



Global Project Logistics NEWSLETTER

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

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GPLN's Protranser and Green Worldwide Join a Shipment

Protranser International Logistics, China, and Green Worldwide Shipping, USA, worked together to transport two pieces of fibre flow drum from a factory located in Yangzhou in Jiangsu province to Veracruz port in Mexico via Shanghai port. The maximum weight of each piece was 100 tons with the dimensions 20.96 x 4.59 x 4.70 meters.

The distance from Yangzhou to Shanghai Luojing breakbulk port is

almost 300 kilometers and takes therefore three days to transport the cargo from the factory to the port. Protranser's working scope was in-

land trucking service and chartering.

As each project is unique, Protranser had to

meet different challenges and conquered them during the period, which is also strengthening the relationship between partners and trust from both sides.

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BATI Group and CSS Ship 126-Ton Transformer

BATI Group loves this GPLN network like no one else... BATI Group

has completed another transformer shipment from Turkey to Bahrain together with Consolidated Shipping

Group (CSS). This beautiful transformer started its journey from Istanbul on a sunny Thursday from the factory to the port.

Its accessories were loaded on

four standard trailers, while the transformer itself was loaded on a Variomax trailer.

Safiport was used in Istanbul and the transformer was loaded onto the ship and delivered to Bahrain.

CSS took over this shipment from the port to the factory, where all unloading and trucking tasks were arranged by BATI Group.

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Braid Does It Again

Braid was nominated for a second round of a shipping project involving the transport of critical oilfield equipment to a massive refinery in Saudi Arabia. Logistics challenges are nothing new to Braid. The 16' wide, 45 metric ton compressor, which was urgently needed at the refinery, is no exception.

Braid once again performed the same transport procedure which had previously impressed the Saudi Oilmen and our Japanese customer. The size of the compressor was considerably too large for flat rack transport. In addition, there was no break bulk vessel that could transport the compressor while still meeting the schedule and budget. Braid provided the solution: transport this conventional cargo in an unconventional way.

Braid's team received the unit at the port, staged it and then brought it

under the crane for direct loading to the vessel. The compressor was secured using four 2" chains from corner piece of the unit to platform units already in position in the hold

of the ship as well as cordlash nylon straps rated for 9550LBF per strap.

Wooden skid bearers were properly nailed to the platforms by pneumatic nail gun for additional stabilization. Securing was essential for a safe ocean journey; the compressor arrived at destination without incident and Braid has another happy customer.

"Our methodology works," said Gus Chalos, President of Braid Projects.

"We utilize our available resources to achieve our goals. We love solving challenging issues and our collective work effort as a team separate success from failure."

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Super Heavy DAKO Lift

DAKO Worldwide Transport recently executed the transport of almost 40 heavy lifts from Korea to the Persian Gulf. The heaviest pieces

were four columns with unit weights of 503 tons each and dimensions of 35 x 7 x 7 meters. In addition there were eight further columns with unit weights of around 250 tons. DAKO Worldwide was responsible for the complete technical execution including the loading

operation in the port of Masan / Korea and reception and handling of all the equipment in direct delivery in the port of discharge. In Korea DAKO Worldwide cooperated very closely and successfully with their GPLN partner Flogis International. The transports were executed in various part shipments successfully and without any incidents. DAKO Worldwide proved their ability to handle difficult transports on a worldwide basis.

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A Word From GPLN

Dear Reader

The main news today come from our sponsors. Please refer also to their articles on the following pages.

Despite the current oil and gas industry downturn, air transportation of project cargoes remains active flying oversize units to meet time-critical demands of aerospace, power generation, manufacturing, military and humanitarian relief sectors. Michael Goodisman, business development director of Antonov Airlines, said that the market these specialized freighters serve remains healthy. He sees the two top sectors today for air transportation as aerospace – inclusive of satellites, helicopters and aircraft parts and engines – and defense, with power generation, construction, vehicle, marine and humanitarian segments also being significant contributors. While the oil and gas industry has historically provided air volumes close to the level of aerospace, it has yet to cycle back to the forefront, he mentioned.

German breakbulk shipping firm Zeaborn said it has completed its takeover of the Rickmers-Linie, MCC Marine and NPC Projects businesses. Rickmers-Linie remains a leading breakbulk shipping brand and the acquisition brings with it a fleet of multipurpose vessels, offices in Belgium, China, Denmark, Germany, Japan, Korea, Singapore, Thailand and the USA, and an extensive agency network, Zeaborn said.

The takeover will have no impact on the former Rickmers-Linie workforce, routes and tonnage under long-term charter. All Rickmers-Linie offices remain in place, as do NPC subsidiary offices. Rickmers-Linie will conduct business on behalf of the carrier company RZ Carrier, a spokesperson for Zeaborn said.

Wallenius Wilhelmsen has received necessary approval to complete its merger with Wallroll, forming Wallenius Wilhelmsen Logistics. The



GPLN concluded recently their 14th AGM at the Hyatt Regency Hotel in Dubai.

new entity is listed on the Oslo Stock Exchange under the ticker WWL. The merger incorporates the jointly owned entities Wallenius Wilhelmsen Logistics, EUKOR Car Carriers, American Roll-on Roll-off Carrier and its vessels. The new company will facilitate an improved growth path for the land-based logistics offer, where they expect investments and development of new products and services, as well as a sound foundation for offering tomorrow's deep-sea transportation services to global car and Ro-Ro manufacturers.

