



Global Project Logistics NEWSLETTER

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

September — October 2017

Issue No. 59

Vietranstimex Delivers Biggest Transformer Yet



The first main transformer of Song Hau 1 thermal power plant has been successfully transported and delivered at job site in Hau Giang Province, Vietnam by Vietranstimex. The transformer weighing 335 tons and measuring 12.34 x 4.5 x 5.6 meters has been handled by multimodal transport method from Ho Chi Minh port to job site via site jetty. During this period, Vietranstimex has also completed delivery of other two OD&OW packages including one auxiliary boiler (weight 90 tons; dimension 10.37 x 6.4 x 7.98 meters) and one steel stack (weight 44 tons; dimension 40 x 2.75 x 3.06 meters). www.gpln.net

Europacific Drills Another One



Europacific Logistics of Slovenia once again proved that it is one of the most experienced specialists in performing oversize transport services between Slovenia and the European Union. In one of its recent transports, Europacific Logistics handled cargo with a length of 18.5 meters per vehicle. The cargo arrived from Israel to the port of Koper and continued its journey for another 1,300 kilometers heading to the Netherlands. www.gpln.net

Removal of Crashed F-18

Turk Logistics of Bahrain was commissioned with the removal of an American F-18 jet plane that crash-landed at Bahrain International Airport.. A 100-ton crane and 4-axle lowbed were used to lift and transport the aircraft to another location. www.gpln.net



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A Word From GPLN

Dear Readers

Ten years after it first took a stake in the shipping company, and six years after it took over complete control, Japan-based Kawasaki Kisen Kaisha ("K" Line) has sold SAL Heavy Lift to the Bremen, Germany-based shipping group Harren & Partner. SAL has been part of the "K" Line Group since 2011. Its offshore subsidiary, SAL Offshore, develops and supplies installation services for the oil and gas and renewables sectors. The deal will see Bremen-based Harren & Partner take over SAL's fleet of 15 heavy-lift vessels and worldwide network of offices and agencies in 25 countries. Harren & Partners already owns Combi Lift, which operates a fleet of heavy-lift ships as well as highly specialized semi-submersible dock ships.

"We are aiming for light-touch integration with Harren & Partner. SAL with its excellent reputation will continue to provide its well-known services. There won't be any changes for SAL's clients. Also, the fleet of 15 heavy-lift vessels will remain with SAL. We believe that this acquisition will ensure that both SAL and Harren & Partner are very well-positioned for the future. In becoming the new dominant player in the super heavy lift market, we believe this will add strength to SAL and bring with it some much needed pricing discipline," said Peter Harren, founder of Harren & Partner. Together, Harren & Partner and SAL have a fleet of 26 heavy-lift vessels. The combined fleet ranges from multipurpose vessels with up to 300-tonne lifting capacity and dock ships, to offshore construction vessels with DP2 and a combined crane capacity of up to 2,000 tonnes. SAL Heavy Lift will operate as a separate brand with its headquarters in Hamburg. It will also manage the CL 900 / Type 116 vessels as well as the Combi Dock I and III in the future, offering float-on, float-off and roll-on, roll-off capability to the premium project segment, SAL said. With a dozen 900-tonne-plus vessels, SAL said



Photo provided by Logistics Plus, Turkey

it will have the largest super heavy-lift fleet in the industry. In its last biennial breakbulk fleet analysis, consulting company Dynamar B.V. ranked SAL 7th and Combi Lift 10th among leading heavy load specialists, listing SAL with 169,000 and Combi Lift with 66,000 total deadweight capacities.

Next year's GPLN Annual General Meeting has been announced and will be held in Bremen, Germany from May 26-28, 2018, just ahead of Breakbulk Europe Exhibition which will run from May 29-31, 2018, and give GPLN members and sponsors an excellent opportunity to combine both events.

In the meantime GPLN was exhibiting at Breakbulk South East Asia Transportation Conference and Exhibition in Kuala Lumpur from September 5-6, 2017, where we had company from following GPLN members at our booth: Logistics International / USA, PT Energy Logistics / Indonesia, Qingdao CJ Smart Cargo / China and The Freight Co., Ltd. Myanmar / Thailand/Vietnam.

Following this event we will travel to Houston in Texas to attend Breakbulk Americas Transportation Conference and Exhibition which will

take place from October 17-19, 2017. Visitors can meet and network with following of our members who will join our GPLN booth: Falcon International / Canada, Fox Cargo / Brazil, Green Worldwide Shipping / USA, ITM Transportation / Mexico, Logistics Plus / Turkey and Rodair International/Canada. We are looking forward to meet those who join or visit us at our GPLN booth during this event.

Best regards,

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 — SEPTEMBER / OCTOBER 2017

| | | |
|----------|--------|---|
| Iran | Tehran | Pishro Navgan Siraf (PNS) International Project Forwarding & Logistics |
| Italy | Genoa | Iscotrans S.p.A. |
| Jordan | Amman | Al Karam Logistic |
| Slovenia | Koper | Europacific d.o.o. |

Urgent Oilfield Equipment, Airlifted from Houston to Cairo

Global Shipping Services (GSS) Houston project team was recently tasked by a major oil & gas supplier to find best solutions and fastest transit times for a large airfreight consisting of 11 pieces at 36,500 kilograms of BOP parts and stands, urgently required in Cairo, Egypt.

GSS handles large volumes into Egypt for this client, so the company knows the carriers.

The problem was that all carriers were fully booked three weeks in advance, especially when transferring in Europe.

So, using GSS' personal contacts and relationships they were able to agree for space allocation on one flight with Car-golux and one connecting flight and on forward-ing from Luxem-burg in to Cairo. The other carriers all needed multiple flights to uplift out of Houston.

The problems nowadays is find-

ing solutions to manage the busi-ness, with airlines cutting back on the number of flights and with the

breakbulk market struggling along. This means chal-lenging times for everyone.

The industry just has to work smarter to find better solutions for customers.

Once there was an agreement on the airfreight

schedule, the next obstacle to over-come was getting the cargo skidding and ready to fly in time to meet the flight, due to a holiday weekend.

The week was short, but that proved to be no real challenge, cargo was skidded in less than 24 hours

A great job by GSS export packing crew. In this current market, it's all about customer service and respon-siveness and how one resolve the tasks set by a demanding clientele. In this instance the team responded and the client was very happy.

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Inchcape Masters Tight Eid al-Fitr Deadline



Inchcape Shipping Services (ISS) of Dubai safely shipped different equipment weighing 162 tons from Hamriyah, Sharjah, UAE, to Shuaiba, Kuwait. The chal-lenge was that the cargo had to be shipped immediately and reach destination within four days before the onset of the long Eid al-Fitr holidays. The shipment was successfully executed within the deadline by ISS.

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Engine Units for Power Plant

Logistic One of Jakarta, In-donesia, handled six Wartsi-la engine units, measuring 13 x 4 x 4,5 meters and weighing 150 tons each, for a power plant in Sula-wesi.

Logistic One is also involved in lo-gistics projects in remote Irian Jaya.

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Green's Power in Falls City

Falls City, Nebraska, may be in a prime location of America's heartland for residents, but faces interesting logistics

challenges when transporting a 140,000 kilograms generator set. Destined for the Falls City power plant, this shipment of a generator, 13 containers and various other

breakbulk cargo delivered the city's second generator set in an effort to expand its power generation capability.

