



Global Project Logistics NEWSLETTER

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

March — April 2017

Issue No. 56

GPLN's Lysander Shipping and Kita Transport in Joint Effort

Lysander Shipping and Kita Logistics jointly arranged the shipment of an urgent 22-meter replacement windmill generator from South Korea to Turkey.

Lysander organized the transport from Busan to Izmir, after which their good partner (and fellow GPLN member) Kita arranged for the on-carriage and installation onto the windmill tower in the mountains of Bonova, northeast of Izmir.

A 500-ton crane was arranged to replace the old damaged generator unit, working at a height of 68 meters - a speciality job that was coordinated by a specialist lifting engineer appointed by Lysander and Kita.

Due to the size of the crane this also involved some light road engineering,

which was required to strengthen the site access road in order to make the operation possible.



In a separate job, Lysander Shipping Denmark handled a shipment of steel pipes with a maximum length of 21 meters and a total

weight of 529 tons.

The steel pipes are to be used for the foundation of the Beatrice Off-

shore Windfarm in south Denmark. The pipes were shipped on the vessel Alberto Topic from Kwangyang, South Korea, and arrived early this year at Lindo port, Denmark.

careful handling was of utmost importance as any scratches or marks to the end caps would cause rejection, meaning that the pipes could not be used.

Under the constant supervision of Lysander shipping, all pipes were duly handled with care and delivered to consignee's storage area without issue.



Upon arrival at the Danish port

At the port of Lindo Lysander Shipping can handle all types of cargo within the oil and gas, wind and offshore industries.

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45-Ton Hockey Fields From the Netherlands to Malaysia

GPLN members Trans International Logistics from Malaysia and L.C. van Tiel Logistics teamed up for an urgent and prestigious delivery for the 29th SEA Games to be held in Kuala Lumpur, Malaysia, in August 2017. The shipment consisted of 62 turf rolls of 4.3 x 1.05 x 1.05 meters and 725 kilograms each. The turf rolls were loaded by special equipped trucks with carry-

on forklift and discharged and strapped directly onto airline pallets at the airline warehouse at Amsterdam airport Schiphol, Netherlands, and flown by freighter in two lots to Kuala Lumpur.

After arrival, the rolls were transported to the stadium where the rolls will be laid down and turned into two hockey fields.

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Liburnia's Qatar Contract

Liburnia Maritime Agency from Croatia successfully loaded the first lot out of four contracted lots of 80 modules in total. The first 18 modules were loaded on Rickmers-Linie vessel "Tokyo" on the way to Hamad port in Qatar. Each of the modules was weighing around 20 tons and was up to 13,5 meters long, 3,6 meters wide and 3,6 meters high. Liburnia's scope of work was to arrange road

transport, port handling and sea carriage from Croatia to Qatar.

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A Word From GPLN

Dear Readers

Roger Strevens, Vice President of Wallenius Wilhelmsen Logistics (WWL), a main sponsor and great supporter of GPLN since many years, recently shared his thoughts on the year ahead. He noted that overall breakbulk volumes will continue at relatively subdued levels in 2017. The oil and gas segment is not expected to see much improvement; although OPEC's recent agreement to cut production may change that. In the mining segment, the purchasing manager's index is above 50 which, coupled with a favorable earnings outlook for the big players, suggests Capex conditions are finally improving there. Other segments such as power generation equipment and rail rolling stock are expected to continue at more buoyant levels. The supply side of the equation indicates the excess of capacity will continue for the foreseeable future. This is reinforced by the fact that breakbulk cargo can, to varying extents, be carried by four different vessel types (Ro-Ro, Lo-Lo, container and bulk), each of which is dealing with its own over-capacity issues. Reducing supply through "early retirement" of vessels is not an obvious choice either. On the one hand, the low steel rates from vessel recycling make scrapping a particularly unattractive option, but on the other it does have the benefit of being able to avoid costly new regulatory requirements for ballast water treatment systems and Sulphur emissions. For shippers, the demand and supply dynamics are highly favorable and some may even be hoping for further rate cuts. That may happen, but it would be prudent to also keep in mind that there is a point where 'good rates go bad', meaning that the risk of another "Hanjin" situation starts to increase as rates decrease.

Our main focus is now on the final preparations of our Annual General Meeting in Dubai which is



Luzius Haffter with GPLN members exhibiting at Breakbulk China in Shanghai (March 2017).

scheduled from 21st to 23rd April. At the time of writing almost 170 members from about 60 different countries have already signed up for this event and we can expect again a rather large turnout as it was the case during our past conferences and shows the commitment of our members.

As many of you know upon concluding the AGM the GPLN team will move from Dubai 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: Dynamic Sipping Services / Israel, Falcon International / Canada, Highland Project Logistics / USA, Unishipping International / Bulgaria.

In recent months we have been successful in registering many new members and filling also empty spots in our network, having added companies from different places all over the globe to our

ranks. With these additions we were able to add quite a few new countries to our portfolio and in this regard appreciate any introduction to suitable qualified candidates.

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

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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 — MARCH / APRIL 2017

Belarus	Minsk	M&M Militzer & Münch Sooo
Brazil	Porto Alegre	Cargo Way Events and Projects Logistics LTDA
France	Paris	CARGOTRANS Global Forwarding
Georgia	Tbilisi	M&M Militzer & Münch Georgia Ltd.
India	Mumbai	Lift & Shift India Pvt. Ltd.
Indonesia	Jakarta / Surabaya	PT. Logistic One Solution
Kuwait	Kuwait City	Lift & Shift Kuwait

Dakotrans Ships Thermal Power Plant to Vietnam

Dakotrans JSC welcomed the beginning of 2017 with more projects, continuing to supply the second and third shipments for a thermal power plant in Vietnam.

Within the framework of the project, Dakotrans shipped Russian machinery and equipment amounting to 9,620 freight tons. The project is still labeled as one of the company's top priority ones, as nearly 58,000 freight tons are about to be shipped in the short run.

It is worth mentioning that pre-carriage from the shipper's facilities up

to departure ports, accumulation of goods, arrangement of vessels, load-



ing onto vessels, sea and ocean freight up to Ho Chi Minh City port with subsequent unloading of goods by the gear of the vessels were

among the most challengeable objectives within Dakotrans'

scope. Nonetheless, there were certainly other last-but-not-least duties which may not be listed in full due to the limited space here.

Describing this multimodal transportation, another interesting aspect should be noted. Delicate handling of the items shipped in terms of their packing was needed. No “hammer-approach” would be acceptable. Due to this, Dakotrans' engineers elaborated a special transport method to truck and ship the items with a unique handling plan.

Dakotrans would like to take the opportunity to cordially thank all its partners, and wish all the best for the transports to come.

