

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

May — June 2017

Issue No. 57

Smooth Sailing From Turkey to Norway



ogistics Plus of Turkey safely shipped a 24.2 x 5.7 x 6 meter cryogenic gas tank weighing 105 tons from Turkey to Norway. Due to the height of the cargo, the unit couldn't be trucked to port of loading and had to be loaded on to a barge for delivery to the port of landing. Then the cargo was loaded on a geared vessel for its journey to the final destination Norway.

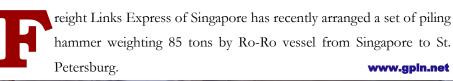
FOX's 500-Kilometer Journey

OX Project Logistics Brasil had the opportunity to showcase its expertise and know-how on the transport of a 6.3 x 4.05 x 3.6 meter and 51-ton turbine plus 210 tons of accessories from the

pieces were loaded, lashed and boarded in on a 62' MAFI trailer and bound to Central America.

Upon arrival, all the items were lifted from MAFI and loaded on wheels. After some hot-work to get

Singapore – St. Petersburg





heart of the state of São Paulo on a 500-kilometer long journey to the port of Santos, Brasil.

More than 30 tons of crates were forklifted to the vessel while the massive turbine and two of the largest the cradles properly fixed and ready to receive the load, the turbine rode another 500 kilometers to its final destination, arriving safe and sound, completing another flawless and successful operation. www.gpln.net



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A Word From GPLN

Dear Reader

According to Drewry's latest Multipurpose Shipping Market Annual Review and Forecast 2017, dry cargo demand is forecast to grow by around 3 percent in 2018, and the multipurpose (MPV) share of bulk trades and general cargo should improve, albeit marginally, over the next five years. Overall cargo is expected to grow at an average annual rate of 3.4 percent until 2021. Over the last five years the percentage of project carriers being delivered to the fleet has risen to an average 58 percent. In 2016 a staggering 93 percent of all new carriers had heavylift capability. There is very little, if any, new investment in this sector with those new orders without lift capacity seen as simple replacements for an ageing fleet. Owners are taking significant decisions to build higher specification vessels with bigger lift capacity, in order to give them an advantage in the market.

Our GPLN Annual General Meeting which took place at the Hyatt Regency Hotel in Dubai from April 21 to 23, 2017, was again a huge success. The attendance of over 180 participating GPLN delegates demonstrates the strength and quality of our network. We would like to take this opportunity to say thank you to the all participants, their partners, sponsors and speakers and hope that their attendance was rewarded with a lot of new business opportunities, friendships and a great experience. We appreciate also the compliments we got from many of you for this well-organized AGM and a suitable hotel venue. The Management and staff of the Hyatt Regency Hotel were very supportive of our event and a big thank you goes also to them. As you know two videos and plenty of photos of our AGM are available on our Facebook page, YouTube and Flickr.



Upon concluding the AGM, the GPLN team moved from Dubai to Antwerp to attend the Breakbulk Europe Transportation Conference & Exhibition where we had company from several GPLN members at our GPLN booth. This year delegates from following companies have shared our stand: Dynamic Sipping Services / Israel, Falcon International / Canada, Highland Project Logistics / USA, Phoenix ECTS / Greece, PNI Logistics / UAE, TI-TAN Project & Logistic / Italy and Unishipping International / Bulgaria.

We are also pleased to announce that our AGM in 2018 will take place in Bremen, Germany from May 26 to 28, 2018, just ahead of Breakbulk Europe Exhibition which will run from May 29 to 31. These dates have been chosen so that those of our delegates who are attending our AGM can conveniently we will travel to the United States of America to attend yet another Breakbulk Transportation Conference and Exhibition which takes place again in Houston, Texas from October 17 to 19.

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We encourage GPLN members who are interested in joining our GPLN booth for these events to contact us now as space is limited.

Your GPLN team

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combine both events in the same city.

Later this year in autumn we are planning to exhibit from September 4 to 6 at Breakbulk South East Asia Transportation Conference & Exhibition in Kuala Lumpur, and in October

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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NEW GPLN MEMBERS - MAY / JUNE 2017

Cyprus	Limassol	Amathus Aegeas Ltd.
Ivory Coast	Abidjan	COMEXAS Cote D'Ivoire
South Africa	Cape Town	COMEXAS South Africa
U.A.E.	Dubai	Lysander Shipping & Logistics DMCC



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Hareket Ships for Turkey's Gelenbe Wind Power Plant

articipating in the Balikesir Gelenbe wind power plant project, Hareket Heavy Lifting & Project Transportation from Turkey put its signature under a new turnkey turbine erection.

Hareket with its experienced team completed the erection works of a 2.5 megawatt / N90 I R80 Gamma model turbine.

This was following a successful



transport operation by accepting the delivery of the towers and other parts of the project from Gemlik from Kepez port.

Hareket used a Demag crawler crane with a 600-ton capacity, a Demag with a 200-ton capacity and a Liebherr mobile crane with a 120ton capacity, as well as three 5-axle and five 6- to 8-axle hydraulic trail-

www.gpin.net

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DAKO Ships Power Plant to Peru

AKO Worldwide Transport from Germany was responsible for the transportation of two heavy gensets

with a unit weight of 140 tons. Considering all other material like transformers, construction

equipment and the necessary machinery for this new power plant, the total volume was about 5,000 freight tons.

The transportation was executed from European ports via the port of Pisco / Peru to the construction site at Luren, in the province of Ica. On the way to the power plant one bridge had to be reinforced in order to allow a safe transit. This was also handled within the scope of DAKO.



On site the delivery of the two gensets was done by jacking and sliding onto the foundation by DAKO's subcontractor in Peru which was again within the scope of responsibility of DAKO.

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ers.

Seajet Operates Two Air Charters

eajet of Beijing, China, is glad to share two interesting projects of air charter the company operated at the same time.

The first project was for Seajet client CNPC, shipping 27 units of cables (3.5 tons each) and accessories, with a total weight of 82 tons. Seajet took three days only to secure the aviation permits and to fly the cargo with a B747-200F from Wuhan, China, to Almaty, Kazakhstan. Everything went smooth, this was the company's fastest cargo shipment to Almaty ever.