Next year's GPLN Annual General Meeting has been announced and will be held in Bremen, Germany, from May 26th - 28th, 2018, just ahead of Breakbulk Europe Exhibition which will run from May 29th - 31st. After this year's record breaking annual meeting in Dubai we are looking forward to yet another successful networking event.

As announced earlier, in autumn we will exhibit in Kuala Lumpur, Malaysia, at Breakbulk South East Asia Transportation Conference and Exhibition from September 4th to 6th, 2017. Visitors can meet and network with following of our members who will join our GPLN booth: Logistics International / USA, PT Energy Logistics / Indone-

sia, Qingdao CJ Smart Cargo / China, and The Freight Co. Ltd. / Myanmar, Thailand, Vietnam. Following this event we will travel again to Houston, Texas, to attend Breakbulk Americas Transportation Conference and Exhibition which will take place from October 17th to 19th, 2017. Up to now, following of our members will join our GPLN booth and are available for meetings: Falcon International / Canada, Green Worldwide Shipping / USA, ITM Transportation / Mexico and Rodair / Canada. We are looking forward to meet those who join or visit us at our GPLN booth during these events.

Your GPLN team

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The Global Project Logistics Newsletter is the official news of the Global Project Logistics Network (GPLN), the world's largest independent project logistics network serving the project cargo, chartering and heavy lift industry.

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NEW GPLN MEMBERS — JULY / AUGUST 2017

Bahrain	Manama	Turk Logistics & Turk Heavy Transport
Korea	Ulsan	Esprit Logistics Co., Ltd.
Qatar	Doha	Aero Freight Co., Ltd.
Syria	Damasus	Midtrans Shipping & Services
Ukraine	Odessa	TGL Ukraine Ltd.

New Antonov Maiden Flight

Antonov's new multipurpose aircraft, the AN-132D, took to the skies for its maiden flight on Friday 31st March 2017, from the company's airfield in Kyiv, Ukraine.

The prototype of the new aircraft flew for 1 hour and 50 minutes, captained by Victor Goncharov, Test Pilot 1st class, Antonov, co-piloted by Bohdan Zagoruyko, Test Pilot 2nd



class, Antonov, and accompanied by Test Pilot General Mohammed Ayash of the Taqnia Aeronautics Company, Kingdom of Saudi Arabia. Volodymyr Nesterenko, a leading Antonov test flight engineer, was also on board the flight, which was escorted by a new AN-178 jet transport.

The AN-132 program is being developed following a contract with a customer from the Kingdom of Saudi Arabia (KSA) in close cooperation with King Abdulaziz City for Science and Technology (KACST) and the Taqnia Aeronautics Company. Leading suppliers of the global aircraft industry are involved in the project.

Piotr Poroshenko, the President of Ukraine, visited the AN-132D and the aircraft creators at the Antonov Company's flight test base and thanked the participants of the program.

"I am proud of my compatriots, thousands of employees of Antonov Company and other Ukrainian enterprises, who have and continue to work to launch the series production of this aircraft," he said.

"Today the important event has happened – the aircraft rose in the

sky. "I saw the aircraft landing. It was well executed!"

Oleksandr A. Kotsiuba, President, Antonov, congratulated colleagues and partners alike on the successful completion of this stage of the programme's development.

"The next important step will be the presentation of the AN-132D in the Kingdom of Saudi Arabia, which will be conducted after the completion



of more aircraft tests," said Kotsiuba.

The new aircraft will perform a variety of tasks, such as the transportation of raw materials, mail and other cargo, including bulk cargo, ULDs, and light self-propelled and non-self-propelled vehicles weighing up to 9.2 tons. The aircraft will also be deployed for emergencies, including civilian and casualty evacuation from disaster areas. www.gpln.net

Rail Machine Movement

The Projects team at CSS Group successfully completed a major movement recently. One Unit of rail ballast cleaning machine of 29 x 3 x 5 meters and weighing 95 tons was moved from Hofuf site in the Kingdom of Saudi Arabia to Dammam port. The scope of work included lifting, load-



ing and transport from the origin to the destination.

The experienced CSS projects team conducted a survey of the route and the destination prior to the commencement of the move.

Each point of the entire project was carefully assessed to ensure a fool proof and smooth journey of the cargo. The cargo movement was conducted using two 250-ton cranes for lifting and a 12-axle trailer of 6 meters extended platform for transportation.

"Each movement provides an opportunity to learn something new

and so was this cargo movement for us. We are excited to have this project successfully completed," commented Sajith Vijayan, Manager, Operations,

Projects Oil & Energy, CSS Dubai.

Prior permissions were taken and escorts were arranged for the entire route. "The whole project was handled extremely professionally from start to finish, and allowed for CSS to showcase its continuous commitment to its clients to provide the highest quality of service."

CSS Projects team's experience and knowledge is the key factor to our high level of success percentage," commented Raj George, Senior Vice President, Projects Oil & Energy, CSS Group, after the successful project completion. www.gpln.net



WWL: The Safest Choice for Breakbulk

Roll-on/Roll-off (Ro-Ro) transport from WWL is the ideal shipping option for breakbulk cargo. Whether wheeled or static, WWL Ro-Ro combines secure transportation solutions with the speed and dependability of our liner service.

I have worked as an equipment manager at WWL for more than a decade, and during that time – and long before that – WWL has been refining its broad portfolio of equipment and operational solutions for complex cargo.

Unlike other shipping solutions, which often include multiple lifting operations that may increase risk, we believe our Ro-Ro solutions are safer and offer more flexibility to customers. By only touching the handling equipment when the cargo is gently rolled on and positioned on board, the risk of damage is minimal com-

pared to lifting units onto a vessel.