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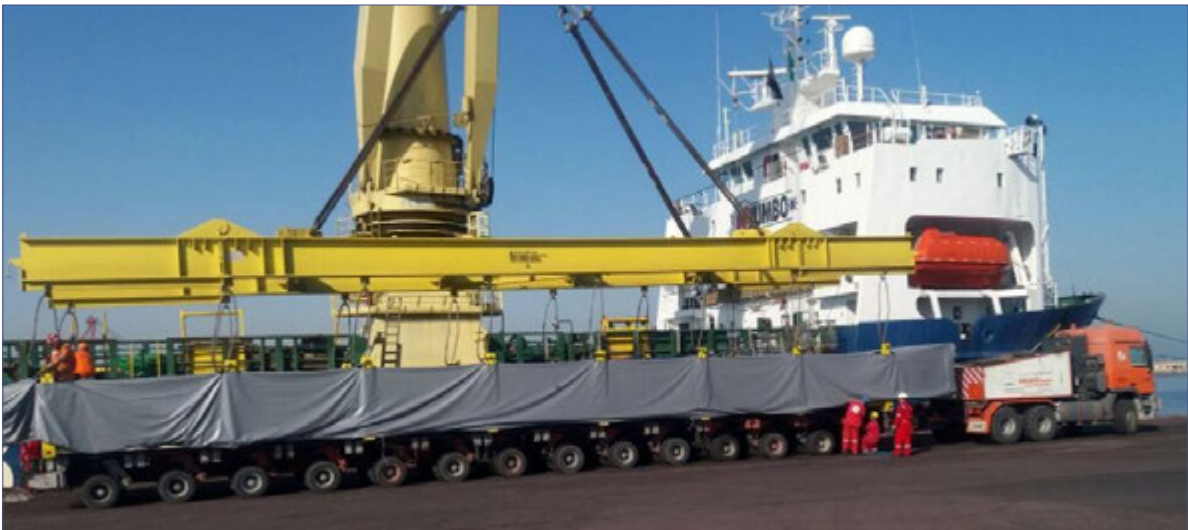
Almajdouie Logistics in Huge Saudi Development Project

Almajdouie Logistics Company (MLC) team has successfully handled the first movement of heat recovery steam generator (HRSG) modules from Jubail to Waddi Alshamal project in Turaif, Saudi Arabia. 20 out of 40 GE units were delivered, each weighing 195 tons.

The move required close coordination, meticulous planning and careful handling.

MLC's team moved the long and heavy cargo (25.19

x 3.89 x 3.35 meters) by 1x14 axles trailers throughout the whole 1,300-kilometer journey from Jubail to Saudi Arabia's most northern city, Turaif. Such a long distance required



continuous supervision by our experts and careful planning in every step of the way.

At the same time, all necessary documentations, including permis-

sions, were procured prior to the movement.

Covering 440 square kilometers in Saudi Arabia's Northern Frontier, Waad Al Shamaal will be a city of 100,000 and a mining complex with seven world-scale phosphate processing plants.

Waad Al Shamaal is another in a continuing series of Saudi programs to harness, process and monetize natural resources in a way that promotes economic development and diversity.

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NEW GPLN MEMBERS — MARCH / APRIL 2017

Latvia	Riga	Cargomax SIA (owned by M&M Group)
Oman	Muscat	Lift & Shift Engineering Middle East
Spain	San Sebastian	Transmil
Tajikistan	Dushanbe	M&M Militzer & Münch Tajikistan L.L.C.
Turkey	Istanbul	Ekin Heavy & Project Cargo Transportation Co.
Turkmenistan	Ashgabat	M&M Militzer & Münch Turkmenistan Ltd.
Uzbekistan	Tashkent	M&M Militzer & Münch Uzbekistan S.C.

Interview: Universal Transport on Its GPLN-Initiated Egypt Expansion

In our interview Mr. Henning Bentien and Mr. Ahmed El Dahshan talk about the Universal Transport branch in Cairo, opened in 2016.

Since October 2016 the first vehicle fleet of Universal Transport Egypt (UTE) is operational. Tell us how the cooperation came about and what your expectations are.

Bentien: In spring 2015 Universal Transport met Mr El Dahsahn at a conference of the Global Project Logistics Network (GPLN) in Thailand. It very soon aspired that cooperation would be a win-win-situation. Universal Transport has the necessary know-how in all things heavy / large / wide load whilst Mr El Dahsahn and his brother have the connections as well as the knowledge of the Egyptian market. It took a year and a half to turn an idea into our own branch in

Egypt and thus create UTE.

El Dahsahn: Here in Egypt there are three maybe four companies that offer heavy / large / wide transport



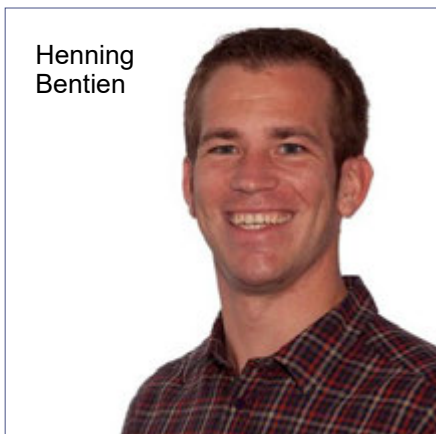
Ahmed El Dahshan

so far. Their equipment however is mostly outdated. UTE is the only company in the country to offer modern machinery and vehicles. Apart from that German companies have a very good reputation in Egypt. With our own equipment and well trained staff we want to set new standards.

Talk us through your first project and tell us about the chal-

lenges you face.

El Dahsahn: At present we are transporting the first power plant components from the port of Ada-



Henning Bentien

biya to a nearby interim storage facility. These components are then transported to two of the largest power plants in Egypt, close to Beni Suef and New Capital, New Cairo. The heaviest components of the first shipment weight around 190 tons. Due the dimensions of the cargo the transport is a kind of push-pull-unit (pull-shear-unit) – which is a very special challenge.

Bentien: As this is our very first project in Egypt it is very important to have our European specialist on location. Planning a project is easily done in theory. The practical process however often throws up unforeseen obstacles that need solving. This demands a certain kind of flexibility in spite of standardised process instructions. It would be fair to say that the first project of a new branch is always the most demanding. This job will keep us busy for about a year. Altogether we have 32 centers, six tractor trucks as well as two low loaders with 15 employees working on this project. In addition we have a number of very experienced German truck drivers on local to teach the Egyptian truck drivers

technical details and load security.

What is the main difference between the Egyptian and European branches?

El Dahshan: There is a huge difference in the operational execution of heavy / large / wide transport between Egypt and Germany. Compared to Germany the cost for road charge is exorbitant in Egypt. In some cases it is high than the total cost of the vehicles involved. In comparison to Germany we are only allowed to drive on the roads in daytime outside of cities and only at night-time within the cities.

Bentien: Working here is an exercise in patience. Granting of permissions takes much longer than in Germany. You have to learn to live with the fact that due to unforeseen circumstances a transport simply stops for two days or so. Also a number of infrastructural projects are very slow to take off. All matters concerning bu-



reaucracy i.e. customs clearance, permits and port handling our Egyptian partners are absolutely irreplaceable.

What prognosis can you give for the Egyptian market in the near future?

Bentien: Predictions forecast around seven million freight tons to be transported around Egypt in coming years. Around 2,000 wind power plants are planned for example. Infrastructure projects as well as many more power plants will play a key role. We are very open and positive towards this exciting market place. We will use all our flexibility and vehicle capability for further operations and upcoming projects in Egypt.