The second project was one set of stripper, with the biggest unit weighing 25 tons. The cargo was flown from Frankfurt, Germany, to Shenzhen, China, by an IL76.

Seajet is proud of an excellent job done, just as discharging such overweight and oversized cargos from an IL76 was a true challenge. The company organized two 100-ton cranes, axis trucks and special beams to make the horizontal discharging safe.









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Universal's Hamburg and Norway Projects

ot long ago Hamburg was undergoing major rebuild and expansion. In HafenCity for instance the tube line U4 was being extended. Late last year Universal Transport delivered altogether four bridge elements. Each of these elements weighted 56 tons, with a length of 40 meters.

As the delivery had to be made to two different sections of the building site, two different routes had to be taken. The first two bridge elements were delivered to the eastern construction section.

In order to achieve this, the police had to block off Germany's second largest road bridge, the so called Köhlbrand-Brücke. This enabled our transport crew to use all traffic lanes on the bridge.

A week later the second transport had to use a different route. The remaining two bridge elements had to be delivered to the western construction section. This part of the transport also went without a hitch.

HafenCity is one of Europe's larg-

huge project. Additionally, Universal Transport

Shipped a giant gas container to



est urban redevelopments. Around the bridges spanning the river Elbe, vast areas of living quarters and office buildings are being built. This calls for a connection to the city's public transport network. Hence the extension of subway line U4, for which work has been in progress since mid-2013.

Universal Transport has delivered four bridge elements and thus played a key role in finishing this



Norway:

Due to the high level of pollution caused by seagoing vessels, more and more marine protection zones are currently being established worldwide.

In these so-called SECA zones (Sulphur Emission Control Area), the emission of sulphur and sulphur oxides are supposed to be cut down by seagoing vessels. One way to reduce these emissions is the use of liquefied natural gas (LNG) as fuel. For this reason, more LNG filling stations are needed for seagoing vessels.

Universal Transport has now transferred a gas container for such a filling-station to Mosjøen in Norway. The transport started in the Czech Republic city of Děčín. The 54-meter long, 6-meter wide and 6.35meter high LNG-vessel set off from the German-Czech border town for an approximately 2.000-kilometer long journey. The colossus of 230 tons had to be transported from the business premises to the port of a city directly by the river Elbe.

However, the preparations for this relatively short distance transport took several weeks. It was necessary to identify difficult areas in advance and to establish contact with all relevant authorities. These preparations ensured a completely secure transport.

Prior to the transport, the LNG container was lifted onto a 4-axle semi -truck with two trailers, each with 11 axles, supported by a further 4-axle tow truck.

In addition to the usual police and support vehicles, the transport was also pursued by numerous curious onlookers. After a 3-hour drive, which required a lot of skills from the driver, the vessel reached the port edge safely. Two crawler cranes were ready for loading.

Subsequently the container was loaded onto the inland water vessel which had arrived in the meantime. The ship made its way across the Elbe towards its destination Norway.

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35-Meter Column Move

eamglobal Projects Division takes great pleasure by announcing our maiden successful delivery of a 35-meter long column from GMM Pfaudler in Anand, Gujrat, to GSFC Complex, Vadodara, Gujarat, for their expan-

sion project.

The cargo, weighing 58 tons, has been safely delivered over a distance of 45 kilometers, taking no longer than four hours to deliver. The overall weight of the vehicle and cargo was 280 tons. www.gpln.net





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Polaris Delivers Work Boat From Doha to Antwerp

Polaris Shipping Agencies LLC have successfully handled the shipment of one work boat with dimensions of 13 x 5 x 5.79 meters from the supplier's yard in Qatar to Antwerp via the port of Jebel Ali. The boat was shipped with UASC on their container vessel M.V. CCNI Arauco as breakbulk so as to keep the freight cost at low compared to other available part charter / breakbulk options.

Polaris' scope of work included the close coordination with clients, receiving the work boat at Jebel Ali pilot station, completing all customs, immigration and boat deregistration process with the U.A.E.'s authorities.

This was followed by an underwater hull inspection, the lifting of the boat from water and placing on a suitable cradle, on-board lashing to the master's satisfaction, followed by ocean freight up to the port of Antwerp, Belgium.

On arrival of the work boat by sea at Jebel Ali, the boat was reContainer vessel M.V. CCNI Arauco was moored starboard side alongside at Jebel Ali port container.



ceived by the Polaris team who arranged for the under-water hull inspection and subsequent completion of immigration and customs formalities. After this the boat was lifted from sea and placed on the cradle which was sourced locally for ocean transport. Cargo operations were in progress during the work of Polaris' project team with appointed surveyors attendance.

The boat unit was lifted and loaded on top of flatrack containers, which were placed athwart ship and positioned at the center of the flatrack containers. The entire loading operation of subject cargo on board the carrying vessel was monitored by Polaris team and conducted in a safe manner without any untoward incident or causing any apparent damages.

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The boat unit was secured using lashing belts with ratchet binders. Lashing belts were passed through boat bollards, from port and starboard sides and from bow sections. Lashing was carried out by our lashing team to the satisfaction of all including nominated surveyors.

M.V. CCNI Arauco sailed Jebel Ali on time and arrived at the discharge port safely.

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. www.gpln.net



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2,700 Tons by River Jetty

owadays, after the collapse of the bridge in Anonne (Lecco, Italy) that occurred last October on Route 36, for exceptional transports it is increasingly



difficult to travel on roads and highways in many parts of Italy.

The complexity of the permits, with the absence of a directive at national level, is gradually pushing the industry towards a stalemate, with dire consequences for the entire economic system of the country.

Among the most affected regions are Lombardy - which has the largest number of companies - and Emilia Romagna, but the problem is extending to all territories, beginning with the Marche region.

Due to this and thanks to Lesam International Group's flexibility and

> commitment to always find the best solution to protect the interest of its customers, Lesam has secured a dedicated area where the freight forwarder can transfer the project heavy cargo close to a river pier.

There the cargo can be

stored and then loaded into a barge for final transfer to Marghera port near Venice for direct loading from barge to ship.

