

One Magnificent Cargo Operation

All the years of knowledge and expertise of Enterprise Logistics, Brazil, acquired in project cargo management culminated, no less than that, in a magnificent operation that took place on the beautiful Chilean shores.

The sheer size of the operation meant that Enterprise Logistics had



hours. With the help of the forklifts placed on board, in a little more than one day workers had the grillage completely rearranged and properly adequate to receive the engineering boats. The whole loading operation took four days. It was one of

to start the preparations three months beforehand, so the arrangements, which were many and sizable, started in time with the Chilean navy, port authorities, hot work and stevedoring teams, tugboats, carrier, customer and exporter.

Everything had to be ready by the arrival of the semi-submersible ship that would take the very special cargo: three purpose built floating pile driver engineering boats weighting 2,400, 1,290 and 700 tons from Concepcion Bay to Indonesia.

Enterprise Logistics' semi-submersible ship had to undergo an extensive process to remove the on-deck grillage that stowed the cargo that was previously loaded there. A skilled staff of stevedores and welders worked relentlessly for 24

the largest operations Enterprise Logistics had the pleasure and the privilege of managing so far. A complete success and a brilliant addition to the company's portfolio!

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Vietranstimex Moves Giant Kocks Gantry Cranes

Vietranstimex has successfully completed transportation of two Kocks super giant gantry cranes from fabrication yard to the newly built operation jetty at Tien Sa port, Danang, Vietnam.

The cranes which were measuring 92.1 meters in length, 27.15 meters in

width and 55.5 meters in height, weighing 634 tons, have been moved safely with SPMT configuration of 36 axle lines. The job was part of a project to increase the capacity of Tien Sa port.

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AMI Worldwide Helps Opening Up Zimbabwe to the World

Manica Zimbabwe, who are part of the AMI Worldwide Group, took delivery of a 45-ton Terex full container handler with the facilitation from AMI

hance the operational efficiencies of the container depots in Harare and Bulawayo. It will also make Manica ready to handle any increases in cargo inflows into the depots as Zimbabwe opens to the rest of the world.

Worldwide head office in the Middle East. The machine will greatly en-

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A Word From GPLN

Dear Reader

The main news today come from our GPLN sponsors.

The Ukrainian airline Antonov Airlines – a joint venture established by Volga-Dnepr and Antonov to jointly market their combined fleet of AN-124 aircraft - has reported a 42 percent revenue increase for their January to May figures in 2018, citing its strategic partnership with Dreamlifts and the establishment of its U.K. headquarters at London Stansted Airport, following the Ruslan split as the main reasons for its growth.

Cargo shipping line Wallenius Wilhelmsen Ocean (WVO) has recently added the neo-Panamax vessel Titus to its fleet which is one of the most efficient neo-Panamax vessels on the seas. With a capacity of 8,000 car equivalent units, the Titus was built at China’s CSIC Xingang Shipyard. It is the first of four sister vessels, with the second vessel scheduled to enter service later this year and two more in 2019. Wallenius Wilhelmsen continues to replace older tonnage with modern vessels for a modern, efficient and environmentally sound fleet, in line with their long-term plan. WVO provides ocean cargo transports via a fleet of more than 50 roll-on, roll-off vessels.

Breakbulk shipping line Zeaborn Group is to consolidate its ship management activities under a single brand. The move will bring together its Rickmers Shipmanagement and E.R. Schiffahrt subsidiaries under the new Zeaborn Ship Management brand. The com-



bined technically managed fleet comprises more than 150 container and bulk cargo ships and multipurpose vessels. Headquartered in Bremen, Germany, Zeaborn operates the second largest multipurpose cargo fleet in the world.

Next year’s GPLN Annual General Meeting has been announced and will be held in Bremen, Germany, again at the Dorint Park Hotel from May 18-20, 2019, just ahead of Breakbulk Europe Exhibition. These dates have been chosen so that the attending AGM delegates can conveniently combine both events in the same city.

In autumn we will travel to the U.S. and exhibit at Breakbulk Americas Transportation Conference and Exhibition which takes place in Houston, Texas, from October 2-4. Following GPLN members will join our booth and are available for meetings: FOX Project Lo-

gistics / Brazil, Green Worldwide Shipping / USA, ITM Transportation / Mexico, Logistics Plus / Turkey and M&B Cargo / Uruguay.

We are looking forward to meet those who join or visit us at our GPLN booth during this event.

Your GPLN team

GLOBAL PROJECT LOGISTICS NEWSLETTER

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NEW GPLN MEMBERS — JULY / AUGUST 2018		
Brazil	Sao Paulo	Enterprise Project Management
China	Shenzhen	OLA Logistics Co., Ltd.
Panama	Colon	Warehouse & Logistics Partners S.A. (W&LP)
Paraguay	Asuncion	SMI Paraguay
Turkey	Izmit	Suvari Shipping & Trading Co., Ltd.
Turkmenistan	Ashgabat	Suvari Shipping & Trading Co., Ltd.
Uruguay	Montevideo	KMA Uruguay

ESPRIT Promotes GPLN Members

ESPRIT Logistics is a global freight forwarding company which specializes in heavy bulk cargoes.

Main engines, materials for shipbuilding and steel plates are shipped from Korea, and likewise, steel plates are shipped from Japan under

After the main engines and propellers are being loaded on a vessel from Ulsan, they are moved to Busan port to be loaded with more small and medium ship building materials.

In spite of very sensitive cargoes, ESPRIT carries out this project perfectly well.

Furthermore, ESPRIT has to dispatch two to three vessels every month to meet the contract amount.

Around 6,000 to 7,000 tons of shipments are loaded on from Korea and 3,000 to 4,000 tons of shipments are loaded on from Japan.