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Universal Transport Does Nuremberg — Antwerp — Dubai

Early 2017 at the Bavarian port of Nuremberg Züst & Bachmeier Project GmbH, who is part of Universal Transport, loaded two large Siemens transformers whilst facing the toughest conditions for man and machine.

Despite a bone chilling minus 17 degrees the two almost 400-ton transformers were

loaded by a strand jack system onto two inland water vessels. In three stages the transformers went to their preliminary destination: a production plant for offshore platforms in Dubai.

Züst & Bachmeier Project GmbH received both transformers at the Siemens production line in Nuremberg. From Nuremberg they were then

transported to the close-by heavy duty logistics center (SLZ) situated in the Bavarian port of Nuremberg.

The SLZ is a tri-modal heavy car-



go loading area at the port. The whole area is constantly being adapted and updated to the ever more demanding needs of our customers. This loading area is of vital interest to local companies specializing in system engineering and general machine building industry.

Nuremberg and its environs are

famous for that kind technology. Züst & Bachmeier Project GmbH has a strand jack system in place that can lift up 600 tons. Also in place is



a heavy cargo storage area with AEO certificate. This specific AEO certificate enables transport within EU member countries without extensive customs checks or documentation.

The two transformers were loaded by said strand jack system onto two inland water vessels. From there

they went on their second leg of the journey to the overseas port of Antwerp.

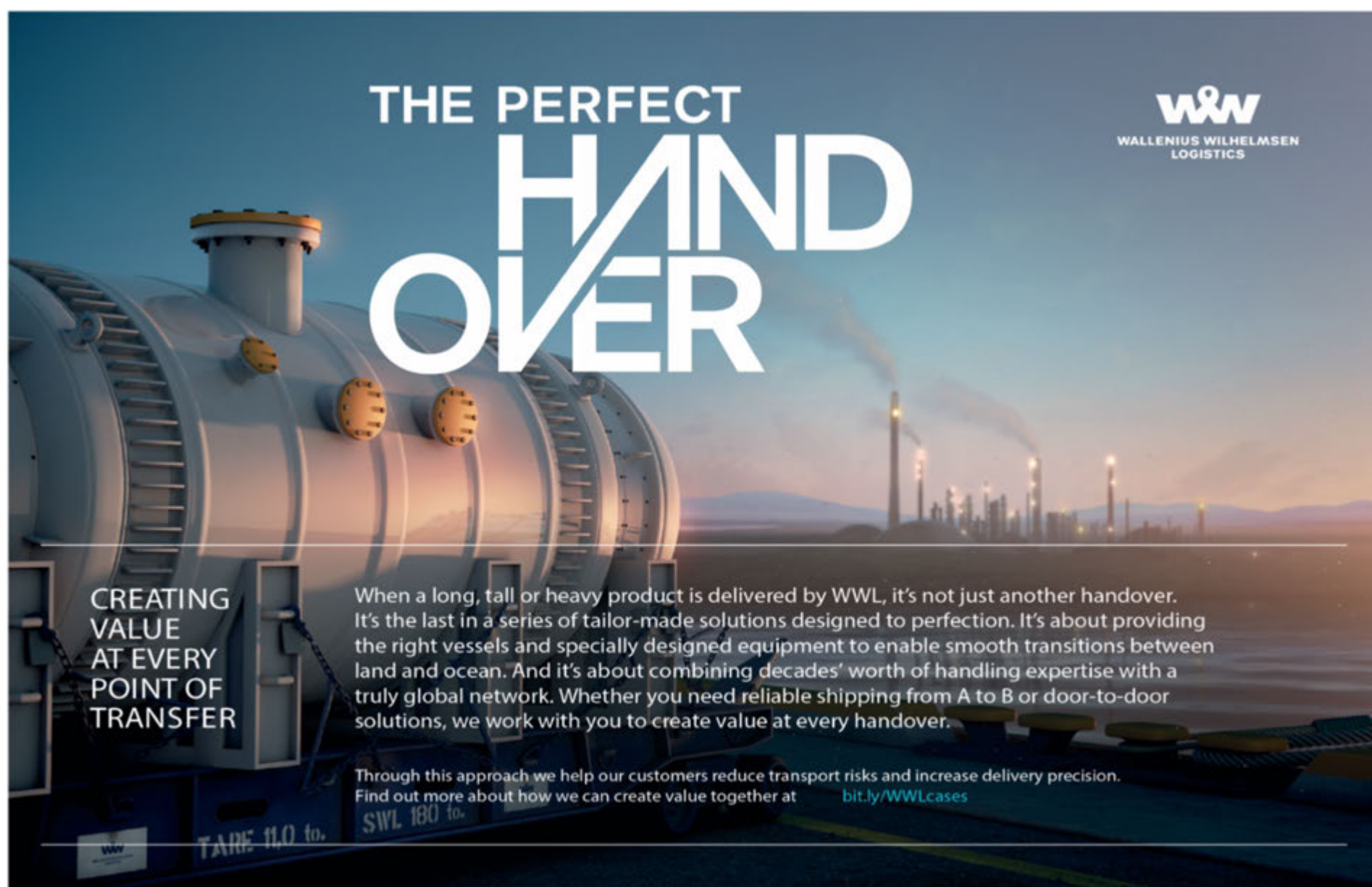
Antwerp is the second largest port

in Europe. There the transformers were loaded onto a maritime vessel and started the voyage to their final destination Dubai.

In Dubai the transformers are assembled to be-

come the core element of a relay station for an offshore wind park in the North Sea. After finishing the assembly the transformers will be transported back to Germany. They are then installed on German offshore areas of the North Sea. handling of this shipment.

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

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GPLN Teamwork From Italy to India

WW Shipping and Lesam International, two GPLN members from India and Italy, have complemented each other by successfully completing a project on door-to-door basis from Italy to India.

Port of loading was Marghera, port of discharge Adani, Hazira. Cargo consisted of forged shells, tube sheets and Y-rings with an approximate weight of 1,500 tons in 27 packages. The most Herculean task was the movement of an 8-meter diameter



Y-ring on Italian and Indian roads. Each company conducted a detailed road survey at the respective country

and deputed six cars and 22 support-staff for the movement of the Y-ring along with police escort.

In Marghera, it took two days to move from shipper place to port. Loading took 22 hours. In Hazira the vessel completed the discharge in 25 hours, afterwards the cargo was moved to door step within one night.

Indeed it was a challenging and interesting job, as each project always teaches a learning experience.

Both WW Shipping and Lesam International are looking forward to serving more Indian and Italian projects and business developments.

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WWL: Mining Automation Is Crucial to Meet Industry Challenges

To continue meeting growing global demand for mineral commodities, companies should embrace automation technologies sooner rather than later. The mining industry has been facing significant headwinds lately. Low commodity prices, increased environmental requirements and greater haulage distances are all pressuring profitability. Replacement rates of large and long-life deposits are declining and the lead times to develop greenfield sites are, at the same time, increasing. Add skilled labor shortages into the mix and it's no wonder the industry is feeling squeezed.

Several technologies are available, or under development, to help mining companies face these challenges.