This approach worked well with 2,700 tons of cargo, each item weighing between 105 and 125 tons. Permits were still required, but working on time the cargo could still

be delivered according to schedule. www.gpin.net

Protranser Ships for Malaysia's East Coast Rail Line

rotranser International Logistics of Shanghai, China, handled the first set of a large track maintenance ma-

40 years, as it is the main channel to export rubber and palm oil.

This set of large track maintenance machines will improve the efficiency



chines produced in China which was exported to Southeast Asia. The shipment was reported by Chinas state CCTV television.

Benefitting from the "One Belt, One Road" policy of China's government, Protranser's customer signed the contract with Malaysia's client for the East Coast Rail Line.

The history of the East Coast Rail Line in Malaysia is going back over of the railway rebuilding and also increase the speed of the trains. Additionally, it will help promote economic development and foreign relations in Malaysia.

Protranser's work scope was from the factory in Wuhan, China, to the port in Shanghai. Port of discharge was Port Klang, Malaysia.

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Beer Brewery Tanks From Greece to Bulgaria

nishipping of Bulgaria has been awarded the transportation of six brewery tanks from

area the foundation had to be lightly moved and erected.



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Heineken subcontractors to move those tanks from Athenian Brewery SA in Athens, Greece, to Zagorka in Stara Zagora, Bulgaria.

Both sites are part of Heineken. Unishipping's task was to organize all relocations, including loading at job site

in Athens on truck, moving via downtown to Piraeus port and loading onto sea-going vessel up to Burgas port, Bulgaria.

There the tanks were discharged on trucks and delivered to Stara Zagora. For the permanent storage



All logistics involved took quite some time, but at the end of the day Unishipping succeeded in organizing the complete relocation from Athens to Stara Zagora in two weeks only, including all operational steps involved. www.gpin.net

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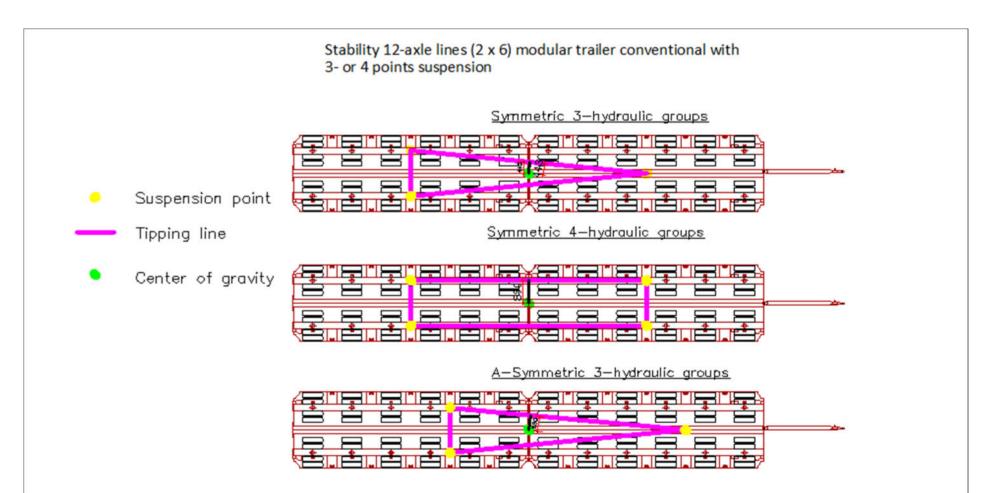
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STABILITY OF MODULAR TRAILERS AND SPMTs

Many transport companies use modular trailers: the regular modular axle lines, the axles with hydrostatic drive or SPMT's.

As an operator of those axle lines, you can choose for a 3-point or 4-point hydraulic suspension system.



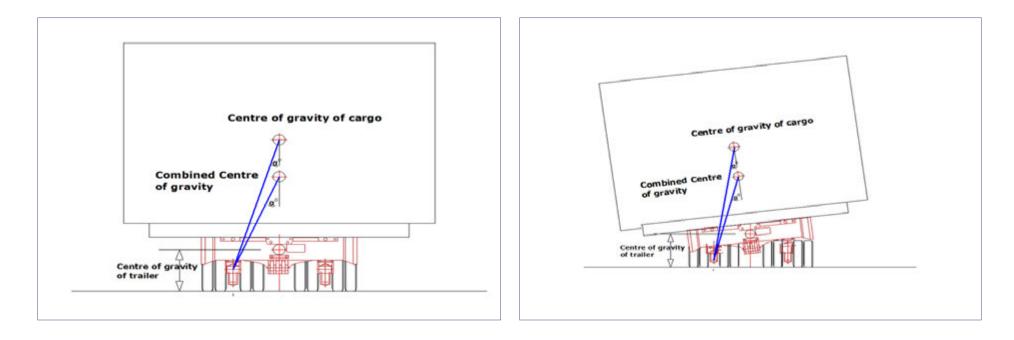
That means when the center of gravity of a cargo is in a high position then the operator should choose a 4-point suspension system. In the drawing above you can see that the distance of the center of gravity (green point) to the tipping line (purple line) is larger that it is with a 3-point suspension system. Is there a reason why operators choose for the 3-point suspension? Yes.

With a 3-point suspension system it's much easier to make corrections on stability when the platform trailer starts to tip over because of a slope in the road. It is also better for the trailer frame against forces of distortion and to avoid overweight on the left or right side of the pendulum axles. Of course the stability decreases when you go for a 3-point suspension system. A good alternative is the 3 point **a-symmetric** suspension system. The operator assembles more axle lines in one hydraulic suspension group (for example 8 axle lines on the left side and 4 axle lines on the right side). The distance from the center of gravity to the tipping line is not so good than having a 4-point suspension system. But if the tipping angle will be 10 degrees or more than the a symmetric 3-point suspension system is a good option.

In the drawing next page you can see the different tipping angles from the cargo itself and from cargo and trailer (combined center of gravity). By lashing the cargo on the trailer you will achieve a combined center of gravity that will be in a lower position than when you don't lash your cargo the tipping angle get's better by lashing the cargo.



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Besides, keeping the cargo on the trailer lashing also improves stability.

