



# Global Project Logistics NEWSLETTER

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

January — February 2018

Issue No. 61

## Megalift Delivers 48-Meter Erectors



**L**otte Chemical Titan has had numerous projects in Pasir Gudang, Malaysia.

TPP3 is one of the major plants that Megalift had been heavily involved with for the transport of its erectors.

Megalift Malaysia received the cargoes from Tanjung Langsat terminal, a port specially catered to handling bulk cargoes.

From there the erectors weighing 140 tons each with a length of 48 meters each were transported to Lotte's plant site in Pasir Gudang.

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## 12-Hour Challenge? Nothing Is Impossible for Seajet

**S**eajet of Beijing, China, handled a big barge vessel from Zhongshan port to Shanghai port. The total of 45 packages with 6,500 cubic meters included six big separators with each a length of 22 meters and weighing 80 tons. Additionally, there were a lot of irregularly sized packages.

This was an interesting job, but as well a big challenge!

The client announced that he would have a shipment ready in factory for delivery within tomorrow. He said: "Can you please find a barge vessel to start the loading within 12 hours and ensure to arrive in Shanghai to catch a proposed big heavy lift vessel within 10 days?"

The factory only had a small terminal to carry small barges, not big barges. And the factory is in South China, at a distance of 1,800 kilometers from Shanghai port.

Was it crazy to accept the client's 12-hour requirement?

Yes, it was really crazy. But Seajet made it possible.

Within 12 hours the client was presented with complete solutions re-

garding route analysis, quotation, vessel chartering, floating cranes, terminal investigation, multi-axles trucks and lashing proposals.



Anyone curious how this was achieved?

Seajet enjoys a very strong barge-handling experience due to its handling of Siemens transformers in the South China Sea. The company has very close contact with all the main self-propelled barge owners. That is why Seajet could quickly look for the best suitable vessels.

Actually they only found a 5,000-ton big barge vessel available near the region. This was the only one available. However, it was too big to enter the factory's small terminal.

Nothing though could stop Seajet. They quickly noticed that there was

a private terminal with 20 minutes driving distance from the factory. Seajet suggested that the factory should talk to the private terminal to



confirm berthing. At the same time, Seajet agreed with the factory's commercial department to finalize all the contracts and related services.

The vessel owner also confirmed acceptance of the booking and sailed

onto this private terminal. Additionally, a 200-ton floating crane also sailed the same time from another port expecting to arrive the next morning.

It took five dedicated Seajet professional staff from Guangzhou / Shanghai to work nonstop day and night for the next 72 hours.

The vessel carrying the cargo arrived in Shanghai on time, even though the transport faced strong winds and waves.

When the goods arrived safely in Shanghai, the mother vessel was just arriving in time as well. There was no delay and direct loading from barge to mother vessel was completed successfully. Cheers for this great team work!

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### INSIDE THIS ISSUE

<b>Bati Group's "Vesselception"</b>	<b>3</b>
<b>Protranser Goes Fusion Energy</b>	<b>4</b>
<b>Meridian's Vessel Loaded — and Under Repair</b>	<b>5</b>
<b>Featured Members</b>	<b>12-14</b>
<b>Advantis Projects Move Ahead Strongly</b>	<b>15</b>
<b>Lysander Conquers Genoa and Ships Boeing Fuselages</b>	<b>16</b>



## A Word From GPLN

Dear Readers



Happy New Year of the dog!

We hope that you have started the New Year well and that this will be a healthy and successful year for all of you.

The global economy is improving: According to Dirk Visser, Senior Shipping Consultant of Dynamar B.V., the outlook for the coming five years in terms of gross domestic product development and the growth of imports and exports is considerably better than it was for the 2012-2016 period. The breakbulk industry should undoubtedly benefit from this global recovery and enjoy an uptick in volumes. But there are markets facing a downturn, specifically the mining industry. For this sector, the strength of 2016 - 2017 was too good to last, and both resources and exports are expected to decline over the coming years, albeit not too dramatically. Added to this, investment in mining equipment is badly needed. Conversely, volumes for metals, down 3 percent in 2017, are forecast to grow 2 percent in 2018. Another important breakbulk segment, forest products, is expected to continue its steady growth, estimated at 3 percent for 2018. Elsewhere, maintenance to existing oil and gas installations can no longer be ignored. Moreover, this is an industry that has, more or less, gotten used to a lower price level, which has lowered the threshold to spend again. How the extension of OPEC production limits through 2018 will work out on the preparedness to invest remains to be seen. Investments in shale gas continue, as do investments in alternative energy, offshore wind turbines in particular and large-scale solar projects. WWL predicts self-driving freight future: A Swedish consortium involving freight specialist Wallenius Wilhelmsen Logistics has developed self-



Photo provided by GPLN member Megalift Sdn Bhd, Malaysia

driving technology that promises to streamline supply chains and reduce costs for breakbulk deliveries. The Born to Drive solution was developed by Semcon, Combitech and Consat along with WWL, and involves software that lets vehicles, such as heavy-goods trucks, move themselves. "Using this technology at port terminals and compounds would enable us to change the way cars are managed at the terminal. The technology would reduce labor cost, reduce damages, and increase the yard utilization as the cars can be parked much closer to each other," said Nils Lie, an executive at WWL (Editor's note: of course lots of jobs will be lost too). In the first stage of the project a prototype software-based system has already been developed which includes a back-end system to control logistics flow, and keep track of location and fuel levels of the vehicles.

Our own focus is now on our Annual General Meeting which will be held from May 26 - 28, 2018 at the Dorint Park Hotel in Bremen, Germany. We are confident that we will reach again a new record attendance, as a multitude of members have already signed up for this conference. The day after our AGM on May 29 we are organizing at the same venue our renowned Heavy Lift Maritime and Transport Seminar which is also open for non-GPLN members and offers a great opportunity to learn more about heavy lift shipping and expand technical abilities and knowledge for project cargo business. Last year we attended several logistics and in-

dustry events across the globe and many times we shared our booth with GPLN members. Our traveling season starts this year in March with the Breakbulk China Transportation Conference & Exhibition in Shanghai, followed in May by our AGM in Bremen, our technical seminar and the Breakbulk Europe Transportation Conference & Exhibition in Bremen. For this year we have secured a very spacious GPLN booth in the main hall at Breakbulk Europe and will be joined by many GPLN members. The traveling season comes to an end in October with a visit to Breakbulk Americas Transportation Conference & Exhibition in Houston.

We look forward to see you all at our conference in Bremen and at many logistics events during this year.

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 — JANUARY / FEBRUARY 2018

Australia	Perth	Navigator Logistics Pty. Ltd.
Costa Rica	San José	SPC Shipping Sociedad Anonima
Dominican Republic	Santo Domingo	CTC Logistics SRL
Germany	Hamburg	Chandler GmbH

## Bati Group's "Vesselception"

The objective of the Trans-Anatolian Natural Gas Pipeline project (TANAP) is to move Azerbaijani gas through the Turkish republic to southeast Europe in order to procure the natural gas demands of both markets. The total length of the pipeline construction is 1,850 kilometers. More than three trillion metric cubes of natural gas will be moved through it.

Bati Group was selected for this prestigious project by the joint venture formed by TANAP. The construction of the land and sea pipes through the Dardanelles Strait takes place in Biga, Turkey.

The project was very challenging due to the fact that there are many issues which must be taken into consideration. One of the many challenges of the project is a ship-to-ship operation.

A project of this scale demands vast experience in both sea and land operations and strong coordination in obtaining bureaucratic permits in due

time. Local authorities lack experience in a project of this scale and possess no foreign language skills, which further complicated the project.



The experience and planning skills of the Bati Group project team played an important role in the coordination with partners, local authorities and suppliers and ensured the avoidance of damages, bureaucratic penalties, personal injuries or delays.

