



Global Project Logistics NEWSLETTER

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

November — December 2017

Issue No. 60

GPLN Partners Join Forces for Maldives Island Resort Project



AMI Middle East Project delivered 27 packages / 2,430 freight tons earth moving and construction equipment, with the heaviest package weighing 105 tons, for a resort island development project in the Maldives. The scope of work covered receiving all equipment at port of loading Musafah, Abu Dhabi, arranging customs inspection, completing export

formalities, mobilizing heavy lift vessel, loading of cargo in to the vessel, ensuring sea fastening, shipping to Male port, Maldives, safe discharge at port of arrival, completion of import formalities and customs clearance at Male, and finally delivery to the project site. The project was carried out in association with Total Transport Solutions Maldives, a GPLN partner.

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Amusement Park Ride From Lebanon to India

Navigators S.A.R.L of Beirut, Lebanon, achieved their biggest project in Lebanon yet with the country's largest

the whole job from dismantling, loading, transportation, and export formalities with sea freight charges for one charter vessel and FCL containers. The cargo was loaded to Cochin, India.

The client, Wonderla Holidays Limited, thanked Navigators for a perfect job done: "During all phases of the project, they have demonstrated a remarkable know-how that exceeded our expectations on all levels."



Phoenician theme park: the moving and handling of the used amusement ride from "Al Habtoor" site to India.

Navigators successfully performed

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Aaras Handles 60 Vessels

Aaras Shipping Agencies of Pakistan in the past months handled 60 breakbulk and project cargo vessels under its agency along with their discharging and stevedoring operations / services as well. The Aaras

stevedoring team handled mainly heavy, long and / or oversized items. The Aaras stevedoring and operation team worked day and night to ensure the fast turnaround of these 60 vessels to their next destinations.

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A Word From GPLN

Dear Readers

The prognosis for the project logistics sector at the recent Breakbulk Americas event was relatively optimistic, compared to the past few years, but no-one foresees a return to the good old days of the past. Logistics executives are well aware that they have to adapt to an industry that is almost unrecognizable from those days. Low commodity prices, overcapacity and economic slowdown have negatively affected many in the sector, and the higher risks and cost cutting involved in a less lucrative industry have also increased the focus on compliance and innovation going forward. Shippers say that they are even keener to limit their exposure to risk and are much more reluctant to engage with carriers, including shipping lines, haulers and airlines. However Drewry predicts that the shipping sector is improving and the multipurpose shipping fleet could be greeted with a rising market share and recovery in freight rates in 2018 as the forecasts for both the container and handy bulk carrier sectors are showing upward movements. This has already led one container line to announce that it is less interested in project cargo than previously, due to the extra time needed to stow this type of cargo. Although there is still a significant level of surplus tonnage in the multipurpose fleet, the majority of new building deliveries over the last five years have been heavy lift capable. This modern fleet of project carriers is well placed to take advantage of an upturn in this sector.

The year 2017 is rapidly coming to an end. In September GPLN was exhibiting for the first time at Breakbulk South East Asia in Kuala Lumpur, followed in October by Breakbulk Americas in Houston. Our GPLN members



GPLN delegates exhibiting at Breakbulk Americas in Houston / TX which took place from October 17–19, 2017

Logistics International/USA, PT Energy Logistics / Indonesia, Qingdao CJ Smart Cargo / China The Freight Co., Ltd. Myanmar / Thailand / Vietnam, Falcon International / Canada, Fox Cargo / Brazil, Green Worldwide Shipping / USA, ITM Transportation / Mexico, Logistics Plus / Turkey and Rodair International / Canada were participating in either of these events.

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. After our record breaking meeting earlier this year in Dubai we are looking forward to yet another large attendance who will have excellent opportunities for networking during scheduled one-on-one meetings, social events and a combined river/harbor cruise and city tour.

In the meantime we already started preparing for our next year's travel plans and events. In March our GPLN team will head for Shanghai to attend Breakbulk China. More travelling is following end of May. After our AGM in Bre-

men we will exhibit at Breakbulk Europe in Bremen where we surely will meet a lot of our members. Finally in October we will exhibit at Breakbulk Americas which is scheduled again in Houston, Texas.

As this is our last newsletter for this year we wish you all the best for 2018.

Best regards,

Your GPLN team

GLOBAL PROJECT LOGISTICS NEWSLETTER
Publisher: Global Project Logistics Network (GPLN)

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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 — NOVEMBER / DECEMBER 2017

China	Shanghai	Worldwide Logistics Group
China	Tianjin	Worldwide Logistics Group
Italy	Genova	BCUBE Freight Forwarding Srl
Mozambique	Beira	Business Logistics & Services
USA	Dallas	Green Worldwide Shipping, LLC
Zambia	Lusaka	Business Logistics & Services

3 GPLN Members Unite for Portugal Project

General Transport AG of Basel, Switzerland, was part of a project that combined three GPLN partners. For the GE Celtejo project in Portugal, General Transport worked and collaborated with Lysander Shipping U.K., which handled the pre-carriage and shipping from the U.K., afterwards with L.Branco from Portugal, which did the on-forwarding and jobsite coordination in Portugal.

The delivered generator stator weighted 91.3 tons, an additional turbine and condenser had a total weight of 73.5 tons.

Following transport orders for several power generation equipment to a paper mill located inland Portugal, including a 90-ton generator, L.Branco was invited by GE to present proposals for the placing of main items on foundation.

Several options were thoroughly

studied, from placing of cranes inside generator hall to jacking and skidding.



After different studies on site and calculations, these options had to be put aside in view of the lack of space / height and several constraints due to the civil construction works on and around the machine hall.

L.Branco then proposed installing the equipment through the roof by means of a large crane. Back to the

drawing-board, after calculating the height and radius required, the sole solution was to employ a crane of 1,000-ton capacity.

There was no such crane available in Portugal for the estimated date for the operation (postponed several

times due to delays of the civil construction works). When, finally, operation date was agreed, L.Branco managed to hire an AC-1000 Demag in Spain.