Green Worldwide Shipping, an Atlanta-based freight forwarder and customs broker, arranged the ocean freight routing of the generator from Finland to Houston, TX.

From there, the cargo was moved by an 8-axle rail car 1,540 kilometers to a rail yard approximately 1.6 kilometers from the Falls City power plant.

Next, the generator was transferred by gantry crane from the rail car to a 13-axle self-propelled modular

transporter (SPMT) and finally moved to the site.

But the logistics challenges didn't end there; the site itself posed a unique set of challenges. Because of the limited amount of space in and around the building, the SPMT was parked parallel to the building and the machinery was unloaded side-

ways and then slid 90 degrees into the building, where it was lowered onto the foundation and its final resting place.

The additional generator set will add up to 10 megawatt of power for the residents and businesses of Falls

City. Green Worldwide is proud of its team and the chance to be part of a cargo project that

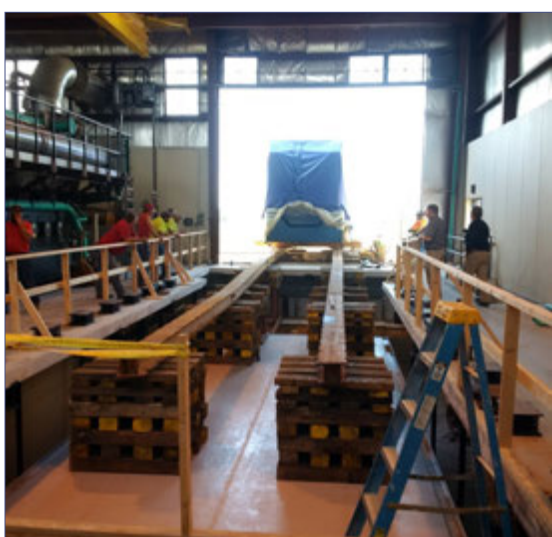
develops local communities.

Additionally, Green Worldwide arranged the delivery of a complete press for an automotive body parts plant in the southeast United States. The disassembled press shipped in seven oversized wooden crates with weights up to 145 tons.

All seven units were shipped by

Ro-Ro carrier to the port of Savannah. The 145-ton crown was loaded onto a 20-axle dual lane, and the 91-ton bed onto a 19-axle trailer under the supervision of Green Worldwide Project Manager, Marcos Borges.

The state of Georgia recently de-



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Megalift Malaysia Transports Oversized Heavy Power Plant Cargoes

Jimah East Power 2 x 1000 megawatt coal fired power plant is an ongoing project of the IHI-Toshiba-Hyundai Consortium. Megalift Malaysia has been appointed as the official logistics provider to transport the cargoes from Port Klang (the designated port of discharge) to Jimah site.

All the cargoes were received via barges from vessel at the port of discharge before being sailed to Jimah site jetty. They were then rolled off the barges and transported to the ground site. The entire operation was immensely challenging due to several constraints encountered, particularly for the transport of the generator stator.

There was limitation of the vessel

derrick crane outreach radius and the requirement of a suitable barge to receive the cargoes as well as a



timely Ro-Ro operation at Jimah site jetty given the limited tide due to the height of the jetty.

The barge width had to be within 18 meters, so when it comes alongside the vessel, the vessel derrick crane could reach as close as possible to the center of the barge with

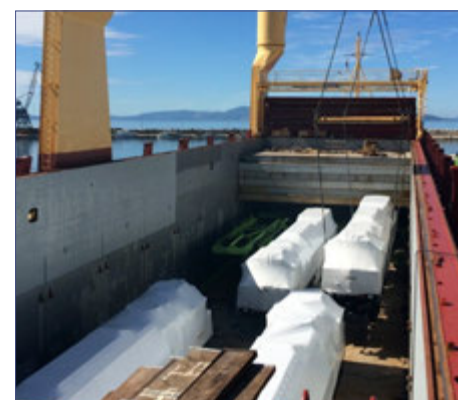
minimal offset within the tolerance of barge stability.

A larger barge with depth of more than 5 meters is ideal for Ro-Ro operation to remove the cargoes from the barge. However, with the small barge that Megalift Malaysia was using and limited tide, the operation team had to monitor and act timely at every stage.

The uncertainties of vessel berthing and discharging the cargoes onto the barge, along with the bad weather that slowed the sailing to Jimah site jetty, caused the possibility of missing the tide for Ro-Ro operation. In a nutshell, Megalift Malaysia literally experienced the saying "time and tide wait for no man." operations. www.gpln.net

Another Successful Liburnia Charter

Liburnia Maritime Agency Ltd. of Croatia loaded four locomotives in Rijeka port, each weighing 115 tons which will soon start their voyage towards Haifa, Israel. For this purpose the company chartered BBC Atlantic. The locomotives were sent from a Croatian metal factory and Liburnia did use lifting gear of the supplier to load the cargo into the vessel. www.gpln.net



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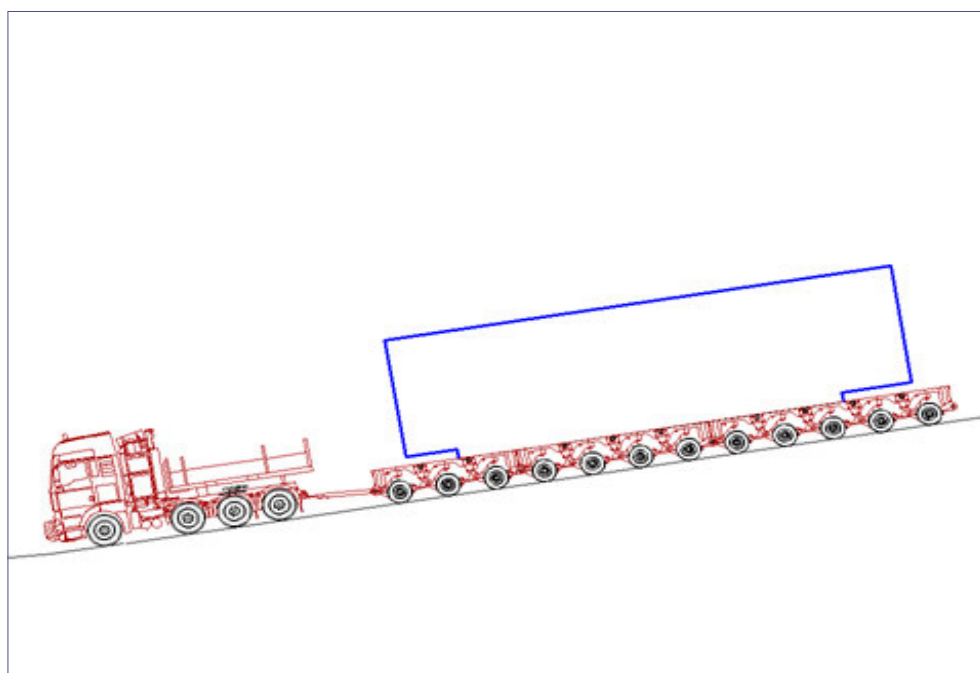