Data Integration: Data integration from an increasing number of sources enables mining companies to plan mines and future operations with unparalleled accuracy.

Unmanned Vehicles: Driverless mine vehicles operate autonomously. Some don't include a cab, meaning it's not even possible to ride on board. These GPS-powered vehicles can fully interact with each other to

minimize delays and fuel costs.

Predictive Maintenance: Predictive maintenance technologies help determine precisely when equipment will need maintenance.

Inventory Management of Spare Parts: Mining companies often keep spare parts on-hand to be available for repair and maintenance.

Cloud-Based Logistics: Finally, technologies such as cloud-based logistics and load-sharing platforms can enable mining companies to optimize their supply chains.

So, if these initiatives are all combined, what could a mine of the future look like?

A driverless truck pulls up to an excavator operated from a computer miles away, is loaded and departs with the exact weight to optimize fuel consumption. The truck receives instructions from the mine's central automation system to haul the ore to the unattended loader, where it is placed on rail cars before being transported – again unmanned – hundreds of miles to the port.

Operating around-the-clock, the truck automatically signals its required maintenance to the company's inventory system, specifying the

spare parts and consumables it will need. The inventory system screens which parts are available, searches for options to restock, automatically orders the parts and settles the corresponding payment transactions.

To continue meeting growth in

global demand for mineral commodities, companies should embrace automation technologies sooner rather than later. Doing so will let them ride tailwinds to greater efficiency, safer conditions and higher profits.

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HEAVY MATTERS

By Gert Vos



Lashing & Securing of Cargo

In general lashing and securing of cargo seems to be difficult for shipper and driver. But when you make some small calculations you will find out that it's not that complicated as you think.

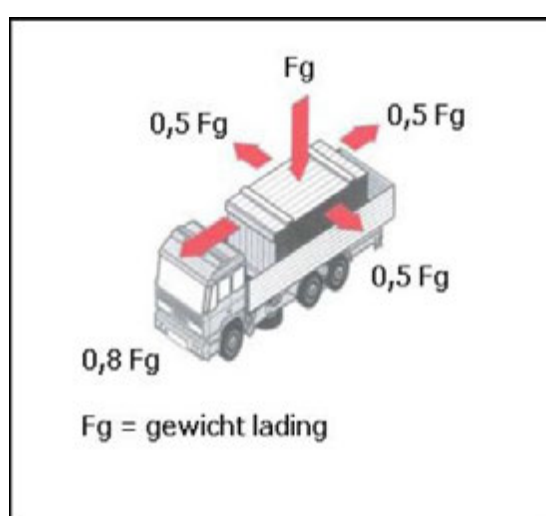
The most important issue is that you always use certified non-slip rubber between cargo and the floor / bed of the trailer / container. Of course nothing is wrong to use wood to achieve more friction, but the friction coefficient of wood is less than that of non-slip rubber.

The friction coefficient is expressed in μ .

There are plenty of friction coefficients, but in practice we will use only a few:

Steel on steel:	about 0,2 μ .
Steel on soft wood:	about 0,3 μ .
Non-slip rubber:	0,6 μ.

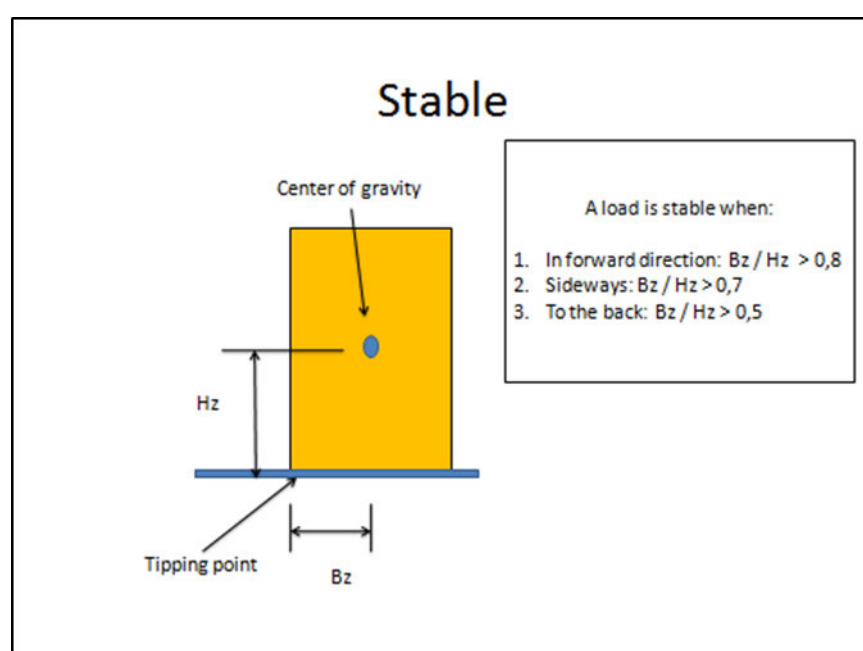
In the drawing you see the forces that occur in traffic. 0,8 F_g means that you need to secure 80% of the cargo weight in forward direction. For sideways / backward movements you have to secure 50% of the cargo weight. Only if the cargo is not stable (high centre of gravity) you need to increase the sideways securing up to 0,7.



We have seen that non-slip rubber has a coefficient of 0,6. So if the cargo is stable (see drawing), the non-slip rubber will already be enough for sideways and backward movement.

The only thing you have to take care of is securing the cargo in forward direction.

Don't forget to use some lashing on top of the cargo to avoid that the cargo can move in upward direction.



Example:

A case (made of steel) of 20 tons is loaded on a trailer. We need to secure the cargo:

In forward direction : $0,8 * 20 \text{ to.} = 16 \text{ to.}$

In sideways / backward direction : $0,5 * 20 \text{ to.} = 10 \text{ to.}$

To increase friction we use wood between the cargo and the trailerfloor: friction coefficient : $\mu = 0,3$.

We have a direct lashing situation with the use of a nylon endless sling, used as a headsling.

In forward direction we need to secure $(0,8 - 0,3) = 0,5 * 20 \text{ to.} = 10 \text{ to.}$

In sideways / backward direction $(0,5 - 0,3) = 0,2 * 20 \text{ to.} = 4 \text{ to.}$

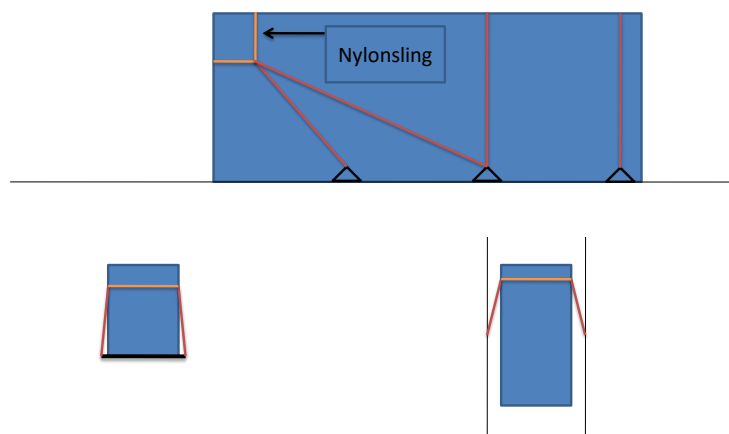
When we replace the wood for non-slip rubber we will have much better figures:

In forward direction we need to secure $(0,8 - 0,6) = 0,2 * 20 \text{ to.} = 4 \text{ to.}$

In sideways / backward direction $(0,5 - 0,6) = \text{not necessary because of good friction coefficient of the rubber.}$

Lashing example

Case of 20 tonnes.