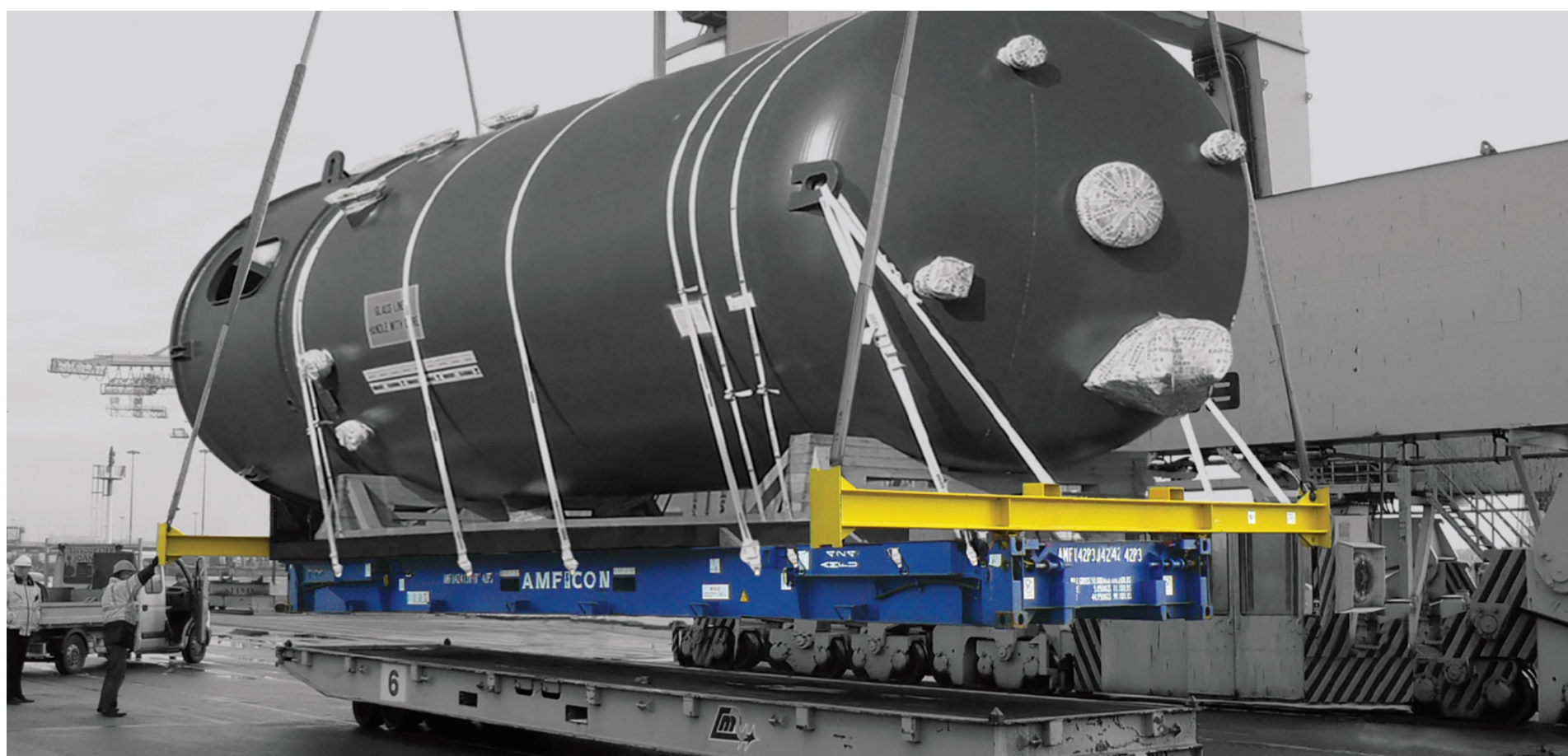
Still before the operation, new calculations had to be done since L.Branco was confronted with scaffoldings and a tower crane near the operation area, installation that had not been previously informed to the client and L.Branco.

On the required date everything was in place and operation was performed smoothly and with extreme accuracy.

"Great job!," was the comment of the site manager once operation was completed, a perfect ending for many weeks of studies and preparation which once again showed:

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DAKO Project "Point Comfort"

Recently DAKO Worldwide Transport GmbH from Düsseldorf, Germany, has successfully executed the transport of several heavy and extremely bulky pieces of equipment from the port Dalian / China to Point Comfort, an industrial zone, not far away from Corpus Christi at the U.S. Gulf. DAKO Worldwide Transport GmbH was responsible for the complete transportation, loading arrangements in the port of Dalian, ocean transport on heavy lift carrier to a small jetty next to Point Comfort, the preparation of the on-carriage route to the construction site, organizing proper unloading and on-carriage by use of SPMTs from the jetty to the construction site. The biggest piece had the dimension of 15



Since the 1950s, when the gas combine Schwarze Pumpe was opened in the immediate vicinity of the Spremberg district of the same name, the southern Lower Lusatia has made an important contribution to the energy supply. In the 1990s the power plant in this tradition Schwarze Pumpe meters length, 10 meters width and 20 meters height. Other pieces had a length of almost 60 meters and unit weights were almost up to 400 tons. The highest piece was taken directly from the SPMT by a huge crane to the foundation whereas the other pieces were temporarily stored on elephant feet in the reach of the crane for later foundation delivery.

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Universal Transport: Energy Output in Germany's East

was built and has a gross output of 1,600 megawatts. The lignite power plant required this year for the implementation of this task, the delivery of two so-called low-pressure turbine runners. Universal Transport (UT) was responsible for transporting these components, each weighing almost 101 tons, between Nordrhein-Westfalen and the Schwarze Pumpe industrial park on the border between Brandenburg and Sachsen.

The heavy cargo specialist relied on a combination of inland waterway and the road for the transport of the two heavyweights. Eleven days were announced for the route between Mülheim an der Ruhr to southern Brandenburg.



UT Dortmund realized first part after taking over the power plant components in the western Ruhr area via the German waterway system.

With the support of the MS "Annie Stühff," the low-pressure turbine runners reached Dresden. At the capital of Sachsen, the transshipment took place on two Kesselbrücken vehicles. The total weight of around 180 tons per heavy-duty truck did not permit direct traffic between Dresden and the power plant because of various bridge loadings.

The final destination transport to the industrial park, which was easily completed by the UT, was done on the federal highways BAB 13 and BAB 15 to Cottbus.

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Comexas Moving Forward Fast

Comexas South Africa performed a very last minute breakbulk operation to handle the export of a piece of mining machine with a length of 5.45 meters to the Far East. This operation was planned and executed flawlessly within less than one week, due to the urgency of the cargo being required by the receiver. The scope of service included loading at supplier, arranging permits, dunnage, lashing and strapping the machinery at the shipper in Longmeadow, transport to Durban Ro-Ro terminal and offloading with a mobile crane onto a Mafi.

The trip from Longmeadow to Durban port is approximately 600 kilometers, and once loaded at the supplier,

the truck moved through Heidelberg, then rested at Villers for the night.

The next day they continued the journey to the port of Durban and stopped at Camperdown, which is



62 kilometers from the port. It remained there until after the public holiday to ensure that there were

no unnecessary delays on the offloading.