Along with the pipeline construction, a construction of fiber optic cables (FOC) was also carried out in order to enable the acquisition of

electronic information at the control points of the pipeline. A total of four reels with a diameter of 5.5 meters and a width of 5 meters, two of them weighing 95 tons and the other

two weighing 72 tons, were used in the operation.

Additionally, two small reels with a diameter of 2.7 meters and a width of 3 meters, weighing 2.4 tons, were also used. In summary, four big reels and two small reels of FOC were utilized.

One of the challenges of this project was the fact that FOC is a unique, sensitive and very expensive product which must be transported

with special lashing and care in order to avoid any damage. The reels were produced in Rotterdam, Netherlands. The FOCs were produced separately in Norway.

A chartered vessel transported the reels from Rotterdam to Rognan, Norway, after loading and lashing was completed. Following the arrival in Norway, the reels were discharged and transported to the factory for the spooling of the FOCs. Afterwards, the spooled reels were loaded onto the chartered vessel at Rognan and the vessel sailed to the İcdas port in Turkey.

In Turkey, the discharging process commenced with a mobile crane and a high capacity transporter transferred the goods to the stockyard. The shore vessel laid the FOC reels underwater one by one. The final operation consisted of the transportation of the empty reels back to Rotterdam.

The operation was difficult yet successful for all parties involved.

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## Sparber & Thunderbolt Team Up

From July 2017 to December 2017, Sparber Group project cargo division based in Barcelona and Thunderbolt Global Logistics in Baltimore, MD, USA, worked closely together and delivered five industrial presses that are used in the automotive industry. Sparber Group shipped six separate breakbulk shipments that arrived at the port of Portsmouth, VA.

Thunderbolt arranged the delivery

to Union, SC. There were also 56 open-top containers that were



shipped to the port of Savannah that had to be delivered in conjunction with the breakbulk pieces. The final

113,000-kilogram lower-bed transport required months of planning and was moved using a specially designed beam dolly trailer. They had to move at night from Virginia to the North Carolina border.

In North and South Carolina the driver could only move during daylight hours.

In late November there isn't much daylight, yet that didn't delay the delivery. The trucker was only able

to obtain the final permit to move in South Carolina the day before they arrived at the border. Police escorts were needed the entire way.

Thunderbolt staff kept in daily contact regarding the deliveries, so they could keep their customer informed. In the end it all worked out and the companies are looking forward to delivering more presses in 2018.

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India	Chennai	Expo Freight Private Limited
India	Pune	SE Freight & Logistics (India) Pvt. Ltd.
Mozambique	Beira	Business Logistics & Servies Lda. (BLS)
Russia	Moscow	Chandler Yug
Saudi Arabia	Jeddah	Global Union Alliance Company Ltd.



## Protranser Goes Fusion Energy

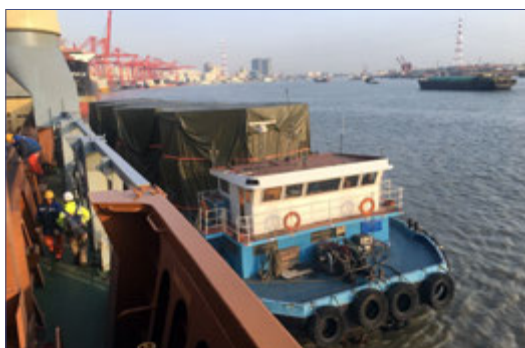
**P**rotranser was nominated to handle 4 pieces of vapour suppression tanks for the International Fusion Energy Organization (ITER). Work scope is from picking up the cargo from factory in Zhangjiagang by barge and shipping it to Shanghai port. The cargo value is 10 million euros. During the whole process, Protranser arranged a third-party surveyor to record the transport details and report to the ITER. Before shipping, Protranser arranged a specialist to attend a meeting on the loading procedure.

ITER is one of the most ambitious energy projects in the world today. In southern France, 35 nations and thousands of scientists are collaborating to build the world's largest

"tokamak," a magnetic fusion device that has been designed to prove the feasibility of fusion as a large-scale and carbon-free source of energy based on the same principle that powers our sun and stars. The experimental campaign that will be carried out at ITER is crucial to advancing fusion science and preparing the way for the fusion power plants of tomorrow.

ITER will be the first fusion device to produce net energy. ITER will be the first fusion device to maintain fusion for long periods of time. And ITER will be the first fusion device to test the integrated technologies, materials and physics regimes necessary for the commercial production of fusion-based electricity.

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## Braid Moves 1 Million Pounds

**B**raid found its way over the bumps, hills and obstructions to deliver two heat recovery steam generators to a leading oil refinery.

The first module was 16'7" tall with a gross vehicle weight of 499,000 pounds, and the second module 15'3" tall, 513,000 pounds gross vehicle weight. The overall length of each load was 248' (76 meters). The difference in height required two different routes. While a regular load would travel the distance from shipper to receiver within 39 minutes, it took over seven hours for the heaviest unit to complete a 117-mile journey. Moves were performed during night time hours and in rainy conditions.

Despite the weather challenges,

Braid safely maneuvered through 20 turns, one roundabout and lowered the trailers to clear a bridge. Loads moved in slow motion and constant communication was required between



push and pull tractor drivers to operate these specialized rigs at an optimal speed. At the jobsite, the modules were transferred

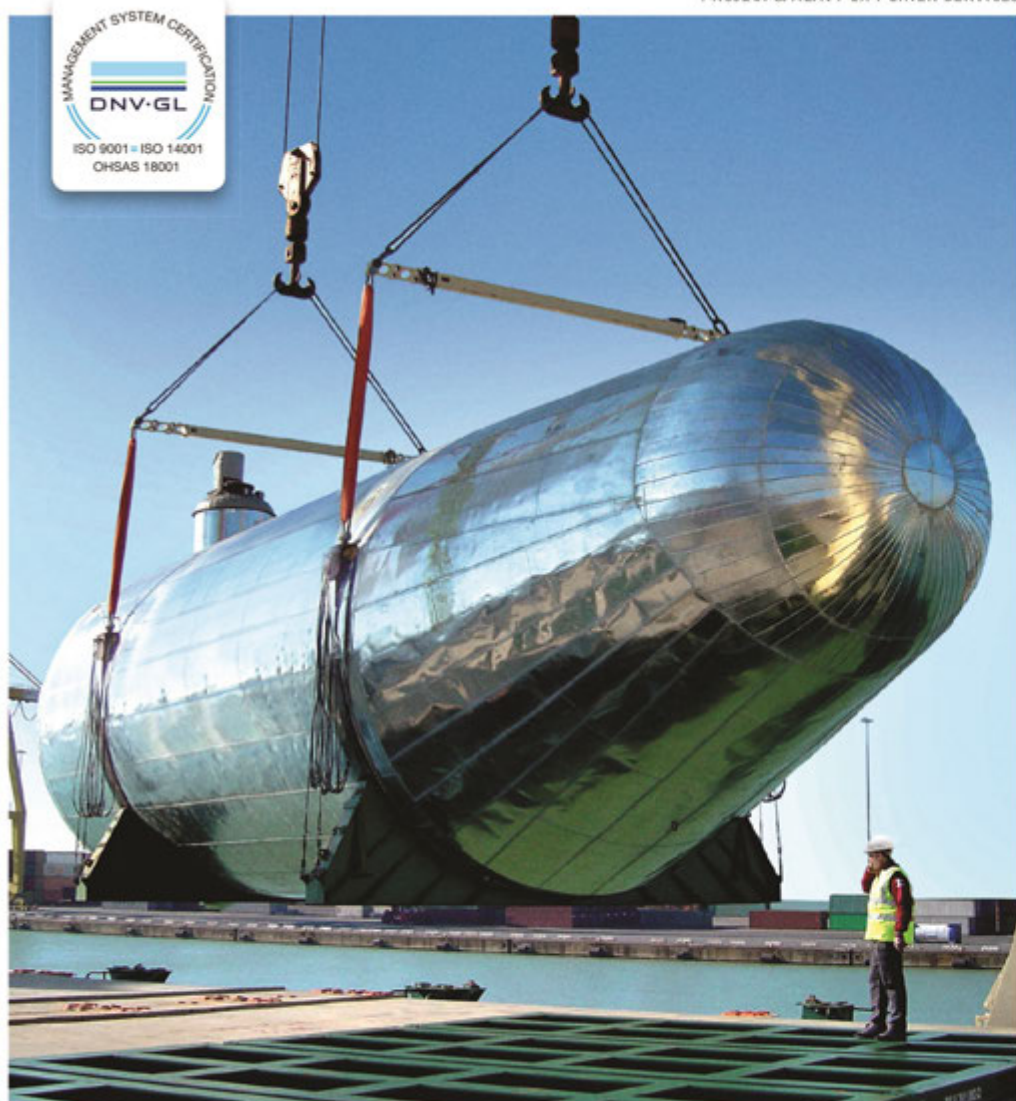
onto a 12-line Goldhoffer SPMT and taken to their final laydown areas. "After months of preparations, we are proud and happy to see that the operations turned out to be a great success," said Mr. Gus Chalos, president of Braid Projects.