HEAVY MATTERS

By Gert Vos



HEAVY CARGO GOES UP AND COMES DOWN



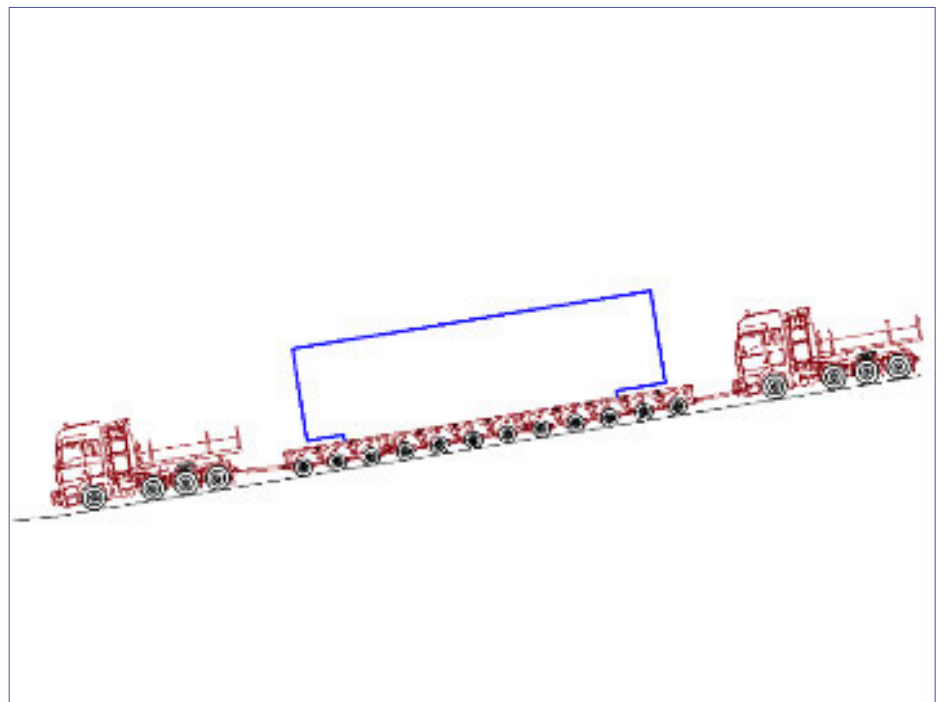
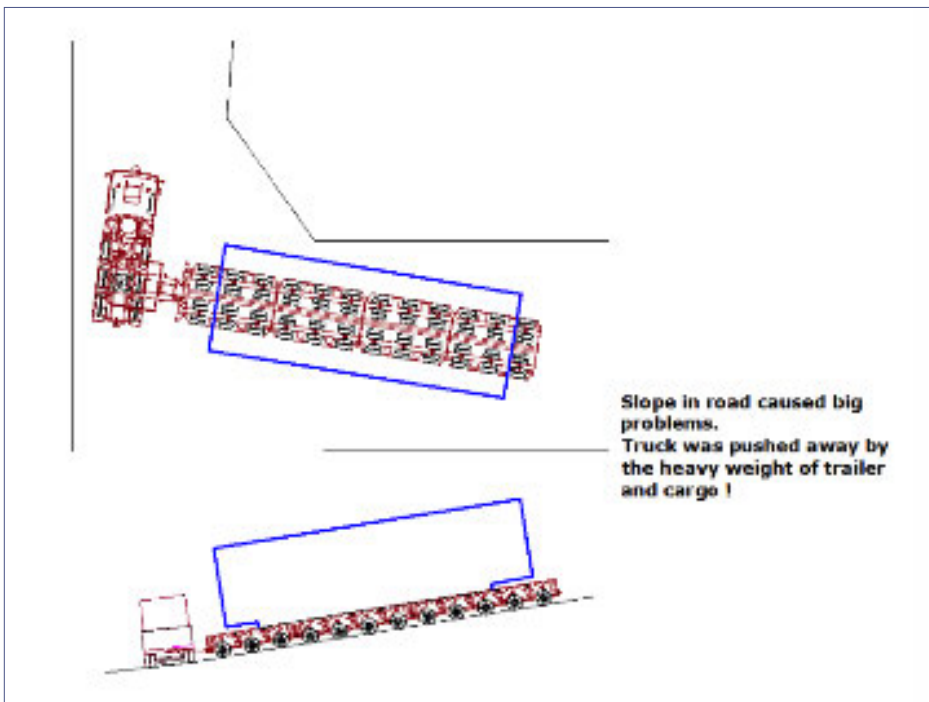
When a heavy cargo has to be transported up or downhill, then mostly one truck will not be able to pull the complete platform trailer and its cargo up or downwards. An extra truck for pushing or breaking is necessary in almost 100% of these heavy transports. I remember a transport of a piece of 100 tonnes in Spain (near Vigo). We used two trucks on the front for pulling and one on the back for pushing. Half way this "train" was stopped by the slope of the steep hill. We hired an extra vehicle (with sufficient ballast). With four trucks we managed to bring up the cargo to the top of the hill. After arrival one truck started burning and was a wreckage.

The lesson is that you should not underestimate curves and slopes in a transportroute. Some weeks ago I had to judge a transport problem with a 4-axle truck + 12-pendulum axle lines that had to overcome only a small hill (downwards) and a direct turn to the right in a curve without any problem (at first sight). But the curve to the right (a road with a slope to the left) was too much to handle.

What happened? Because of the slope of the road the trailer was pushing the truck away when the truck made its steering movement in the curve. When the driver did release the breaks, the truck could not hold the weight of the trailer.