Additionally, Comexas Afrique is proud to announce that it is the newly appointed official licensee of Federal Express services in the Democratic Republic of the Congo (DCR). This new and exciting venture gives Comexas the ability to reach a wider market by serving cli-

ents who need to make use of an express mail delivery service with world-class standards. FedEx at Comexas serves to connect clients to the rest of the world with fast, reliable document / parcel delivery

Furthermore, Comexas Afrique is constantly evolving to remain innovative and compliant in its industry by staying informed as well as adapting our internal procedures to maintain and provide the best possible service levels to our valued clients. As part of this ongoing commitment, Comexas Afrique has acquired special authorization to handle, store and transport all petroleum-based products.

Comexas Afrique is also an official partner of Nile Dutch serving the DCR through Boma and Matadi Ports in the west part of the country, offering a wide range of maritime freight and logistics solutions.

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Dextrans Pioneers Project Shipment

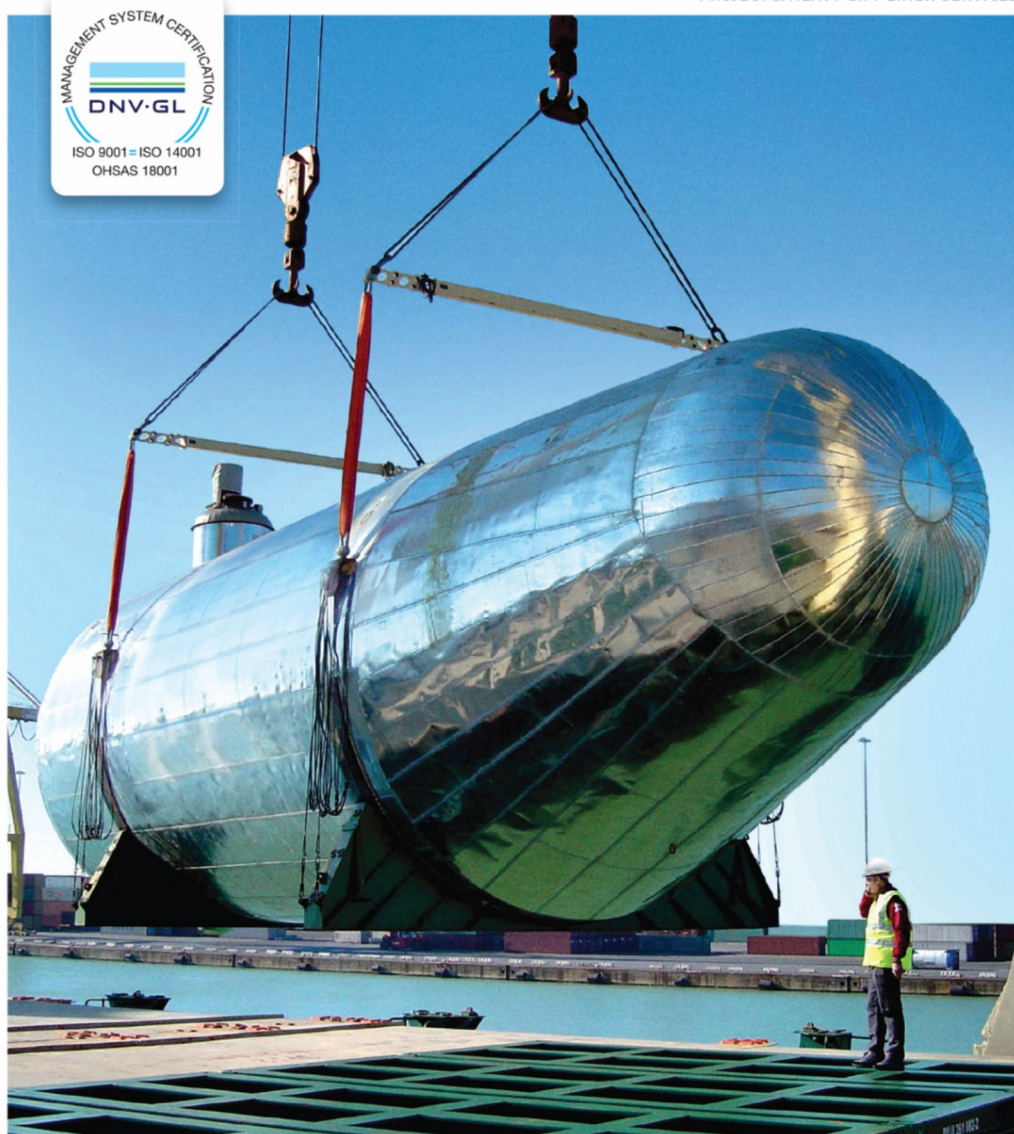
Dextrans Worldwide was called upon to quote from a prestigious multinational client to handle a project cargo which was fabricated in Vungtau, Vietnam, for the very first time. The two pieces cargo dimension's were extremely



large, with the comparable height of a 6-storey apartment and a weight of more than 85 tons each. Dextrans Worldwide were called upon to plan, execute and manage the entire process flow from the factory in Vungtau to Johor, Tanjong Langsat, Malaysia.

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HEAVY MATTERS

By Gert Vos



SUPPORTS AND STEELBEAMS

Everyone with some experience in heavy transport knows the great opportunities of hydraulic vehicles.

A cargo with overwidth can be positioned on steelbeams or directly on supports. An SPMT (Self Propelled Modular Trailer) has in general a platform height (when it's driving) of about 1500 mm. A platform trailer with hydraulic axles has a platform height of about 1,200 millimeters. That means when you load a cargo with overwidth directly on the trailer it is only possible to position the cargo on the supports (often called "elephant feet") when, of course the cargo is wide enough to get a stable support and the cargo should be appropriate for positioning on supports. The cargo should not only be strong enough but you should also consider that by supporting the cargo on a few points the cargo can bend and will be damaged. Some cargo need extra supports to avoid that problem.

Total weight of cargo: 330 tons supported on two beams. Each beam consists of 2 x HEM beam, reinforced with steel plates on head and inside the beams.

Load spreading under supports (wooden mats (300 x 100 x 20 cm) and steel plates (600 x 150 x 1,2 cm)).

Support in the middle only for safety. This support is positioned with a few millimeter space between steel beam. The cargo is really supported by 4"elephant feet).



But on the other hand it is a fairy tale that you can support a cargo on more than 4 positions. Of course you can try and maybe you will have the cargo supported on more than four points. But in practice you will see that most cargo supports only on three or four points. Try to put you table on six legs without problems! So most cargo will be supported directly on it's base (skid or whatever) or on steel beams as you can see in the picture here above. It's recommended to use an extra support in the middle of the steel beams. These supports are there to achieve extra security in case of problems with the surface and even important, it gives people a safe feeling when walking around this cargo. This support should not really support. There should be space between support and cargo. You will see that steel beams with cargo on it will bend a little in the middle.