We like to continually challenge ourselves to find transport solutions that utilize the full capacity of the vessel. Our customers can then benefit from our large fleet of vessels that are designed with a high main deck clearance, up to 7.1 meters, and ramp capacities up to 500 tons.

The process always starts by getting as many details about the shipment as possible. Aside from details of dimensions and weights, our teams work with customers to design the best option for securing the cargo. This dialog is critical since breakbulk by its nature can vary so much in size, weight and complexity, that no two solutions will be exactly the same.

Once we learn the details of the shipment, we determine if any of our standard equipment solutions can be used for the cargo. Standard solutions include roll trailers in various capacities from 6 to 24 meters in length. For heavier cargo up to 220 tons, we make use of our Samson heavy-lift trailer, available in 8-, 12- and 16-meter variations.

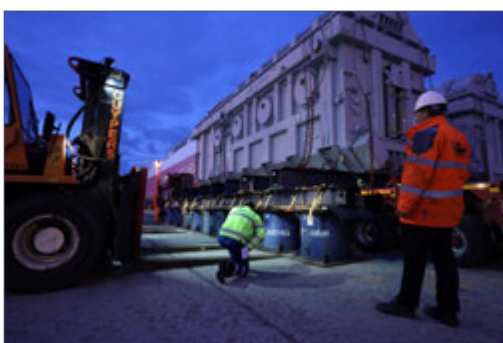
We have also developed our own multi-purpose bogies (MPBs). This is a flexible equipment platform suitable for a wide range of different cargo types, such as railcars, locomotives, small- and medium-sized generators, and all types of long construction pieces.

A key advantage with our MPBs is

that they offer flexibility in meeting different cargo and shipping requirements. They create a more favorable weight distribution and reduce the impact of the cargo height for long and bulky cargo units compared with traditional roll trailers. This gives you more vessels from our fleet to choose from, and therefore more options in meeting your target dates.

If none of our standard equipment options are suitable for your breakbulk, we have the in-house engineering competence and experience to find a custom transport solution.

Once we know which solution we will use, or what we need to build, we then shift our focus to the logistics part. We get all the required equipment to the port of load. We then finalize the plans to ensure your cargo is smoothly moved onto and off the vessel. This can include calculating ideal ballast conditions and tidal times




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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

TARE 11.0 to.
SWL 180 to.

WWL — continued from page 4

in order to minimize ramp angles.

As complex equipment becomes more innovative, so do we. We look forward to helping you with your next breakbulk shipment, in whatever form it takes.

And then there was this Ro-Ro shipment: When a British logistics company needed a reliable partner to help them ship a deaeration unit



from Europe to North America, their choice fell on Wallenius Wilhelmsen Logistics' customized Ro-Ro solution.

A deaerator is a type of filtration unit that is used in the oil industry, and this particular deaeration unit was destined for an oilrig situated in the Mexican Gulf. The customer needed a solution whereby this gigantic piece of cargo, weighing close to 46,000 kilograms, could be safely moved from the factory in Sheffield in the north of England to the southern part of the United States.

Andre Linford, Customer Services Coordinator from WWL's Atlantic East office in Southampton, explains that the customer looked at three possible shipping partners but soon chose WWL.

The deaerator was brought by road

to Immingham where it was loaded aboard a short-sea service to Zeebrugge. Once in Zeebrugge, it was trucked the short distance to WWL's terminal where it was kept in WWL's storage facility until the time of shipment.

Linford explains that the customer was concerned that the deaerator needed to be kept in undercover storage for the days between its arrival in Zeebrugge and shipment.

"The customer didn't want the cargo left out on the quay so we made sure the unit, which measured a considerable 19 x 5 x 5 meters, was safely tucked up, sheltered and covered in our storage facility for the duration of the downtime," he says.

The vessel selected for the shipment was the Oberon CC612, sailing out of Zeebrugge. Its schedule matched the customer's requirements and the ship entrance was large enough to accommodate the deaerator.

Another request put forward by the customer for this shipment was to be permitted to oversee the loading procedure in Zeebrugge.

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Contribution from GPLN Members and Sponsors



Military Logistics

With just a few days interval, L.Branco was involved in two opera-



tions of military logistics: First it was a shipment from Leixoes, Portugal, of vehicles, equipment and ammunition of a contingent that traveled to a Bal-

tic state for military exercises. L.Branco acted as shipbroker and shipping agent and organized stevedoring operations at both ends. Second, L.Branco operated the discharging at Setubal of vehicles, equipment and ammunition of the Portuguese contingent returning from Kosovo. L.Branco acted as shipping agent and organized the stevedoring operations.

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HEAVY MATTERS

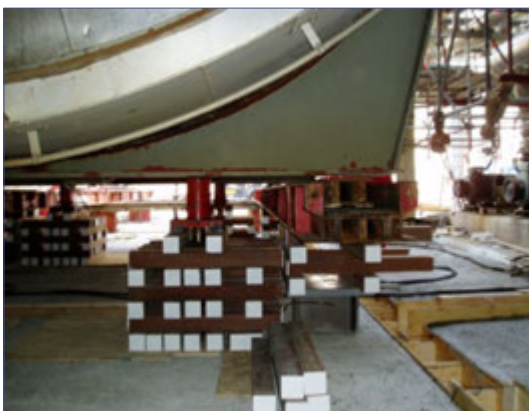
By Gert Vos



HYDRAULIC LIFTING GANTRY



In earlier years before the hydraulic lifting gantry was invented, people used various type of equipment to lift and skid the heavy items.