The ESPRIT shipping service will help GPLN members and many freight forwarders to catch a chance of more competitive rates than those of other companies, and get many orders for bulk cargoes.

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SIGMAI's Israel-Ukraine Job

SIGMAI handled a shipment on charter vessel from Haifa port, Israel, to Kherson port, Ukraine. Cargo was



industrial equipment for a fructose plant, consisting of 12 units, each weighing between 25 and 100 tons, with a total weight of 701 tons. The largest unit was 28 meters long.

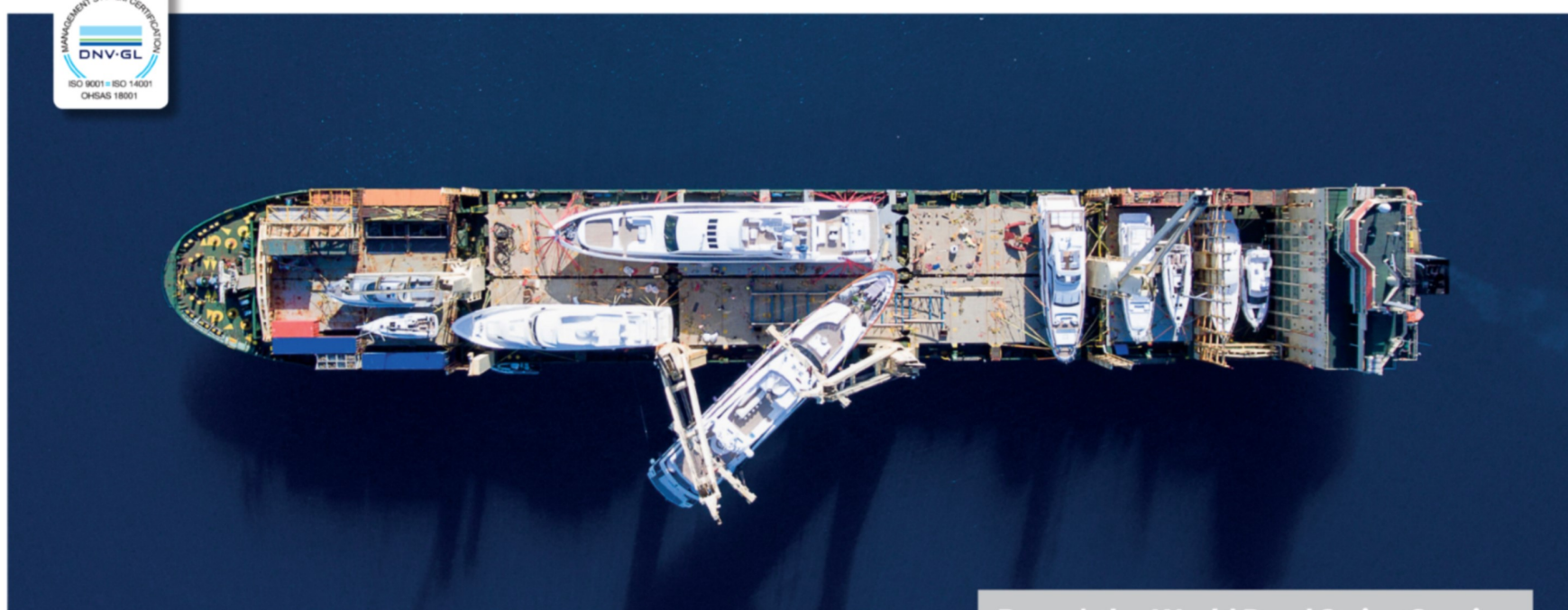
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In 2018, ESPRIT Logistics had made a transportation contract for around 160,000 tons of shipments with the Hyundai-Vinashin Shipyard, for cargoes such as main engines, materials for shipbuilding and steel plates.

ESPRIT Logistics' service.

In case of the main engines, they are different depending on each module, and it is a heavy cargo with a maximum length of 12 meters, weighing up to 225 tons.



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110 Days for 1,218 Kilometers by Road



Nabros Transport of India successfully completed transportation of 800 MW TG stators from Haridwar, Uttarakhand, to Gadarwara, Madhya Pradesh, weighing 466.26 tons, using 16 plus sets of hydraulic axles and girder bridges. The transport required a traveling distance of 1,218 kilometers with a transit time of 110 days. The job was executed in spite of having major constraints like opening up toll booths, navigating through narrow roads and small villages, constructing bypasses and carrying out civil works at various places to ensure smooth movement. The equipment had to travel through five different states before it was successfully delivered in the committed transit time to the end user. This is one of the most complex jobs handled by Nabros who have been executing similar types of movements during its history of 49 years.

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GPLN Members Polaris and Protranser Team Up

Polaris Shipping Agencies LLC, Dubai, handled customs clearance and delivery of OOG offshore equipments at Jebel Ali, UAE. Polaris' scope was to receive time-sensitive project OOG shipments at Jebel Ali.

Subsequently, on completion of the shipment's preparation, the cargo was

Polaris is in business since 1992 and is a leading agency and project logistics company in the United Arab Emirates, offering diversified services to an established and global customer base.

Since Polaris represents several reputed European heavy lift carriers as port agents in the Middle East



safely shipped to Singapore in a timely manner, to the satisfaction of the various parties involved in this shipment.

Polaris furthermore successfully completed a third consecutive part charter from Shanghai, China, to Chennai, India. Shipment consisted as well of OOG packages.

On behalf of its clients, Polaris nominated fellow GPLN member Protranser as agent in Shanghai. Shipment was booked on MV Silver, with direct voyage to Chennai, as required by the customers.

and for Persian Gulf ports, it gives their customers the convenience of dealing with a single point of contact.

At the same time it allows these customers with Polaris for their heavy lift and project movement needs, complimented by support of Polaris' experienced team, offering dedicated account management and listening to each client's needs and requirements.