**One pulling and one pushing
truck and an additional truck
for difficult curves, slopes in
the route, etc.**



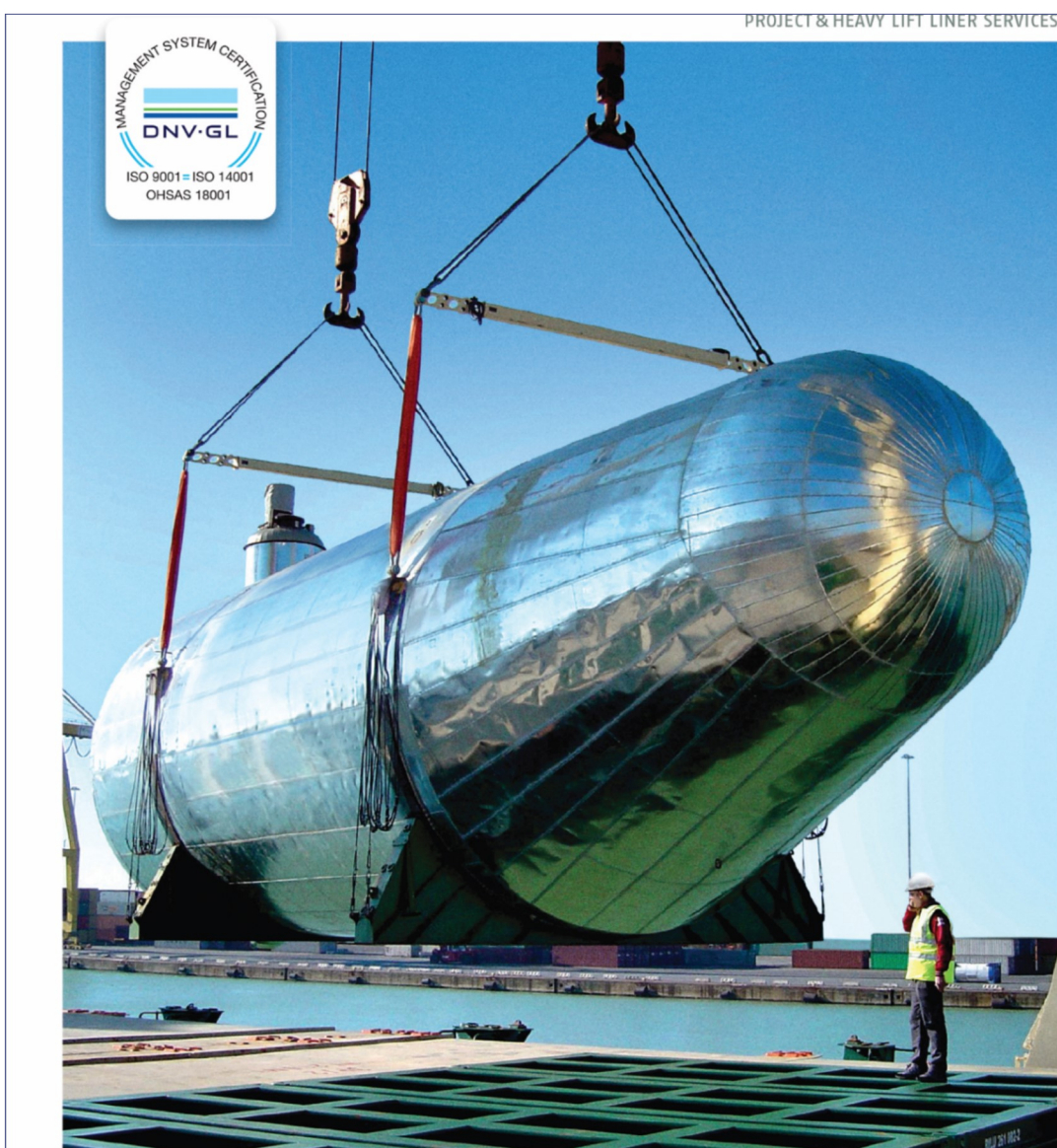


Take an extra truck with ballast and steel beam (between truck and trailer). So you create extra breaking capacity. And when you have to take a hill?

You have pushing capacity. Don't think you will save costs when you won't use an extra truck. The problems that occur when you can't control the vehicle (and cargo!) will be much bigger than the costs of an additional truck.

Gert Vos - HTTC

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MFC Aurangabad Movement

MFC from Mumbai, India, recently received a contract for the movement of a forging machine from Mumbai port to Aurangabad. The dimensions were 7 x 5 x 4 meters and the weight 270 tons.

Taking into consideration the dimensions and weight, it did not seem a highly challenging movement, until we appraised the customer as to exactly what was the real challenge.

Before accepting the execution of the movement, MFC highlighted that the basic assumption that the customer was working on had not taken into consideration the overall safety aspects of the movement.

Transporting the consignment on a 14-axle line may be correct from the weight calculation point of view, but when it was pointed out that certain

bridges that shall have to be crossed, especially the long bridges over the various creeks while exiting Mumbai, the 14-axle line shall be insufficient.



This could lead to major accidents that have happened in the past, like in Gujarat over Narmada river and near Bhopal, which led to the collapse of the bridge and death of a number of persons, a similar situa-

tion could occur with this movement. Taking into consideration the overall safety issues, it was decided to move the consignment on a 20-axle line instead of a 14-axle line.

However, by using a 20-axle line the operational difficulty level increased as the questions of turning radius at various point in Mumbai arose and a major issue was the turning radius available at the mountain range be-

tween Mumbai and the site.

To overcome the turning radius constraint, MFC in transit shifted the consignment on 14-axles wherever required. This became a challenge as MFC had to manage the traffic for this shifting and it led to greater interaction with government agencies and local police.

The customer was appraised of the issues involved, and once the customer understood the importance of the proposal, they accepted it and extended its cooperation to MFC.

MFC maintained its commitment of providing a safe transportation without compromising on quality. The objective of MFC has always been not to compromise on cost when safety is an issue and this point was appreciated by the customer.

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Almajdouie Logistics Recognized as "2017 Domestic Logistics Service Provider"

Frost & Sullivan hosted the Excellence in Best Practices Awards Banquet Middle East at the Atlantis Palm, Dubai, to recognize companies throughout a range of regional and global markets for superior leadership, technological innovation, customer service and strategic product development.

Leading companies in MENA region from diverse industries competed to demonstrate their excellence

in growth, innovation and leadership by a jury that included some of the most prominent names from the industry. Almajdouie Logistics received the "2017 KSA Domestic Logistics Service Provider of the Year" Award for the second consecutive year in the

same category. On this occasion, Sami Al Zaben, Eastern Region GM, stated that, "Winning this type of award is a

It is only middle of the year and the company has been awarded four prestigious industry awards already.



From an early start, Almajdouie Logistics' founding father Shaikh Ali Almajdouie paved the way to the company's leading position in the logistics industry by thriving to excel and exceed the expectation of its customers.

In the journey of 53 years, they have built their values on being reliable and

realization of Almajdouie Logistics' continuous efforts to enhance the services we provide to our customers, and a testimonial of our vast expertise in providing innovative, integrated and niche services to diverse industries, from O&G to FMCG."

a trusted partner in the region. With an extensive fleet, diverse services and regional footprint, Almajdouie Logistics continues to demonstrate its excellence in areas of innovation and leadership.

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Korea to Malaysia

Global Project Logistics (GPL) is leading a series of shipments for moving 37 mammoth-sized motor trolleys from Korea to Malaysia. The cargoes shipped underdeck travel via container ship from the port of Busan to Port Klang with the schedule of five trips, each trip accommodating seven trolleys. GPL already showed its compe-



tency by successfully completing the first trip, shipping seven 40'FR (OOG) plus one 40'HC (for spare parts) that left Korea and arrived in Malaysia within two weeks.

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FOX Brasil Tunnel Project

The Chesapeake Bay Bridge and Tunnel is a 20-mile-long vehicular toll crossing

The crossing consists of a series of four lane low-level trestles and bridges, which are connected by two

crossing, allowing more lanes to remain open during routine maintenance and providing an alternate

open tops and flat racks, over dimensioned haulage on special trailers, port operations, international ocean



approximately one-mile-long two-lane tunnels beneath the Thimble Shoal and the Chesapeake navigation channels.

The proposed project is the design and construction of a second two-lane parallel tunnel underneath the Thimble Shoal navigation channel next to the existing tunnel. The new tunnel with approximately 5,700 linear feet will be a Design-Build (DB) project aimed to improve the level of service and safety along the current

route in the event of an accident in the existing tunnel.