But the most important issue is that you ask your supplier (transport company) for a transport drawing in which is mentioned total dimensions of truck, trailer and cargo. Center of gravity of the cargo. The combined center of gravity. Axles distances, axle weights. The lashing calculations and of course the stability of the trailer and its cargo (tipping line angle).

Don't think all hauliers know how it works. Many transport companies drive with their equipment and heavy cargo, without knowing anything about matters of stability and 3-point and 4-point suspension.

Ask to avoid...

Gert Vos - HTTC

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Almajdouie Wins Awards

Imajdouie Logistics is the proud winner of MEED Quality Awards for Projects for 2017 in the category "Supplier of the Year" in their National Awards.

The ranking reflects Almajdouie's

strong position in the region as a trusted partner in the logistics industry. It also highlights our recognition for innovation and our response to the market and customers' needs, while also adding tangible value to shareholders and employees." CEO Almajdouie Logistics, he expressed his gratitude to the company employees for their continuous contribution to its growth. He stated, "This is truly a recognition of our innovative approach to the market and customers' needs and the stand-out performance by everyone of us at Almajportation, distribution, freight forwarding, project logistics, terminals handling, warehousing and in-house customs clearance.

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Almajdouie provides integrated logistical solutions for the major indus-

GCC Winner Supplier of the Year



strong presence in the region, its commitment to the growth of its business and the development of its 3,140-team across the region. On this occasion, Mr. Baheej Al Biqawi, CEO, stated, "This award is a reflection of our Furthermore, In a ceremony held in Dubai, MEED Quality Awards for Projects crowned Almajdouie Logistics with "Supplier of the Year" in its GCC wide category, in addition to the national award received last month.

This prestigious award reflects Almajdouie Logistics' track record in innovation, contribution to exemplary projects and most importantly nurturing a progressive and rewarding work culture. In an interview with Baheej Al Biqawi, douie." MEED Quality Awards for Projects is the leading stamp of quality and achievement for suppliers operating in the GCC. Almajdouie Logistics has a strong presence in the GCC region providing integrated logistics solutions to the

major industries, including oil and gas, petrochemical, FMCG and manufacturing. The 52-year successful business focuses on exceeding clients' expectations with its award winning services, such as 3PL, trans-



tries, from oil and gas to petrochemical, which include transportation, distribution, customs clearance, heavy lift, terminal and warehousing and international project management.

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Despite Delays, Rodair Still Delivers Ahead of Time

n 2016, Rodair Global Projects Division (RGPD) was contracted by one of its VIP global power generation customers to coordinate the door to door movement of two castings from Shanghai, China, to their factory in Morelia, Mexico.

Due to production delays in China, the client mandate was to provide the fastest possible transit time from port Shanghai to delivered client facility in Morelia for these urgently required castings.

The project consisted of two 6.1meter circumference units with a combined total weight exceeding 51 tons.

Rodair Global Projects Division, as the lead project manager, partnering with its esteemed agents ITM Projects Mexico and CJ Smart Cargo China, selected two 40 FR with Maersk line from Shanghai to Lazaro Cardenas, Mexico, for this extremely time

-sensitive movement.

With the client mandated tight deadlines, conventional Ro-Ro or breakbulk sailing options, although considered as part of the pre-project

scope discussions, were feasible not solutions.

In addition the to time sensitivity, the cargo's width added additional chal

lenges at both origin and destination.

In order for the shipper to deliver the cargo into the port, RGPD arranged for the wharf gates to be temporarily removed.

Upon arrival in Mexico, the federal government had initiated unannounced road construction on the primary highway from Lazaro Cardenas to Morelia, thereby making this primary artery impassable for the cargo, just days before the vessel was scheduled to arrive.



As the lead project manager, RGPD evaluated all possible road access alternatives before ultimately determining that the cargo would be discharged in Manzanillo, Mexico.

Unfortunately the tight timeline forced the cargo to be discharged in Lazaro Cardenas. With the dedicated assistance of ITM Mexico, the two

FR were rerouted with Maersk on the next north bound vessel to Manzanillo, one and a half weeks later.

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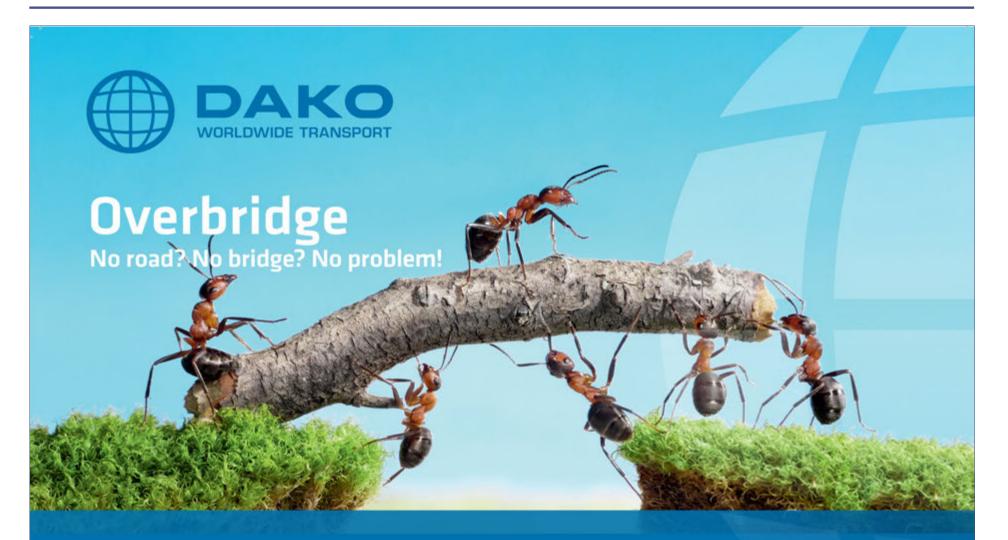
The cargo was loaded on the next vessel as scheduled and arrived into Manzanillo one day later.

Once discharged in Manzanillo and customs-cleared, the remainder of the transit to the factory went smoothly as planned.

Even with the change of POD and extra time needed to wait for the north bound vessel, the cargo was delivered only one day later than the initial target date by the customer, but still earlier than all other solutions they were offered.

Rodair Global Projects Division is a Canadian-based division of Rodair International offering global project logistics services and is proud to be a member of the GPLN agency network.