Braid Projects USA is a project logistics provider based in Houston, TX, and specializes in over-dimensional and complex material movements by sea, air, rail, barge and truck.

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## Meridian's Vessel Loaded — and Under Repair

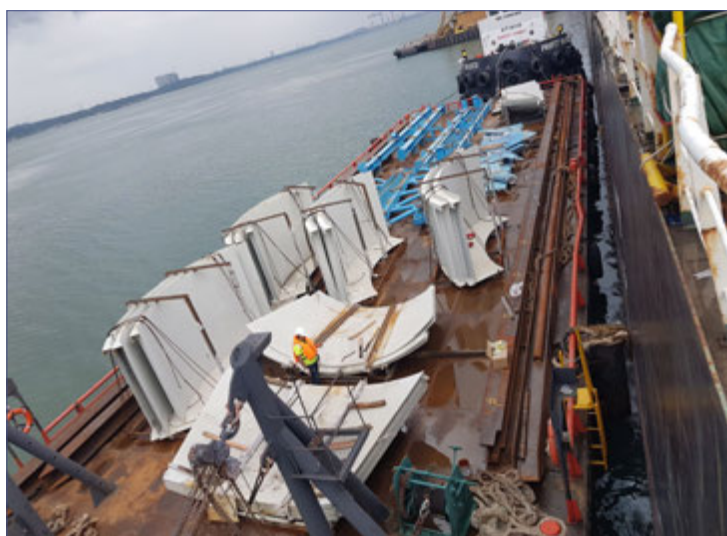
**A** well-established company based in China called upon Meridian Project Logistics to quote for a shipment from Singapore to Dammam.

The cargo was a specially constructed steel structure for construction purpose in Middle East.

Cargo was on board a vessel which was en-route from China to Middle East and while bunkering in Singapore was found to have technical issues. The ship was then sent to the ship repair yard.

Repairs took a few months with all cargoes still on board. This cargo was required urgently at the destination. The ship repair yard had a very narrow wharf and was congested, which made the receiving of cargo on the wharf impossible.

Meridian Project Logistics had three days to arrange for the discharging of the cargo from the vessel on to a barge and deliver it to a conventional port for loading on to another vessel bound for the Middle



East.

Meridian Project Logistics managed to get timely approval from the relevant authority on the first day and activated the equipment, work force and permissions to enter the repair yard on the very same day.

Stevedores, lashing team, barge and tug with trailers were deployed on the 2nd day to work on the over-side discharge onto barge.

With only daylight towing approved in Singapore for barge and tug, Meridian had to look for a private waterfront owner near the ship repair yard to offload the cargo and transport it via road to the port. Meridian Project Logistics managed to secure a private jetty just in time about five kilometers from the repair yard.

With their assistance, the company managed to transfer the cargo from the private jetty to trucks and completed the delivery on the very same day. On the 3rd day, the cargo was successfully transferred to the second carrier warehouse.

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## MORY-TNTE's €7m Project

MORY-TNTE Malaysia has successfully completed the transportation of a 97-ton autoclave unit with a project cost of 7 million euros from Italy to Melacca, Malaysia.



Due to the nature and size of the cargo there were different modes of transportation used. The journey started from Italy via chartered vessel to Malaysian West Port, then discharged to a multi-axle trailer for another journey to a private jetty where the cargo was rolled onto a 250-foot barge sailing to Melacca.

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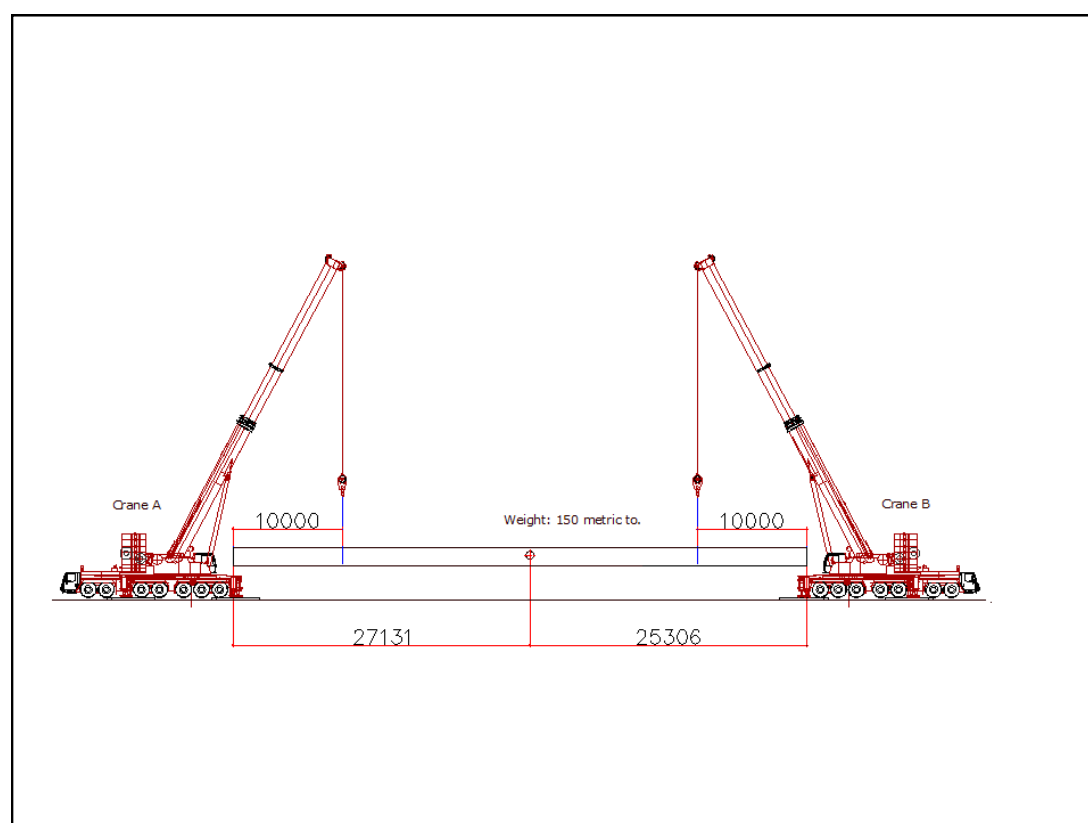
## HEAVY MATTERS

*By Gert Vos*



### LIFTING WITH 2 CRANES

Lifting cargo with two cranes can be complicated. Especially when the cargo is not symmetric. Imagine that the centre of gravity is not in the center of the cargo. Then you have to check what forces will occur in the two cranes (it's lifting equipment).