If we use normal ratchet straps with a LC (Lashing Capacity) of 2,500 daN in a straight line (double is 5000 daN). Than we need only **4** ratchet straps: 2 for the head sling, and 2 to prevent upward shaking.

Why only 4 ?

First: because we use non-slip rubber.

Second: because we have lashed the cargo directly (direct lashing).

If we had chosen the way of pushing the cargo down with ratchet straps than we needed at least **11** pieces.

In general:

First try to lock in the cargo (between stanchions) or on the bulkhead o the trailer. Always use non-slip rubber.

Direct lashing is the best way of lashing, because you use the full capacity of the lashing equipment. Good luck!

Gert Vos - HTTC

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DAKO Moves Factory to India

DAKO Worldwide Transport executed the transport of a new plywood factory with a volume of about 20,000 tons from Germany, Sweden, Finland, Baltic States, Italy and the United States to Krishnapatnam, India.

The total quantity was partly shipped by container vessels using

shipping lines and shipper's own containers, but also for bulky cargo, flat racks with overwidth and overheights.

About 6,000 tons were

shipped by part charter vessel which was loaded especially with very bulky cargo originating from Finland



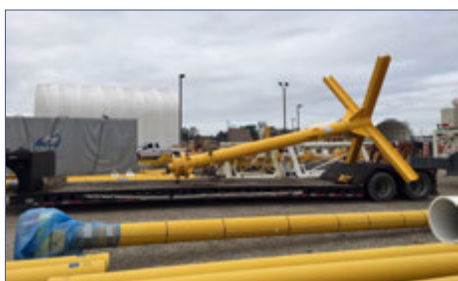
and the Baltic states directly to Krishnapatnam, located at the east coast of India in the state of Andhra Pradesh.

It was very challenging to do the transport to a port which does not have any special facilities for such project cargoes.

The local port supervision and handling as well as control of all the cargo was done by DAKO's sister company in New Delhi, India.

GSS Gets Urgent Shipment to Egypt

Global Shipping Services (GSS) handled the ocean freight of two jumper stands, weighing 14 tons each, to Alexandria, Egypt. The journey started at Jackson, Mississippi, to Houston port.



One of GSS' oil and gas clients had an urgent shipment to move, and due to the strange shape could neither go airfreight nor on flat racks.

A partner of GSS, Weco RoRo, had a scheduled liner vessel sailing, so the shipment was able to make the vessel. The company only had two days to pick up the units and deliver them to Houston port to meet the vessel

schedule, which is a monthly service with a decent transit time as it's a direct sailing.

Furthermore GSS was entrusted with another USA import project shipment consisting of two packaged crane beams with a length of 24.4 meters each.

As the beams arrived on a Ro-Ro vessel, secured as breakbulk on a MAFI trailer, the GSS project team worked around the clock to coordinate the delivery to the customer.

Upon vessels arrival and cargo on

terminal, not one, but two specialized shore cranes were required to lift the beams on to the special permitted truck trailer.

Since the shipment moved from Port Newark to a Boston door area, the concerned project team faced a challenge as the two beam units joining together may have faced police and authority road issues, based on the devisable cargo rules. handling of this shipment.

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PNI Logistics Ships Piling Works

PNI Logistics has arranged the survey and accordingly they made the loading plan and assigned suitable containers. The positioning of the containers was made at the client's yard in Ras al-



Khaimah in the United Arab Emirates. After loading PNI Logistics arranged the lashing and securing of the cargo. The company did the ocean freight from Dubai to Manzanillo port, Panama, including customs clearance in Dubai and Panama, and delivery to the customer site.

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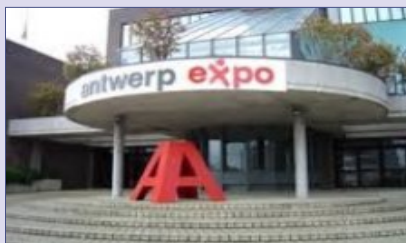
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Upcoming GPLN Meetings & Events

14th GPLN Annual General Meeting 2017
21st — 23rd April 2017
Hyatt Regency Hotel
Dubai, U.A.E.



12th Breakbulk Europe Transportation Conference & Exhibition
25th — 26th April 2017
Antwerp Expo, Booth No. 300H4
Antwerp, Belgium



1st Breakbulk Southeast Asia Transportation Conference & Exhibition
4th — 6th September 2017
Kuala Lumpur Convention Center
Booth No. 105
Kuala Lumpur, Malaysia



28th Breakbulk Americas Transportation Conference & Exhibition
17th — 19th October 2017
George R. Brown Convention Center
Booth No. 1417
Houston, TX, USA



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

Polaris Moves Filtration Purifying Equipment and Two Heavy Lifts

Polaris Shipping Agencies LLC of Dubai, U.A.E., handled the transport of a project shipment of filtration purifying equipment and accessories.

The transport also consisted of 2 x heavy lifts of 138 tons each ex shipper's door at Jebel Ali Industrial Area, Dubai, to under-hook heavy lift vessel MV BBC Africa at Jebel Ali port for Newport, USA.

Polaris' scope of work included route survey and permissions, deploying of suitable hydraulic multi-axle trailers and completion of all formalities for smooth loading on to our principals vessel.

Since Polaris represents BBC Chartering as port agents in all Middle East and Persian Gulf ports, it gave the shipper the convenience of dealing with a single point of contact for the entire operation to the satisfac-

tion of all.

Polaris Projects is also currently handling a demobilization project movement of about 12,000 freight tons of construction equipment from various sites in Turkmenistan to Jebel Ali, with the entire movement expected to be completed soon.

The project transport commenced in December 2016 during winter, moving machines with unit weights of up to 75 tons.

The movement has been carefully planned and arranged, using heavy lift hydraulic axles, low beds with different capacities / sizes and standard trailers, in line with local regulations.

Polaris Shipping Agencies LLC has been in business since 1992 and is a leading agency and logistics company in the U.A.E., offering diversified services to an established and global customer base.

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WWL — Tailor-Made Logistics for Complete Factory Move

When a leading Australian manufacturing company needed to transport an entire production plant from Australia to Vietnam, it opted to let Wallenius Wilhelmsen Logistics (WWL) take care of the move.

Transporting a manufacturing plant across two continents is not a run-of-the-mill logistics project. It requires careful planning and a unique, customised service. In this instance, the customer chose a tailor-made RoRo solution from WWL over the traditional charter vessels that usually handle this type of project.

“The customer needed a reliable, experienced carrier to provide a bespoke solution that would take into account the commercial, operational and logistics aspects of this very sensitive shipment,” explains Angelo Gnanasigamony, WWL Australia Account Manager specialising in the Mining &



Construction and Breakbulk segments.

