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HEAVYLIFT



Breakbulk/ Heavylift Special

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Analysts have predicted an upswing for the heavylift sector several times in the last few years. Now Drewry has stated that it believes a subdued 2014 will be followed by two years of rising volumes.



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The oil and gas industry has developed substantially in North Africa, bringing the concomitant project cargo tasks with it. Tunisia's STTAT Group has a specialist project cargo unit that can assist the regions entire energy industry.

Fleet parade 46

In its latest analysis the Dutch consultancy Dynamar has sketched a differentiated picture of the units and their equipment available from maritime heavylift providers. Dynamar also expects an upswing in the sector from 2015.



Steady in heaving and rolling 71

Heavylift transportation calls for the efficient and reliable securing and lashing down of loads with the appropriate materials. New developments in the segment can lead to significant improvements for customers in this field.

Aware of its deficits 73

Containers have ruled the roost in the port of Hamburg recently, with dry bulk and the project and heavylift sector being a bit neglected. Public and private measures and cooperation with partners may now turn the trend around.



Cover: A port crane in action. Photo: Thinkstock



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Dear readers,

In the run up to the Breakbulk China trade fair a few issues ago my colleague Antje Veregge mentioned that spring was in the air in the heavylift and project cargo market. And now? How has the sector developed since then? Well, we can't exactly say that it's high summer yet, but – despite a few ups and downs – the climate seems to have stabilised somewhat in the meantime, as I was reminded recently at the TransRussia trade event in Moscow.

Even just a cursory glance at this *ITJ* Breakbulk and Heavylift Special confirms the trend – with an impressive 80 pages it once again does its name proud. And a subsequent more detailed reading of the supplement will confirm to the industry experts that there are quite a few extraordinary projects taking place these days. One of the world's largest corporations, General Electric, sets the tone in the first article, which reports on it setting an in-house heavylift transport record in Belfort (France). The global heavylift fleet, in turn, is primed and ready for action in ever heavier projects, as a Dynamar study has established (page 46–47). A projection

made by Drewry even sees transport volumes in the sector growing in the coming years (see page 17). There are similar – and long-term, I hope – reports of growing volumes in the airfreight industry, my field of specialisation here at the *ITJ*.

The *ITJ*'s editorial, sales and marketing team will be happy to discuss these and other interesting transport market developments with you at the Breakbulk Europe 2014 trade fair in Antwerp, where the *ITJ* has been present as a media partner for many years now. Enjoy this *ITJ* heavylift special on your way to the key industry meeting!



Andreas Haug
Head of aviation



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A General Electric turbine took the multimodal route from Belfort to the USA

A «Love Story» in Strasbourg

In March a convoy with highly unusual dimensions transported a large General Electric turbine with a capacity of 510 MW from GE's Belfort works to the inland port of Strasbourg. GE stated that this heavy goods transport represented a record for its Belfort works. One leg of the turbine's journey, whose final destination was the USA, saw the unit loaded onto the barge «Love Story» in Strasbourg.

General Electric (GE), a US firm currently involved in a bidding war for the French industrial group Alstom, has been operating from its Belfort branch, its European headquarters with its own production facilities, since 1999. The prototype of a new gas turbine began its transport to the USA several weeks ago. Its rated capacity is 510 MW, which is large enough to supply 600,000 households with electricity. This brand new type of gas turbine is to be tested in the southern USA and prepared there for production readiness. The first of the new series will be released for field testing in 2015 in the French town of Bouchain, in the département Nord.

A convoy weighing 800 t

On 5 March General Electric's hitherto longest and heaviest transport convoy ever to hit the roads in France began its journey in Belfort. The group of vehicles measured a total of 109 m in length, with an average width of 6.7 m and a height of 5.7 m. The overall weight of all the modules and parts combined came to 800 t, with the gas turbine itself accounting for 390 t. Two trailers and two pulling and two pushing tractors were used for this unique heavy transport.

Rhenus Logistics was given operational responsibility for the transport. It



Photo: Port Autonome de Strasbourg

The longest and heaviest convoy ever put together for GE moved 800 t from Belfort to the USA.

had begun planning the route in October 2010. The journey of approximately 150 km in the densely-populated region of the départements of Belfort, Haut-Rhin and Bas-Rhin was divided into five journeys of one day each.

From Belfort the convoy first crossed over a bridge at Aspach, thence to Colmar, a night leg on the road from Eguisheim to Ebersheim, and then to Strasbourg via Illkirch-Graffenstaden. The route was selected on the basis of previous experience with heavy load transports.