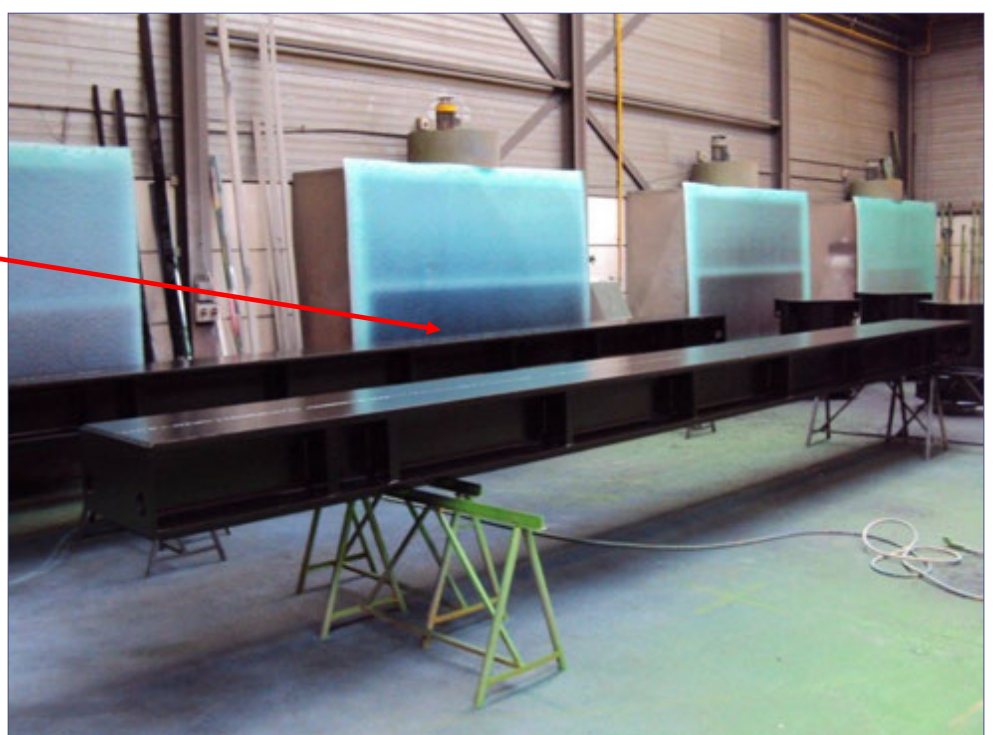
That is not a problem, because steel bends when you put cargo on them. Especially when it is heavy cargo. But always avoid that the support in the middle touches the steel beams!

Now we come to our basic principle again. If your subcontractor will use steel beams and supports: ask for a calculation that beams and supports are appropriate for the cargo. And even with reserve in the calculation. Because when the centre of gravity is not there where the client told you, than you could have a problem. Sometimes companies use small elephant feet (don't accept that, because it is to critical for stability).

Extra steel plates (50 mm thick), welded in the steel beams on both sides reinforces the beam. Hardwood with non-slip rubber between both sides.



One steel beam consists of two heavy steel beams welded together. Important: weld seam in lower that the top of the beam to avoid inaccurate forces.

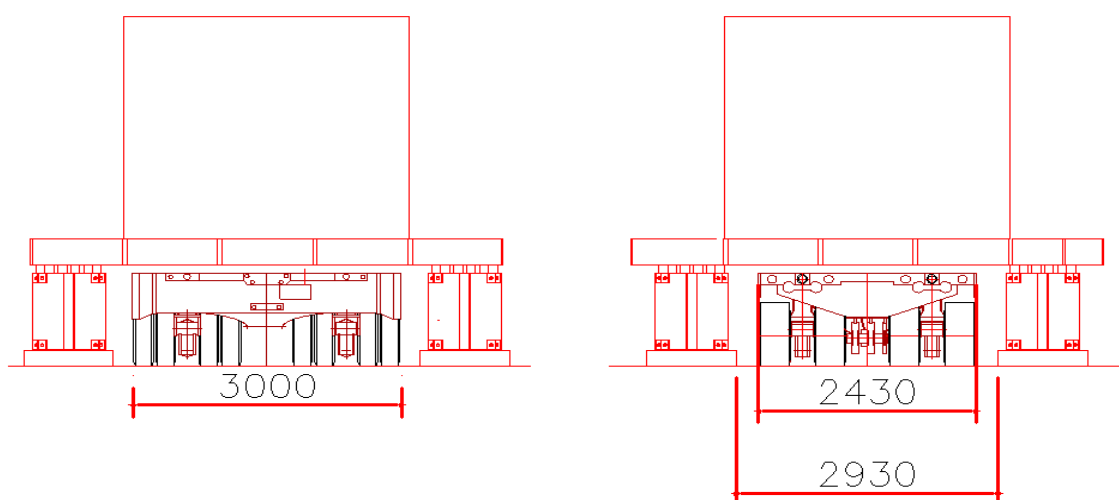


In the last picture you can see how the two beams are welded together. The weld seam is lower than the upper surface of the beam. Only then you can get the best loadspreading on the steelbeam. The hardwood in the second picture was used to achieve a good loadspreading on the elephantfeet and also to achieve enough height for the SPMT to lower the cargo on the supports.

Below you can see in a drawing on the right side a small SPMT of only 2,430 millimeters wide that positioned the cargo on supports. The supports are now too close together to pick up the cargo later with a larger conventional trailer of 3,000 millimeters wide. So be careful: position the elephant feet with a space of at least 3,200 millimeters. And also take care of the height: 1,350 millimeters is a good height. Both trailers can position and pick up a cargo at this height.

Average height of conventional trailer: 1,190 millimeters + 325 millimeters - 325 millimeters.

For an SPMT: 1,500 millimeters + 300 - 300. For conventional axles and SPMT we have sometimes a little bit more millimeters to use, but go on the safe side!



Gert Vos - HTTC

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Companies Are Rapidly Investing in Pakistan's Energy Sector

Pakistan has already acceded to TIR (International Road Transports), and according to Muhammad Kamran, project director at Karachi-based Star Shipping, the country's roads are receiving much-needed upgrades as a consequence of Chinese investment. "The Chinese engineering, procurement and construction (EPC) companies are rapidly investing in Pakistan's energy sector.

This has obliged the highway devel-

opment authorities to develop the road and bridge networks according to movement of heavy project cargo," remarked Kamran. "The situation currently developing is tremendous." Which fuels growth: the project logistics market is growing rapidly, according to Kamran, due to



Pakistan's large-scale energy infrastructure upgrades. "The newly launched Matiari-Lahore power transmission line project is setting milestones in heavy cargo movement in Pakistan. Previously the heaviest cargo was a 375-ton gas turbine which was transported this year

from Karachi to Haveli Bahadur Shah, but the new transmission project has heavier cargoes of up to 400 ton that will be shipped in 2018."