The factory originated from north of Melbourne, from where WWL’s Australian transport agents were put in charge of ensuring its safe delivery to Melbourne Port. From there, a dedicated WWL vessel was induced to take the shipment to Ho Chi Minh City in Vietnam.

With the busy port experiencing heavy congestion, WWL South-East Asia and its local port agent in Vietnam negotiated with the container terminal to accept this large breakbulk shipment, making WWL’s ship one of only a few Ro-Ro vessels ever to dock at this terminal.

This was not the only challenge that WWL solved for the customer. Due to the sensitive nature of the cargo, it faced extensive transport

restrictions in Melbourne, with numerous regulations to be considered and permits to be obtained. Special road trailers had to be used and WWL advised the customer on adjustments that could be made to reduce the transport height of the cargo.

On the ocean side, WWL’s port captain and experienced cargo operators guided the customer with the pre-fabrication and welding work that had to be done to the cargo to ensure that it could be lashed down safely on the roll trailers and on board to the vessel. Gnanasigamony explains that RoRo is certainly the most reliable solution for complex cargo of this kind.

“A liner service from WWL is the most consistent, dependable form of ocean transport on the market,” he says. “Moreover, our customers have ease of mind knowing that their fragile cargo is securely loaded and unloaded using roll trailers and stowed safely below deck on our ship, instead of being exposed to the elements outdoors.”

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Star Shipping Keeps Busy

Star Shipping was tasked to handle crane heads and other over-dimension accessories (up to almost 30 meters long) along with another four units from Karachi port West Wharf to the site near Islamabad. The dimension of this cargo was 19.52 x 3.00 x 2.75 meters and the weight over 150 tons in total. The whole shipment was transported by road to the final destination on spe-

cial lowbed trailer and special extendable trailers which was the most economical solution for the customer. Additionally, Star Shipping received 99 tons of engines and accessories from Shanghai at Karachi port. Star Shipping handled the vessel at Karachi port and the onward transportation to site in Punjab, Pakistan. The dimension of the engines was 12 x 3 x 4.88 meters.

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MIDDLE EAST: PNI Logistics + + + EUROPE: Transmil + + + AMERIAS: Global Shipping Services

MIDDLE EAST: PNI Logistics

PNI Logistics of Dubai, U.A.E., has been founded in 2010. Counting three offices and 30 staff by now, PNI Logistics is



ready for the challenges the industry poses these days. PNI mainly serves the oil and gas, power and energy, water, infrastructure and construction industries. The company owns jacking and skidding equipment as well as pick ups. All other equipment is on lease basis to keep operations lean and agile.

Dwindling margins in other products of the freight business turned many forward-



ers towards project cargo, which has reduced the margins and also the professionalism in the business.

The company's CCO Ilse van der Borgh says the margins are still better considering lesser competition and more expertise required in handling such kind of cargoes.

Van der Borgh started her career in the 90s in the U.A.E. in the LCL consolidation business which in those days was a high-performance and profitable business. But project cargo is not without challenges. Road restrictions with continuous construction happening makes route surveys difficult to move oversized cargoes within the U.A.E., van der Borgh says.

The greatest challenge however is the reduction of oil and gas investments, which were contributing to a sizable

amount of the project business in the region. Van der Borgh says there is an urgent need to look at new developing markets like Africa and South America. Agency relationships and a joint effort to market services at both ends of the

supply and demand areas are also critical.

To succeed in this market it is important to extend specialized services, says van der Borgh, such as jacking and skidding, lashing and securing, crane lifting, industrial packing, barge and tug charter. Only this way PNI Logistics is able to market their services more effectively as a full package.

For more on PNI Logistics, visit www.pnilogistics.com ■

EUROPE: Transmil

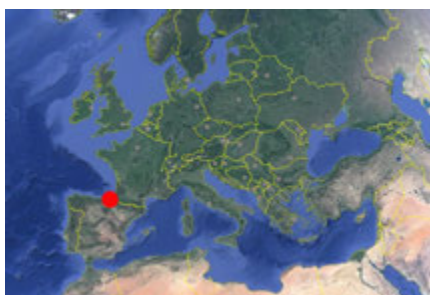
Asier Lizeaga, CEO of Transmil in San Sebastián, Spain, has long been fascinated by the shipment industry. His engi-



neering background made him get closer to the ongoing oversized shipments at the company. He developed a per-

sonal understanding of project cargo handling when he started his shipping career in 2010. Ever since then, Transmil has grown into a specialized forwarder in project cargo as well as time-sensitive projects.

In Asier's experience, the project cargo industry is developing into a "just in time" service where oversized cargo is having to be delivered the right day, at the right time and at the right place. Manufacturing industries all over the world are adapting to the automotive industry's philosophy where stocks are cut down to minimum levels and the "just in time"-reality, and FIFO are becoming essential concepts in their processes. Obviously, this is a challenge for the project cargo specialists, and a very interesting one at that.



Furthermore, the growth of the manufacturing industry in the project cargo area plus the fact that manufacturers, due to the recent economic crisis, have been forced to diversify and open new markets in foreign countries, all these factors have in turn made Transmil expand its knowledge and abilities to provide clients with solutions for these challenges.

In a few words, the typical daily challenge are the "just in time" for oversized cargo, know-how and responsiveness to

market demands - that is to say how to provide quick, adequate and convincing solutions. Problem solving is also a typical day-to-day activity given the "changing" nature of special road and sea transport. Always be prepared for whatever can go wrong.

The industry's greatest challenges? Creativity and risk assessment in the design of project cargo solutions are the key factors for winning contracts. "We must always find the best, safest and most competitive solution, offering something different," Asier says.

Transmil's most important industries served are, among many others, state-of-the-art technology, machine tool, heavy industry and industrial machinery, plus the renewable energy industry are the most important among many others.

Their main asset is their 35-year experience, as well as a wide range of reliable fellow subcontractors. The six staff in the one office it's all that's needed to ensure highest quality project cargo services.

For more on Transmil, visit www.transmil.es ■

AMERICAS: Global Shipping Services

Headquartered in Houston, Texas, USA, the company's Vice President Projects North America Paul McAuley knows the ins and outs of Global Shipping Services GSS. Paul started his career in logistics and shipping at the age of 17 when he joined the British Royal Air Force handling all cargo-related services. His most interesting time was working at the British ammunition dump in Germany handling the safe storage, handling and loadouts of bombs and missiles on a daily basis. So Paul knows a thing or two about safe handling of cargo!

Over the years GSS has seen the project industry changes many times, highs and lows are all part of the shipping industry. In the past few years there has definitely been a shift towards more project / break-bulk cargo moving on Ro-Ro and container vessels. GSS uses several container carriers (CMA, Hapag, Maersk) on a regular

AMERICAS: Global Shipping Services + + + ASIA: Megalift

basis for pure project cargo. Years ago they would never move 50 to 100 tons per cargo piece on a container vessel, but now it's becoming the accepted norm.