Numerous accompanying measures were required en route, in order to smoothen the journey and make the transport possible. Several intersections had to be blocked and the traffic redirected. Certain sections of road and some roundabouts had to be widened as well as other modifications carried out. On-coming traffic lanes had to be blocked and their use closed in some places, including a road through Benfeld. Because condi-

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Photo: Port Autonome de Strasbourg

The turbine being loaded on to the «Love Story» in Strasbourg.

continued from page 9

tions there were so windy the transport experts had to create a new exit on RD 829. On top of these kinds of road blocks and the suspension of road traffic in many places the transporters were also forced to partially suspend some bus services.

Belfort local government and GE collaboration

The local governments participated financially as well as practically in the operational aspects of the transport. Employees of the local Unité Technique d'Aménagement du Territoire (UTAT) were on hand to support the operation, including cutting branches off trees, removing and installing hoardings and sign boards, and switching off traffic lights and power supplies. The costs of these accompanying measures was estimated at approximately EUR 700,000, divided equally between General Electric and the Belfort district government.

The road transport took two days longer than planned. On 13 March the enormous plant and equipment was loaded on to the barge *Love Story* at the Port Autonome de Strasbourg, and the next stage of the journey proceeded without further loss of time. The trip on the river Rhine to Antwerp took three days. The next stage of the transport of the turbine and the rest of the modules was the maritime leg to the USA. On the other side of the Atlantic the port of Savannah GA received the consignments. From there the turbine was taken to its destination in Greenville SC by rail. The whole journey took a total of one and a half months.

The beginning of a heavylift friendship

In GE's local test centre in Greenville gas turbine number 6F is to be subjected to a series of comprehensive tests. Should these prove successful, more heavylifts of turbines in Europe could be the result. Once the series is ready for mass production there are plans to supply the unit to users across all of Europe, including in northern France, from 2015 onwards. There is thus undoubted potential for follow-up heavylift contracts for the transport of these large turbines.

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Meeting varying legal requirements with one vehicle type

Flexibility a standard specification

The range of heavylift vehicle types that hits the roads every year is as broad as the number of different legal stipulations that apply to their operation in different countries. Now Scheuerle has introduced a new vehicle concept for a US client.

The speed limits that apply in most countries make sure that journeys do not take place on the proverbial highway to hell. The statutory requirements for vehicles using the roads vary from country to country, of course, but in the USA specific legislation concerning load distribution on roads and bridges can even vary from state to state. The regulations become even more important when logistics operators are engaged in heavylift activities in the USA. The regulations concerning load distribution on roads and bridges vary from state to state. Each federal entity prescribes specific load support measures and regulates wheelbases and the distribution of the load.

New highway giant with a low tare weight

The qualities of variable vehicle concepts thus come into their own in such circumstances. Such a concept allows a vehicle to be adapted exactly to suit the cargo being transported, and simultaneously to fulfil the statutory framework conditions at the place of operation.

Scheuerle has now developed a new vehicle for an important US customer, namely Sterett Crane & Rigging, which is headquartered in Owensboro KY. The new Scheuerle unit is called the highway giant dual-lane trailer and has an extremely low tare weight. It is now ready to be approved for use in most US states. Its most important advantage is its high degree of flexibility.

Flexible adaptation to suit the load

Scheuerle's highway giant has been specially-developed as a flexible vehicle concept that can fulfil the varying requirements encountered in the North American market. The design offers variable vehicle widths as well as the possibility to easily widen the vehicle under load, if required. Thus the loading area can be adapted to suit the size of the load on the one hand, and its distribution, on the other hand, can simultaneously be spread over the length of the vehicle.

A lightweight and stable construction

To achieve an ideal payload / tare weight ratio, the chassis is made using a lightweight but still very stable construction. A gooseneck or a drawbar can be used to connect the unit to the towing vehicle. Additional equipment, such as spacers or decks, can also be fitted if needed.



The highway giant dual-lane trailer was presented to the public in Las Vegas recently. Photo: TII

The vehicle's hydraulic cylinders in the pendulum axles have a large displacement volume, in order to be able to drive under and pick up loads. On request the highway giant can be equipped with a power booster, an additional power source that provides extra thrust when driving, and even allows the vehicle to be used as a self-propelled unit without a tractor. Thus a second tractor may not be required during the transport, under certain circumstances, and if there is only very little space available at the final destination the cargo can nevertheless be shunted into position easily.

