longwall mining systems with powered roof supports (PRS), one of Joy's major product lines.

When Joy Global took an order from global miner Anglo American for a longwall system at the new Grosvenor mine in Australia, it was faced with a logistical challenge. Some 152 PRS supports, each weighing between 64 and 69 tons, needed to be transported from Joy's production facility at Worcester in the UK to the mine, located in central Queensland, some 600km northwest of Brisbane.

Chris Foley, Joy Global's Manager of Freight, Fleet & Trade Compliance for Australasia, turned to Wallenius Wilhelmsen Logistics (WWL) for support with the shipping component of this project.

"We have been a customer for over 25 years now, and when there are special arrangements that have to be made, it's so easy to make them with WWL," he says.

Adam Burns, manager of Mining, Construction in Queensland at WWL, and Paul Johnson, head of Sales and Business Development in the UK at WWL, were joint project managers for the shipment of the roof supports to Australia.

Burns says consultation between Joy Global, Anglo American and other

stakeholders led to the creation of a comprehensive plan for the delivery to the mine. "Joy Global already had the support of WWL's frequent sailings from Southampton to Brisbane, but also required three calls into Gladstone, which is not on WWL's regular ocean schedule," he says.



Foley from Joy says that WWL's ability to divert ships to Gladstone was crucial to the opera-

tion's success. Had the supports been sent instead to the nearest port on the regular schedule – Brisbane – the road transport costs would have been much higher.

With each support taking a total of 12 months to manufacture, it was also crucial that they arrived with zero damage. The supports were first transported by road from Worcester to Southampton. Here, they were placed on individual roll

trailers in order to roll them on-board the vessel. This process ensures safe transit of large items.

Once at port in Australia, the roll trailers were simply rolled off the vessel into the terminal — ahead of being loaded onto road transport for the final leg to the mine.

Johnson explains that at the request of Joy Global, progress meetings were held weekly throughout the project, involving Joy, WWL and freight forwarding staff in Australia and the UK.

"The meetings were important," he says. "They were a great way to identify potential problems and forecast and plan to reduce potential risks."

All scheduled sailings arrived on time, except for one that did not go according to plan. However, WWL responded to the problem by speeding up the sailing in order to reduce the inconvenience to Joy.

"Our relationship with WWL allowed us to schedule vessels months in advance, even before schedules were published, and that was fantastic," Foley adds. "We would definitely use WWL again for this kind of operation."

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Upcoming GPLN Meetings & Events

13th GPLN Annual General Meeting 2016

21th — 23rd May 2016

Brussels Marriott Hotel Grand Place
Brussels, Belgium



Heavy Lift Maritime and Transport Seminar

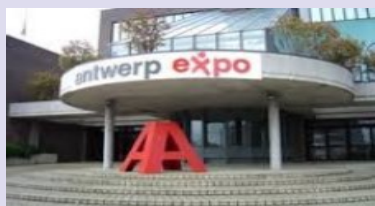
24th May 2016

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. 318
Houston, TX, USA



6th Breakbulk China Transportation Conference & Exhibition

15th — 16th March 2017

Shanghai World Expo Exhibition & Convention Center, Booth No. 1101/2
Shanghai, China



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

Shipment of Train Inspection Vehicle From Italy to Australia

Over the last years, Gruber Logistics gained important experiences with the shipment of rail vehicles all over the world. One of the latest assignments was Gruber shipping a Roger MM800BHP, weighing 65 tons, from Italy to Australia.

Italian rail inspection company Mermec consigned the Roger 800 on the terminal rail of Taranto Ausonia. Once there, Gruber Logistics loaded the vehicle by crane on a special trailer, and transported it from Taranto to the Port of Livorno. In Livorno, the vehicle was transhipped with the aid of two cranes from the trailer onto a Mafi 72' Rail.

Gruber Logistics also managed the cleanliness of the machinery as requested from Australian authorities to ensure that the consignment is clean and free of all quarantine risk material (QRM).

Afterwards, the Roger was lashed on the Mafi and the boarding of the Mafi on MV Tiger WWL (pulling truck of the Mafi on the vessel) was arranged.

The next step was the navigation from Livorno to Fremantle, Australia, with a



transit time of 47 days.

In Fremantle the Mafi was unloaded from the vessel and the vehicle was unfixed and transhipped by cranes from Mafi to special trailers, and then transported by road from Fremantle to Port Hedland.

Finally, the vehicle was unloaded from the trailer to the railway at Nelson Point — BHP Site.

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Jiangsu Sunshine on the Move

Jiangsu Sunshine Int'l Logistics Co., Ltd, a GPLN member from Shenzhen, China, proudly completed a project containing several petrochemical towers, the biggest weighing 571 tons. It was shipped from Penglai in the north of China to Huizhou, in the country's south.

Another project came with two petrochemical furnaces, weighing around 190 tons each, roll-on and roll-off at both

ends, from Nantong in Jiangsu province, to Huizhou, Guangzhou province.

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Briefs

AARAS Shipping on Track

AARAS Shipping Agencies Private Limited is pleased to report the company's recent project shipments, where three breakbulk / project cargo vessels were appointed to the company with complete logistics operations. The total weight of the cargoes that has been discharged by AARAS' stevedores from these vessels were nearly 40,000 mega tons. Most of the units were heavy and oversized.