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Upcoming GPLN Meetings & Events

 1 st 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



7th Breakbulk China Transportation Conference & Exhibition

28th — 29th March 2018 Shanghai World Expo Exhibition & Convention Center Booth No.: 1104 Shanghai, China



15th GPLN Annual General Meeting 2017 26th – 28th May 2018 Dorint Park Hotel Bremen, Germany



Green Worldwide Moves Giant Cookers Over 4,700 Kilometers Across Canada

reen Worldwide has recently moved two cookers weighing 38,600 kilograms each from Halifax to a Biogas facility in Lethbridge, AB, Canada.

At 4,700 kilometers, the move took the loads across nearly the entire width of Canada.. The cargo originated in Denmark, was loaded in Rotterdam on two 40' FRs and then transloaded to flatbed equipments at Halifax port. The two units arrived in Lethbridge after 9 days on the roads and under some heavy snow storms.

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Gruber Ships to Russia

ruber Logistics, Italy, arranged two different OOG shipments by rail, with conventional wagons, from Italy to Siberia.

Both shipments had the goods collected by truck, transhipment from truck onto wagons in Slovenia, then transhipment from European wagon onto wide gauge wagon at the Hungarian / Ukrainian border, with final transhipment survey in Ukraine.

One platform wagon had been loaded with two coils of steel cables, weighing 28 tons each, from Brescia, Italy, for the final destination Kemerovo, Siberia, covering a distance of

6,500 kilometers with a total transit time of 25 days.

The second platform wagon was loaded with two steel rings, each weighing 13 tons, collected by special



truck in Velo D'Astico, loaded onto wagon in Slovenia and then dispatched to Ekaterinburg, Russia, via Slovenia, Hungary and Ukraine. Transit time was some 20 days, with a



13th Breakbulk Europe Transportation Conference & Exhibition

29th – 31st May 2018 Messe Bremen Booth No.: 300H4 Bremen, Germany

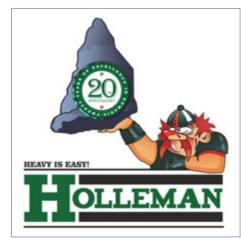


For all information on upcoming events, please contact GPLN's Luzius Haffter at: luzius@gpln.net distance of 4,500 kilometers covered.

www.gpin.net

Holleman — Heavy Is Easy!

nniversary! Due to 20 years of Holleman in Romania the company designed a new logo. Meanwhile, Holleman transported tower sections of wind turbines with a length of 79.5 meters from Bremerhaven to Krevese Rossau, Germany. The transport was made during three nights with Holleman trucks on the road. As trailer Holleman used a



Goldhofer 8-axles.

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The Pool in the Sky

uala Lumpur-based Trans International Logistiks and L.C. van Tiel Logistics from the Netherlands had another mutual effort in a transport and pack-

ing project for 2017 SEA the Games to be held Kuala Lumin pur.

This project required last mitransport nute and packing of a complete adjusta-

ble swimming pool floor and headers into 38 crates (completely customized to fit into the hold of the aircraft as good as possible) at a total weight of 55,520 kilograms / 322 cubic meters.

For this shipment a complete Boeing 747-400F was chartered from Brussels Airport to Kuala Lumpur. All items were available, packed and delivered to Brussels right on time to meet the deadlines for the flight to Kuala Lumpur.

Coordination, time management and dedicated team-work between



all departments, including overseas and local, the shipment was achieved as per schedule and maximum client satisfaction.

The operation went through a proper handling and movement of cargo to site without any delay or damages.

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Highland Ships Brand New Plant From Utah to Mexico

ighland Project Logistics, U.S.A., was handling a large plant relo-

cation from Salt Lake City, Utah, to the Yucatan peninsula in Mexico.

This was a plant sold by Rio Tinto. It was a brand new plant that was actually never put into operation.

Highland had been chosen to transport a section of it to the buyer in Mexico.

In cooperation with the rigging company, Highland has moved approximately 20x40 flat racks, containers, a turbine and boiler weighing 90 tons each and measuring up to 4.5 meters in height.

The most economical route was chosen by truck to Houston, then ocean vessel to Progreso port and

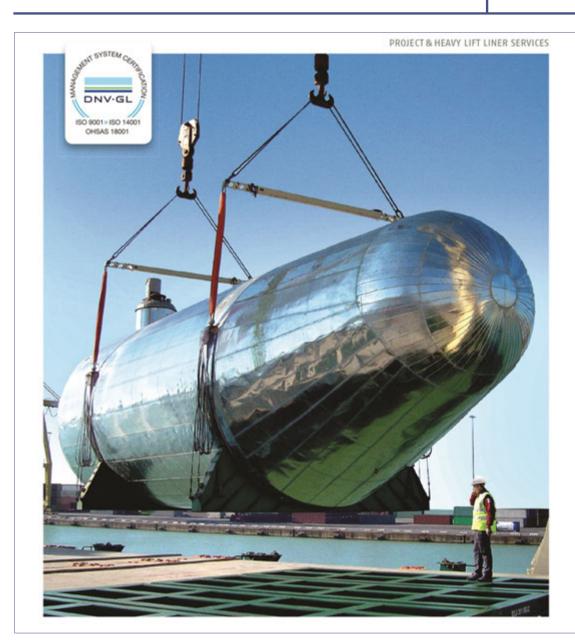
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delivery to the final consignee.

Highland's President Radek Maly personally supervised the beginning of the operation in Utah, as is the usual practice for Highland and it's hand-on management.

The last items from the plant should arrive in Mexico by mid-year 2017. www.gpin.net



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Global Project Logistics NEWSLETTER

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May – June 2017

Featured Members

ASIA: Vietranstimex +++ EUROPE: Lesam International Group

ASIA: Vietranstimex



Vietnam's liberation war ended on April 30, 1975. The most important target at that time was to recover the nation from the ruins. Vietnam received help and aid and weight respectively with scale of projects scattering all fields of the industry, especially heavy industry.