Christian Doepgen

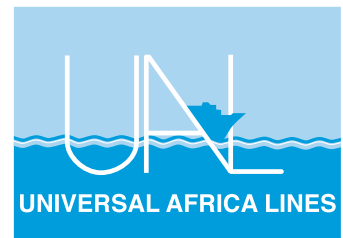
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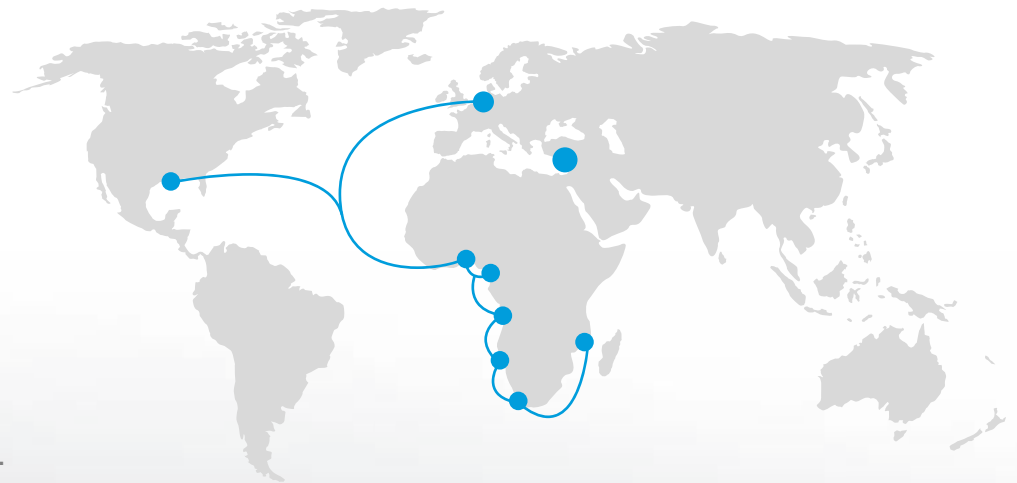
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Wagons across the waters

Heavylift transportation in Africa goes beyond the standard energy and mining project undertakings these days. Polytra, the WWPC member for the Democratic Republic of the Congo and for Zambia, recently hauled some railway wagons to Morocco.

Polytra, a subsidiary of the Belgian company Velge International, has been the member for Zambia in the Worldwide Project Consortium (WWPC) since the end of March. The firm, which was founded in 1974 as part of the Grisar & Velge group, has already held the same status for the Democratic Republic of the Congo for some time now. There, the transportation of raw materials and copper predominates in the firm's activities.

Now Polytra, which is also the exclusive WWPC member for Belgium, has shipped 80 bulk wagons by chartered heavylift vessel from Romania to Morocco. Each wagon weighed 25 t and measured 12.6 x 3.2 x 4.22 m, bringing the total weight to 2,000 t or 13,600 cbm.

The wagons were loaded on to two ships operated by BBC Chartering at their point of origin in the Umex terminal in Constantza (Romania). The wagons were loaded on board within a day, even though Polytra had to build the transport beds itself, as the wagons were delivered without transport skids.

The biggest challenge arose in the port of Casablanca, however. Polytra's experts started inspecting and preparing the receiving terminal four days before the arrival of the first vessel in Casablanca. Adjustments to the terminal's rail system had to be made, to enable the wagons to be pulled away rapidly, thus ensuring smooth and fast unloading and avoiding vessel demurrage. *cd*



Photo: WWPC

40 wagons fitted on a single deck.

A boat to a reservoir

Darka Sudan recently forwarded an inspection vessel to the Merowe reservoir in Sudan, for the Amsterdam-based firm Sevenstar Yacht Transport. The ship, which was 17.5 m long and weighed 34 t, successfully transited the maritime hub in Port Sudan on time.

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Drewry: Room for optimism for heavy carriers

«An alternative with added value»

Initially it seemed as if 2013 would bring a minor improvement to shipping lines in the heavylift and project cargo segment. In the meantime, however, it has emerged that such optimism was a little premature. Things may get better towards the end of the year, however, as Drewry's latest analysis of the industry indicates.

Just as we did last year, we are bold enough to once again gaze deep into the crystal ball (see *ITJ* 19-20/2013, page 17) and analyse how the market for heavylift vessels is set to develop in the short-term future. (See also pages 46–47 for an assessment of the current global fleet.)

There was precious little gloss on the crystal ball last year. The market conditions were poor to unbearable for shipping lines in this segment. They had to compete with declining demand and growing competition from providers from other sectors of the industry, such as container shipping.

Initially, there was hope that 2014 would be ringing in some improvements in the overall situation. As Susan Oatway, an associate with the English analyst Drewry, admits: «This optimism was misplaced – or at least premature.» The reasons behind this development, she believes, are the facts that demand growth has slackened and market share dwindled, in the face of very determined competition.