In the above mentioned pictures you find lifting with climbing jacks and a skidding lane. Please don't think that this is old-fashioned, because these systems are still used and even in some cases it's the only option because there are limitations in space above or around the load that should be positioned. What is the big advantage of the hydraulic lifting gantry ?

First, the relative easy and cheap way of mobilization / demobilization of all equipment. Modern lifting gantries can be easily shipped in containers and / or normal trailers.

Second, the time to erect the system is also short.

Third, only one man can coordinate the lifting process of the gantry. Of course during lifting activities you need extra eyes and for that reason most companies delivers the system with two operators. Are there only advantages when you use a hydraulic lifting gantry?

No! When you want to use this system the operators do not only need to know how to handle the system. To put on the right button is not knowing how it works. People should "learn" the load that they have to handle. Where is the center of gravity? Where are the lifting and eventually the tailing points? Of course is the space around the load as much important as the load itself. Without a stable surface, completely horizontal levelled it's impossible to use a gantry.

Especially tailing a load with a gantry is high-level lifting and you need a lot of experience before you can handle this kind of work. Because of the natural instability of a gantry you need to be sure that you always lift 100% vertical.



A simple lift of a machine from a platform trailer can also give big problems if the lifting trunnions of, for instance, a transformer are not 100% correct under the lifting points of the gantry. You can imagine what happens if the transformer will be lifted. Yes, the gantry and transformer will crash.

Is all these negative information a reason to stop using gantries? Of course not! If you know what you do, a gantry is a very good system to lift and move machinery.

Important issues:

- A stable surface, completely levelled and flat.
- Surface should be able to handle the high groundpressure.
- Enough space to use the gantry.
- Load to be handled should be suitable to handle.
- Last but not least: the need for very experienced personnel.

If these issues are not 100% OK, then don't start.

BETTER SAFE THAN SORRY!

Gert Vos - HTTC

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Upcoming GPLN Meetings & Events

1st Breakbulk Southeast Asia Transportation Conference & Exhibition

5th — 6th September 2017

Kuala Lumpur Convention Center

Booth No.: 305

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



13th Breakbulk Europe Transportation Conference & Exhibition

29th — 31st May 2018

Messe Bremen

Booth No.: H5.102

Bremen, Germany



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

SAL Heavy Lift Moves Fragile Giant

A true giant had to be shipped from Taiwan to Japan.

With 650 tons being a comparatively lightweight, the sheer dimensions of this container crane are much more impressive.

designed for high acceleration forces. So to prevent them from excessive loads during sea transport SAL Heavy Lift, Germany, strengthened them with structural steel section bracings.

Lifting the crane was another challenge. The center of gravity was located



It has a height of 56.2 meters and comes with a beam length of 78.2 meters. The overhang to both sides of the vessel provides a grateful subject for dramatic impressions.

But these impressive dimensions make the crane a sensitive structure.

The bogies are some of the weakest points of the crane. They aren't

ed at a high level. In addition the bogies were rotated 90 degrees to get them in line with the transport rail on deck of MV Lone.

Overcoming challenging weather conditions, the crane was delivered safely to its destination in Nagasaki, Japan.

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Vietranstimex Does Power Plant

Vietranstimex moved giant equipments of a machine assembly line. The shipment

weighing 61.8 tons each.

The shipment has been handled by multimodal transport method from

ment was headed to the Thang Long thermal power plant and has been successfully transported and delivered at job site in Quang Ninh Province by Vietranstimex. The shipment



consisted of a main transformer weighing 230 tons, a stator weighing 203 tons, an outer casing weighing 43,7 tons and two transformers

lines.

The shipment was part of an ongoing logistics contract that Vietranstimex was awarded.

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Universal Transport Wins Photo Award & Enhances Electric Fleet

A photo taken by the Universal Transport's photographer Frank Horstmöller was selected as the "transport image of the Year" by the Global Project Logistics Network (GPLN).

Six pictures were presented to the participants of the GPLN annual general meeting in Dubai. 180 delegates from the world's largest project transportation network decided on the motif of Universal Transport, which shows the last transport of the former Czech state aircraft.

On the side lines of the event in Dubai, the award was accepted by Holger Dechant who received the prize from the hands of Luzius Haffter, Executive Director of GPLN. The Universal Transport Managing Director extended the praise to the Prague branch, especially to Martin Ludvik, for his commitment



to participate in the competition, and paid tribute to Frank Horstmöller, who took the award-winning picture.

Furthermore, Universal Transport is proud on the enhancements and the sustainability of its electric fleet. The company invested in three vehi-

cles with an electric drive.

The Soul EV models made by KIA are used as pool vehicles. Universal Transport can now utilize these cars for small tasks with a range of currently 140 kilometers without climate-damaging emissions.

The KIA Soul EV is powered by an 81 kilowatt strong electromotor that accelerates from 0 to 100 km/h in 11.1 seconds.

The vehicle, which registered for the first time in March 2017 on German roads, has an intelligent charging system. With a completely empty battery the recharge takes about six hours.

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Pakistan Project

Star Shipping received seven containers at Karachi storage yard and the de-stuffed cargo was mobilized from there to the



Hajira power project. Due to the land sliding and road issues near the project site it was advised to store the cargo at Tarnol near Islamabad.