Star Shipping specializes in coal-fired power plant projects. Earlier this year it transported three 103-ton transformers from Karachi port to Tarbela Dam. The units were reloaded onto heavy-duty lowbed trailers, rather than hydraulic trailers, which were beyond the client's budget.

FOX Brasil's Huge U.S. Tunnel Project

The Chesapeake Bay bridge and tunnel are a 20-mile long vehicular toll crossing of the lower Chesapeake Bay, which is situated in the U.S. states of Maryland, Delaware, the district of Columbia and Virginia.

This facility carries U.S. route 13, the main north-south highway on Virginia's Eastern shore, and provides the only direct link between Virginia Beach and the South Hampton Roads, Virginia.

The crossing consists of a series of four lane low-level trestles and bridges, which are connected by two approximately 1-mile long 2-lane tunnels beneath the Thimble Shoal and the Chesapeake navigation channels.

The proposed project is the design and construction of a second 2-lane

parallel tunnel underneath the Thimble Shoal navigation channel next to the existing tunnel.

The new tunnel with approximate-



ly 5,700 linear feet will be a design-build (DB) project aimed to improve the level of service and safety along the current crossing, allowing more lanes to remain open during routine maintenance and providing an alternate 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 from Brazil to the jobsite.

With the largest item weighting 73.5 tons and approximately 2,000 freight tons, FOX provided the complete service package: stuffing, lashing and bracing several open tops and flat racks, over-dimensioned haulage on special trailers, port opera-

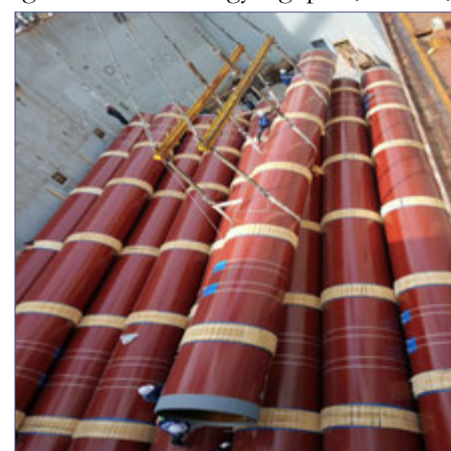
tions, international ocean freight, customs clearance and complete survey service origin to the delivery site, from Brazil to the U.S.

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

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ESPRIT Logistics' Pipe Project

ESPRIT Logistics of Ulsan, South Korea, carried out 72 units, 3,380 cubic meters, 1,800 tons of pipe project cargoes from Kwangyang port, Korea,



to Mobile port, USA. Each pipe's size length was 6.13 meters. Because those were scratch-sensitive cargoes, special equipments were used to prevent scratches and the shipment was completed without any problems.

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Contribution from GPLN Members and Sponsors





























Upcoming GPLN Meetings & Events

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



29th Breakbulk Americas Transportation Conference & Exhibition
2nd — 4th October 2018
George R. Brown Convention Center
Booth No.: 1417
Houston, TX, USA



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

Turk Heavy Transport

Turk Heavy Transport (THT) of Bahrain has completed another successful transportation of two units of marine loading arm from the port of Khalifa Bin Salman to Gulf Petrochemical Industries in Bahrain. Each marine loading arm weighed 33.7 tons with dimensions 26.2 x 2.87 x 3.52 meters. THT was responsible for survey, permissions,

escorts and transportation. This movement is another example of the safety and reliability of Turk Heavy



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Sugar Cane Factory Delivery

Cuchi Shipping Co., Ltd. of Vietnam arranged and supervised the transport of the following cargo from Saigon port to a sugar cane factory and positioning: wooden packages and containers holding a steam turbine and a generator. www.gpln.net



GPLN's Protranster & Lysander Last Minute Job

Protranster of China handled four pieces of propellers from Shanghai to the jobsite in the U.A.E. as breakbulk to its client.

local office, and arranged to discharge the cargo from the container vessel and reloaded it on the barge.

In the end, all cargoes were delivered earlier than originally planned

One challenge of this shipment was that Protranster got the final confirmation from its client one week before China's national holiday, which it is usually the peak time in terms of business capacity. This means Protranster had very limited time to coordinate with the carrier and its partner in the U.A.E. to fix every point in order to make sure the whole process was going to be executed smoothly.



When the cargo arrived at the point of destination in Jebel Ali, U.A.E., Protranster kept close contact with GPLN member Lysander's

thanks to the professional instruction and coordination by Protranster and Lysander teams.

The diameter of each propeller measured 8.6 meters, with each one's weight being 60.5 tons.

Once again Protranster lived up to its slogan, "On the road. For you. With you."

Bespoke Load Solutions: Flat Rail – Transforming Breakbulk Cargo Into OOG

Shipping breakbulk cargo on container vessels is nothing new – create a bed of flat racks on the ship onto which you then load and lash your over dimension cargo. The only drawback for the carrier, and ultimately the client, is that the process is time consuming and certainly very inefficient when compared to the handling of containers, something that is often reflected in the shipping rate. If you ask for a destination involving transshipment, the chances are you will be declined or the cost starts to become prohibitive.

Bespoke Load Solutions' (BLS) extraordinarily simple solution with its innovative flat rail system has been

welcomed by container lines and major forwarders. Flat rail consists of two beams fitted with twist locks and is suitable for cargo up to 15.5



meters in length which would otherwise have to move as breakbulk cargo.

The beams connect across a 40-foot flat rack at both ends and can therefore be handled as an OOG shipment. The loading and lashing

of cargo onto the flat rack takes place on the quayside not on board meaning that the load and discharge operation becomes a single lift. It's not surprising therefore that flat rail lends itself to transshipment, opening up new destinations.

Forwarders such as Peters & May have been using flat rail for a number of years.

The flexible one way lease arrangement suits them as BLS takes care of both positioning and recovery of equipment at origin and destination. Rob Blades, global commercial manager, said, "There's no doubt that our business of shipping yachts has been enhanced using flat rail."

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Singapore's Experienced Freight Links Express

Freight Links Express of Singapore has shipped a total of 670 cubic meters of infrastructure development equip-



ment from the island state to the United Kingdom. The heaviest unit weighted 58 tons. In Singapore, the company's warehousing facilities occupy a total gross floor area of over 300,000 square meters. Freight Links Express has extensive experience in storing and forwarding all types of cargo.