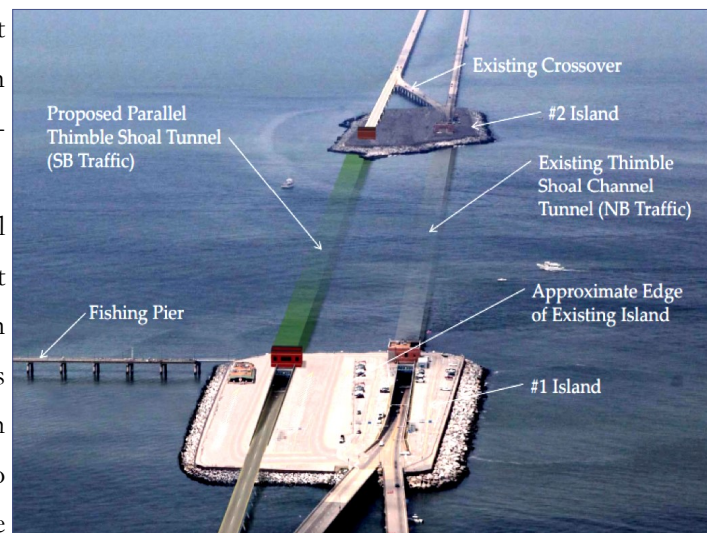
FOX Brasil through its vast experience on project logistics was awarded with coordination to export all the

necessary equipment and machinery for the foundation works of the PTST project from Brazil to the job site. With the largest item weighting 73.5 ton and approximately 2,000 freight tons altogether, FOX provided the complete service package: stuffing, lashing and bracing several

freight, customs clearance and complete survey service origin to the delivery site, from Brazil to USA.

This is an on-going project and FOX Project Logistics is very proud of being an instrumental part on this international infra-structure project.

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Hurricane Harvey Delays Urgent Shipment

Global Shipping Services (GSS) Houston project team recently chartered the industrial ranger with intermarine for the delivery of urgent subsea oil-field equipment delivery from Houston to Alexandria, Egypt.

Cargo was so urgent the company tried to airfreight via AN124 / AN225, however due to the 6.5 meters width it would not fit into the aircraft.

The delivery from Oceaneering Houston was accomplished with two motorcycle police riders.

Only one or two units could move at a time due to permit / day light hour movement restrictions. Delivery from the supplier to the terminal took eight days.

The cargo was staged at the industrial

terminal while awaiting the vessel. Everything was looking good, unfortunately hurricane Harvey arrived in Gulf and all shipping was suspended by the Houston port capacity.

understood the reasons for delays, as their own offices were flooded and staff impacted.

After Harvey GSS had to have the cargo surveyed for damages before it could be released for loading.

Fortunately this cargo is built to be under the ocean, so no damages occurred and GSS was authorized to proceed.

The Houston ship channel reopened to breakbulk vessels on

early September and the GSS vessel was allowed into port the following day.

Paul McAuley was on site all day for the loading and stowage along with the company's surveyor, both pleased to finally get this urgent shipment on the water.

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tain.

No vessels was allowed in or out for 10 days until the ship channel was inspected and given the all clear to reopen to shipping. This severely delayed the shipment and estimated arrival time in Alexandria.

Fortunately the customer and consignee, although disappointed, they

FA-50s From South Korea to Iraq

It was almost two years ago since D.W. S&T Inc. of Korea has been awarded the Al Suwayrah Air Base rehabilitation project which was a part of delivery of jet aircrafts worth U.S.\$1.1 billion. The aircrafts are an armed version of a 24 FA-50 supersonic light attack fighter, to be shipped from South Korea to the Ministry of Defense (MOD) of Iraq. After years of waiting, the first shipment of this rehabilitation project sailed from Busan to Umm Qasr in early August 2017. Besides other services, packaging and container stuffing were provided by D.W.'s Logistics center which is located close to Busan New Port Terminal, Seoul. Altogether 130,000 to 150,000 freight tons of cargoes related to this project are expected to be shipped until the middle of 2019.

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Upcoming GPLN Meetings & Events

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

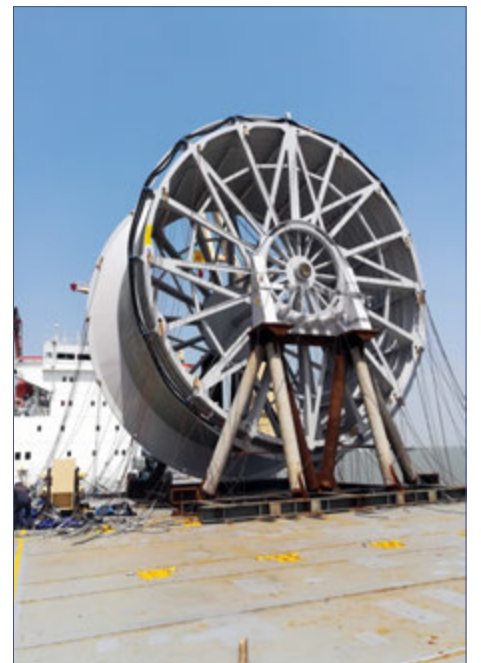
Protranster in Action

Protranster International Logistics was in charge of arranging a barge to load a hose reel from BB vessel at Shanghai port and deliver it to Nantong. The cargo's weight was 239 tons.

Since the height of the imported unit was nearly 20 meters, the requirement for the lashing skills on the barge was very demanding.

However with their rich experience and knowledge, Protranster experts handled the task during their work scope successfully.

Additionally, Protranster held its team building event in Taiwan, including staff from 10 different offices in China.



The motto of the event was "Protranster - on the Road - for you - with you."

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Blackhawks Moved

Global Shipping Services (GSS) of Springfield, New Jersey, was entrusted with a new "turnkey" door-to-door project of four to five Blackhawk helicopters from the U.S. to Europe.

As you can tell, Blackhawks are high level and the photos themselves tell the story. The cargo was loaded on a Ro-Ro vessel for export from Jacksonville to Antwerp port. Shipment was concluded within 90 days. Dimension range was 15.2 x 3 x 3.7 meters with a weight of 4,536 kilograms each.

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In Spite of “El Niño”, DAKO Delivers

DAKO Worldwide Transport has successfully concluded the first part shipment consisting of two heavy main components each weighing about 100 tons from Europe to free site / free foundation in the Colombian mountains. The overall scope included six heavy components plus 10,000 tons of other equipment.

Especially the handling and the local transportation in Colombia were very challenging for various reasons.

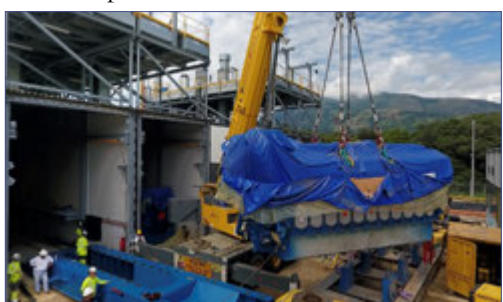
Due to the “El Niño”-phenomenon, which hit Colombia this summer with heaviest rain falls, many rivers were flooded and so DAKO and its partners were confronted with landslides, washed away

by-passes, broken bridges and similar events. The final transport route taken from Cartagena to the Colombian mountains in the end had twice the distance as originally calculated.

For that reason DAKO was obliged to calculate the static of 35 bridges on the way, execute a Ro-Ro operation with two barges on a confluent to the Orinoco river, and rehabilitate about 60 kilometers of dirt road to allow the heavy transport.

The erection was also within the scope of the DAKO organization and was successfully concluded, including final setting of the complete generator sets onto the foundation, then with 134 tons each.