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Global Union Alliance Moves

Global Union Alliance Company (GUAC) successfully handled a 106-ton shipment from Bahrain to the port of Dammam, Saudi Arabia, handling the freight. In another assignment, GUAC was in charge of a shipment from Jeddah to Canada. Work included all wooden packag-

ing, carpenter job, loading on trailer and lashing, clearance at Jeddah port



plus ocean freight from Jeddah to Montreal.

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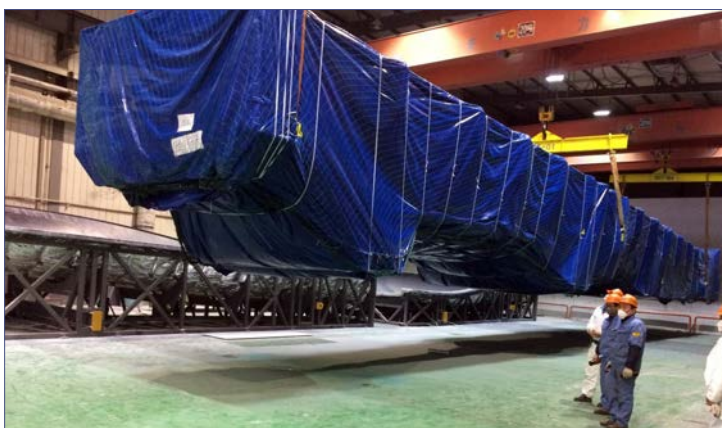


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Skeiron Logistics Moves Gigantic Moulds From China to India

Skeiron Logistics, the mother company of SE Freight & Logistics and one of India's leading logistics solution provider, has carried out door-to-door movement of nine moulds used in production of wind turbine blades) ex-factory Taicang in East China to customer delivery site in India. The length of each mould was 59 meters and weighed 120 tons each. The total volume of the shipment was approximately 18,554 cubic meters.



customs clearance, sea freight handling, port handling, loading and unloading, compliance to safety regulation, route survey, route modification, escorts and door delivery of the shipment.

Speaking about the movement, Mr. Gautam Rekhi, CEO of Skeiron Logistics, said, "Logistics of moulds is a very sensitive movement for manufacturers, end users and the service providers. It requires careful planning and execution, particularly

when negotiating tight corners. We, at Skeiron Logistics, provide significantly superior and specialized logistics solutions and services, to ensure seamless and safe door-to-door movement of the shipment. We are committed to providing customize and high-quality services to our customers, thereby assuring them to depend on us."

Skeiron Logistics is one of India's leading project cargo logistics solution provider with specialization in multi-modal overdimensional Cargo and sensitive cargo with a global footprint. The company has a distinction of being India's largest logistics solutions provider in the renewable energy sector.

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Cargo Way Events Across South America

Cargo Way Events and Projects Logistics, Brazil, has handle several events projects this year. Among the projects



were the Cirque du Soleil Amaluna tour in Argentina and Chile, followed by Peru, Ecuador and Colombia. Another project was Disney on Ice in Brazil, Argentina and Chile, and Cargo Way handled all projects for the South American Games in Bolivia, as commissioned by the Brazilian Olympic Committee.

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PNI Delivers Huge Modules

PNI Logistics has coordinated the delivery of 13 modules, weighing in between 150 and 200 tons, from various fabrication yards in the U.A.E. to Jebel Ali port, and onto a nearby jetty.

project included a self-propelled modular transporter (SPMT), which was employed to move pipe racks from their fabrication yard in Abu Dhabi to the Liwa petroleum jetty, where the units were loaded onto a



barge and delivered to the final site.

Modular trailers were used to transport skids from manufacturing facilities in Dubai to Jebel Ali port, before the cargoes were loaded onto a barge using a 750

ton capacity and 500-ton capacity crane.

PNI also had responsibility for arranging cargo lashing and securing, conducting barge stability calculations, draft and towage surveys, and obtaining all port permissions.

PNI is a member of the GPLN Projects network in the U.A.E.

Some of the equipment used for the

project included a self-propelled modular transporter (SPMT), which was employed to move pipe racks from their fabrication yard in Abu Dhabi to the Liwa petroleum jetty, where the units were loaded onto a

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Freight Link Express Precision

Freight Links Express Singapore was awarded a contract to pack 10 units of oil field equipment for shipment to Papua New Guinea.

Due to the size of the cargo and

very precise. This gave Freight Links Express a precise task in designing the reinforcement structure for the equipment inside the crate, as the cargo height leaves very little allowance for such structure.



the road conditions in Papua New Guinea, the job presented quite a challenge for the team. The equipment had to be transported through bridges with height restrictions, and therefore the crate size has to be

Despite the difficulties, the Singaporeans managed to finish packing all 10 units within the short time of one week that was given, and the equipment arrived on site on time.

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Kita Working Day and Night

Kita Logistics of Istanbul, Turkey, has successfully managed a project shipment for one of the big transformer companies from their

factory to Damam port at the kingdom of Saudi Arabia. The cargo consisted of two main bodies of transformers, each with a measurement of 9,77 x 3,5 x 3,97 meters and 113 tonnes transport weight. With the accessories the total transport weight was 157 tons for each transformer. Since the supplier had a tight sched-



ule, Kita Logistics had only one day to handle this shipment with continuous day and night working shifts under the high temperature of Istanbul. But finally the whole cargo was smoothly delivered to the port of Derince, followed by safely loading the cargo on board of MV Rickmers Tokyo, without any detention charges occurring to the vessel.

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Hisiang: "Local Partner, Global Reach"

Pyongtaek port, South Korea, witnessed its first delivery of 4,500 tons / 11,900 cubic meters of coating pipes, part of the total volume of altogether 35,000 cubic meters of coating pipes as the key material for a 108 kilometers long oil pipeline construction in Iraq.