But has the trough been passed in the meantime? Drewry's «Multipurpose Shipping Market Review and Forecaster», the company's latest annual report for the multipurpose and heavylift sector, believes there is some cause for cautious optimism.

Declining market share

Even though cargo demand has risen steadily since the crash of 2009, the share of the multipurpose sector, a category in which Drewry also includes heavylift units, was not able to benefit from this positive development. Its volumes, rather, have been eroded. The analyst goes as far as to reckon that 2013 was, in fact, a worse year for heavylift and multipurpose shipowners than that recession-blighted year of 2009. Their market share dropped to just 8% of the dry cargo segment, even though tonnage was actually higher.

Drewry estimates that project cargo volumes have fallen by almost 15% over



Photo: Rickmers-Line

It is important for heavylift lines to communicate the added value they offer their customers.

the last year. «The outlook is now more positive, however,» according to Oatway, «as global steel production, to cite just one example, is expected to rise at an average annual rate of 5% over the next two years.» But there is no place for euphoria in the market at the moment, for «the outlook for the specific project cargo market is more mixed», the expert believes.

Light at the end of the tunnel

Thus general expectations for the project cargo and heavylift industry remain subdued, at least for 2014, in Drewry's assessment. There are signs that the sector could begin to pick up further volumes towards the end of the year, however, and grow in 2015 and 2016. Drewry forecasts that demand for multipurpose units will grow at an average annual rate of 5% over the coming years, underpinning a gradual recovery. «I believe that we will only see modest growth in 2014,» Oatway says, adding that «any delay in the recovery of the container liner sector will also delay the recovery for project carriers.»

The effective multipurpose vessel fleet grew by just 1.7% over 2013, with newbuilding deliveries continuing to swell the fleet, in spite of continued strength in demolition volumes. In general, the

multipurpose fleet is aged towards the older end of the maritime spectrum, and the orderbook at the beginning of 2014, comprising a relatively unimpressive 128 vessels totalling 2.1 million dwt, represented just 7% of the existing fleet.

But as long as newbuildings offer a unique quality – it is not so important what that is; it could be anything like eco-friendly engines or extraordinary lift capacities, according to Drewry – there will still be space to accommodate them in the market. «What this means is that Drewry's forecast provides some room for optimism for owners. Demand is expected to continue to grow and it has the potential to deliver significantly increased volumes.»

It's five to twelve

Drewry believes that such a development is urgently called for, as capital costs, which are a significant part of most shipowners' bottom lines, can only be borne for so long. Oatway closed her argument with one uncontested fact. «It is our strongly-held view that those owners who are able to promote their vessels as an added-value alternative to containers will be the ones to see positive results sooner rather than later.» *Antje Veregge*



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Shipping a shiploader

All's well that ends well

The project cargo specialist SAL Heavy Lift recently transported a coal shiploader from Australia to South Korea, and then returned it to the antipodes for installation. A big height difference between the jetty on which the shiploader was located and the ship's deck made the lifting of the equipment a delicate operation.

SAL Heavy Lift, a German firm that specialises in the sea transportation of heavylift and project cargo, recently completed the transportation and installation of a coal shiploader at Abbot Point, in the Australian state of Queensland, bringing a rather complex one-year project to a successful conclusion.

The project started early in 2013, when the shiploader was taken on board the *Lone*, one of SAL Heavy Lift's ships, at Abbot Point, and thence transported to the New Port shipyard in Mokpo (South Korea) for refurbishment and upgrading. The *Svenja*, also owned by SAL, returned the equipment to Australia in April. Both units are part of SAL's 183 type heavylift vessel fleet. They feature cranes with a total lifting capacity of 2,000 t and have service speeds of up to 20 knots.

Unit came back heavier

Before the recent upgrading measures the shiploader, which is owned and operated by the Adani Mining Company, had been in service for 20 years. Before it was refurbished the shiploader weighed 1,050 t, but on its return it came in at 1,250 t, as steel and other materials had been added in the process. These improvements made it capable of loading coal onto bulk carriers at 7,000 t per hour, an augmentation of 2,000 t per hour.

«Loading the equipment from a jetty in open water at Abbot Point and returning it to the same position was one particularly tricky part of the operation,» says Justin Archard, managing director of SAL Heavy Lift in Singapore and Australia.

High in the air

«This task was made even more complex by the big difference in height between the jetty above the water line and the height of the ship's deck. It meant lifting the shiploader very high in the air to achieve sufficient clearance. Issues of tidal range and vessel stability were thus key

aspects we had to assess and take into account in the long planning stage of the project.»