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Braid Facilitates Power Plant Expansion Work

Braid recently transported and set three 42-ton transformers and accessories for a power plant in New Jersey. The power equipment's arrival to its final destination culminated a long journey from China where the transformers were shipped on a heavy lift type vessel.

The 512-megawatt natural gas-fired power plant is currently supporting the gas-using businesses in the region and is being expanded through the installation of additional equipment to increase its power generating capacity.

Braid's scope began at the port of Philadelphia. With the power pads

being under construction at the time of vessel's arrival, the move had to be postponed. Therefore, the transformers were received from vessel and staged at a temporary storage area where they were inspected; all major external components were found intact. The units were later delivered to the job site as needed on a just-in-time basis.

“We have overcome challenges related to a changing delivery schedule and congestion”, said Gus Chalos, President of Braid Projects. “Nevertheless, we delivered as requested and have allowed the site to carry out its expansion work without causing disruptions to the general operations of the plant.”

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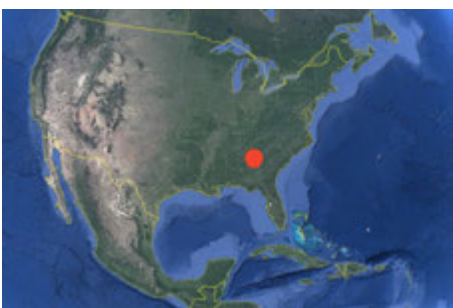
AMERICAS: Green Worldwide



GPLN Newsletter spoke with Thomas Jorgensen, President and CEO of the experienced project logistics provider Green Worldwide Shipping, LLC, in the state of Georgia, USA.

Thomas began his career in shipping in 1989 with Maersk in Copenhagen and was first introduced to OOG and project cargo then although at a small scale. After a couple of years in Boston, he really started getting his feet wet in project logistics when he moved to Atlanta in 1994. Recalls Thomas: "We did a lot in machinery and equipment for the paper and pulp industry. Over the years the cargo got gradually larger and larger, and our expertise grew with it."

Thomas has noticed several changes over the years. Today he sees three prevailing trends: "It appears that 20 years ago project forwarders were more specialized. These days everybody calls themselves project forwarders. And this while projects have gotten more complex: the lead times are shorter, penalties higher, and the cargo bigger. A 5-meter diameter vessel weighing 120 tons is nothing today. Finally, transportation is a matter of trust and remains a 'people's business.' Unfortunately with some tenders now being on online auction platforms, it is becoming a numbers game. Everyone is cutting all the way to the bone so when we used to have



buffers built in for waiting time or small 'surprises,' it is now about exclusions, change-orders, and contentions for discussions after the fact. This is not how we like to do business."

The average work day is never boring and full of challenges: "It is all in the de-

tail. A lot of planning, expediting and follow up go into moving project cargo. There are a lot of moving parts so we must ensure all t's are crossed and all i's dotted.

Obtaining permits for moving oversized and over-weight loads over-the-road take time in the U.S. The same goes for rail clearances. It is important to do proper due diligence very early on in the project planning to avoid any unpleasant surprises. Loads that can move elsewhere in the world may not be able to move in the U.S. due to infrastructure and legislative restraints.

Another important consideration is the potentially very high utility costs from moving wires, cables and road signs in the U.S., which can easily exceed the transportation costs and which to many have been an unpleasant sur-



prise. To minimize the exposure and risk, a feasibility study should be completed in advance on larger moves identifying all obstructions on proposed route.

Talent acquisition remains another big challenge. With very low unemployment rates and competition from higher profile industries it is not easy to find the right talent interested in a career in logistics and project cargo. Thomas: "We need people with a passion for freight. We are focused on making Green a great place to work, with great benefits, and room for personal and professional growth. We expect a lot and compensate accordingly. We are partnering with local colleges to recruit graduates that we can train and mold in what we call 'the Green Way.'

Green Worldwide Shipping is primarily working within power generation, paper and pulp as well as automotive, but they have experience in most verticals. The company is 100% non-asset based.

Founded in 2008, Green has nine offices in the U.S. with 110+ staff.

For more on Green Worldwide Shipping, visit www.greenworldwide.com ■

MIDDLE EAST: Sigmair



Sigmair, founded in 2004 with its main office in Holon, Israel, is a dynamic forwarding and logistics agency operating the entire range of supply chain services with a professional and dedicated team and a global network of affiliations and commercial partners.

The business is to facilitate international trade requirements by providing expert knowledge and services in all aspects of forwarding, customs brokerage and supply chain management solutions.

Years of experience and professional resources allow us to offer a complete portfolio of services.

Sigmair's strong and dedicated employee base provides each account with personal care and attention, handling every



shipment competently and with full transparency. Sigmair's one-stop shop approach concentrates all logistic needs under one roof assigning a team member to execute and follow-up on the entire process.

Complex supply chain management and forwarding procedures require expertise in many markets and profession-

al fields.

Sigmair is trained to see the entire picture, to simplify the process and make sure nothing is overlooked that can jeopardize the business.

Experienced in addressing the unique requirements of any project large or small, Sigmair is:

- ◆ competitive on large scale project management & solutions
- ◆ innovative in specialized projects that require customized, more creative solutions.

Overseas, apart from its main office, Sigmair has local offices in Ashdod, Haifa, Tel Aviv airport, and at the Sheikh Hussein Bridge between Israel and Jordan. It maintains overseas offices in New York and San Juan, Puerto Rico. There are 25



local staff. The company serves numerous industries including military and security, perishable cargo, transshipment cargo from / to Jordan and to neighbor countries, hazardous goods — chemicals, gas and energy power plants. Sigmair has proven experience assessing and managing complex, sophisticated logistic projects from the initial stage of negotiations

through the execution and final delivery at destination. We help the transacting parties:

- ◆ assess the project's logistic feasibility,
- ◆ identify possible risks and have ready alternatives to ensure a foolproof scenario.

To do so, we study the type of material, the weight and dimension of the compo-

MIDDLE EAST: Sigmai, Israel + + + ASIA: Terminal Logistics Services, Kazakhstan + + + EUROPE: Wirtz Shipping, Belgium

continued: Sigmai

nents, the packaging possibilities, what special loading equipment the cargo requires, whether the chosen ports have the facilities to handle irregular cargo, what are the customs regulations, and finally the best and safest transportation options.

Our turnkey logistics solutions have been a significant asset to many of our customers when building long term commercial commitments with their business partners.

Sigmai is proud to be a member of GPLN, and feel that this gives us a professional and logistic edge to assist our customers with the best in the field professional collaboration from GPLN members worldwide.

Importantly, Sigmai makes shipment and transshipment solutions available to exporters to Jordan whose trade has been severely affected by the current political situation in the Middle East, and the sanctions against Syria.

The Israeli government has responded to this situation by offering Haifa as a fast and convenient transshipment port for any type of cargo en-route to inland destinations in Jordan. The modern port of Haifa is capable of handling large capacity cargo on any type container, break -bulk and Ro -Ro vessels.

Vessels calling on Haifa with cargo for Jordan have been prioritized and the cargo transferred mostly on the same day to Sheikh Hussein Bridge (the border crossing between Israel and Jordan).

Sigmai has a proven track record forwarding cargo to and through Jordan for many years, and is familiar with the customs and forwarding requirements between both countries.