Project operator Hisiang Logistics together with its client and their owner of Petronas visited the factory and port authority in Korea.

Hisiang organized six meeting to summarize cargo delivery, documents issues, port storage, port shifting, cargo inspection, special lifting, lashing, dunnage, vessel schedule. etc.

Before the loading, all authorities

and parties agreed on all safety requirements, including Hisiang's GPLN partner Flogis International



who was the nominated loading port agent.

It was reported that during the project Pyongtaek port was facing warmest summer since 30 years. However, together with its experience partner Flogis and invited sur-

vey experts Hisiang managed to proceed with loading, in spite of the burning heat. All the loading, dunnage and lashing were performed exactly as per requirements.

Loading onto MV Hanhui vessel was completed within six days, with the first lot of cargo on the way to Iraq. Besides the sea freight, Hisiang already started to

plan the job delivery from Umm Qasar up to the job site, which will definitively pose another challenge.

Hisiang wants to thank its GPLN partner Flogis, believing in the motto "Local Partner, Global Reach."

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Bati Group's 10-Day Job

Bati Group was awarded a cargo project by Tunisia Power Plant EPC, and completed the successful delivery of 4,000 cubic meters of project cargo to its final destination. Bati Group project team organized the pickup from different factories, stored the cargo on



port and then loaded it on a vessel chartered by Bati Group. It was a real challenge regarding the time, as the operation which was door to door had to be completed within 10 days, as requested by the client.

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Wallenius
Wilhelmsen
Ocean



HEAVY MATTERS

By Gert Vos



CHECKLIST FOR PROJECT FORWARDERS

PART 2

In this article (part 2 of the Checklist for Project Forwarders) we will review the undermentioned topics in related to transport per **INLAND BARGE & PONTOON**.

We have divided the checklist into seven major topics:

- A. Working area
- B. Cargo
- C. Means of transport
- D. Documents
- E. Personnel
- F. Permits/Escorts
- G. Restrictions



A. Working area

When an inland barge or pontoon is used, the most important question is the most elementary one: is it possible for the barge / pontoon to come to the loading / unloading location? Draft and air draft are very important issues. Further we have to check the mooring possibilities and if any fenders are available. Fenders can help you to position the barge or pontoon, but also increase the radius of a crane when cargo is loaded from quay into barge or eventually onto pontoon.

For a roll on - roll off (Ro-Ro) operation on a pontoon we should check:

- mooring lines: where to be fixed ?
- pump capacity for trimming
- how long should the roro ramp be
- height difference between upper water level and Ro-Ro quay
- do we need assistance of extra tug/tow boat to keep the pontoon in position.

In a canal normally the water level is regulated. But moving on rivers with its strong differences in water level (wet / dry season or tidal influences) is not an easy task. For cranes and vehicles it's important to know what the allowed ground pressure is on quay and if loadspreading is prescribed by port authorities. Of course a checkup of the capacity of shore cranes and eventually the availability of a sheerleg in the near area is also standard procedure.

B. Cargo

Also for transport by road, the following items are also important for transport on canals and rivers. But there is an extra important matter: load spreading. Inland barges / pontoons have a support construction under their decktop. Cargo should be positioned in a way that most of the supports are used. You cannot position a transformer of 300 tons without load spreading, but neither you can load a pile of 70 meters with a weight of 150 tons, using only two supports.

Further standard questions are:

What are the dimensions (length, width, height and of course weight) of the cargo? Where is the center of gravity? Enough lashing lugs with enough capacity? Any saddles required (are they strong enough)? Properly packed, tarpaulin cover necessary? Hazardous? Marked properly? Stackable?

Because of the fact that cargo in inland barges is mostly not lashed / secured it's good to know what the route will be. Also lakes can create big waves with strong wind. So lash and secure if possible (welding extra lashing lugs) and don't cross lakes with strong wind forces.