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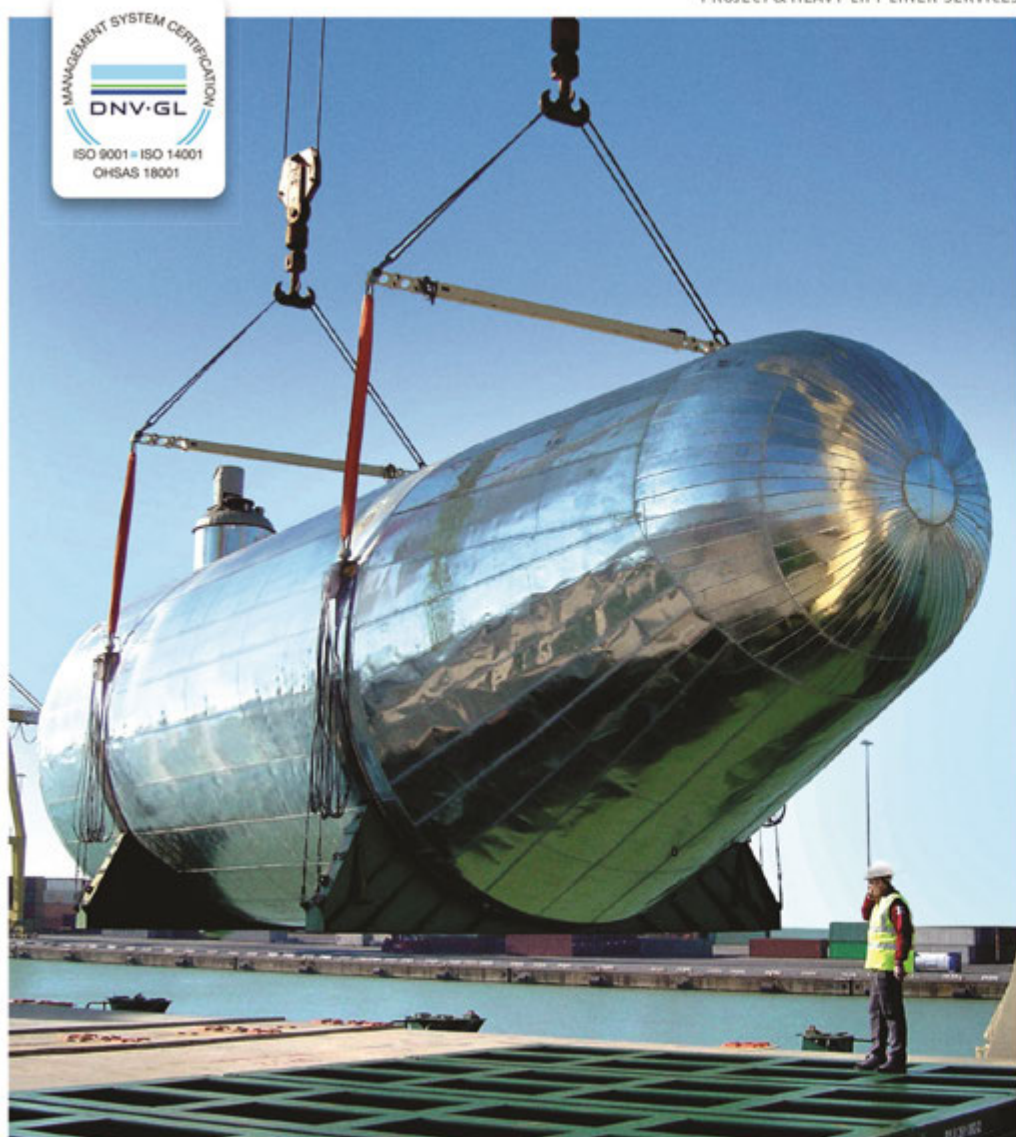
Gruber Moves Mountains

Gruber Logistics shipped a Matisa Ballast Cleaner C330-6 from Italy to Mexico. It was one of the biggest railway vehicles ever shipped from Italy with a train length of 30 meters and a weight of 101.8 tons.

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Supermaritime Angola Lda. was founded in the year 2009, and employs over 30 staff as a fully licensed forwarding agent (transitario) and vessel agent (agente de navegação). The experienced team of Supermaritime Angola provides vessel and port agencies and project logistics / supply chain services.

Supermaritime Angola is managed by Mr. Joao Pereira, an industry veteran, and his management team, responsible for operations through office locations in: Ambriz, Cabinda / Malongo, Lobito, Lu-

The services provided by Supermaritime Angola are performed in accordance with the group's stringent health, safety and environmental policies and the group's code of conduct and ethics policy, and include:

- Local supply chain and (OOG / heavy-lift) cargo transportation management services
- Local warehousing and distribution services, including container stripping/stuffing
- Port agency services for all vessel types in all ports of Angola, including project cargo / heavy-lift vessels
- Husbandry services; airport meet & greet services, accommodation / travel services (incl. visa) and personnel transportation
- Managing offshore support vessel (seismic / security) service require-



anda and Soyo.

In addition to its general services, the company also offers offshore logistics services to the West-African offshore / oil & gas industry both to permanent clients and on a project basis.

Supported by its oil & gas / project



division in the Netherlands, Supermaritime Angola also offers project logistics services, yard management and mobilization / demobilization management services in all Angolan ports to offshore construction vessel operators and drilling contractors.

ments / agencies

- Yard management services and local storage solutions including provision of local (skilled) personnel to manage the yard / warehouse
- Cross-border transportation services from Pointe Noire Congo to Cabinda in close cooperation with our experienced partner in Congo

Supermaritime Angola has a proven experience in handling multi-year EPCI project logistics support services in the offshore construction industry in Angola for offshore construction clients.