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AMERICAS: Laninco S.A., Costa Rica + + + AFRICA: Magellan Logistics, Tanzania

AMERICAS: Laninco



Laninco S.A., an Anglo-Costa Rican company, was established as, and continues to be, a true strategic partner for clients, both large EPCs and small independents, in worldwide logistics.

Real and proven experience, both local and international, has allowed Laninco S.A. to differentiate itself from the rest, and Laninco S.A. has intentionally diversified its services to cover all major logistics needs from air charter, heavy lift and out-of-gauge to hand carrier.



Laninco S.A. has a dedicated project cargo department able to handle any project, no matter the load.

Its team of experienced personnel work from office, port, airport and at site to ensure that the special shipments are delivered on time and safely, with the minimum of fuss and no surprises.

Able to handle charter ocean vessels and charter flights, Laninco S.A. has a proven record of successful project management in Costa Rica and a pro-active attitude to searching for innovative solutions to special problems.

Laninco S.A. most recently completed the heavy lift logistics for the Las Pailas project for the Instituto Costarricense de Electricidad.

Very importantly, by intentionally remaining a smaller office, Laninco S.A. offers true agility to clients and real time solutions to problems; a truly "hands-on" personal service from all colleagues. This has often been the deciding factor in cargo nominations.

The company was founded in 2003 by owners Cynthia Molina Rodriguez, J. Adam T. Crabbe, and its 10 staff manage the

company's business in the areas of energy, construction, government and manufacturing. The company works closely with air and sea carriers.

Dedicated to quality of service and continuous training of all staff, both in technical and cultural terms, means that all shipments may be handled professionally by all operatives who truly understand the complicated nature of any movement large or small.

Laninco S.A. has always looked to future business and from day one has invested much time and effort in promoting the region (Central America and Latin America in general), in order to attract greater international interest and investment; a vital first step for which is to be able to work with a reliable and experienced partner.

By positioning itself in exactly this niche, Laninco S.A., as an Anglo-Costa Rican company, is able to understand the requirements of international clients and explain and work with local circumstances successfully. Laninco S.A. has always striven above all to be a good employer.



"In the service sector your colleagues are your greatest asset," says co-founder J. Adam T. Crabbe. Preparation for business in any region is vital, none more so than in Central and Latin America. Laninco S.A. is the stepping stone to success.

For more on Laninco S.A., visit www.laninco.com ■

Africa: Magellan Logistics



Based in Dar es Salaam, Magellan Logistics Tanzania Limited has the slogan "Across Africa, Beyond Borders." The company was incorporated in Decem-



ber 2009 and operates from Dar es Salaam. In East Africa the company has a sister company functioning in Kenya with associate companies in Uganda and Zambia. All members of the team in East Africa have hands-on industry experience. Altogether, Magellan Logistics serve Tanzania, Kenya, Uganda, South Sudan, Zambia, Rwanda, Burundi, Eastern Congo and Malawi.

Says Sankar Venugopal of Magellan Logistics: "Our core competence is cross-border logistics and project cargo management. We have successfully handled over-dimensional cargo and project cargoes that require special coordination with local ministry of transport and works, which is responsible for highways, bridges and weighing stations, as well as with border posts and customs officials."

"We regularly handle cargoes such as excavators, drilling rigs and mining machinery to various parts of East Africa. We have the flexibility to accommodate special requests and provide immediate solutions, due to our local expertise. Our extensive network makes us a sin-

gle point of contact for our customers across East and Central Africa. From the time of cargo booking to delivery at final destination, Magellan creates a "no problems zone" and makes sure that its customers get a seamless service all along the logistics chain."

The team of professionals at Magellan consists of dynamic cross functional experts from every area of the international

logistics business. In addition, they have specialists in transport and customs to handle every requirement for tailor-made services.

For a multinational manufacturing and trading group, Magellan Logistics offers local distribution services. In this project, they invested in trucks of varying capacity and deliver their client's products on a daily basis to their buyers. Magellan Logistics has stationed its own team members on the client's premises to act as the focal



point between the various trading desks of the client, so that a personal and hands-on service is delivered to our client.

Furthermore, Magellan Logistics has developed an in-house software system that takes into account the work processes in Africa and ensures that checks and balances are maintained throughout the logistics chain. In future, this system will be

AFRICA: Magellan Logistics, Tanzania + + + EUROPA: L.Branco, Portugal + + + ASIA: Global Project Logistics, South Korea

continued: Magellan Logistics

able to provide automated status reports to our customers on a "fixed time-daily" basis.

Last but not least, risk management is taken care of. Logistic services are risky in Africa. Venugopal: "For the protection of our customers, we have adopted the following risk management measures: goods-in-transit insurance, covering any damage to goods, loss of goods and accidents; errors and omissions insurance, covering any errors in documentation and related procedures; ITIC insurance, covering all aspects of ship agency operations; care in selecting transporters and enforcement of SOPs, based on strategic partnerships developed with reputed transporters who follow a time-tested operating procedure for all shipments.

For more on Magellan Logistics, visit www.magellanlogistics.com ■

EUROPE: L.Branco



L.Branco - Navegação e Trânsitos, Lda. - was established in June, 2010, by Luís Branco and has its head office in Setúbal, Portugal.

Headed by Luís Branco, whose experience in shipping goes back to 1974, L.Branco, Lda. employs experienced and skilled professionals on permanent and on project basis, who are able to respond to Customers' requirements 7 days a week.

Through its network of business partners around the globe, L.Branco, Lda. covers almost any transport or logistic operation worldwide.

L.Branco is staffed with truly experienced logistics adepts who know the in-



dustry inside out. Incorporated in 2010 and employing professional staff, the logistics company concentrates on hydro power, steam generation, large metal works and military projects. Like everyone in the industry, on the commercial side L.Branco feels the pressure to quote in a short period of time for, sometimes, difficult RFQs. On the operational side, confirming all necessary means have to be available and ready on time as per plan and schedule, ensuring a smooth operation, in accordance with the client's requirements. Portugal's port infrastructure and transport legislation were modernized substantially in the course of the past years, to reflect other countries of the European Union. Ports are well equipped, often with shore cranes up to 100 tons capacity. A number of companies rent all types of mo-



bile cranes, the roads are quite good and modern, there is a large fleet of trailers of all types and the two main international airports have daily departures to many destinations, namely Europe, Africa, North and South America, Middle East, etc. On the downside, the low oil price has halted or reduced substantially several projects, a situation that affects several GPLN members. For the same reason oil reach countries have reduced substantially their imports, also contributing to lower export cargo volumes, especially to Angola and Venezuela and other important markets for Portugal. Services include: chipping agency –