This has become necessary due to the lack

of project cargo on the market as a whole due to the continuing downturn in the price of commodities, ranging from mining to oil and gas. The market will remain difficult unless these industries see some

management where he worked for 10 years. He took a switch into the logistics industry in 2011, totally unaware of heavy transportation of oversized and overweight cargoes.

It was completely different in terms of knowledge application, though his background in engineering and experiences in structural analysis and design were of tremendous help. And for that, Desmond says, he stayed on with Megalift Malaysia for six years yet.

Desmond says the project cargo industry has seen quite a drastic change over the years. He's glad to see plenty of innovation and incorporation of technology in the industry. Equipment such as the multi-axle modular trailer and cranes have become more versatile and can carry heavier load.

Greater safety awareness and more stringent compliances have also taken place. It is no longer just getting a job done – safety of the cargoes and both

The frustrating part is that interruption in one job could delay other jobs as well, especially in cases where the same trailer or equipment is required.



Special challenges posed for project cargo in Malaysia certainly are that service providers have to engage traffic police to escort heavy transportation to ensure the safety of road users.

It is also compulsory to notify the local municipal council of the specific district of all heavy movements and deliveries. Certain jobs also require Megalift to seek approval from local authorities, such as irrigation and drainage department, utility companies and other relevant parties, if interferences of these areas were expected



of the pure-liner breakbulk services, slower transit times with breakbulk vessels and the rising costs of part-charter vessel services due to the lack of completion cargoes. The containerized services offer competitive pricing and weekly sailings, which is preferred by the clients.

The daily challenges GSS faces, Paul says, are what makes the industry unique and keeps it interesting. On a daily basis the most challenging parts are permitting, route surveys, compliance and U.S. customs.

Shipping project cargo to or from the



U.S. usually needs transit permits through several states. Every state has different regulations. Due to the size of the USA, the POD or POL needs careful consideration. How to transport cargo to the POL or from the POD to the final destinations is critical.

What's the mode of transport required? Will it be road freight, rail or barge? These questions have a great impact on cost-effectiveness of the total transport planning.

Today's challenges are the lack of pro-

upturn.

"To be successful we must be quick to understand, learn and devise or apply intelligent ideas and methods to provide better solutions to meet our customers' and the industry's needs," says Paul. Responses need to be precise, timely and provide multiple options to have a chance of success.

GSS remains focused on the oil and Gas, power generation and vessel supply industries. They're not an asset-based company, they hire preferred and approved vendors that are contracted on a regular basis.

Key product however is the company's own personnel. Great staff will help a company grows and be successful. "By looking after and nurturing our personnel," says Paul, "we will continue to be successful."

For more on Global Shipping Services, visit www.glskip.com

ASIA: Megalift

Desmond Chin Yuen Yu is Assistant Senior Manager at Megalift Malaysia, headquartered in Selangor. He graduated as an engineer in 2001 and ventured into construction specializing in structural design and construction project



the public and operations personnel are of huge significance. In fact, safety standards, documentation and past records are now a mandatory requirement by clients and local authorities alike.

The typical daily challenges that Desmond may encounter are probably too lengthy to put into words. In simpler perspective, the tougher part of his responsibility would be the uncertainties and changes during critical times, very often at the eleventh hour of executing the project.

The unpredictability includes delay in cargo arrival, change of transportation plan, unsatisfactory ground conditions at site by customers who promise to ensure good ground and at times, compliances request at the very last minute.

to happen.

Overall the projects industry has indeed become more competitive than ever, Desmond says. Back then there were only a few heavy transporters who owned multi-axle modular trailers.

Today, many new players have penetrated the market with their very own fleet and equipment. "Having said that, competition in quality services, technical capabilities and pricing rates became inevitable," Desmond says. "The dip in oil prices further triggered a declining demand in oil and gas industry, which directly affected the project cargo business."

In tough times like these, companies should strive be an opportunist, as merely waiting could put you on the losing end. Always be on the lookout for industries or

ASIA: Megalift + + + AFRICA: Supermaritime

companies requiring project logistics services – no preparation is ever too much. News is the best source of information and with some networking and appropriate marketing, you can definitely uplift your brand presence in the market.

Fleet and equipment expansion as well as upgrading of technical skills should also be part of a company's projection in tandem with the increased complexities in job operations.

Megalift was founded in 1986 and employs 350 staff in six offices. Main industries served are the oil and gas, construction, manufacturing, power and energy as well as railway industries.

The company owns 40 container haulers, 35 40' trailers, 30 low loaders, 12 heavy duty prime movers, mobile cranes, gantry systems, plus much more equipment to be a top project logistics service provider.

For more on Megalift, visit megalift.com.my ■

AFRICA: Supermaritime

Supermaritime of Douala, Cameroon, is a licensed forwarding agent, customs clearance agent and vessel agency since



1997. Supermaritime Douala provides vessel and port agencies and logistics / supply chain services to a wide variety of customers in various industries. Operations are managed through offices located in the ports of Douala and Limbe, and services in the port of Kribi are managed by the Douala office.

Supermaritime's Cameroon team, under the management of Mr. Enrique Agudo, is frequently in charge of han-

dling port and inland operations of heavy lift and out-of-gauge cargoes, and to date has an unblemished HSE record. The company's services include, among others, the chartering of vessels, barges, heavy-lift trailers and railcars, as well as

the management of project operations and general freight forwarding activities. At Supermaritime Cameroon they recognize the very specific needs and often time-restrictive requirements of their oil and gas, offshore and project logistics customers. As a result of the company's historic footprint in Africa, its operators and management have a keen eye for the "need for speed" and the requirement for reliable and compliant delivery

services in often difficult and hostile environments.