SAL Heavy Lift owns and operates 16 purpose-built heavylift vessels. The firm's wholly-owned subsidiary SAL Offshore



Photo: SAL Heavy Lift

SAL Heavy Lift transported a shiploader to and from South Korea, and installed it after its refurbishment.

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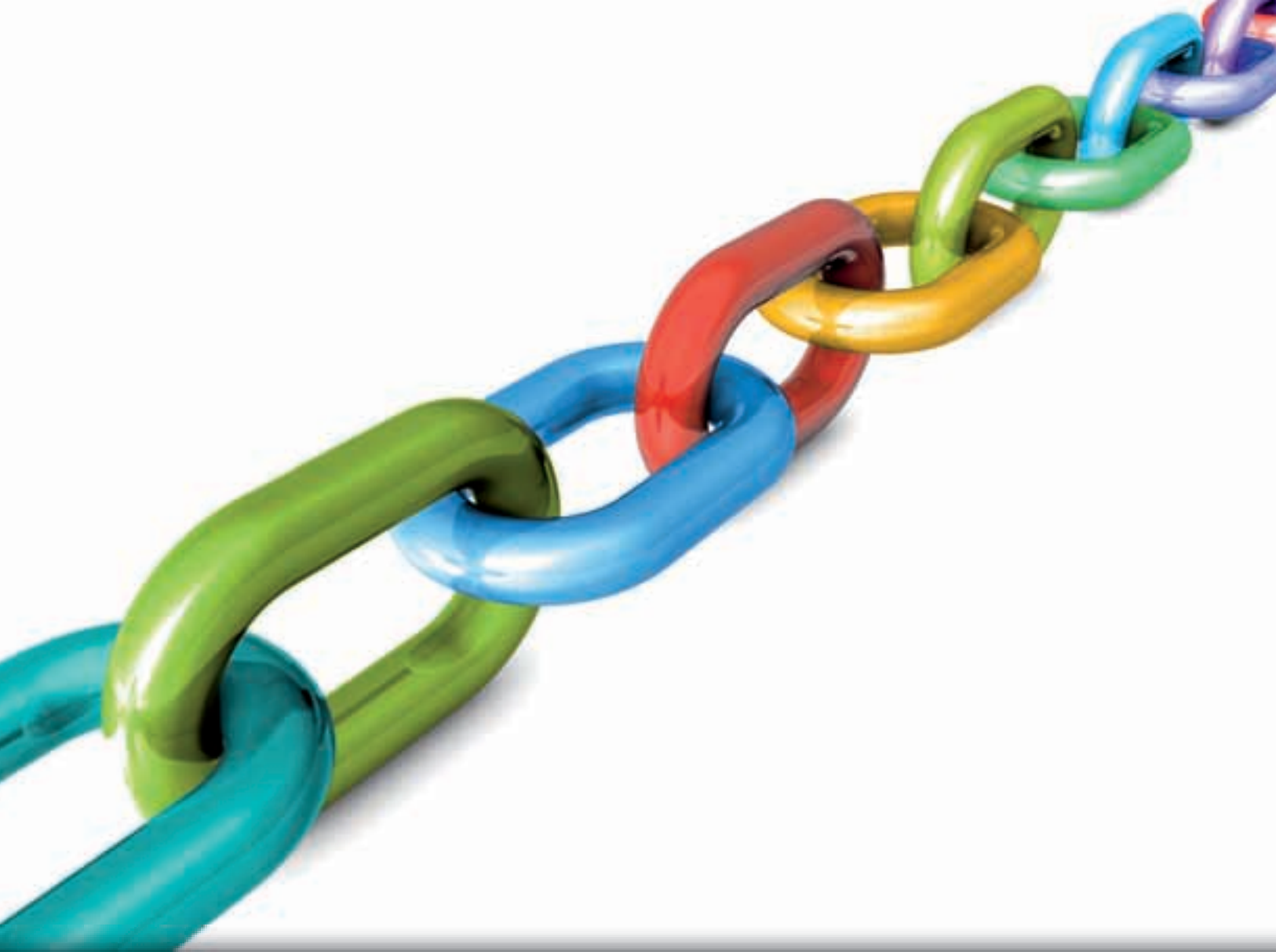
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UAL supports cultural exchange

Beyond the boundaries of business

The merchant shipping industry is a world unto itself. Roger Jungblut, the chief executive officer of the Dutch shipping company United Africa Lines (UAL), has moved beyond the traditional confines of the sector, however, with his so-called Youngblood Africa initiative, based in Cape Town. The recent naming of the latest addition to UAL's fleet underlines the close ties between Africa and Europe.