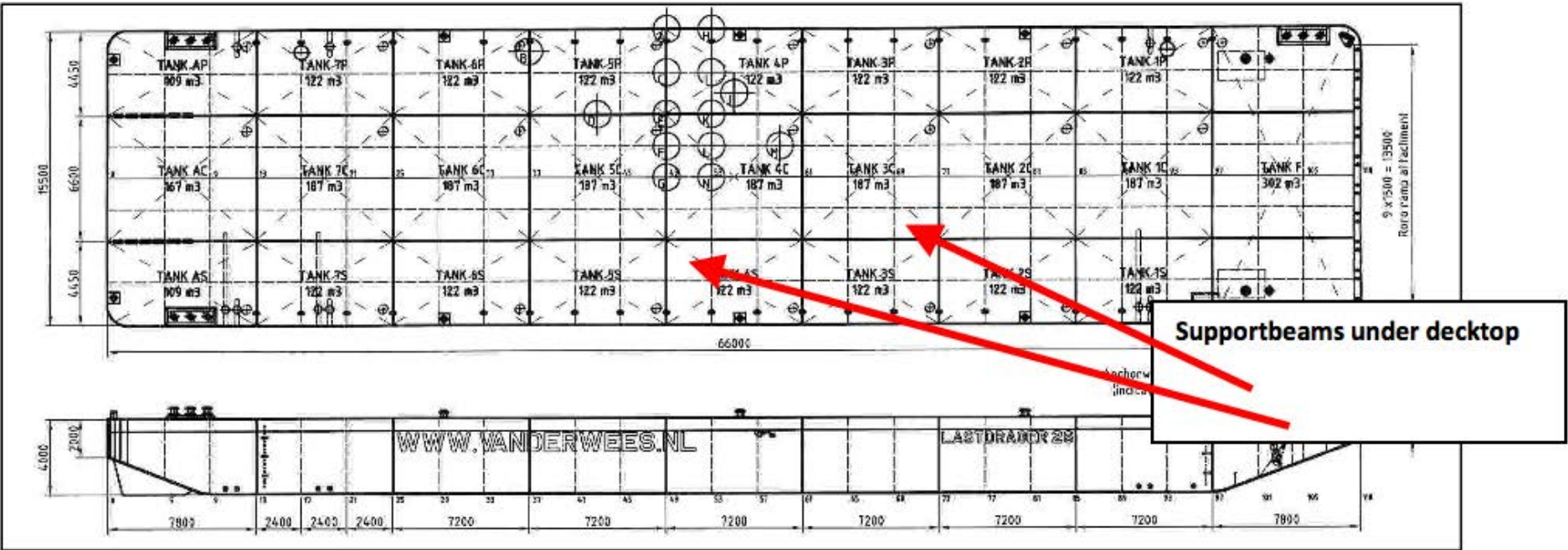


C. Means of transport

Important to check:

- What barge / pontoon / vessel to be ordered: capacity? How many holds? Width of hold(s)? Double hull?
- Drive in or normal pontoon? Ballast capacity? Pumps necessary for trimming?
- Maximum m2 pressure on deck?
- Capacity for taking ballast (sand, stone), water in hull?
- Dimension bottom (trusses: mostly 50 centimeters)
- Extendible steeringhouse? Prescribed when moving overheight cargo
- Radar on barge
- Enough lashing lugs with sufficient capacity?
- Extra lashing lugs to be welded? And later to be removed after unlashing?
- Captain works on Sundays? Is sometimes a problem in Europe...
- Bow thruster available?
- Crane for Ro-Ro ramps of pontoon ordered (is not in freight)?

Cargo with overheight in barge / on pontoon is no exception. Often you need to trim the pontoon with water in the hull. But some inland barges can also be trimmed (in the hull and / or under decktop). But in cold winters with frost you cannot pump water in the hull. Sometimes sand, coal or other heavy ballast material is used to bring the barge deeper in the canal or the river.



D. Documents

Inland bill of lading is often used. Check for necessary export documentation. Cargo pre-advised to transport company, port authorities, stevedoring company. Time start / end of loading / unloading on bill of lading. Damages on bill of lading. Method statement / task risk analysis necessary?

E. Personnel

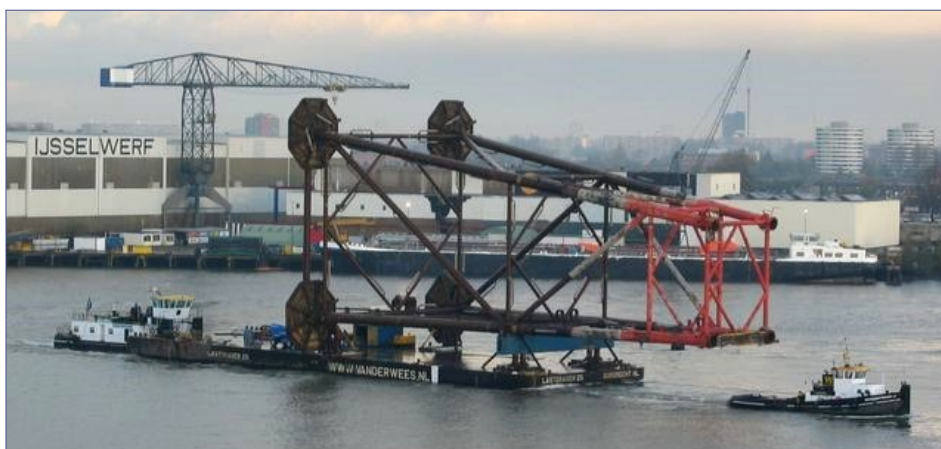
The most important part is the quality of the captain and its personnel. Captains should be approved for certain areas, rivers etc. Good to check.

F. Permits / Escorts

Canals and rivers have restrictions in barge / pontoon dimensions. Sometimes authorities grant larger barges or pontoons, but then you should apply for a permit.

G. Restrictions

- Water level in rivers OK?
- Weather conditions
- Good possibilities to fix mooring line?
- Flow of the river: how many tugs for assistance?
- Ro-Ro ramp dimensions (too long and too short: both is possible)
- Height restrictions because of high water?
- Draft restrictions because of low water?
- Ice clause, ice problems? Problems with working hours of sluices? Blockings to be expected?
- Draft in receiving port?
- Fenders in various ports? Restrictions on ground pressure on quay? Quay closed on weekends or other times?
- How many hours free for loading / unloading? (demurrage / detention)



Gert Vos - HTTC

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WE KNOW WHAT WE'RE DOING

Höegh Autoliners is a global leader in deep sea Ro/Ro transportation services. With 90 years of experience from shipping we can safely say that we know what we are doing, and we do it well.

AMERICAS: Rhode & Liesenfeld, Canada + + + ASIA: Interfracht, Japan + + + MIDDLE EAST: GUAC, Saudi Arabia

AMERICAS: Rhode & Liesenfeld

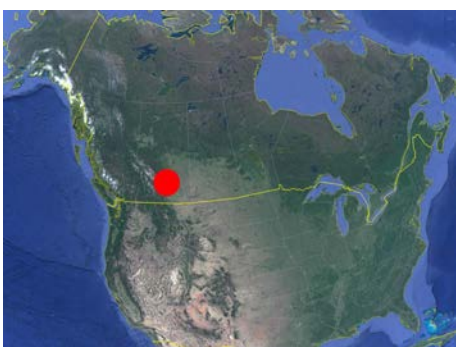


Rhode & Liesenfeld Canada, headquartered in Calgary, is a major logistics player in the Americas. Founded in 2001 with today 36 staff, president and CEO Jan-Ludwig Beringer has the logistics business in his blood, so to say. His mother imported furniture from Europe to Canada and the container arrived at their house: "My mother encouraged me to get into



the international shipping business," says Jan. "I applied after completing college for an internship with Kuehne & Nagel. The year was 1980 in Edmonton, Canada."