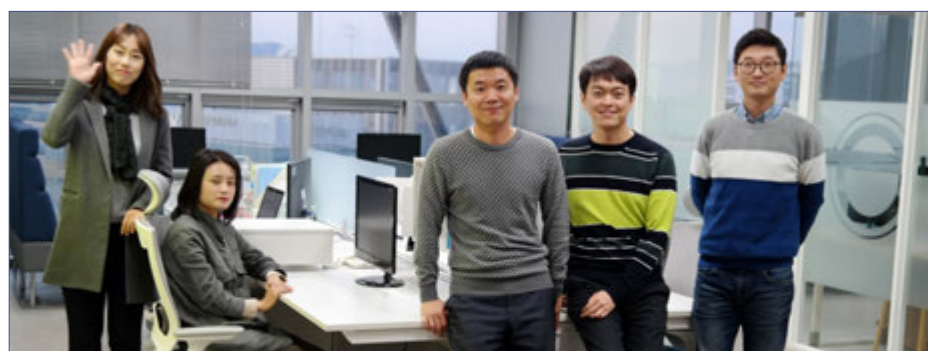
tramp and regular lines: chartering / freight forwarding in general: dismantling, erecting and assembling of industrial equipment: complicated transports by land, sea and air:: support to overseas military logistics: stevedoring operations and cargo-condition surveys: customs clearance.

For more on L.Branco, visit www.l-branco.com ■

ASIA: Global Project Logistics



Global Project Logistics (GPL) from Busan, South Korea, was founded in 2010, has eight employees by now and a second office in Dubai. Managing director Kim Insoo's career started with his involvement in Korean engineering,



procurement and construction (EPC) projects overseas. That was back in 1985. More than ten years later he began to focus on project cargo handling at a global company as business unit manager.

Back then the project territory for Korean EPCs used to remain in the Middle East and Asia. Recently the territory expanded to the African region. As the market grows, so do the chal-

lenges. Says Kim: "Clients tends to squeeze the price too hard and the completion in the industry is getting severe."

Hardly ever discussed, but at the core of moving heavy cargoes within a country, region or continent, Kim considers security as the key aspect of offering excellent services. He says each party has to be responsible for protecting the company's interest against possible claims and accidents.

What are the industry's main challenges and how should companies be gearing up to face them in the future? Kim: "A global slump in oil and gas business and the very slow recovery resulting in price pressure and shrinking volume. As a result, any company involved in project cargo needs to strengthen its procurement capabilities."

What are the main competitors and



how to deal with them? "EPC in-house logistics companies are still dominating the market. GPL company needs to find the new territories where the in-house logistics companies have no control over, such in our main industries served oil and gas and construction.

Another important point for doing business with Korean clients is that "Korean EPCs want their logistics partners to serve them with the same language and the same business culture at every corner of the world," says Kim. "Meeting their demand is one of the key success factors while maintaining the cost reasonable."

For more on Global Project Logistics, visit www.gplsp.com ■

MIDDLE EAST: Kita Logistics, Turkey

MIDDLE EAST: Kita Logistics

KITA LOGISTICS
moving ideas

Kita Logistics was founded in 1995 as a freight forwarder with the aim to exceed

customer expectations in transport and logistics at all times through quality in people and services. Kita is located in Izmir and Istanbul with over 280 employees and 18,500 square meters of ware-

housing and logistics facility. Local and international transportation services are supplied by own fleet of more than 120 vehicles.



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housing and logistics facility. Local and international transportation services are supplied by own fleet of more than 120 vehicles.

Kita Logistics has around 30% market share for new power plant transport in Turkey. Kita is also heavily involved in oil and gas, mining, automotive, construction

perience in large-scale logistics projects underwrites the company's expertise in every market – including aerospace, FMCG, pharma and textiles.

Every year they handle more than 2,000,000 tons of cargo (including 300,000 tons freight of project cargo) on behalf of its customers worldwide.

Biggest brands in the world choose Kita Logistics to handle their most important projects, because they value the freight forwarder's flexibility, responsiveness and quick decision-making process.

Kita Logistics prides itself in its ability to design and realize innovative, cost effective solutions to any logistics challenge – no matter how complex.

For more on Kita Logistics, visit www.kitalogistics.com ■

One of the World's Largest Planes for a Slew Bearing

Earlier 2017, Navia Logistics of Australia was presented with a great opportunity to move a slew bearing from China to Cairns. Due to its unique size, Nava Logistics was required to organize one of largest planes in the world, the Antonov AN-124, to move the cargo.



Slew bearings are rotational rolling-element bearings that typically support a heavy but slow-turning or slow-oscillating load. This one in particular was a large 5,400-millimeter ball / roller combination slew bearing for a bucket wheel reclaimer machine which would be used to load coal into trains for export to overseas markets.

The Ukrainian aircraft, which flew in from Nanjing, the capital of China's eastern Jiangsu province, was loaded with the 5.6-ton of mining equipment and was then transported to Cairns in Northern Queensland, Australia.

To make the move successful, extensive planning and logistic coordination was required to ensure that everything ran smoothly as well as

on time. With 10,000 kilometers via road and air, 23 logistics permits and police escorts the move was a success!

After a long quoting process and numerous amendments, Navia Logistics was gracefully awarded the opportunity.

The preparation stages to submitting pricing for such large and challenging moves could be drawn out and time consuming, but extremely rewarding when the winner is successful in gaining such a shipments. As freight forwarders, these are the pinnacles that lift companies like Navia Logistics on those less than great days in what is a very challenging industry.



ful in gaining such a shipments. As freight forwarders, these are the pinnacles that lift companies like Navia Logistics on those less than great days in what is a very challenging industry.

www.gpln.net

Liburnia Maritime's Business Strategy Pays Off

Even though Croatian company Liburnia Maritime Agency Ltd., Co. is well known as leading company in the Balkan area in sea transportation of project cargoes and industrial heavy lifts, recently the management decided to strengthen and expand their commercial activities in container business as

well. For that purpose, a young professional, Mrs. Tanja Darabos, joined the logistics department of Liburnia Maritime Agency. Tanja will improve Liburnia's commercial activities and promote their container and logistic solutions.

Before joining Liburnia, Tanja



was a sales coordinator for Dragon Maritime, Cosco's commercial agent for the Balkan area.

With such background she will certainly help Liburnia in their goal to become one of the most competitive and comprehensive companies in the region.

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Taewoong Logistics Gets Prime Minister Award

Taewoong Logistics Co., Ltd., the company of total logistics solution, was admitted for its contribution to the competitiveness of the Korean logistics industry. At the event of "25th Day of logistics" held at the international conference hall of Korea Chamber of Commerce and Industry on the November 1, 2017, Taewoong Logistics was awarded with the commendation of the prime minister in the ceremony of "Korea Logistics Grand Award" which is given to the companies which have greatly contributed to strengthening of the competitiveness of Korean logistics industry.