The development of the economy and development of traffic infrastructure throughout the nation are not implemented at the same speed and level. In some cases, Vietranstimex has to study and utilize all needed knowledge and experience to build a proper proposal of transport for heavylift and oversized cargoes of projects in mountainous areas. Finding the



from a lot of friends all around the world. Foods, fertilizers, machineries and industrial equipments had to be distributed to areas in need, but the country lacked transport facilities and specialized enterprises to arrange the jobs.

Danang Transport Agent Company (the

right transport route is really the company's biggest challenge.

The condition and quality of traffic infrastructure in Vietnam is the main matter that companies need to consider when moving heavy cargoes in Vietnam. That is valid for all regions. The four main international sea ports in Vietnam are Hai Phong, Danang, Ho Chi Minh and Ba Ria – Vung Tau). Frankly speaking, Vietranstimex can help its partners and clients to solve this matter with the company's valuable knowledge and experience through the ments, technology and material to build up a scientific management system. This is to provide its customers services with high Quality, top safety, prompt progress and reasonable price.

Vietranstimex mainly serves the oil, chemical and petro-chemical industries; hydro, thermal and wind mill power; cement; traffic and civil construction; food and beverages.

The total capacity of all specialized trailers and dollies Vietranstimex owns are 1,256 tons. The company employs 350 staff, has five country and two regional offices.

For more on Vietranstimex, visit www.vietranstimex.com.vn

EUROPE: Lesam Int'l Group



GPLN spoke with Domenico Longano, Overseas Director of Lesam International Group in Rome, Italy. Longano's career in the industry started with a "funny story," as he recalls. During one of his sales campaigns in India in 2003 or 2004 he went with his agent to Hazi-



with this sector. Point is that I was thinking the same way of my agent, and sure thing that in front of the client I was supporting my agent! Well the client at that time would have preferred to use Rickmers Line at that time, for trust issues. But he then decided and appointed us for the handling of their heavylift / project cargo from Italy to India. When we left I told my friend, the agent: 'Well done, I'm real happy, now tell me how we have to organize it and whom I should contact now!' You should have seen his face, he exclaimed, 'You are the master and I thought you had been doing this already and now what to do?' After coming back to Italy I started going around to meet and find the right trucking company that was having their own vehicles for transporting this type of cargo. We started and today I'm still doing my part in this sector."

thinking that I was not having any issue

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Overall today, says Longano, today there is more competition in this sector, not the healthy one, and as well more option and technologic equipment which helps a lot. Still, understanding the industry and the business is the biggest challenge in a typical day. Add the formalities: "In Italy today it became difficult to get the transportation permits in time, due to a couple of tragic events that happened, bridges that collapsed."

Furthermore, the world economics does not help, as well the political scenario and the oil price. Freight forwarders depend

initial name of Vietranstimex) was founded on March 27, 1976, and was one of the solutions to solve above obstacle. Vietran-



stimex started its career and mission with the industries of Vietnam since that day. From being a "recovery country," Vietnam gradually became one of the top developing countries in the world. Project cargoes have been changing both in size Nevertheless, Vietranstimex is also facing fierce competition from small enterprises in the same field. Why they call it "fierce"? Small enterprises can accept to do a job at any cost. This factor sometime attracts clients, especially small or private ones. However; Vietranstimex strives to gather all of its resource of human, finance, equip-

decades.

moving approximately 200 to 250 tons by air monthly. Of course Larsen & Toubro was one of the clients who was supporting me with about 45% of the volume, so it was a must place to visit the site and meet that team personally. I was not having experience at all in heavylift / project cargo. During the meeting the logistics head, wo today is the head of the Hazira plant, was planning to start talking to a big cargo firm from Italy, and my agent was ensuring him that we were able to handle it, on the above factors and have to pay at-



tention to their investment and at the same time support the client's business the best they can.

Lesam International Group employs 30 staff and has four branches in Italy.

For more on Lesam, visit www.lesaminternational.it **=**

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AFRICA: Darka Group of Companies +++ MIDDLE EAST: Star Shipping

AFRICA: Darka Group



Darka Group of Companies was established in 1983 as a small trading house in Port Sudan, Sudan, by Eng. Alaeldin Mohamed Osman. Today with its 150 employees and rich experience Darka is considered one of the strongest project forGroup. Joining the company 15 years ago was family business. He joined his father and developed the business further, as they saw the challenges and sensitivity of involvement in project business in a country like Sudan and the whole region of East Africa.

As a company they were involved in projects since 1993 with their first project form Port Sudan to Nyala for a water project by the UNDP. That was an extreme challenge using the railway and then trucks with nearly zero infrastructure back then in that area of Sudan, 2,500 kilometers away from Port Sudan. And that was only the beginning.

Today, Mahmoud Esmat concedes, there is much more competition, with

warding and logistics company in Sudan and the region. Darka Operates in Sudan, South Sudan, Kenya, United Arab Emirates and with its subagent and partner Darka is currently executing projects and shipments in most of sub-Saharan Africa companies bringing their own equipment for road transport, etc. "I guess it was better before when it was more difficult," he says.

The main challenges the company

ence it gained through the years that enables it to deliver any project anywhere in the world, however big it might be.

Darka provides comprehensive valueadded logistics and supply chain services. These services including shipping agencies, sea and air custom clearance, transport, project cargo, project forwarding, heavy lift, general trade agency and import and export.

Darka is specialized in Sudan, South Sudan, Eritrea, Kenya, Somalia, Djibouti, Ethiopia, Mauritania, most of sub-Saharan Africa and Iraq.

Working with international organizations Darka offers limitless alternatives for multi-modal transportation requirements in error-free and safe approach.

For more on Darka Group of Companies, visit www.darkasudan.com

MIDDLE EAST: Star Shipping



It has been a decade since star shipping Pakistan is involved in the project cargo handling field. The reason Star Shipping Pakistan chose the project cargo hanhas made the project cargo handling a very lucrative and innovative business in Pakistan.

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Nevertheless, there have been various changes in the project cargo industry during the involvement of Star Shipping in project cargo sector. The size and capacity of the projects have been on the increase



since past few years and thus the requirement of machinery and equipment is also growing higher.

This scenario has enhanced the market opportunity for heavy duty machinery and equipment manufacturers.