Even if the market situation in the shipping industry in general, and in the heavylift and project cargo segment in particular, is currently rather unfavourable, one thing remains clear to Roger Jungblut. The chief executive officer of the shipping line Universal Africa Lines Alliance (UAL) is convinced: «It requires reinvestment to maintain and develop a functioning society.»

UAL has been active in Africa for more than 40 years, particularly in the energy sector. It was thus a natural progression for the firm, headquartered in Capelle aan den IJssel (Netherlands), to give the youth of the continent some support.

The line has already created training programmes and many a shipping industry job in Africa, but Jungblut is extending UAL's involvement beyond the shipping industry by supporting youngsters and their artistic and cultural activities. «Without art and culture we would not know anything about the history of nations. The field is the only one that remains visible over the centuries and leaves an indelible mark on society,» he is certain.

Support from the UAL network

Jungblut believes that learning the basics of entrepreneurship is a particularly important aspect of life for artists worldwide, and that they should be able to earn their livelihood and live independently. «But capital to start up their activities, as well as connections to local and global networks, are equally important elements to help artists become established. This is where UAL and its international business connections enter the picture,» Jungblut explains. To make his vision a reality Jungblut founded the Youngblood Africa Arts and Culture Development foundation for talented individuals in South Africa's burgeoning artist ranks.

In Africa, Cape Town is the initiative's focal point, because as the continent's prime arts and cultural centre it also enjoys a great degree of international recog-



Photo: UAL

The multipurpose vessel «UAL Cologne» was launched in the Netherlands in February.

«Cape Town is a key African gateway,» Jungblut underlines. The next step to speeding up a more effective cultural exchange saw the opening of Youngblood Europe in Cologne.

Symbolic name

To make this decision amply clear UAL has named the latest addition to its fleet *UAL Cologne*. «The name of this multipurpose vessel symbolises the link between nations as well as between Cape Town and Cologne,» Jungblut elaborates.

The CEO has every UAL ship named after a place with a special significance from his personal or business life. The *UAL Cologne* was built in the Royal Bodewes shipyard in Hoogezand (Netherlands) and was named by Angela Roters, the wife of the lord mayor of Cologne.

Environment-friendly design

The *UAL Cologne* was built with the patented Groot cross-bow. This innovative bow shape, with wave-piercing abilities, means the vessel has less slamming and allows it to maintain its speed more easily in comparison with more conventional bow shapes with bow flares. This saves energy and fuel, which results in a reduction of the CO₂ output.

The 8,600 dwt *UAL Cologne* made its maiden trip from Aberdeen (Scotland) to Antwerp (Belgium) and thence to various destinations in West Africa, including calls at Takoradi (Ghana), Malabo/K5 (Equatorial Guinea) as well as Pointe Noire (Republic of the Congo) a little further south. *Antje Veregge*

About UAL

Universal Africa Lines has connected West Africa's oil and gas industry with the USA and Europe for more than 40 years. The company has also extended its activities to East Africa recently.

The new trade offers connections to services to and from the United States of America, West Africa and South Africa. The shipping line also specialises in transporting equipment and tools to the western and eastern coasts of Africa, particularly for the oil and gas industry.

The company's extensive fleet of multipurpose vessels with tween decks, heavylift cranes and other special equipment are well suited to handling a broad range of projects.

UAL's fleet encompasses a total of 15 modern freighters, two feeder ships as well as smaller units for coastal shipping activities in Africa.

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Transporting a crane across Russia in rather special circumstances

GTE clears a path to Lake Baikal

Transporting a crane that weighs just under 100 t through Russia's winter landscape is already quite demanding in and of itself, but if the route includes wooden bridges, the project represents a particularly difficult challenge – which GTE mastered.

The Russian company GTE Logistics recently completed the task of transporting a crane from the Moscow region to Severobaykalsk, at the northern end of Lake Baikal, an undertaking that called for the special dedication of everyone involved. It all began rather harmlessly. The 90 t consignment was hauled on a truck, a seven-axle vehicle, whilst other material, such as the unit's counterweight, followed on six separate lorries.

50-year-old roads

But quite a few rather unique challenges had to be overcome during the transportation task, for the conditions the convoy encountered could not in any way be described as easy. Temperatures fell as low as -50°C . Even in summer the surfaces of the region's roads would not have been able to create a much more relaxed atmosphere for the drivers involved, however, as they had not been renewed for at least 50 years.

This fact, combined with steep ascents in the mountainous area, meant that detailed planning was of the essence for the task at hand. One of the most important elements that the planners had to bear in mind was that many bridges that had to be crossed were made of wood, thus casting doubt on their ability to manage the 100 t load.