Jan remembers those days back then. He says the project cargo industry changed from a specialist industry, where companies looked to freight forwarders for their expertise and guidance and ac-



cepted a reasonable priced offer with conditions that protected the forwarder from unnecessary risk to "today's cargo industry." Today, forwarders are being forced into a position of accepting unacceptable levels of risk, guaranteeing delivery and cargo condition that they cannot ultimate-

ly control, accepting extended payment terms (of up to 90 days or more) and competing strictly based on price and no longer on expertise or previous performance.

Besides the challenges of the logistics business Jan has to deal with a high volume of emails and requests for immediate replies, without the courtesy of a reasonable time period to work out the details of complex transport movements being extended to us.

What makes Canada a challenge for project cargo? Jan: "We have many challenges in Canada, specifically the seasonal changes in axle weight limits (summer versus winter), the lack of river access and barging options, the extended time period required to obtain rail road clearances for overdimensional cargo movements and the unionized stevedoring operations at the ports that result in very high terminal handling costs and lack of cranes at the ports of entry."

Asked about the overall challenges the industry faces, and how companies should be gearing up to face them in the future, Jan has a clear answer: The requirement of project owners to demand lowest price options, that's the biggest challenge. "The industry has to do a better job of educating project owners on the importance of achieving construction schedules with well planned transport execution strategies, rather than only focusing on lowest transportation costs. The cost of construction delays due to poorly planned or executed transport movements far outweigh the difference in freight rates between an experienced project freight forwarder and a price saving project freight forwarder who overlooks many details."

Rhode & Liesenfeld is facing competition from integrated global freight forwarding players that are asset-based, own rail cars, operate heavy-lift trucking, rig operations and in some cases are ocean carriers themselves.

The company differentiates itself from these mighty players by quality and the experience of staff. Rhode &

Liesenfeld has more than 25 years of experience, and that's a clear asset in this industry.

For more on Rhode & Liesenfeld, visit roliprjects.com

ASIA: Interfracht



Interfracht Air-Sea-Land Service of Germany has an important Japan branch, mainly serving power, energy and construction. GPLN Newsletter spoke with its Kazuhiro Furukawa, starting by asking why he chose to get involved with project cargo handling

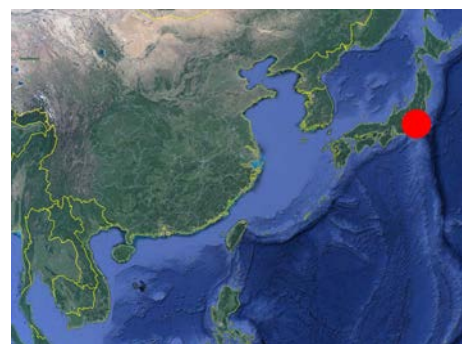


and when did he originally start his career in this industry. Kazuhiro: "Our head office in Hamburg, Germany, introduced me to join the company. My project forwarding carrier started 34 years ago." The project cargo industry changed a lot since, Kazuhiro says, since almost all cargoes were shipped out from third countries like China, Korea and Southeast Asia. Thus, no main cargo from Japan.

Of course Kazuhiro faces his typical challenge a day, highlighting the need to find good partners in third countries due to the reason mentioned above. "Without good and reliable partners," Kazuhiro says, "we cannot execute the project shipment."

What do companies need to consider when moving heavy cargoes to, from and within Japan and the northeast of Asia? Kazuhiro:

"The most considerable point in Japan for heavy cargo is the road regulation, since oversized cargo needs to get the road permit from the Japanese government, this is the ministry and transport and police. Overweight cargo is very difficult to get, since often there are some small bridges on the way to sites. The



ministry of transport never gives us the road permits."

What are the greatest challenges facing the industry at the moment and how should companies be gearing up to face them in the future? Kazuhiro thinks that due to decreasing volume of project cargo in Japan, hardly any company invested in staff and equipment. Thus, even in Japan itself it is difficult for Interfracht to find good and reliable partners. Interfracht Japan doesn't own any assets, they fully rely on their subcontractors in Japan.

Meanwhile they are facing the rate for FOB cost and O/F and inland charges at since each client's main interest is the low cost, and then, secondly, the quality of service.

For more on Interfracht, visit interfracht.com

MIDDLE EAST: Global Union Alliance Company



Global Union Alliance Co. Ltd. (GUAC) was established in 2009 with activities limited to commercial freight forwarding and industrial maintenance and management. In 2014 was introduced as complete logistic solutions and started providing

MIDDLE EAST: GUAC, Saudi Arabia + + + EUROPE: BASE, Slovenia + + + AFRICA: Supermaritime, Cameroon

continued: GUAC

warehousing, custom clearance brokerage, cross border land transportations and other services pertaining to cargo movements – in and out of Saudi Arabia, U.A.E. and Oman.



Says the company's commercial manager, Hareb Ahmed: "We started handling project cargo in 2015 on the demand of our valued clients to provide a "one window" solution. Enhancing company revenue by increasing market share through project logistics was also a major reason." Project cargo in Saudi Arabia did go through major demands of heavy lift activities due to the expansions in oil and gas, power and infrastructure and construction sectors.

Challenges faced are multi-dimensional, such as the lack of very special equipment, the lack of financial commitment, the



slow release of funds by main contractors and timely custom clearance with duty exemption. A more recent problem is the shortage of trained manpower.