As the infrastructure and law and order situation in Pakistan is not stable, therefore Star Shipping often faces the worst road conditions, weak bridges structure and unnecessary halting during movement. But it doesn't deplete the company's aura, instead it fills Star Shipping with zeal to work more and motivates to utilize the company's full potential.

In Pakistan, the project cargo handling companies need to consider the obstacles during transit, such as over-head bridges, sign boards, railway crossings, damaged /



and Arabic Gulf states including Iraq. Darka is a family-owned private group of professionals with a wealth of experience for more than 33 years in projects and shipping in Africa and the Middle East.

GPLN spoke with Mahmoud Esmat, Quality Management Officer or Darka faces are "many and would need pages to fill," for instance poor infrastructure, poor training and education in both the government bodies and the private specialized sector of shipping, instability of the currency, long customs and port times for clearing processes, lack of investments, plus bureaucracy in general.

Darka focuses on aid and relief, mining, power plants, road construction, agriculture and oil and gas. Darka believes that every large project is unique, as is every logistics solution connected with it, hence the company developed a solid framework of flexible services based on the principles and the experi-



dling field was the rapid development of Pakistan's energy sector.

Pakistan has been suffering from the energy crisis since the last two decades, it is therefore that the government of Pakistan is continuously signing and setting up new projects. This situation uneven roads, over-head hanging electric wires, riots and highway load and size limits permissions.

Pakistan's Sind region has two main ports (K.P.T and Bin Qasim). Therefore it has the industry's most importance as compared to the other regions, but this

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MIDDLE EAST: Star Shipping +++ AMERICAS: FOX Brasil

Sind region has numerous bridges due to its geographical location and the abundance of creeks.

Meanwhile the provinces Punjab, Baluchistan and Khyber Pakhtunkhwa are normal track regions and have not much obstacles en-route.

Looking further ahead, the China-Pakistan Economic Corridor should be considered as the milestone in the near future.

Greatest obstacles for any cargo handling company in Pakistan is to provide turn-key operations and services for complete project. Though it is hard to have every source of facilitating a complete project, the wise cargo handling companies can team up with custom clearing experts and civil work specialist to provide a complete package for the satisfaction of the project owners.

Star Shipping Group has 300 staff and mainly serves the shipping, logistics, freight forwarding, custom clearance, NVOCC, trading, air cargo and energy sector industries in Pakistan.

> For more on Star Shipping, visit www.starship.com.pk

City Union Ships to Egypt

ity Union Logistics of China arranged the throughtransportation for four

AMERICAS: FOX Brasil



elcome to FOX Brasil, project cargo specialist with 40 staff in São Paulo. FOX started their activities 15 years ago, with focus on project cargo for the past five years. GPLN is speaking with FOX's Cyro Paulo Flores of project business development. What are project cargo's main challenges? "Every business has its ups and downs and every cargo has its particularities, but when working with project cargo you can be sure that no day will be like the other. The amount of challenges you face and the solutions you have to come up for each shipment makes this business really unique. There is also a sense of fulfilling to know you were part of the displacement of these huge and heavy pieces of engineering across land and sea to where they are needed, empowering economy, developing new trades, ongoing learning. At the end of the day it is project cargo that makes the world go round."

Some of the challenges FOX faces might be identical as any other company working with project cargo in any other country, like sourcing the proper equipment to perform the operation, finding trustworthy providers, ensuring cargo safety and keeping the costeffectiveness in mind at all time. inquiries the company receives, the FOX team has to develop specific solutions with its partners in order to ensure a safely delivery.

Overall, companies need to be aware that Brazil is a country with continental dimensions and heavy logistics might not run as smooth here as it would in other countries. In order to provide an more creative solution.

Looking ahead, FOX believes that there is no industry left without a challenge to face and if your industry is serving the industries of a specific line of trade, you got to adapt just as much as they do.

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Despite the rampant financial crisis and several sectors of economy shrinking rapidly, FOX Brasil knows that these things



accurate and competitive offer, first class providers have to be contacted, meetings have to be arranged in order to design the safest and most costefficient operation.

Companies that handle business to and from Brazil will see that we are an extension of them, taking care of their business and if the offer takes a little



are cyclical. These things don't come without a warning. Keeping an eye open and sparing a minute or two to follow the news can help prepare a great deal.

Says Cyro Paulo Flores: "During times of austerity and retraction like now, you need to devise new solutions, new providers and new ways of move things around.

There is much less room for inaccuracies and you got to be there for your customers more than ever and make an effort to understand the needs that took them by storm.

This of course involves an sizable extra amount of work but you will come out of that with new set of skills to better serve your customers and partners in the future and it will be worth it." Even though Brazil is going through a major political turmoil, both public and private sectors are making a huge effort to overcome the crisis, and the results can already be seen. After years of negative results the country expects a positive GDP growth of 1.7% this year and a whooping 4.0% for 2018. This of course will mean project cargo flocking in and out of the country. Even though the recession hit many companies hard, FOX managed to keep business going strong and is better prepared than ever for the challenges yet to come.

transformer main bodies and accessories from Shanghai port to Egypt Helwan power station.



Means of transportation were hydraulic axle trailers and breakbulk vessel with jack and slide, with the cargoes weighing 183 tons in total.

www.gpin.net

Other challenges are: lack of highways and bridges to reach out to the most remote areas in the country, ports and piers that are not suitable for the intended loading and discharge operation, adverse conditions that delay ships operation and generate extra costs, poorly used watershed, etc. But all these challenges are actually a privilege for FOX Brasil, so the industry can expand their job sites also to the center of the country where structure lacks. Also, for each of the many bit more time to be answered than the others. It is because FOX intends to present a good and clear offer, developed with care and dedication, taking into consideration all adverse conditions in Brazilian logistic sector.

Depending on where the cargo needs to be, bridges will need reinforcement, licenses and permits might be difficult and expensive to get, lane direction on major highways might have to be reverted, maybe even relocating an eventual toll fee booth. Also, some of Brazil's ports, specially in the north and northeast, will invariably present a lack in infrastructure, which brings the costs up and sometimes demand a

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Analysis: The Once Mighty Project Sector of Western Canada – Where Is It Today?

algary, the heart of the oil and gas business in Alberta, is still seeing a rather quiet wind blowing through its downtown office towers compared to the winds of the shiny and new project construction boom of the past 20 years.