GTE presents authorities with solution

This was one of the reasons why it turned out to be extremely difficult to get official authorisation to transport the consignment on this route. GTE Logistics was able to establish a solution, however. The Russian authorities gave GTE permission to proceed because the firm agreed to unload the crane when it reached one of these bridges, and declared that the unit would cross wooden arches independently of its means of transport.

As the weather was extreme, GTE had to deploy road clearance vehicles and bulldozers on a daily basis to keep the route clear. The convoy could not afford to drop its speed below 5 km/h whilst

overcoming the incline. The crane also had to cope with the wintery roads where it was to move under its own steam. GTE made sure that it had enough winter fuel, which would not freeze in the cold, on board. Near Ust-Kut, nearly 1,000 km north of Irkutsk, the road was impassable for the truck, so the crane had to cover the last 300 km to Severobaykalsk under its own steam.

Transporting a crane through the Russian winter was a particularly challenging task.

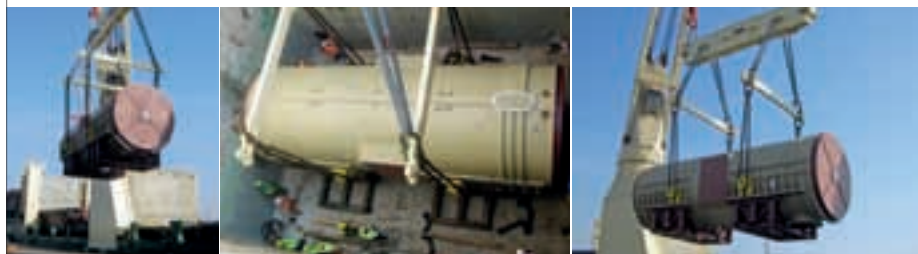
The unit is needed to build a second railway track on the Baikal-Amur main line. The link, which connects to Siberia and far eastern Russia, was built at the beginning of the 20th century. It runs almost parallel to the famous trans-Siberian railway.

Antje Veregge



Photo: GTE Logistics

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Cuxhaven positions itself as a hub for the offshore sector

Tailwind in the far north

The trend in the heavylift industry is toward ever larger pieces of cargo. For the German port of Cuxhaven this development has opened up new fields of business. The German shipping line Bremer Reederei E & B, which is the port agent for the hub, places special emphasis on projects for offshore wind farms.

The transition to renewable energy is one of the most important issues in Germany. For the city and port of Cuxhaven this is a convenient development. Together with Eemshaven (Netherlands) and Esbjerg (Denmark), the northern German hub has developed into one of the most important transshipment centres for cargo for the offshore sector.

The port, which is currently serving as the base for two large-scale offshore projects, is well on its way to passing its trial by fire. The German shipping line Bremer Reederei E & B, which has served as the general agent for Eon's Amrumbank West offshore wind farm since December 2013, is playing a key role in this development. The project is located in the North Sea, around 35 km west of Amrum and 38 km north of Helgoland.

A total of 80 wind turbines will be installed for the project. The installation ship *MPI Discovery* is being used to build the wind farm, as well as other offshore projects. «We first went through a typical demob/remob phase,» explained Captain Arne Ehlers, the business partner who runs the company. That means that the technical systems in place for the previous project, the Humber Gateway off the northeastern coast of England, had to be deactivated first to prepare the ship for the new project.

Cuxhaven as a hub

Transportation started last December and is slated for completion by next autumn. Steel tubes, so-called monopiles, along with transition pieces, will be shipped to the wind farm via Cuxhaven. The pieces of cargo, which arrive from Belgium, are placed temporarily on a newly-built heavy-duty pier, using a mobile crane with a lifting capacity of 1,500 t, and are then sorted so that the *MPI Discovery* can load them with its own crane.

The jack-up barge is loaded in Cuxhaven and shuttles regularly back and forth between the wind farm and the port to install the foundations at sea. The in-



Photo: Scheer/Cuxport

The monopiles and transition pieces for the Amrumbank West project are shipped through Cuxhaven.

stallation involves fixing the 60 m long monopiles 30 m deep into the seabed in water up to 24 m deep, and finally installing the transition pieces atop the piles.

Stable jacked-up position

Once in position, the ship lifts itself up out of the sea on six hydraulic jack-up legs, ensuring a stable position from which to carry out its crane and installation work. The foundation structure, made up of the monopile and the transition piece to the wind turbine tower, weighs about 900 t.

The other project being carried out from Cuxhaven, in which Bremer Reederei E & B is the subagent, is the installation of four Siemens transformer platforms. From Cuxhaven the jack-up vessel *GMS Endeavour* is supported by the platform suppliers *Blue Alpha* and *Blue Antaris*, which supply the platforms with food, technical equipment and service technicians.