"Korea Logistics Grand Award" is sponsored by the ministry of land, infrastructure and transport and Korea Integrate Logistics Association. The award is granted to companies and individuals which have greatly contributed to the national economy and the development of logistics industry after searching them and to encourage their efforts and enhance their feelings of pride and spirits.

Taewoong Logistics, honored by the

commendation of the prime minister this year, is the company which has been evaluated as the true capable company in this field as they have been making a solid network



with various logistics companies of domestic and international, inland and sea. They received the high score in the point that in the last 20 years they have greatly contributed to the competitiveness of the Korean logistics industry as they continuously develop the foreign markets together with their effort to develop the logistics solution in the field of the petrochemical industry.

In particular, they are not only advancing to the markets of the South America, Central Asia and India where it is hard to do the works of logistics but also actively implementing their business by es-

tablishing the local corporation in Malaysia and Uzbekistan utilizing "Support business of survey of feasibility of penetration into foreign market" as of the business of the ministry of maritime affairs and fisheries.

Furthermore, trying to make the places of new job, they also perform their roles as social enterprise, sponsoring the children's house of Chennai of India and Seohwa Peace Library in Gangwon province, South Korea.

The executive managing director and the director of global logistics headquarters of Taewoong Logistics, Cho Yong Jun, said, "Through this honored award, I could have found we gave a big support to Korean competitiveness as we have been managing the 3rd party logistics business for the last 20 years." He expressed his vision "From this moment on, we will pursue more the development of foreign markets and also we will never forget our duty to practice our responsibility as one of social enterprises of Korea".

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Almajdouie Firmly on Track

Almajdouie Logistics has delivered the first shipment of 13 wagons and two engines for the eagerly anticipated Haramain high-speed rail project.

Almajdouie's team transported the cargo from Jeddah port to Rabigh work station II, covering a distance of approximately 110 kilometers. By the first quarter of 2018, Almajdouie will handle a total volume of 7,584 cubic meters.



Almajdouie Logistics takes great pride in delivering tailor-made solutions to its customers. As such, they used their new low-bed trailers, which were specially designed for the railway project.

Almajdouie's client, GEFCO, expressed appreciation for the innovative way the first shipment was handled. Rafael Vicens, heavy lift general manager, said, "Talga – one of the biggest train manufacturers in Spain – hired GEFCO and Almajdouie for this project, based on our outstanding reputation in the GCC (Gulf Cooperation Council)."

The Haramain high-speed rail line is a 450 kilometer network connecting the kingdom's two holy cities of Mecca and Medina via stations at the redeveloped airport in Jeddah and at King Abdullah Economic City (KAEC) near Rabigh. It has been designed to reach speeds of up to 360 km/h.

The railway is expected to supercharge KAEC's growth as a premium residential, commercial and lifestyle destination.

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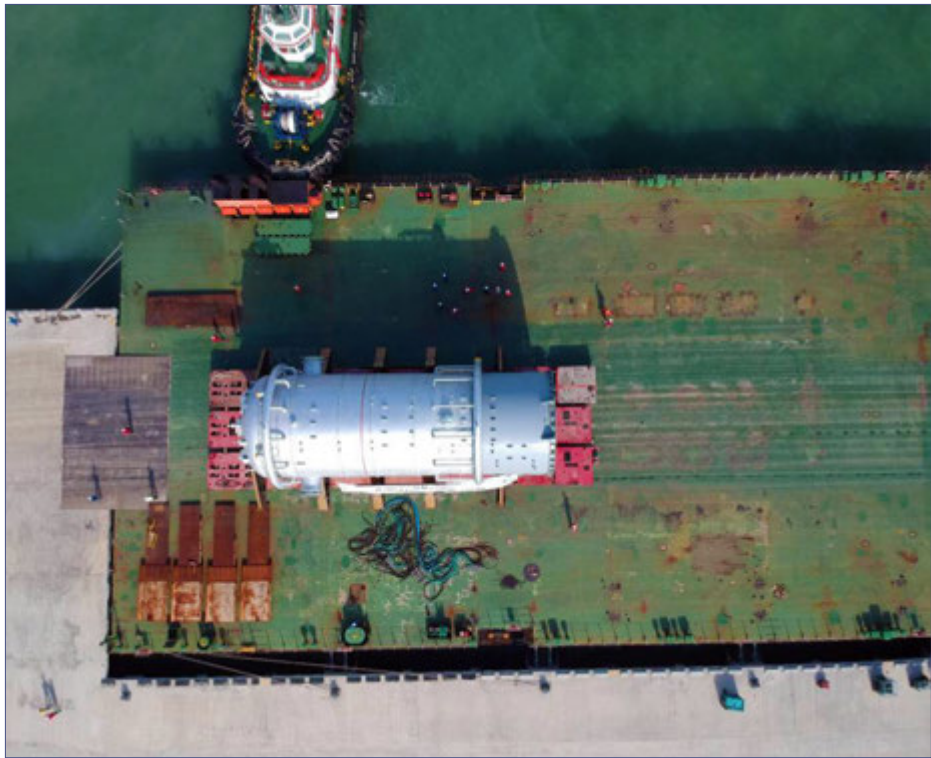
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Megalift Moves Two 1,255-Ton Chemical Reactors in Malaysia



Megalift has long been involved in the transportation of numerous large and heavy cargoes for the Petronas RAPID Project in Pengerang, Johor. One of the major recent movements was two units of ethylene oxide reactors weighing a massive 1,255 tons each. Thanks to timely coordination and the close cooperation of all operation team members, Megalift Malaysia managed to execute the transportation safely as scheduled. www.gpln.net

GSS Delivers Subsea Oil Well Equipment

Global Shipping Services (GSS) of Houston, USA, handled a 1,273 cubic meter cargo of subsea oil well equipment. Of the total number of 162 pieces the largest one weighted 80.886 tons.

Cargo was loaded on board MV Lolland at Hull port, U.K., and delivered into Manchester terminal, port of Houston. Global Shipping as the appointed maritime surveyor was on site for the cargo arrival, terminal and truck loading

operations to ensure all cargo was handled safely. Permitting on the big loads was problematic due to height and width restrictions along the route, but after close coordination with Texas and Louisiana departments of transport GSS received

approvals and permits to proceed. In total they loaded 28 trucks over a 6-day period.

GSS project team was on site every day to coordinate operations, trucks to avoid unnecessary delays or issues



at the dock and to keep the customer informed on the final delivery schedule. Load-out reports and photos were sent to the job site every day so they were aware of which pieces were coming and when.

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