In the drawing the center of gravity is more to the right side of the cargo. What will be the force in the slings of crane A and crane B?

Crane A:  $25,306 / (27,131 + 25,306) = 0.4826 * 150 \text{ mt} = 72,39 \text{ mt}$

Crane B:  $27,131 / (27,131 + 25,306) = 0.5174 * 150 \text{ mt} = 77,61 \text{ mt}$

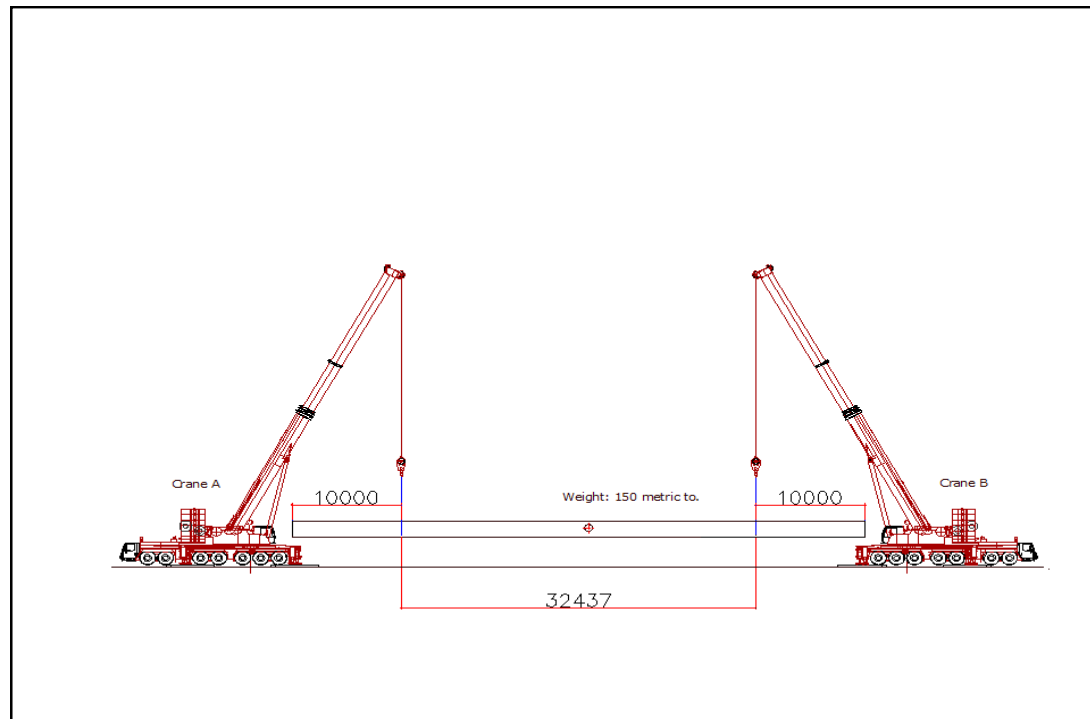
What happens with these forces when for example crane A will lift the cargo faster than crane B? The center of gravity will "move" to crane A. For that reason it's necessary to have continuous contact with both crane drivers (by supervisor / foreman).

More measures for a safe project:

- Creating a lifting plan with all its details.
- Use two cranes with enough overcapacity. When the position of the center of gravity or the total weight is not correct, than it's good to have some extra capacity for both cranes.

An advantage of lifting with two cranes is that the lifting angle is straight vertical and that for that reason the lifting equipment has not to deal with extra forces because of uncomfortable steep angles. You can also determine in a longitudinal direction the centre of gravity:





If crane A lifts 80 mt and crane B 70 mt, than we can calculate the center of gravity.

$(70/150) = 0.5333 * 32,437 \text{ mm} = 15,137 \text{ mm}.$

That means that the center of gravity is 15137 mm from the lifting point of crane A to the right.

Is lifting with more than two cranes forbidden ?

No it isn't but you have to reconsider this way of lifting a few times before starting.

Important items are:

What type of cargo is it?

Weight and center of gravity position?

What is the experience of the crane drivers in general and for this type of work?

What lifting equipment is necessary and available?

Is another solution possible? For example: creating a lifting frame?

Using roller shackles possible?



Accidents often occur because people underestimate the necessary engineering process. A process that you always should go through for all lifting and transport jobs. But especially for these kind of operations.



## Expo Freight Facilitates Historic Shipment From India to Jamaica

**E**FL (Expo Freight) executed a shipment which was airlifted directly from Mumbai, India, to Kingston, Jamaica.

In care of EFL, the 93-meter single piece made its way via a route that spans across two oceans and 14,717 kilometers.

This, for the first time in history, was the single heaviest piece of civilian cargo air lifted from Mumbai airport.

This was also the very first direct charter between the two countries. It furthermore was a strong expression of EFL's global "Dare to Do"-vision that encourages all employees to think big, innovate

continuously and make their mark as pioneers in the logistics industry.

EFL is a leading provider of freight forwarding and supply chain management solutions across the globe.

Having started in Sri Lanka, EFL has grown to become one of the largest logistics companies on the Indian subcontinent.

With over three decades of experience in forwarding and warehousing, EFL is well recognized for offering flexible and personalized solutions, at the best rate and using optimized routes.

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## Timely Delivery of Rotor Shaft From Italy to Russia

**C**handler Group with offices in Germany and Russia delivered a generator rotor shaft weighing 156.7 tons from Terni, Italy, to Saint Petersburg, Russia.

Port of Civitavecchia was chosen in Italy for fastest possible delivery. Also, as there is no regular shipment service from Italy to Russia for a cargo of such weight, a chartered vessel was used for the shipment.

A major challenge for the road transport was the Tevere bridge in Rome. It was necessary to open a bypass on the route attended by road authorities, and it was also necessary to dismantle the guardrail to create a passage.

Additionally, the use of the opposite lane on the bridge was necessary in order to prevent possible damage to the viaduct due to the cargo's heavy weight.

Once at the port of Civitavecchia there was no possibility for storage of cargo with such dimensions. Therefore direct transshipment by port cranes from the transporter to the ship was chosen. Bad weather

postponed that operation for two days until the vessel's arrival. The loading took four hours, including fastening and welding work on board, customs clearance and the issuing of cargo



documents. Two shore cranes were employed for loading, lashing operations were carried out by the ship's crew. Transit from Civitavecchia the port of Saint Petersburg took 16 days.

In order to avoid demurrage at the discharging port, port authorities and customs department attendance was organized to be available during the night. After customs clearance the rotor was successfully delivered to the factory during the night – with police escort, road closures and traffic stoppages.

Total transit time from Terni to the manufacturer's warehouse in Saint Petersburg was 24 days.

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## Paragon's 7th Annual Meeting

**P**aragon Shipping & Logistics, a GPLN member in Saudi Arabia and Bahrain, held its 7th annual meeting in January 2018 at the Ramada Hotel & Resorts in Dammam, Saudi Arabia.


General manager Mr. Unni Krishna concluded: "Our 7th annual meeting was a great success where our shared company vision and goals were set for 2018 with all employees involved."

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## Diverse Breakbulk Needs Are No Problem in Brazil

**C**argo destined for hydroelectric power plants and the automotive industry was transported by WWL in Brazil recently as the demand for breakbulk transit increases.