The selection of the right type of equipment is key for successful project cargo logistics in Saudi Arabia, particularly of flat and propelled barges for the safety of assets, men and environment. This area is more and more critical when moving cross border.

A constant great challenge is the need

for flexibility, to be able to adopt to new circumstances regarding financial and manpower constrains. No less important is the readiness of very special equipment for the transportation of wind mill power blades, or arrangements of barges to move across coasts

of Saudi Arabia, and don't forget the necessity of proper documents for custom duty exemption approvals.

Since recently price war in this region is the major reason of dropping profit margins, resulting in lack of market share. Contractors from India, China and some other Asian nations are working on very low margins. In some cases they don't run a profit, just to capture market share and establish their name in the region. Flexibility requires to adapt to these new conditions by reducing costs, manpower, overhead all the same while increasing business share. These, says Hareb, "are the tools of the day."

GUAC is mainly active in oil and gas, power expansions, energy, railway and metro. Employing 50 staff, the procurement of some specialized logistics equipment is under consideration.

For more on GUAC, visit globalunionalliance.com ■

EUROPE: BASE

BASE
trade live with us

BASE is an international freight forwarder, custom house broker and inspection company. Founded in 1984 in Italy, BASE employs some 70 staff alto-

gether. BASE d.o.o Koper is part of GPLN and operates internationally in the management of commodities loading and unloading as well as in logistic services, pertinent certifications and customs brokerage. BASE offers full assistance in the international trading, being present in some 35 countries worldwide.

As a professional international freight forwarder, the company's foremost commitment is to provide the highest service levels while enabling their clients to enjoy the most competitive freight rates through the company's strong relationship with reputable carriers.

Main services are sea and air freight, customized logistics, trucking and land transportation, goods control and inspections with sampling and analysis and pertinent certification, custom clearance, warehousing and solutions for managing the storage of various types of goods, and door-to-door services.



We spoke with the company's pricing and sales manager Linda Pitto. Linda chose to get involved with project cargo handling for many reasons. Italy has a good position as project cargo transport supplier in the international environment, she says, as there are many industrial areas.

Over the years the Italian project cargo industry has been developed according to demand, with different sizes and origins of cargo in mind requiring different ways of transport.

"Different cargo means," says Linda, "that every day we face up with differ-

ent challenges to organize the transports."

As the company's most important tasks she considers the requirements to find the right vessel and the right rate, combined with a very well planned and scheduled transport and well organized terminal operations.



"To stay ahead of the competition BASE has to operate flexibly and quickly in this demanding sector," Linda says.

Main competitors are large and medium-sized companies. BASE deals with it by continuously updating its international network of relationships.

In the end it's experience and knowledge that separates the wheat from the chaff. Adding value is not the standard in this industry. Adding value is by customizing any single transport.

For more on BASE, visit basespa.com ■

AFRICA: Supermaritime



As a licensed forwarding agent, customs clearance agent and vessel agency since 1997, Supermaritime Douala provides vessel and port agencies and logistics / supply chain services to a wide variety of customers in various industries. Operations are managed through offices located in the ports of Douala and Limbe, and services in the port of Kribi are managed by the Douala office.

Supermaritime's team, under the management of Mr. Enrique Agudo, is frequently in charge of handling port and inland operations of heavy lift and OOG cargoes, and to date has an unblemished HSE record. The company's services in-

AFRICA: Supermaritime, Cameroon

With a Boat Through Yangon

Historically, until the “opening up” in 2011, Myanmar didn’t see many heavy or oversized transports. Finally, after decades of isolation, the “opening up” of the country was first set into motion in 2011, with a number of transformative economic and political reforms by the previous military government.

Gradually investments started to flow into the country. In 2013, The Freight Co., Ltd., Myanmar, was the first company to bring hydraulic trailer to Yangon to use them for the relo-

cation of two power plants from Thailand to Myanmar. The transport included four heavy lifts of 220 tons each.

But with the lack of serious transports over centuries through Yangon and the country, nobody ever bothered to install power lines and other cables underground - or at least high above the roads. So when The

Freight Company arranged the local transport of a motor yacht in Yangon in early August, the main chal-

lenge for operations manager Mr. Kyaw Zin Lin to transport this yacht through Yangon downtown was the height of the boat.

The boat was manufactured by Myanmar Shipyard. From there to MIP port it had to cross six different townships. All these townships are autonomously governed, which meant that Kyaw Zin Lin had to file separate applications with each of the six townships.

To make matters worse, transport approval has to be given independently by Yangon City District Council (YCDC) and Myanmar Electric Enterprise (MEPE).

Heavy and oversized transport through Yangon are only allowed during the night time, and the latter will cut off power

township by township, as the convoy progresses.

The boat was accommodated by escort vehicle and teams with bamboo poles, lifting the cables over the boat.

Despite torrential rain during loading and transport, the boat arrived well in schedule and without any incident at MIP port, and is now safely on the way to Canada.

Generally, when it comes to heavy

lift and oversized cargo transport, the situation in Myanmar is rather complicated these days. On one hand there are the zillions of low hanging cables all over the country that impede over-size cargo transportation. On the other hand the road network and the bridges are not built for heavy transport either.

Therefore the rule of thumb for any heavy lift going upcountry is that above 40 tons cargo weight it becomes a serious problem to transport it on the road, and the transport needs then to be combined with a barge transport on the river, and then the last mile delivery again on the road.

Also in regards to obtaining permits, whereas in most countries the heavy haulage company applies for the road transport permit, in Myanmar this is basically the duty of the cargo owner.

Needless to mention that his is not really practical, as particularly a for-

continued: Supermaritime

clude the chartering of vessels, barges, heavylift trailers and railcars, management of project operations and general freight



forwarding activities.