The cargo vessels in action were MV KSL Anyang, shipping 2,294 packages of multiple projects in the power generation sector: MV Amber Beverly, consisting of 6,711 packages



with a total weight of about 16,055 mega tons: and MV Chang Hang Fan Hai, consisting of 6,058 packages with a total weight of 12,360 mega tons.

Freja Makes for Oulu

Freja Transport & Logistics Oy of Turku, Finland, chartered a 3700DWT



vessel to deliver 258,570 cubic meters of cargo weighing 295,100 tons. The cargo was delivered by sea freight from Rotterdam/ Netherlands to North Finland's port of Oulu, where a Terex Superlift 3800 crawler crane was used to load the unit onto self-propelled modular transporters (SPMT).

The cargo was discharged in coordination with Freja and their nominated crane operator.

New Garone Office

Garone Logistics China Ltd. just moved into a new office and enlarged its sales team recently. The new office address is: Rm15H, Block B, Central Avenue Mansion, No.2004 Baoyuan Rd, Xixiang, Baoan, Shenzhen, P.R. China, 518012.

On April 1st the company held a housewarming ceremony of the new



office, as well as the nine years anniversary of Garone Logistics with guests from shipping lines and business partners.

By River and Truck

C.E.R.L. / France shipped a su-



persized cargo by river vessel and on-carriage by truck from Italy to

France. The journey went from Livorno to Villefranche, with the final destination being Civrieux-d'Azergue in the east of France.

The cargo measured 17.9 x 5.45 x 5.45 meters, that's a volume of 532 cubic meters with a gross weight of 91 tons.

From Shanghai to Karachi

Star Shipping of Karachi, Pakistan, moved 73 tons of cargo from Shanghai to Karachi. The scope of services included chartering of the breakbulk vessel and local transportation which



was arranged for the delivery to the site locations.

This project was challenging due to the lack of regular breakbulk services by shipping lines from Shanghai to Karachi.

Star Shipping remains cautiously optimistic about the prospects for project cargo activities in the coming years which is depending on the economical global situation.

MORY-TNTE Masters Challenge

MORY-TNTE Mondial Express was involved in several projects lately. For a VVIP client it handled the transport of a petrol boat from Taiwan to Brunei.

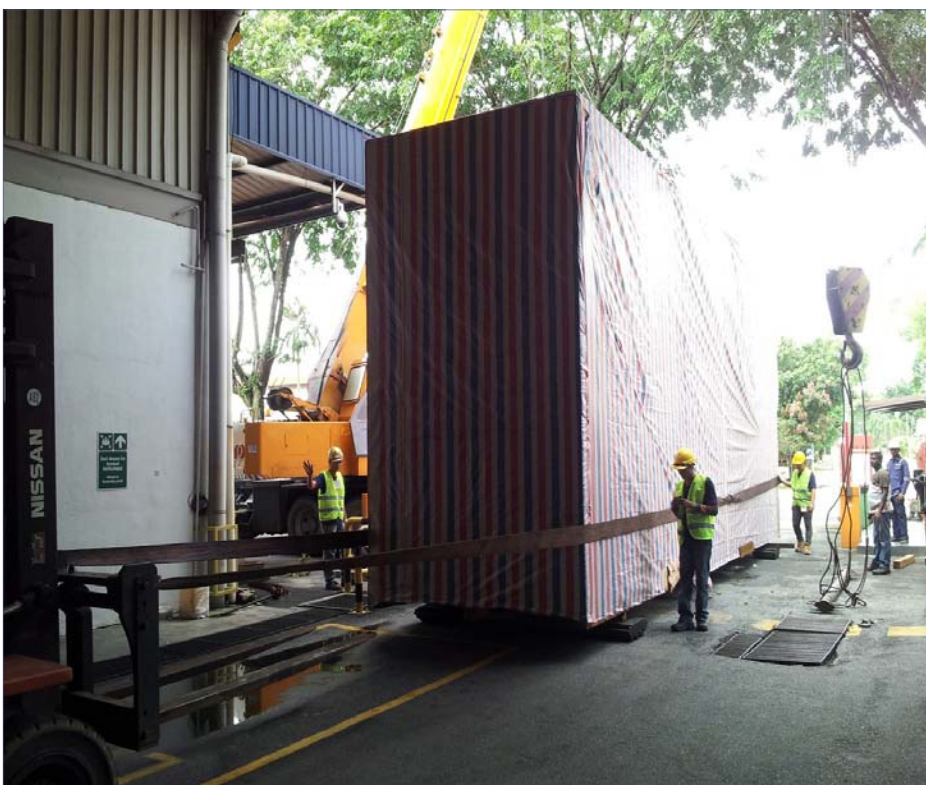
A great challenge was the shipping of a transformer from China to Kelantan, Malaysia, including positioning at Tenaga Nasional Berhad hydroelectric power station. Inland trucking from port to site took five days and four nights. Project value US\$11 million.

A special operation was the transport of a 60-ton over-height press machine from China to Port Klang, Malaysia. Consignee's door step included positioning inside

the manufacturing plant. The transport was escorted by special police units, project value was US\$16 million.

Furthermore, machines for pharmaceuticals manufacturing were shipped from Austria to Port Klang, Malaysia. The job scope include shipping, transportation, consultation plus installation at new plant. Project value was US\$18.5 million.

Additionally, MORY-TNTE moved heavy vehicles from China to Malaysia (port to port), and one unit of a 87-ton high-density offshore cable from Kiswire company in Malaysia to the end user in Brazil. www.gpln.net





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