WWL shipped several important pieces of breakbulk in Brazil. The cargo included parts for a hydroelectric power plant parts and an automotive industry press. The shipments left from the port of Santos bound for Chile, Mexico, Panama and Colombia. Good collaboration with freight forwarders in Brazil has seen the demand for breakbulk shipments increase in South America.

The freight forwarders choose Roll-on Roll-off (RoRo) over Lift-on Lift-off options for different reasons, ranging from the safety of the cargo to the frequency of port calls and cost savings.

A RoRo vessel can carry a diverse

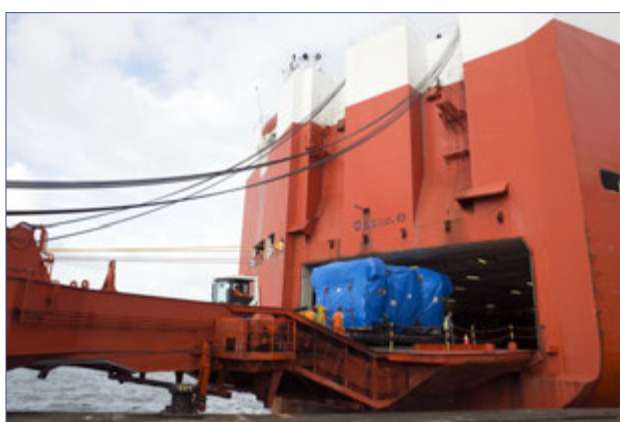
range of cargo. Cars, trucks and large machinery can sit alongside heavy mining equipment, generators and locomotives all on the same vessel.

The loading of cargo via a stern ramp is a secure and efficient process that ensures safe handling regardless of weather conditions, while cargo is secured with lashing to the vessel deck.

One of the shipments out of Santos was destined for a hydroelectric power plant in Chile. WWL shipped the 'stator', a unique piece of a power generation system specifically designed for the power plant.

The stator weighs in at 110 tons, and because of its bulky dimensions this kind of cargo used to be loaded on LOLO vessels.

However, after a workshop involving the freight forwarder and manufacturer, and operational team meetings with engineers from the production plant, lashing points were successfully added to the cargo



to prepare it for a successful RoRo shipment.

In the future another stator and two sizeable rotors, weighing almost 95 tons, will be loaded.

Three major pieces of an industry press, one weighing over 100 tons, were loaded in Santos for delivery to a big automaker located in Mexico.


The frequency of calls and cost savings compared to LoLo service were the main reasons for the customer choosing RoRo transport.

The team in Santos also oversaw shipments of 140 small and medium size compressors bound for Panama and Colombia.

Due to capacity issues with their usual container carrier, the freight forwarder working on this project turned to WWL for a RoRo solution. Together with the supplier, the freight forwarder was impressed with the under-deck conditions, direct service, and optimization of the cargo on roll trailers.

WWL offers a stable global liner service, which gives customers a good opportunity to plan ahead, keeping both risks and costs low. WWL has a fleet of about 60 vessels operating in a global network of trades.

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

TARE 11.0 to, SWL 18.0 to.



## Upcoming GPLN Meetings & Events 2018

### 7th Breakbulk China Transportation Conference & Exhibition

March 28th — 29th, 2018  
Shanghai World Expo Exhibition & Convention Center  
Booth No.: SS12  
Shanghai, China



### 15th GPLN Annual General Meeting 2018

May 26th — 28th, 2018  
Dorint Park Hotel  
Bremen, Germany



### Heavy Lift Maritime and Transport Seminar 2018

May 29th, 2018  
Dorint Park Hotel  
Bremen, Germany



### 13th Breakbulk Europe Transportation Conference & Exhibition

May 30th — 31st, 2018  
Messe Bremen  
Booth No.: 1400  
Bremen, Germany



### 29th Breakbulk Americas Transportation Conference & Exhibition

October 2nd — 4th, 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](mailto:luzius@gpln.net)

## Falcon's Race Against Time

**F**alcon International was tasked with the challenge of moving a sensitive milling machine manufactured in Austria from Houston, Texas, to Anaheim, California.

The project was completed in 20 days. The scope of the project entailed packaging (marine wrap), crane and rigging hire, transport, utility car hire plus forklift and rigging team hire for accessories.

The one major factor Falcon In-

ternational was up against was time. Needless to say Falcon International was able to meet the deadline for the machine to arrive on time at the destination.

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## Highland Goes the Extra Miles

**H**ighland Project Logistics, USA, has moved a 113-ton heavy transformer that arrived in Baltimore from Italy. Final destination was Ghent, Kentucky. Railing was not

bound in order to avoid mountains in West Virginia. The company had to get special permits from the city of Baltimore, as well as hire an engineering company to certify the plans for crossing two bridges in Pennsylvania.



possible due to the width of the cargo, just 5 centimeters over the rail limits.

The trucking posed unique challenges due to summer construction on the roads and travel through four states with various permit requirements. Highland has explored multiple routes, both north- and south-

After almost two months of intense work Highland Project Logistics received all permits and the truck could be loaded. The actual transit took just under two weeks. A second pusher truck was used to help in some mountain sections. Delivery went smoothly with the trailer unloading directly inside the factory hall.. [www.gpln.net](http://www.gpln.net)

## Massive Air Cargo

**G**lobal Union Alliance Co. Ltd. proudly announces the successful movement of 66,000 kilograms of environmentally hazardous substance. The air cargo was moved from Denmark via Amsterdam to Jeddah. Shipment was efficiently airfreighted, custom-cleared and

delivered to the client in Yanbu, Saudi Arabia. [www.gpln.net](http://www.gpln.net)





## Skeiron Logistics Go From Strength to Strength

**S**keiron Logistics is one of India's leading projects cargo and ODC logistics solutions companies. It is also India's no. 1 logistics company in the renewable energy sector.

With a strong focus on customer centricity and their brand promise of "dependability," Skeiron Logistics is taking huge strides in the projects logistics industry.

Skeiron Logistics has completed project cargo and ODC movement of over 7.6 GW of wind energy equipment across India in the last eight years, which amounts to approximately 35,000 vehicles per annum, mostly for ODC and heavy lift movements.

In the last few months the company has gone from strength to strength taking up and successfully completing some highly challenging national and international movements.

However, the key factors for the success of these movements have been the company's in-depth understanding and decade long experience of the local logistics environment in India.

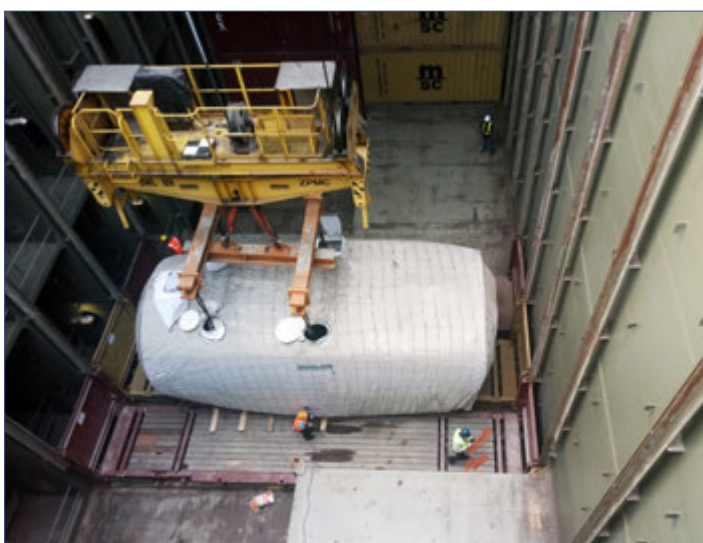
They have been able to offer peace of mind to international companies for the movement of their cargo to and out of India with great success, as well as within India.