Supermaritime Angola is proud to have a large portfolio of both local and international clients in the oil & gas / offshore (construction) industries.

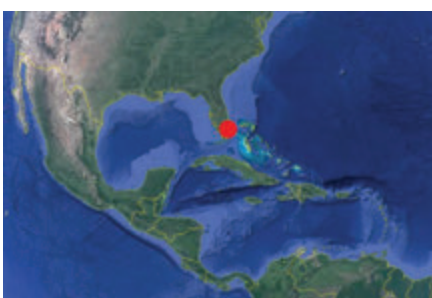
For more on Supermaritime Angola, visit www.supermaritime.com ■

AMERICAS: Acco Terramar



Acco Terramar from Miami, Florida, has been in business for nearly 60 years. Acco Terramar is the oldest family-owned operated freight logistics company in Florida, celebrating some six decades in business and now on its third generation of family involved!

At the center of the company's attention are administration, regulatory com-



pliance, human resources, triage resolution of day-to-day operational problems and issues that rise to a level that require highest attention -- while developing new businesses.

Acco Terramar is a 35-employee company, with 25 employees in Miami and 10 in Guatemala. They've reached a point in company where to further grow they need to increase administration and oversight, with better delegation of responsibilities.

Therefore, if GPLN were to compile a best practices guideline, presentation or workshop for companies with less than 15 employees, between 15 and 30 employees, etc., that might be of interest and benefit to some members!

The main issues Acco Terramar encounters on a regular basis are obtaining the necessary permits in each state through which the OOG or overweight cargo will be passing.

Depending on the routing, this can take a week or more.

Yet, there are certain "Johnny Come Lately" forwarders who profess to be experts in project cargo, and convince

or sell customers on the idea that they can get permits at the drop of a hat.

On the inbounds side, the problem most often encountered as recently seen with the USWC strike and work slowdown, is port congestion, when it's crap shoot to know with any degree of certainty when the vessel will be discharged, and when to have drivers and equipment waiting inside or outside the port to receive the load.

Similar problems are experienced on outbound loads as well, where the company wants to transfer directly under hook from the equipment onto the vessel, and where it's difficult at best to coordinate the equipment and birthing / discharge of the vessel with a certain window of time.

Greatest challenges? Staffing is the big one here. It's getting harder to find people that are qualified and interested to work in the required line of business.

You have to either pay top dollar to steal and employee from the competition, and hope that they don't play you to get a higher salary, or take your chances of hiring someone with no experience and training them, and hope that they're done pursuing another career after spending an inordinate amount of time and money training them and getting them up to speed.

Acco Terramar operates the Miami headquarters with 25 employees and the Latin American headquarters in Guatemala with 10 staff. Main industries served are



sugar mills, power generation and co-generation companies.

The company owns its 3,700 square meter warehouse, local fleet of tractor trailers, straight trucks and parcel vans, and of course several forklifts for the warehouse and outside storage patio that can handle up to 5,500-kilogram loads.

For more on Acco Terramar, visit www.accoterramar.com ■

EUROPE: Prima SA Transport & Trading + + + MIDDLE EAST: Raaziq International

EUROPE: Prima SA

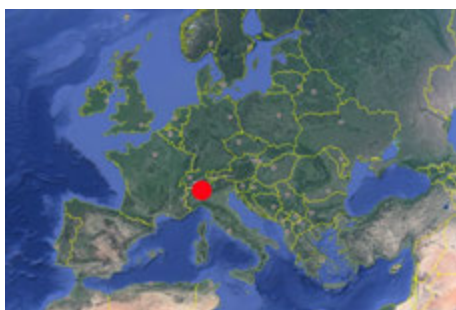


When Pietro Casagrande, President of Prima SA Transport & Trading in Chias-



so, Switzerland, started working for a freight forwarding company in Milan in 1981, he was involved in a large project to Nigeria, and at that time had no idea of what a cargo vessel was.

He was so impressed about the challenges, the capabilities involved in a job



like this one, that it was out of the blue and he understood that this was the job he wanted for life.

During those more than 30 years experience he was not expecting so dramatic changes that are involving all the industries and of course affecting the project cargo industry as well.

It's no longer as much fun working in

the cargo project as it was until a few years ago, "but this is what we choose and what we love to do, even in the major difficulties of those last five years, where everything is back to a rate, to a price, and we are not talking anymore about service quality, personal and human relationship and trust," Pietro says.

A main challenge is to make customers understand that not all the times rates and prices have to run the business and decide the assignment of a job. Says Pietro: "We have to make customers and our internal staff understand that we need to think about all the possible

scenarios of a job, to think in 360 degrees of what we are doing to find the real best solution."

Part of this is the supervision of sites and roads, timing consideration for bureaucracy in getting permits, reliability of trucking company handling road transport, respect of rules and regulations confirmed by the Authorities

Pietro however is convinced that the greatest challenges remain "professionalism, human relationships and trust. Reliability, honesty and trust make the difference."

Prima SA Transport & Trading, founded in 2013, mainly serves the power, oil & gas, chemical and machinery industries. The company owns its own head office building where the 15 staff work.

For more on Prima SA, visit www.primasatt.ch ■

MIDDLE EAST: Raaziq Int'l



Raaziq International from Lahore, Pakistan, knows something about how to deal with challenges in the project logis-



tics industry. Shortage of assets is the biggest challenge, followed by the condition of roads. For every project Raaziq International has to make sure the availability of trailers to ensure they are not occupied by some other project when the cargo arrives at port.