Sigmai has been forwarding breakbulk cargo such as agricultural products and commodities combining trucking and marine freight on Ro-Ro vessels at minimum transit time.

For example, from Constanta, Rumania, through Lavrio, Greece, with a transit time of only eight days.

Other transshipment options are tai-

lored to accommodate cargo from East and West Europe, Turkey and even the USA depending on the port of loading and other restrictions or preferences.

As mentioned, the Israeli Government has alleviated customs requirements to allow the smooth operation of cargo to Jordan and has even authorized trucking by foreign drivers.

Sigmai offers GPLN colleagues to benefit from its sound forwarding experience and procedures already established with the local and Jordanian customs authorities and the personal and professional services of its offices operating at the port of Haifa and the Sheikh Hussein Bridge.

For more on Sigmai, visit www.sigmai.com ■

ASIA: Terminal Logistics Services



"Our team met in 1992 at the moment when Kazakhstan became an independent country. From the very beginning of our start we decided to get involved with project cargo handling due to emergence of number of oil and gas companies in western Kazakhstan that needed a high-class quality logistics services for their projects and sites."

Yana admits the project cargo industry changed a lot since, in many ways for the better:

"Undoubtedly the industry has changed. Nowadays it is much easier to find partners in project cargo business all over the globe thanks to new methods of communication. Also, during these years new ways of transportation were discovered and are successfully used."

Regarding daily challenges Yana says



the main problem is that each single day has not enough hours: "Almost every day we receive inquiries from our partners from GPLN network. All these

Kazakhstan in advance due to long and hard procedures of obtaining of all necessary permits for transportation on public roads of Kazakhstan.

The greatest challenge that the industry faces overall is the absence of a unified transportation and customs legislation in the world, says Yana: "This causes a lot of inconveniences and as a consequence it leads to an increase of transit time of goods."

Another major problem is insufficient quality of road infrastructure on the Eurasian continent. The third challenge is a lack of qualified transportation companies specialized in project cargo logistics that can give strong support in countries like Uzbekistan, Tajikistan and Kirgizstan. In order to successfully solve existing problems in future, companies have to search partners in these countries very carefully.

TLS mainly serves the oil and gas industry, heavy duty machinery transportation and mining. The company was founded in 2013 and has 85 staff in eight offices all over Kazakhstan. TLS owns cranes and forklifts and strongly believes in the value of information sharing to avoid potential problems. This is to prevent difficulties, concludes Yana, that may occur during import or export operations.

For more on Terminal Logistics Services, visit www.terminal.kz ■

EUROPE: Wirtz Shipping



Wirtz Shipping Belgium has more than half a century of logistics experience. Founded in 1960 with its headquarters in Antwerp they are well prepared for the daily challenges. Major challenges are price requests, they are taking an increasing amount of time, says the company's General Manager Didier Wirtz: "Almost 40% of the available working time is spent on quotes."

Also, the chain of suppliers till custom-

GPLN interviewed Yana Britvina of Terminal Logistics Services (TLS) from Kazakhstan. Yana is the project logistic's Business Development Manager. Why, GPLN asked, did you choose to get involved with project cargo handling and when did you originally start your career in this industry? Yana is with TLS since the company's first days:

projects are huge and require time to process them carefully and we wish the working days were longer so we could work on more projects every day."

When dealing with Kazakhstan, companies first of all must take into account the local mentality and methods of doing business in this country. The second is that companies have to plan their heavy cargoes shipping to



EUROPE: Wirtz Shipping, Belgium + + + AFRICA: C. Steinweg, South Africa

continued: Wirtz Shipping

ers is getting less professional, meaning more inaccurate information from customers and less return and / or efforts from the stevedores, truckers, etc. All this, says Didier, increases the cost of a file. Add to this that large companies request increasing time for compliance and subsequent training.

If well prepared, in-gauge heavy cargo can be transported on low bed rail cars from Deutsche Bahn (DB / German Railways).

During the last five years the capacity of cranes on breakbulk quays has increased. With capacities up to 400 tons (besides the floating crane with a capacity of 800 tons) which makes it easier to handle heavy loads.

The major challenge ahead is the thin-

AFRICA: C. Steinweg



C. Steinweg

As the Featured Member from Africa this issue we portray Steinweg, located in Durban, South Africa.

The challenges faced on a daily basis, says the company's Commercial Manager Aadil Hoosen, "range from third party service provider performance and its impact on our ability to delivering on the promises we have made to our customers, road closures and adjustment to port operational schedules to issues such as incorrect declarations that clients make on cargo dimensions."

More specifically with respect to project cargo operations, Aadil explains, it is incorrect declaration of cargo dimensions of abnormal project cargo that's a major challenge. Abnormal permits, transport and route planning is undertaken using dimensions and weight supplied by a client on cargo packing lists at

and all changes timeously. Challenges will exist and continue to exist in many shapes and forms and it is the company's thinking and philosophy that the team looks at ways "in which we can find solutions to these challenges. The thinking is that the majority of challenges we face are faced by our competition as well and companies that are able to rise above these challenges through innovation and persistence will be the most successful."

With the challenges faced with govern-



ment departments and state owned entities, Steinweg strives to build sustainable and long-term relationships with these entities that allow it the opportunity to engage with them either independently or through collective industry bodies that represent the interests of the industry at large.

Other, on the spot challenges require



Asked what companies need to consider when moving heavy cargoes in Belgium, the answer is clear: Belgium being merely 150 by 200 kilometers small, most transports are cross border.

The Belgian authorization authorities are regionalized since short. The services being separate for the South part and north part of Belgium. They are not yet well organized, giving the heavy or wide movers a challenge.



The French and German services have different ways of working. Some French routes require more than two months waiting time. Obtaining licenses when there is an option via the waterways is increasingly difficult and in some areas impossible. In France deep loaders are only allowed in daytime, in Belgium only at night.

Positive are the increasing possibilities via barge, depending on the size. Wirtz has done shipments as far as Lyon or past Basel in Switzerland.

ning production of oversized cargo in Europe.

The traditional market of European goods being exported worldwide is evolving towards imports of machinery for the home market (locally the transshipment is still generating volumes). This altogether results in decreased volumes.

Says Didier: "We see a consolidation of forwarders, less small players and an increase of mid-size companies with several offices. This allows a better control of the selling price when several companies or agents are involved."

For the local market he believes in the integration of forwarder and trucking company, even including a stevedore. The forwarder with no assets seems bound to face more difficult times in the future.

Overseas the company sees projects are won if profits are discussed openly and sales are efficient on both sides. Trust in a partner's ability is important.

Wirtz Shipping employs 11 staff. Main industries served are civil construction, oil and gas, wind power and chemical.



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

This impacts not only pricing, planning is impacted as well. With project cargo sufficient notice is required for all respective stakeholders to plan and ensure that all legislative and other requirements are met prior to undertaking the shipment in question.

It is therefore imperative to educate clients on the need to communicate any

quick thinking and effective decision making that ultimately leads to a successful logistics operation.

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

In addition to mobile and shore cranes, the port also has floating crane's with a capacity of up to 210 tons.