Some recent key projects in international movements were:

The handling one of the most prestigious movements of forged shells from Italy to India on a door-to-door basis. This cargo consisted of 1,300 tons with 1,400 cubic meters. The operation was a herculean task, as the movement was multi-modal and used surface transport, waterways (river port) and barge from the river port to Marghera port. Dense fog and severe

climatic conditions made the movement even more challenging.

The company also successfully handled the export of wind turbine blades from Mangalore, India, to the Netherlands. This was the largest Indian made wind turbine blade



which is 64 meters long.

It was a highly critical and challenging task given the sensitive nature of the cargo, its dimensions and the conditions of the Indian road network. The cargo was loaded from the New Mangalore port for Netherlands.

In another milestone the company handled a wind turbine mould movement from China to India. This mould was being introduced in

India for the first time, making this project very crucial and prestigious.

The high wind and uncertainty in berthing the vessel at Shanghai port were some challenges that the Skeiron Logistics team overcame. Cargo was shipped well within the timelines.

Another noteworthy movement was the export of a wind turbine nacelle from Nhava Sheva port in India to Portugal. It was loaded on an MSC container vessel as breakbulk. The cargo weight was a huge 80 tons for a single piece. This was loaded on to the vessel by installing a 3 x 40' FR and

loaded above FR.

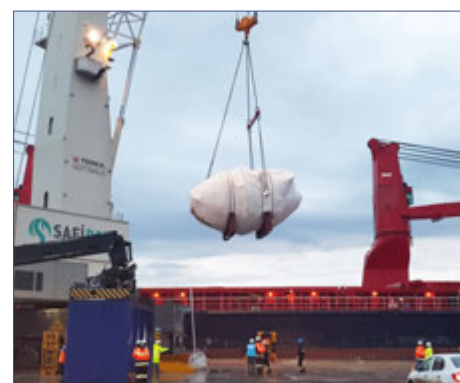
Recently the company participated in the largest tradeshow for the Logistics Industry in India – the Mega Cargo Show CTL-BHP Expo 2018 in Mumbai, making its presence felt in the industry with one of the most visited booths at the expo.

Skeiron Logistics' CEO, Mr. Gautam Rekhi, was one of the key speakers at the conference.

[www.gpln.net](http://www.gpln.net)

## DAKO's Packaging Job

DAKO Worldwide Transport GmbH in Germany was responsible for packing and transports of totally approximately 4,500 FRT for a charter vessel loading at Porto Marghera, Italy, and Derince, Turkey. Cargo was destined for a lithium plant in Western Australia which is the world's largest and most sophisticated plant dedicated to producing high-quality battery materials for the electric vehicle and energy storage markets. The executed trans-



ports turned out to become interesting challenges due to material involved with heavy dimensions and weights. DAKO was ordered to arrange the packing with high-grade tarpaulins. These tarpaulins with highest density were tailor-made for this kind of sensitive cargo which mainly consisted of crystallizers and heat exchangers.

[www.gpln.net](http://www.gpln.net)





AFRICA: Comexas, Democratic Republic of Congo + + + EUROPE: France Cargo International, France

## AFRICA: Comexas



Comexas Africa is a company established in the Democratic Republic of Congo for more than 60 years and specializes in shipping representation, freight forwarding, custom clearing, mining logistics, warehousing with agencies throughout the

where goods can be cleared and / or temporarily stored.

Among the main industries served by Comexas Africa are: mining, breweries, telecom, cement, energy, automotive, agricultural, plus NGOs, United Nations agencies and of course project cargo.

In the rest of the country Comexas Africa is proud to count among its customers the most important mining companies in the DRC.

With an advanced logistics software Comexas Africa can provide customized reports and real-time tracking of shipments. The company developed its own track and trace system to enable customers to check online the status of their consignments.



DRC.

Comexas can provide quality service for all imports and exports in the DRC and is certified ISO 2008-9001 since October 2013. Established in 1953, the company employs more than 700 people in a total of 21 offices.

At the port of Matadi, Comexas Africa



own and manages its own shipping agency (consignment and representation) and is the representative of NileDutch. The company has two bonded warehouses in Kinshasa and Lubumbashi with more than 7.000 square meters of warehouse and 22,000 square meters of truck parking

The company is specialized in project logistics because it considers project cargo to be the "logic step when you are one of the major logistic actors in your country," says commercial manager Ninon Kaozi. "Little by little we got involved in project cargo and we are happy to say today that we have the experience and that we propose all-in solution for the projects cargo of our clients."

The project cargo Industry is constantly changing, Kaozi says. Every project is different and "we need to adapt ourselves to the client needs and the changing environment. Today we are living in a fast moving environment: a global world where we need to have local solutions. The clients are more demanding, the competition is more intense and the country is challenging. Every project is different and needs a specific approach. Thanks to our expe-

rience and our willingness to adapt ourselves we manage throughout the years to evolve within this changing environment and propose solutions to our client needs."

A big challenge remains the amount of unexpected daily challenges, Kaozi says. It can go from a broken truck, to a flooded road or the application of a new regulation.

Where does Kaozi see the industry's greatest challenges? "Today everything is connected in a constantly changing global environment. We need to constantly question ourselves to offer the best service to our clients. Today we propose tailored services and we developed our own online tracking system adapted to the needs of our clients. Clients become more and more demanding and we must go for the extra mile to meet expectations."

For more on Comexas Africa, visit [www.comexas.cd](http://www.comexas.cd) ■

## EUROPE: France Cargo International



France Cargo International (FCI) was set up in 1989 in Paris and is a family owned company. Their International team has over 26 years' experience in handling project cargo, including full and part charters (both by air and sea) for overweight and over dimensional cargo. The company employs 12 staff.

GPLN Newsletter spoke with the company's president Denis Mandil, asking why he chose to get involved with project cargo handling and when he did originally start his career in the industry. Denis first worked as a trainee and then as an operator assistant for charter vessels shipping to Africa. Soon he moved on to project cargo and oversized pieces that had to be shipped.

This started some 30 years ago, so Denis developed a natural emphasis for the project freight forwarding industry.

Denis: "One of our best and first job we had with FCI was to set up radar equipments on small hills in front of Hong Kong's Chek Lap Kok airport. We had to use helicopters to deliver the radars to the top of each hill."



"We also shipped a major gantry weighing 300 tons for an oil and gas project from the factory in France to South Korea, which was one of our most important jobs.

Asked about changes in the industry Denis refers to the digitalization brought along by the Internet:

"10 years ago we had one or two weeks to reply with a full quote for a project. Today we have to reply nearly on the same day with rates and within 48 hours with full operations details. This is absolutely necessary if we want to have a chance to be shortlisted and get the job. Clients today expect reactivity, flexibility, efficiency and competitiveness."

Each new working day offers new challenges. Denis: "One time I was on wharf expecting our river vessel. The vessel was loaded with big height heavy pieces, there was not much gap for the loaded vessel to pass below several bridges. We were fighting against time, the vessel had to sail from Fos-sur-mer all the way to Rotterdam. Then one surveyor around midnight just noticed suddenly that the captain has to review the cargo lashing before the river vessel could leave. But that meant that the vessel would have to stay one more day for additional lashing operations. That simply was not possible because the water level was increasing rapidly and soon the level would be too high. Then we finally agreed after several dis-



EUROPE: FCI, France + + + MIDDLE EAST: Al Karam Logistic, Jordan + + + ASIA: Worldwide Logistics Group, China

## continued: FCI

cussions during the night that we will organize the re-lashing of all goods at Fos-sur-mer with a short stop in order the vessel can departed on time before the rivers level goes up . We succeeded in our schedule to catch the master vessel at Rotterdam and deliver the cargo to the final destination without any delay."