While moving cargo to Pakistan or Afghanistan (via Pakistan), the most important action is to provide as much prior information as possible. This will help plan trailers / equipment, which are already in shortfall, and ensure once the cargo arrives it can be cleared and moved out of port within 48 hours.

To offer even better services, Raaziq International is focused on the following:

- Modern freight forwarders / project logistics companies will have to widen their range of applications by adding / merging components, such as transport, warehousing and distribution as well as computer hardware and software to offer state of the art Web-based solutions.

- The world is moving more and more towards a "global village," therefore it is important to have a clear definition of

international standards. This will help in global integration. If not actioned upon it will especially hit companies operating in a network as opposed to multinational companies that are running a common system.

- In order to gear up to future challenges there is also a need to take the competence of staff to the global level, hence the educational / training material needs to be homogenized.

- Specially in Asia the shipping lines resolve issues by using their muscles. The freight forwarders / project logistics companies should be globally united, so the hegemony of shipping lines can be countered.

Raaziq International was founded in 1974 and is today employing more than



1,500 staff. The company has eight offices in Pakistan, with international offices in Kabul and Kandahar, Afghanistan. Raaziq International also operates an office in each Dubai and London.

Raaziq International mainly serves the power and energy, automotive, pharmaceutical, FMCG and perishables industries. The company owns a fleet of more than 250 trucks with substantial assets in Lahore and Karachi.

For more on Raaziq International, visit www.raaziq.com ■

ASIA: Megalift Malaysia

ASIA: Megalift Malaysia



GPLN Newsletter spoke with Megalift Malaysia's Assistant Senior Manager Desmond Chin Yuen Yu. Upon graduating as an engineer in 2001, he ventured into construction specializing in structural design and construction project management, where he worked for 10 years.

He took a switch into the logistics in-

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

A typical day's challenges that he may encounter in his routine 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

porters who owned multi-axle modular trailers but now, 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. 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 to be an opportunist as mere-

ly waiting could put you on the losing end. Always be on the lookout for industries or 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.

Founded in 1986, Megalift Malaysia employs 350 staff in six offices. Main industries served are oil & gas, construction, manufacturing, power & energy and railway lines.

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



dustry 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, he has stayed on with Megalift Malaysia for six years.

The project cargo industry has seen quite a drastic change over the years, Desmond says. He is 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

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

In Malaysia, it is required 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 us 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 to happen.

Overall, the industry has indeed become more competitive than ever. Back then, there were only a few heavy trans-

Turk Heavy Transport Handles 8 Transformers

Turk Heavy Transport from the Kingdom of Bahrain has been continuously involved in an ongoing project of Hyundai Heavy Industries for the

tons (400 kva).

All of the transformers were received on a 4-file Nicolas hydraulic



low-bed at KBS port in Bahrain before being placed in temporary storage. At a

Electricity and Water Authority in Bahrain. They were providing complete port-to-door logistics solutions including barge and road permissions, escort arrangements, as well as road works along the route to make the passage of the trucks possible. The cargo consisted of a total of eight transformers with different capacities, the biggest being 3 x 200

later date, the transformers were reloaded onto a Ro-Ro barge and shipped to a private jetty where they were offloaded and transported to their final destination.

To complete the operations, a total of four trips of Ro-Ro barge were required and the unloading operations at the site were performed using a jack-and-skidding system. www.gpln.net

FOX Brasil Powers Up Peru

FOX Project Logistics Brasil, going steady on providing heavy logistic solutions to South America and to the world, completed a project comprising two transformers of 60 and 100 tons plus 580 freight tons of

accessories and parts. The parts were shipped from the ports of Itajai and Itapoa in Brazil, with the pieces shipped as breakbulk and the smaller accessories in containers, to power several ongoing energy projects in Peru. www.gpln.net

Advantis Projects Bridges the Logistics Gap for Sri Lanka's Energy Growth

As a nation focused on development and in the midst of transitioning from a lower middle income country to an upper middle income country it is no surprise that Sri Lanka is facing a rise in demand for electricity. With ambitious goals and recent economic developments, Sri Lanka has been experiencing a 4% annual increase in electricity consumption. This growth is led by the domestic and hotel sectors with domestic alone accounting for at least 40% of the electricity consumed – a steep contrast from developed nations that only witness 20% domestic consumption.

Rapid urbanization and a growing population with more disposable income have put a strain on the electrical grid that needs to be alleviated. This became evident in a series of island-wide power outages in early 2016. Compounding this issue is the failure of the monsoon season to produce enough rain which has further depleted the country's hydro reservoir storage. If Sri Lanka is to achieve its long term goals and take its place on the world stage, then it will need to resolve this critical issue by securing additional power sources. Sri Lanka's electricity regulator, the Public Utilities Commission of Sri Lanka (PUCSL), said as much when they recommended the Power and Energy Ministry take urgent steps to purchase new power plants in order to avoid a power crisis.

However, a major hurdle in the construction of power plants in developing countries has been the installation of the large, heavy generators that produce the electricity in a power plant. The poor infrastructure within the country including narrow road

network, low overhead wires, and weak bridges can make it difficult to transport oversized cargo. Additionally, the lack of skills and logistical expertise in these regions has been a factor that made these projects problematic if not impossible in the past. Due to this reason, Sri Lanka has relied on foreign exper-



tise to manage the transportation of such generators making it an added financial burden to the country. However, today it is no longer the case thanks to a more experienced and mature local industry.