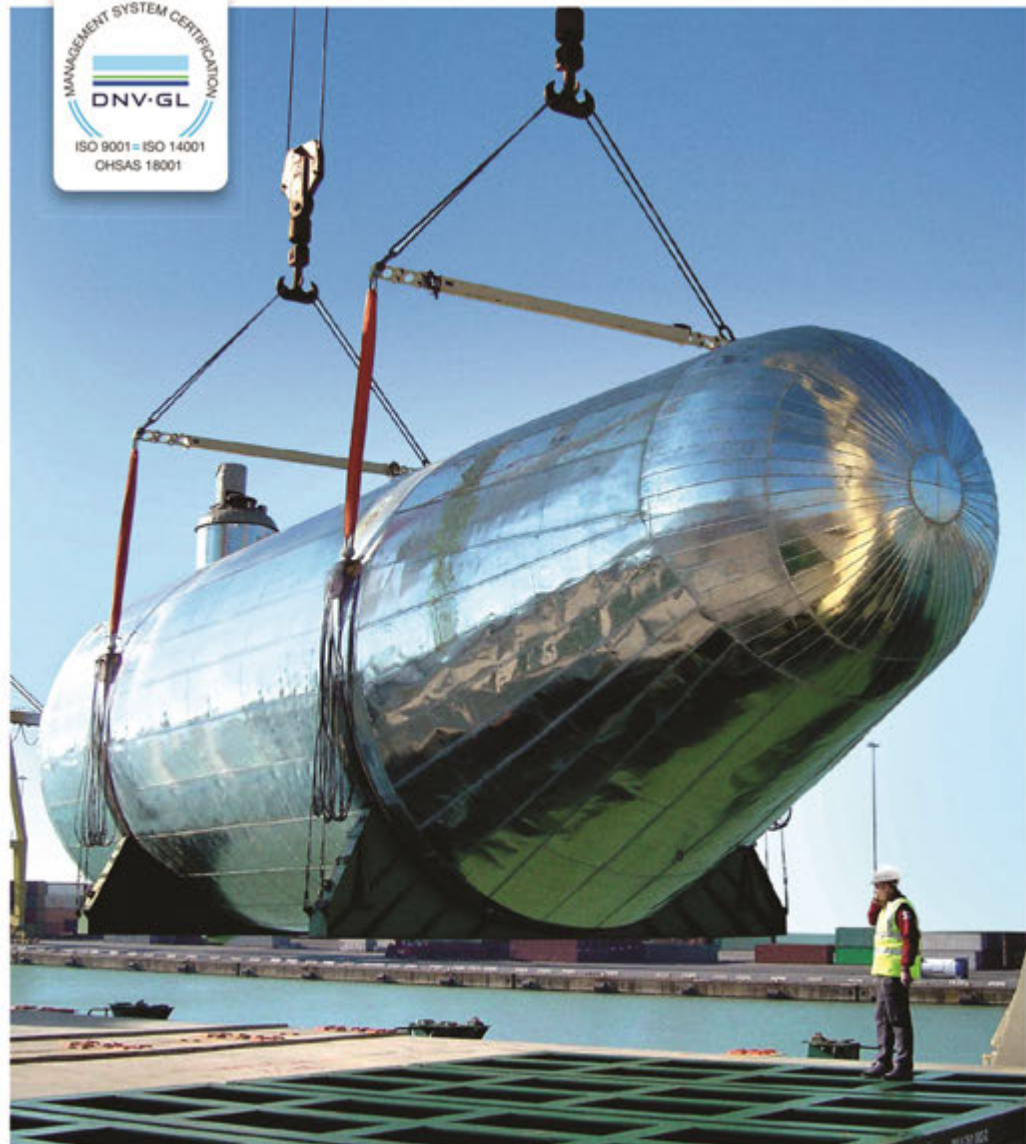



Health, safety and productivity are at the center of every upstream, midstream and downstream operation. Enabling these operations to perform at optimum levels, without trade-off, is the core of Supermaritime's integrated end-to-end supply chain solutions.

Asset utilization via uncompromised material availability as defined by a client's policies on critical spares, planned maintenance and production schedules are embedded in Supermaritime's logistics approach to supporting the oil and gas, offshore and EPCI industries.

For more on Supermaritime, visit www.supermaritime.com ■

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Ryan Handles Over 120,000 Tons of Construction Machinery, 1,600 Vehicles and 5,000 TEUs

Ryan Agencies Pvt. Ltd. has a vast experience in the field of custom clearance and logistics of heavy and oversized equipment and machinery in Pakistan. Recently Ryan achieved one more milestone by handling custom clearance and logistics of more than 1,600 units / vehicles in a year including various models of dumpers, water sprinkler, specialized vehicles and other equipment with more than 120,000 tons being imported for the construction of the Peshawar – Karachi Motorway: Sukkur – Multan Section (392 kilometers) which comes under the umbrella of China Pakistan Economic Corridor (CPEC).

The project comprises of seven different sections with different locations. Ryan was the primary clearing agency for all the seven sections, responsible for all clearance and majori-

ty of transportation. The clearance and transportation took place at Karachi port, Qasim port as well as at



Sust border at the Pakistan-China border.

The timing of the custom clearance and logistic was critical for operations at the project site. Ryan's project and logistic team prepared a comprehensive plan way in advance to ensure that all the hurdles and barriers which were expected during

clearance were sorted out well in advance to avoid any inconvenience and delay. The handling was done

according to the plan and ended in accordance with the client's expectations.

Additionally, Ryan was awarded the clearance and logistics of 5,000 TEUs for Lahore's Orange Line MRTS project. China Railway Corporation, one of the largest state-owned companies of China, is cur-

rently handling the Lahore Orange Line metro train project at a cost of U.S\$1.6 billion which comes under the umbrella of CPEC.

The Orange Line will be Pakistan's first modern rail-based mass rapid transit system and will be a fully automated and driverless system and all electrical and mechanical equipment will be imported from China.

Norinco-IMC logistics which is responsible for door-to-door solution from China has appointed Ryan Agencies in Pakistan for complete logistics of 5,000 TEUs out of which 800 TEUs have already arrived and delivered to project sites.

Custom clearance, transportation and unloading of containers at multiple sites is under the scope of Ryan and being performed smoothly and efficiently.

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Darka Ships for United Nations Peace Keeping Forces

Darka successfully executed the transportation, export customs clearance, stevedoring / loading to vessel and vessel handling for a small project for one of the United Nations peace keeping forces from four destinations: Kutum, Malha, Mellit, El Fasher (Zam Zam) to Port Sudan port for export to South Africa.

The cargo consisted of 233 pieces of equipment and breakbulk with a total of 8,500 freight tons and a value of U.S.\$7.5 million.


The overall distance from Darfur region where the loading points were was approximately 2,500 kilometers. Darka successfully delivered all cargo alongside the vessel in timely manner.

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PROJECTS OIL & ENERGY



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Megalift Successfully Transported 232 Electric Train Coaches in Malaysia

Klang Valley Mass Rapid Transit (KVMRT) project in Malaysia involves the construction of a rail-based public transport network within the Klang Valley region. Megalift Malaysia is utterly honored to be given the opportunity to be a part of this heavy move initiated in December 2015.

The total of 232 electric train coaches were to be transported from the production depot at Rasa, Bukit Beruntung in Selangor, to the MRT depot in Sungai Buloh, Selangor, involving ground journey of more than 35 kilometres.

Every move involved a set of four coaches which totalled to 58 sets and 58 trips from Bukit Beruntung to Sungai Buloh. The coaches were 22.58 meters in length, 3.1 meters in

width, 3.78 metres in height and weighed 22 tons. Megalift performed the 58th move on February 21st, 2017.



A special ramp was specifically designed and built for the loading and unloading of the train coaches from the trailer.

It was a more practical and cost-efficient method as opposed to using a crane.

Additionally, the Klang Valley MRT project involves the use of numerous escalators, all of which

were imported from EITA Schneider. Megalift Malaysia was tasked to transport the escalators to the seven underground stations of MRT



Line 1: Bukit Bintang, Maluri, Cochrane, Muzium Negara, Merdeka, Pasar Seni and Tun Razak Exchange (TRX).

The scope of work includes transportation and unloading of the escalators which came in separate trusses of various dimensions and lengths, therefore requiring cranes that ranged from 45 tons to 200

tons.

Due to constant changes in site, the lifting plan required several rounds of survey before the job could be per-

formed. There were various obstructions so it took some planning to position the crane

Megalift also had to meet MMC-Gamuda's stringent requirements, particularly the crane utilisation part as they have their safety standards to be adhered. along with their stevedoring services.

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