Other challenges are storms, going through a river instead of driving over a bridge, reinforcing bridges, cutting large branches or trees, looking for better lifting equipment, etc. But currently most of the shipments are not so stressful. Accumulating know-how over the years combined with strong and efficient preparations before starting an operations, combined with anticipation and fluent communications with all actors involved, those are the keys to success.

Before any operation starts the company needs a clear feasibility picture, be it a transport by road, river, rail or air, all in accordance with local infrastructures, local rules and weather conditions. Not less important is the financing of each and every transportation project, Denis says. The greatest challenges the industry is facing, and how companies should be gearing up to master the future?

Denis: "The main challenge is to keep a very high level of services and operations, combined with a fair, competitive price. The big main actors can give low prices, but at the end of the day they cannot provide quality service because they use poor, cheap services. Our current clients' first needs are to be sure they have given their product into the hands of good operators."

For more on FCI, visit [www.fci-cie.com](http://www.fci-cie.com) ■

## MIDDLE EAST: Al Karam Logistic



Al Karam Logistic have their head office in Amman with presently 10 employees.

Altogether the company operates three offices with 20 staff.



Al Karam Logistic arrange project cargo and other logistics services also at following border points:

Sheikh Hussein Bridge to Haifa port, Israel, Jordan's Aqaba Special Economic Zone Area and Iraqi borders at Umm Qasr and Tureibil (Karameh).

The company handled recently a gen-



eral security project for the United Nations Development Program (UNDP), solar power plant projects), a hospital project and caravans and housing units for refugees in Jordan. Furthermore Al Karam Logistic handle heavy machinery transports.

The company got involved in the industry because of a positive profit outlook and the team's experience in project cargo handling.

So in 2006 Al Karam Logistic' dedicated operations team built a formidable reputation in project cargo logistics and heavy lift shipments.

Changes and challenges since then have been substantial and plentiful. Jordan had to weather the political storm that has engulfed much of the Middle East since late 2010 and affected large parts of the economy.

On top of the difficult political conditions there is more and stronger competition than ever, lead by companies such

as Kuehne & Nagel who own their special equipment and have competitive rates.

Al Karam Logistic though keep on enjoying a winning edge by offering venture deals.

The company owns special equipment, has a strong team and is known for quick action and fast solutions to secure the movement of heavy cargoes to and from the region.

Main industries served are oil and gas, power and energy, mining, construction. Al Karam Logistic are bullish about the business outlook in Jordan.

Project logistics needs will grow more. Combined with strong partnerships the company prepares for the upcoming business in Jordan and the region.

For more on Al Karam Logistic, visit [www.karamlogistic.com](http://www.karamlogistic.com) ■

## ASIA: Worldwide Logistics Group



The Worldwide Logistics Group was established in 2001 and is operating 40 branch offices all over China with a total of 1,300 employees. Their experienced project logistics division provides services for domestic and overseas projects, including multimodal transportation and chartering. Their core business activities are covering countries and regions in Asia, Africa, the Americas and the Middle East.

GPLN Newsletter spoke with the company's global procurement manager Bruce Huang who started his career in this industry in 2007. From time to time he was getting oversized and overweight cargo projects in a previous company, which is the reason why together with a team they started one dedicated project handling company to deliver professional project logistics.



This was combined with China's new business development strategy of "Go Outside", so it was clear back then that overseas project cargo will be an industry sector with strong growth for the foreseeing future.

One of the biggest challenges the company is facing today is that agents at the port of destination "cannot keep their promise of handling cargo when the shipment arrives," says Bruce. "Sometimes costs are increased which puts us in a very difficult situation. We



ASIA: Worldwide Logistics Group, China + + + AMERICAS: SPC Logistics, Costa Rica

**continued:**  
**Worldwide Logistics Group**

are giving fixed rates to customers, but when the situation changes and the agent is no longer in control of the promised process, then the price increase always

cific area of project operations at the port of origin and destination. It is therefore advisable to establish mutual trust and cooperation for operations to offer better services."

A main issue difficult to deal with however are the "vicious competition",



comes back to us. Of course this means the operation part is also not like what we promised the customer. This puts us in a difficult situation."

Overall, China is well prepared for handling oversized cargoes. Infrastructure is generally good, there are many big and oversized transports of heavy cargo that proceed without major issues once road regulations are checked and a survey of the transport route is done.

Key is to work together with specialized companies, says Bruce: "Each company has its own expertise in its respective spe-

as Bruce puts it, and "deals under the table that lead to a lot of bidding distortion. Eventually though a project that wasn't professional enough will fail. Professionalism is still the key to profit."

Worldwide Logistics Group mainly serves the oil and gas, power, energy and construction industries. They own trucks and a warehouse with the main office in Shanghai.

*For more on Worldwide Logistics Group, visit [worldwide-logistics.cn](http://worldwide-logistics.cn) ■*

## Polaris' Successful 2017

**P**olaris Shipping Agencies LLC, Dubai, had a busy 2017 with challenging heavy lift and OOG project shipments which were completed successfully. Polaris Shipping Agencies LLC represent several European heavy lift carriers in the Middle East, including BBC Logistics, Jumbo Shipping, J.Poulsen, Ocean 7 Projects and Biglift, to name a few.

Some of Polaris' recently handled projects were the shipment of one mooring buoy weighing 271 tons to Oman by sea. Polaris in coordination with its ship agency division successfully coordinated pre-carriage and shipment of the cargo.

Furthermore Polaris handled the road transport of a heat exchanger module to Jeddah, Saudi Arabia. Polaris had a challenging road transport assignment for movement of the heat exchange module which was moved from the suppliers Jebel Ali Free Zone yard to King Abdul Aziz University, Jeddah. Though this job was declined by many of the prestigious haulier companies in the United Arab Emirates due to the

width restriction at the border, Polaris along with its trusted hauliers was able to convince the relevant authorities to obtain permission in line with local regulations and successfully complete the job on schedule.

Last but not least, Polaris was in charge of track maintenance equipment for the Riyadh metro project. Polaris was appointed as destination



handling agents by its Italian GPLN colleagues Gruber Logistics S.P.A. to handle customs clearance of rail track maintenance equipment shipped on flat racks into Jeddah.

Polaris' scope of work included destuffing flat racks in port, inward customs clearance on re-export basis, delivery to the receiver's Riyadh site on suitable low beds with escort, cranes and riggers complying with the receiver's strict HSE policy.

[www.gpln.net](http://www.gpln.net)

## AMERICAS: SPC Logistics



SPC Logistics are a freight forwarder and cargo broker that has offices in San José, Limón and Caldera. Their experienced projects division team has 11 employees and is taking care of extra-dimensional, heavy and also dangerous cargoes.

They handled recently shipments from China, Guatemala, Panama and the USA for various industries, such as steel, infrastructure, energy and machinery, just to

name a few. Their shipment agency in Costa Rica is representing Wallenius Wilhelmsen Logistics (WWL) and Eukor. They are also providing services for all kinds of vessels in the sea ports of Costa Rica, such as in Caldera, Golfito, Limón, Moin, Morales and Puntarenas.

SPC Logistics general manager Christian Ruiz chose to get involved in pro-



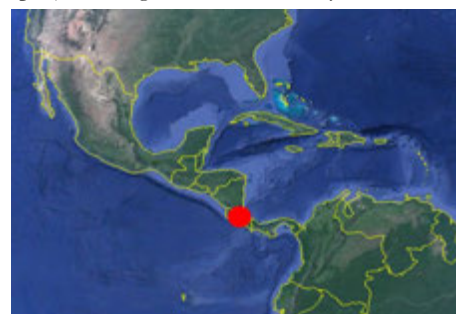
ject logistics in 2007 because of the industry's "very challenging and entertaining" nature, as Christian explains.

Back then many things were different. Today for instance container lines are also offering complete solutions for sea freight transport. Making is job challenging is the fact that not many regular project vessels are calling Costa Rica.