Universal Transport Moves a Steel and Glass Construction and Berlin Subway Carriages

Universal Transport Moves a Steel and Glass Construction and Berlin Subway Carriages

Herzogenaurach is mainly known as the home of the two sports giants Adidas and PUMA.

This year PUMA built a bridge named “Puma bridge” in the city in Central Franconia which has around

23,000 inhabitants. The bridge, consisting of a total of 140 tonnes of steel and glass, which has a length of 85 meters above the Hans-Ort-Ring, now

connects the two office buildings of the sports article manufacturer.

sen. For the transport of four bridge segments between the “Lamparter”

brücke, also on a high-way railway line - and not as usual in a tunnel underground.

But the fact that subway carriages are on the streets of the capital was also a new experience for the eyes of many Berliners.

The reason for the transports carried out by Universal Transport during the summer was a temporary interruption of another traffic carrier,

the Berlin S-Bahn on the east-west route between Lichtenberg and Charlottenburg. To catch up on the reduced transport capacities, the number of journeys was increased on the almost parallel running line 5. For this the Berlin transport companies needed additional carriages, which were in



The project assigned by PUMA was carried out by “Heinrich Lamparter Stahlbau”, a specialist in industrial construction based in Hes-

sen. For the transport of four bridge segments between the “Lamparter” headquarters in Kaufungen and Herzogenaurach, Universal Transport was engaged. With a total length of 45 meters, the realization of the approximately 300-kilometer route required exact and precise planning.

In two-day transports each, Universal Transport moved the four

continued: C. Steinweg

The general productivity levels of the port are quite good and are amongst the best in Africa. Durban is by far the most equipped and developed port in Southern Africa and as a result various project cargoes destined for other African countries are routed via Durban port.

This will imply that these cargoes will transit multiple countries prior to reaching their final destination.

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

Last but not least, with the falling commodity prices one of the single biggest challenges facing the industry at present is the impact that this has on mining operations all over the world. Certain commodities are trading at levels that are lower than it is economically viable to mine.

This is having a direct impact on the mining sector which is a huge contributor

to global project cargo volumes, with many mines closing down or going into business rescue.

The indirect impact that these closures are having on other businesses that do business with the mining sector also impacts negatively on the general state of the economy and as such the current economic climate is by far the biggest challenge facing us today.

Incorporated in 1984, Steinweg has three offices with 52 staff. Main industries served are mining, construction, engineering and manufacturing. The company prides itself to have a young and dynamic management team with a great amount of synergy and a sense of common purpose.

Says Aadil: “We are each committed to growing the business and creating a brand within the markets that we operate as being second to none. We understand that this is going to take hard work and dedication to achieve however we are committed and ready to do so. There is constant focus on customer service and we look to continuously improve in this regard.”

For more on C. Steinweg, visit www.steinweg.com ■



segments from Kassel to Herzogenaurach with so-called adapters ready for the instalment later. In the rainy summer of 2017, but also in the following seasons, the bridge now allows the employees of the sport giant to walk to the different building parts of the offices without getting soaked.

Additionally, Universal Transport got involved in the Berlin subway which runs in some city districts, such as the line U2 above the Schönhauser Allee or the line U1 over the Spree-spanning Oberbaum-

depot in Britz in the south of the metropolis a few kilometres from their future location in Friedrichsfeld.

With only a short lead time, Universal Transport organized the transfer of 36 carriages, which was not possible on the tracks between the two locations. As soon as the S-Bahn on the east-west route runs regularly again and therefore the clocking at the subway line 5 can be reduced again, Universal Transport will also implement the return of the Wagons to the Britzer depot operations.

Innovated by SAL

SAL innovates solutions – this is not only the company's slogan. It's what SAL continuously strives for. And for one of our solutions we have been granted an International patent recently: the patent for Active Passive Heave Compensation (EP 2896589 A1).

The invention was triggered by requirements relating to installation of transition pieces that are bolted onto monopiles. The connection parts for this method, the bolt flanges, are very vulnerable and sensitive for any impacts. But a ship is a floating – and ever moving – unit. This makes it difficult to avoid uncontrolled movements of an object hanging in the cranes – and resulting impacts hereto. There are six degrees of freedom meaning there are six possible directions of movement: heaving, surging and swaying as well as rolling, pitching and yawing. Their scale depends on several different conditions, and many

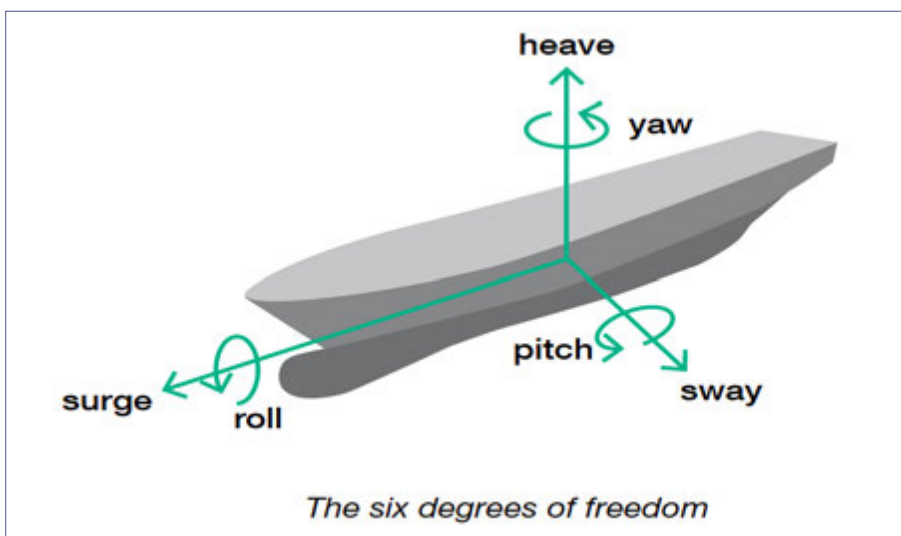
of these are given and not controllable, like i.e. waves, wind, currents. Yet, they have to be carefully recognized. Other conditions can be controlled: for example the vessel's loading conditions and / or heading

(PHC). Cranes with AHC are very costly, have a high energy consumption, and they cannot be retrofitted, hence are not an option for SAL. PHC systems are frequently used and very cost-effective, but don't

and Offshore team our engineer Tilo Klappenbach suggested this solution. To validate it, he ran a couple of simulations of the suggested arrangement in a time domain simulation software (Orcaflex) – with very encouraging results. In further case studies based on a TP weighing 350 tons, Tilo's invention showed movement reductions of up to 90% in North Sea conditions.

All in all, the new APHC system allows an active heave compensation for super heavy loads (1,000 tons and more are possible) with small existing AHC systems – and significantly increased energy efficiency. It reduces wear and tear for the crane structure and the main hoist. It allows an easy AHC upgrade for existing cranes and is a perfect combination of widely used technologies. SAL is currently in discussions with interested partners for a further development of this system.

www.gpln.net



with effect mainly on vessel's roll motions. Among all possible vessel movements, the heaving is the most tricky one because it cannot be counteracted effectively. There are existing technologies for either Active Heave Compensation (AHC) or Passive Heave Compensation

perform well enough for this kind of operation.

With the APHC system SAL found a solution to combine the advantages of both systems with only few modifications to the crane and lifting equipment. After a brainstorming session of the Engineering



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