At the forefront of this industry is Advantis Projects, a subsidiary of the Hayleys Group, who have the necessary expertise and the specialized equipment to manage such projects, providing an end-to-end logistics solution that caters to specific needs. With a wealth of knowledge and strategic partnerships across the region they are also able to draw upon the expertise of foreign consultants if the situation should call for it, while ensuring that costs are contained, through the local management of the project.

Their track record includes an array of projects that required bespoke solutions utilizing specialised equipment – such as multi-axle trailers with the ability to transport cargo up to 200MT in weight – owned only by them, customs clearance, liaising with relevant or-

ganisations to ensure the smooth transportation of cargo, and marine logistics facilities such as vessel chartering and providing barges. All these features are supplemented with their in-house logistics team which include master mariners. By using in-house expertise and owning the specialised equipment needed to

successfully accomplish these projects Advantis Projects is able to provide the fast end-to-end transfer of heavy cargo easily and safely.

Shadil Rizan, General Manager of Advantis Projects said, "We approach each project with a view of accomplishing it safely, on budget and on time. We are able to do this thanks to our wealth of knowledge in handling an array of different logistics projects over varying terrain using a myriad of solutions. We are a highly coordinated team that rely on precision planning to accomplish our tasks."

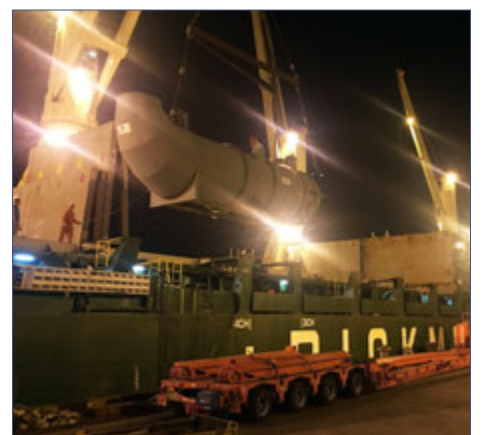
Advantis Projects' movement of heavy cargo for the power and energy sector include the handling of windmill cargo for the renewable energy sector which required ship to shore ground logistics in the North of Sri Lanka, for the successful installation of 16 wind turbines in Palali. There was also the transportation of four 100 ton diesel engine generators from the Horana BOI zone to Lahore, Pakistan which required a mix of ground and marine logistics solutions as well as liaising with all stakeholders. It is logistics providers like this that will enable the growth of Sri Lanka's energy sector and pave the way for the country to achieve its economic goals.

The Shanghai to Qingdao Challenge

Sino Projects China is pleased to share a project which was indeed a big challenge because of a decision mistake on the choice of transport mode from the import through Shanghai port to Qingdao.

The dimension of each of the two cargo units was 15.4 x 4.6 x 4.9 meters -- which could have been reduced to 4.76 meters by dismantling the lifting eye on the top --, and the weight was 110 tons each.

Fortunately, at the time of discharge Sino Projects China immediately decided to change from trucking mode to a barging option once the problem was identified.



Because of a backup solution which the company is always planning ahead for each project, they organized a second heavy-lift vessel for reloading, a barge and 2 x 500-ton cranes at Qingdao port, as well as two special trailers for short trucking to the jobsite within the same day.

Finally Sino Projects China finished the job safely and delivered the units to the client's workshop on time, even so the company made some loss on this job.

They took responsibility which is the company's philosophy from the beginning of each job, which also helps maintain an excellent professional reputation.

Mory-TNTE Awarded Major Oil & Gas Project

Mory-TNTE Mondial Express has been involved in the transportation of two units of high pressure separators weighing at 58 tons each from Batam, Indonesia, to Keppel Shipyard, Singapore, which is part of "The FPSO Bertam - Oil & Gas Vessel Refurbishing Project."

Mory-TNTE is also covering other major parts / equipment from various region of the world like Europe, China and USA. The value of the project is about 145 million euro.

Mory-TNTE's scope involved in transportation of these major separators from the fabrication plant in Indonesia was the transport on a 230' barge and the use of a 1,000-ton float-

ing crane to discharge the cargo from the barge onto the vessel at Keppel Shipyard, Singapore.

Besides the transportation of this heavy equipment, Mory-TNTE pro-



ject team also extended its logistics support for the installation of the separators at the project site. The timeline of this entire operation took approximately three days with close monitoring and coordination by the company's dedicated project

team.

Apart from handling two units of high pressure separators, Mory-TNTE will also be undertaking transportation of other key components and equipment, such as three units of new engines, various size skids, lithium ion batteries and other support equipment for this project.

Mory-TNTE offers complete project cargo services to and from Malaysia and is a leader in door-to-door shipments by sea freight, airfreight, barge and inland transportation. Mory-TNTE is really pleased to be a part of the GPLN Project family and would be glad to join hands with other GPLN project members to boost mutual business opportunities and prospects. www.gpln.net

Overweight From Shanghai Through Thailand

The Freight Co., Ltd. from Thailand delivered out-of-gauge cargo to Prachuap Khiri Khan province in Thailand. The high speed centrifugal spray dryer was exported on a 40' flat rack via Shanghai port to Bangkok port. Additional equipment was shipped by 20' GP.



Despite heavy rain falls The Freight Co., Ltd. safely reloaded the 10-ton heavy cargo measuring 10 x 3.9 x 3.9 meters by crane from the 40' FR to a low-bed trailer and delivered it to the client's site. www.gpln.net

Hot Air Balloons Bagan, Myanmar

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