The question we faced so often in the past of "How big is big," when we talked transportation planning for new projects, has been replaced with one simple question, "How can we reduce costs"?

For those of us in the project freight forwarding sector, we are working harder than ever for a piece of the pie and at significantly reduced profit margins, and yet we all believe project cargoes are going to return to western Canada. The question is: when.

Our own business model of the last two decades had centered around the logistics for a never ending array of new projects involving the oil sands in Ft. McMurray, pipelines, copper and gold mines, potash mines, power plants, power distribution and exports of oil and gas processing equipment to world markets.

No one could have predicted that the fortunes of the west could stop in such a dramatic fashion with the drop in oil prices, linked to the downturn in demand for base metals, and the dwindling demand for western Canadian oil and gas technology and products. No one could have seen it all coming to almost a complete stop, both domestically and internationally. Where are we today, and where are we headed to in the year ahead? New opportunities are on the horizon. They are linked to inward investment from foreign investors, like the recently announced Pembina / PIC facility, a joint venture between Canada's Pembina Pipeline Corporation



and Kuwait's Petrochemical Industries Company (PIC). The venture has been approved to receive up to \$300 million in royalty credits to build an integrated propylene and

polypropylene facility in Alberta's Sturgeon county. The project is expected to cost from \$3.8 billion to \$4.2 billion to build.

In addition, there are new

wind energy projects being constructed, like the Moose Lake project in British Columbia, and hydro dam projects like Site C. to overseas buyers.

We recently were approached and are working - for the first time in a long time - on the transportation budget for a larger volume of mod-

> ules being fabricated in China and destined for an expansion of a SAGD project in Ft. McMurray. The current plan is to bring these modules into the port of Prince

Rupert, whereby the lack of a deep water breakbulk jetty requires project cargoes to be discharged from ships at anchor in the deep water ers and customers in order to generate business opportunities that are not linked to the economy of Alberta and British Columbia.

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Recently we handled the return shipment of G.E. turbines and generators from Saudi Arabia to the U.S. for a Houston-based client in cooperation with a Saudi-based agent.

Our services included completely replacing all wooden crating, skids and hood crating on the thousands of cubic meters of cargo sitting in storage in Saudi Arabia, moving the cargo to the port of export and chartering a heavylift vessel to transport the cargo to Houston.

Similarly, we handled the export of all structural steel and air-cooled condenser equipment from Korea, Thailand and Vietnam to a solar power project being constructed in Chile, where our client was located in Arizona, and we engaged agents in all three countries of export.

In the pipeline of new projects for 2017 and 2018 we have transformers, power plant equipment, transmission equipment, pipe, oil and gas equipment and modules to move.

We also recently landed a contract to move 2,200 truckloads of scaffold-



One of the by-products of the heavy oil cracking in the oil sands of Ft. McMurray is Pet Coke, a coallike product that gets stockpiled at the mine sites.

The CNRL and Suncor oil sands mines have tens of millions of tons of pet coke that is of interest to overseas buyers in places like India, who require the high BTU output of pet coke to burn in kilns.

Opportunities exist to build new bulk loading facilities in the Ft. McMurray area in order to export the pet coke by rail car to west coast ports like Prince Rupert for export channel in front of Prince Rupert onto barges, and then ferried to a shallow water breakbulk transfer station, all adding considerable cost to the final budget.

The attractiveness of Prince Rupert as a port closest to Asia and with good highway links to BC and Alberta is still negatively impacted by the lack of any direct breakbulk handling capability.

Our own business model has been expanded in the past two years to include a larger geographical area and partnering with overseas agents and soliciting overseas project owning, being removed from completed project sites in Ft. McMurray and the surrounding areas of Edmonton, back to Toronto.

In the transportation sector the old saying goes, "What comes in for project construction, usually goes out again."

For now, we do not expect the cargo volumes into western Canada to increase any time soon, and we continue to expect to rely on a diverse and global base of customers to provide for our cash flow.

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Allseas Sponsors World's First Transatlantic Sports Team

ldham-based logistics firm Allseas Global Logistics has announced a new sponsorship deal with the first transatlantic sports team in history, Canada's first professional rugby team and rugby league club, Toronto Wolfpack.

The team is beginning its first professional season competing in League One the third tier of the English Rugby League - with hopes of progressing to the Betfred Super League in future.

With headquarters in Manchester and multiple offices across Europe and the Middle East, the logistics firm has committed to sponsoring the team's kit for the season. Keeping their roots firmly in the northern home of the sport, the transatlantic team will be training in Brighouse, Yorkshire, during their time in the U.K. The partnership will see Allseas

supporting the Wolfpack's logistics needs throughout the season as they transverse across the Atlantic between their home and away matches.

Darren Wright, managing director of Allseas Global Logistics, said: "We are delighted to be an official partner of

the

Wolfpack. We believe in their pioneering spirit and understand that working as a team – whether in sport or business - inspires people to have a collective vision.

This sponsorship deal represents our commitment to investing in transatlantic partnerships and link building with North America. Having started in the north of England, the sport of rugby league is one that

many of our staff follow and support, so we saw this is as a chance to use our company's logistics expertise to assist with bringing one of the



most talented overseas teams to the U.K. and expand audiences of the sport, globally.

"The Toronto Wolfpack team have been received well by supporters in the U.K. and are already off to a sensational start in League One. If their success continues, we believe this has the potential to be one of the greatest sporting stories in recent years."

Said Eric Perez, CEO of the Toronto Wolfpack: "I'm very happy to welcome Allseas Global Logistics to the pack. We both share a pioneering spirit, and my team and I look forward to working with the company.

"We know that we are setting a precedent for the sport, with many other sporting organizations watching closely to see how the team progresses and is received by fans in the U.K. We're deeply committed to growing the sport of rugby league in Canada and across North America, so efficient and effective logistics are crucial to the success of our transatlantic team, and there is no one better to help us on this front."

Allseas Global Logistics specialize in project cargo shipping, freight forwarding and supply chain management with a logistics network that spans across the globe covering land, sea and air. www.gpin.net



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