Nevertheless, Christian assures that "in Costa Rica we have good experience handling heavy cargoes, and from here we can coordinate operations from Nicaragua, too."

As in other markets, competition is a main factor dominating the industry, but clients should first separate the wheat from the chaff:

"Today there is a lot of competition for projects cargoes," Christian says.



"Everybody is saying they can handle it, but not all have the proper experience. So companies should choose their projects partners well, in order to avoid unnecessary costs and issues."

SPC Logistics operate three offices.

*For more on SPC Logistics, visit [www.spclog.com](http://www.spclog.com) ■*



## Advantis Projects Move Ahead Strongly

**T**ransportation has always played an important role in the prosperity of a nation. And as Sri Lanka takes its first steps onto the world stage with a focus on ambitious economic goals, a solid transportation infrastructure will continue to be key. An improved transportation infrastructure allows for the easy movement of goods, provides people with greater access to essential facilities and employment, and opens up previously inaccessible areas of the country for tourism. All of this equates to national economic growth and the acceleration of economic development in rural areas. This is why the Southern Railway project is essential for the future of the nation as railways in particular provide a cost effective mode of transportation for goods and passengers alike.

The first phase of the project, from Matara to Beliatta, will consist of a 26.75 kilometer long railway track which will include the construction of viaducts across the Nilwala river floodplain and the Wilhella floodplain, overpasses, underpasses and two cut-and-cover tunnels.

However, one of the major hurdles of constructing the railway has been the transportation of the massive rails from the Hambantota Port to its destination along the Mattara-Beliatta track. The 25 meter length and 1.5 metric ton weight of each rail means specialized equipment and logistical expertise will be needed to transport them through the narrow road network of the country.

Providing these necessary skills and equipment to the project are Advantis Projects, a subsidiary of the Hayleys Group, and an end-to-end logistics solution provider that caters to their client's specific needs. With a wealth of knowledge and strategic partnerships across the region they are also able to draw upon the expertise of

foreign consultants if the situation should call for it while ensuring that costs are contained and the project is locally managed. Additionally, their array of specialized equipment allow them to cater to a myriad of requirements and tackle the hardest logistical situations.

Utilizing the latest technology and



the most modern methods, Advantis was able to securely transport and store the client's goods safely and in record time. This was in part thanks to the detailed simulations and safety briefings their team received beforehand to ensure the process ran smoothly from start to finish. This modern day logistics provider is key a player in many major projects that require creative thinking and specialized equipment to overcome natural or man-made hurdles in the transportation of goods.

Additionally, Advantis Projects is continuing its leadership in logistics in the recently relocated 24 megawatt Lakdhanavai power plant from Sapugaskanda to Nyala, Sudan, a region that has been without electricity for four months.

Advantis was able to provide a complete end-to-end solution for the transportation of the power plant which included an overland transportation and shipping component.

In addition to the transportation components there was also a special storage requirement which Advantis was able to cater to thanks to the

vast array of equipment and facilities available to the company through their parent company, the Hayleys Group.

"We have always prided ourselves in being able to provide our clients with tailor made solutions to meet their specific needs," said Shadil Rizan, general manager of Advantis

Projects. "And with the case of the Lakdhanavai power plant the client required it to be dismantled and stored for a period before being transported to its final destination. "We were able to do this by connecting with Advantis Free Zone which allowed us to use the facilities built within our very own group." The equipment was transported from Sapugaskanda to Katunayake and stored for a period of six months, prior to being shipped to Sudan.

While most of the equipment was easily transported in containers, the true test of Advantis Projects' ingenuity came with the transportation of four diesel generators that weighed 120 tons each. The transportation of this precious cargo required specialized equipment and precision planning. This monumental task required Advantis Projects to get approvals from the relevant governing bodies and liaise with the road development authorities, Ceylon Electricity Board, Sri Lanka Telecom, the police and the ministry of defence amongst many others.

However, before the generators were transported the engineers and

operations teams of Advantis assessed every step of the planned route from overhead clearance to the weight capacity of bridges to the angle of each turn. This attention to detail and the constant monitoring of the cargo using the latest technology while en-route ensured that the task was accomplished with zero incident. In the end it took eight days to transport the generators to the Advantis Free Zone.

In the past, due to a lack of local skill and expertise, similar projects were handled by costly foreign entities that resulted in an outflow of money from the country. However today, with Advantis Projects leading the way, the local industry has matured and gained the necessary expertise to cater to the needs of local and foreign players in the transportation of their goods.

Commenting on the success of the project, Ruwan Waidyaratne, managing director of Hayleys Advantis, said, "Large scale projects like these are a testament to the strides the local logistics industry has taken in recent years. We are now able to cater to the needs of local and foreign players and by doing so not only keep money in the country but also gain a net inflow of foreign cash which will further help boost the economy."

Advantis Projects is the market leader in providing project logistics solutions to local and international contractors who are involved in large-scale infrastructure projects. The company brings over 16 years of experience and a proven delivery record that has been driven with technology innovation and adherence to industry best practices. The company specializes in freight, chartering, customs clearance and forwarding, project and general cargo handling, inland transportation, storage facilities and numerous services related to logistics chains.



## Lysander Conquers Genoa and Ships Boeing Fuselages

**L**ysander won a contract to move two large air dryers, each with a height of almost 4.5 meters, from the suburbs of Milano via Genova up to Oman. The air dryers are destined for a steam cracker project for a refinery in Suhar. The two pieces had to be moved by low-loaders up to Genoa, where they then had to be loaded onto 2 x 40' flat rack for further sea transport to Oman.

The route into Genoa port consists of a large number of tunnels and very intricate roads to overcome the beautiful mountains surrounding the city. Therefore finding a route that could safely accommodate cargo of this height presented itself an exciting challenge.

There are only a limited number of heavy-lift hauliers with the required equipment and expertise in Italy who are capable of taking on a job of this volume into Genoa. However, with

the thorough planning of Lysander Shipping, together with their chosen haulier, this challenge was successfully mastered. With shipments of this height, pre-carriage from the Milano factory to Genoa (approximately 150 kilometers) can prove much more complex than the actual ocean freight (approximately 4,000 nautical miles) between Italy and Oman.

Everything had to be coordinated to perfection, for not to miss the intended vessel. As the transport would pass through several provinces along the route, Lysander had to apply for road permits individually, with each one taking up to three weeks to be granted, which required careful planning and consideration

in advance. To keep the costs down for the client, Lysander Shipping used the same trailer and the same permits for both pieces, with the truck / trailer returning to the vendor's factory to collect the second



piece after the first one was delivered.

Once the cargoes were successfully

received in Genova, both pieces were smoothly loaded and secured onto 2 x 40' flat racks for sailing to Oman.

Furthermore, Lysander Shipping won a contract of moving 15 main parts of Boeing 737 fuselages from the U.K. to Tianjin, China. These shipments are to be moved throughout 2018 and includes seats, windows and doors. Each fuselage

measures 11.4 x 3.77 x 3.02 meters and the scope involves the collection of the aircraft parts from Wales, where they are loaded onto a flat bed trailer and delivered with a police escort to Southampton. From there they are loaded onto flat rack containers for Tianjin Xingang port, China.

The first 4,000 kilograms of aircraft presented some challenges when transferring from the flatbed trailer to the 40' FR, as the fuselage was very light and fragile. Therefore the lashing points had to carefully be detected by the supervising Lysander staff. They were able to fully secure the cargo by feeding lashing straps through some of the windows which were removed and stored inside the aircraft for transport. The first shipment departed on schedule and arrived in Tianjin Xingang late February. This was the first of 15 subsequent shipments for the same cargo and same client.

[www.gpln.net](http://www.gpln.net)



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