At Supermaritime Cameroon they recognize the very specific needs and often

reliable and compliant delivery services in often difficult and hostile environments.

Health, safety and productivity are at the center of every upstream, midstream and downstream operation. Enabling these operations to perform at optimum levels without tradeoffs is the core of Supermaritime’s integrated end-to-end supply chain solutions.

Asset utilization via uncompromised material availability as defined by a client’s policies on critical spares, planned maintenance and production schedules



time restrictive requirements of their oil and gas, offshore and project logistics customers.

As a result of their historic footprint in Africa, Supermaritime’s operators and management have a keen eye for the “need for speed” and the requirement for

is embedded in Supermaritime’s logistics approach to supporting the oil and gas, offshore and EPCI industries.

For more on Supermaritime, visit supermaritime.com ■



eign cargo owner wouldn’t even know the local rules and regulations or where to start the process.

In this respect The Freight Company has taken a different approach as they pro-actively prepare all necessary steps, for the customer to only sign the paperwork. Kyaw Zin Lin said when it comes to The Freight Company, then service really matters.

Upcoming GPLN Meetings & Events 2018 / 2019

29th Breakbulk Americas Transportation Conference & Exhibition

October 2 — 4, 2018

George R. Brown Convention Center

Booth No.: 1413

Houston, TX, USA



4th Breakbulk Middle East Transportation Conference & Exhibition

February 11 — 12, 2019

Abu Dhabi National Exhibition Center (ADNEC)

Booth No.: TBA

Abu Dhabi, U.A.E.



8th Breakbulk China Transportation Conference & Exhibition

March 20 — 21, 2019

Shanghai World Expo Exhibition & Convention Center

Booth No.: SS12

Shanghai, China



16th GPLN Annual General Meeting 2019

May 18 — 20, 2019

Dorint Park Hotel

Bremen, Germany



14th Breakbulk Europe Transportation Conference & Exhibition

May 21 — 23, 2019

Messe Bremen

Booth No.: 1400

Bremen, Germany



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

Holleman's Heavy Road Jobs

Holleman handled a heavy road transport from Buttrio, Italy, to Slatina, Romania. Cargo consisted of two pieces of cargo, weighting some 78 tons each. Holleman used two

mount the pieces together and put them in final position, Holleman heavy lift used a gantry crane with a capacity of 1,000 tons. The whole procedure took approximately one week. In another job, Holleman orga-



low beds with 12 axles 35 centimeters from the ground for the transport. The two pieces together with two hydraulic cylinders, each weighing 33 tonnes, were unloaded and assembled in Slatina by the heavy lift division of Holleman in a nine meter high hall. In order to

nized a heavy transshipment of three electrical reactors from Reni sea port, Ukraine, to Vulcanesti in Moldova. Unloading and positioning of the equipment was executed with a 1,000 tons capacity SBL 1100 gantry crane. Each electrical reactor had a weight of 60 tons.

www.gpln.net

Megalift's New Power Project

Also known as Project Track 4A, a new power plant in Pasir Gudang within the state of Johor in Malaysia is expected to achieve scheduled

gas turbine, generator and heat recovery steam generator. Megalift Malaysia has been entrusted to be their official logistics partner to deliver a total of nine sizable shipments within a year.



commercial operation in July 2020. It certainly marks another milestone, adding another large-scale power construction to the country. With a massive investment of RM 4.7 billion, it will consist of two generating blocks, each equipped with 9HA.02

The first shipment arrived with more than 40 cargoes of various sizes and weights. The longest and most notable is known as the right side casing assembly with dimension 34.83 x 4.4 m x 1.95 meters, weighing 61 tons.

www.gpln.net

Star's Port-to-Door Delivery

Star Shipping, Pakistan, handled a new power project for clients at home. 2,300 cubic meters were delivered port-to-door from Shanghai to Pakistan.

www.gpln.net



Gruber Solves Turkey's Snow Problem and Engages in Central Asia

Do you need a snowplough to manage and solve snow emergencies? No problem, Gruber Logistics S.p.A. provides a lot of customized solutions for any kind of complex shipment of heavy and over-dimensional machines.

In particular, the project cargo team of the branch of Trieste has handled the transport of 15 snowploughs for the Ankara international airport and other Turkish airports, to help them solve snow emergencies.

The snowploughs travelled from the northwest of Italy to Trieste, where they were on-boarded and travelled across the Mediterranean Sea by Ro-Ro ship to Istanbul.

After one month, they were finally delivered to Ankara. The transit time was longer than usual due to the diffi-

cult political situation that Turkey was facing. Nevertheless, the good planning of the shipment could save Gruber Logistics' clients from paying

rapidly growing over the last months along with the heavy lift and project cargo industry.

Despite the northeast of Italy be-



lots of money for the import customs clearance.

Additionally, Gruber Logistics was living up to its motto "Any cargo, any measure, anywhere!"

The movement of cargo from Italy to Central Asian countries has been

ing an unconventional place of departure of many types of goods, the heavy lift sector has improved its levels of performance.

The evidence of this positive trend is one of the latest projects handled by the Gruber Logistics branch of

Trieste, successfully completing the transshipment for an important customer of one piece of a steel mill machine, weighing 14 tons and measuring 6 x 5 x 3.15 meters.

The project included five multimodal trades. A first stage from the loading place to the port of Trieste; the second via Ro-Ro from the E.U. to Turkey; the third from Istanbul sea port to Azerbaijan; the fourth across the Caspian Sea to Kazakhstan; and finally by road to Temirtau, the place of delivery.

This project has been made possible thanks to Gruber Logistics' unsurpassed global network with haulers and partners, as well as the company's local knowledge of ports, terminal infrastructures, equipment, multimodal regulations and customs clearances.

www.gpln.net

Hot Air Balloons Bagan, Myanmar



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