Bigger and heavier

The direction of the trend in the heavylift industry is clear – dimensions are increasing in size. Infrastructure in many places is running up against its limits, however (see also page 73).

It is increasingly common for project cargo to be too big to transport by barge

these days, or for the weight of shipments to exceed the maximum weight capacity permitted, for example of motorway bridges and the like. This creates new business opportunities for seaports such as Cuxhaven, as they make assembly directly at the loading site more attractive for exporters.

Building on offshore cargo experience

Cuxhaven is responding to this development and wants to establish itself as the first choice for the export-dependent heavylift industry, based on its experience in transshipping offshore cargo.

In pursuance of that goal, new logistics areas are being established, which will be available with effect from mid-2014, especially for offshore, heavylift as well as other project cargo. A 5.4 ha area can be used for loads with weights of up to 20 t per sqm.

Antje Veregge

About Bremer Reederei E & B

The shipping line, which was founded in 1951, is headquartered in Bremen and has a branch office in Cuxhaven. It offers services in the areas of chartering, purchasing and sales, brokerage, warehousing, stevedoring, crewing and insurance. Bremer Reederei E & B operates six ships.

Faymonville presents a combinable road vehicle series

Pre-announced in-house revolution

The Luxembourgian vehicle manufacturer Faymonville will use a modular construction system with a modular platform structure on its new vehicles, called Combimax, to bring the future into the market. The strategy used to develop the vehicle is based on the versatility brought by being able to combine standardised components. This principle has been interpreted for pure road vehicles.



Photo: Faymonville

A new system interface enables vehicles of various heights and widths to be linked directly, whilst simultaneously keeping the axle-load equally spread across the whole road train.

Up until now, most vehicles produced by Faymonville were «designed to order», that is to say they were tailor-made solutions, exactly meeting a customer's requirements. What this meant was that the current range of products, with 14 basic models, has become increasingly complex. There are now more than 3,000 different vehicle frames of 8–60 m long and weighing 6–44 t.

«We've manufactured with the right philosophy so far, as we're able to produce what the customer wants quickly and flexibly and deliver it in a timely manner,» COO Alain Faymonville said, looking back at the situation.

Payloads of 60 to 250 t

In the meantime, however, this complexity is reaching its limits. The reason why Faymonville is not renouncing its customer-specific solutions, but launching a complementary vehicle concept, is because «with this we'll provide our customers with an economical option to individually configure their own vehicles,» said technical director Guy Fickers, describing the new product concept. Looked at in this way, the new Combimax product is simply an addition to Faymonville's existing product groups, namely the Mega-

max, Multimax, Gigamax, Variomax and Modulmax series.

Modularity is a principle which is already used in heavy-duty vehicles, but up until now has not been consistently implemented in pure road vehicles. Now modularity, and thereby flexibility, have been transferred to Faymonville's core product, that is to say to their trailers and semi-trailers for medium to heavy payloads between 60 and 250 t.

Technology and the order book

An important reason for the development of the Combimax is not least the EU-wide harmonisation of truck approval regulations, with a future maximum limit on axle loads of 12–15 t. «The worldwide tendency to limit axle loads inevitably forces us to come up with new ideas and developments,» Arnold Luxen, Faymonville's commercial director, said.

To be able to realise the Combimax, a special development team was selected to design new components and processes. These included a lightweight design for the modular vehicle chassis, decentralised add-on steering, universal unit goosenecks, lighter swivel axles and independent wheel suspension systems, symmetrical coupling heads and modu-

lar system elements made from over-long edge pieces for automated welding.

The decisive technical advantage for freight forwarders will lie in the flexible construction and options for the expansion of their fleets. «We give our customers a tool with which they can design their own universal fleet,» Arnold Luxen said about the high value for customers produced by the new approach.

Freight forwarders get more transport alternatives for their capital investment, increased degrees of utilisation as well as of the running performance of the vehicles, and can expect flexible and timely adjustments, even in the heavylift cargo business, to cope with the rapidly-changing nature of the orderbook.

A plus for the producer

With a manageable number of components, Faymonville can still produce an almost infinite number of models. The internal value of this project can be seen not least in the planned investment amount. This is projected by the business's management to amount to EUR 30 million by the end of next year.

Parts of this sum are also flowing into the expansion of the corporation's manufacturing locations. Thus the hall space for the steel construction, which is located in Goleniow (Poland), will be increased by about 6,300 sqm, and staff numbers will also be boosted.

In Lentzweiler (Luxembourg), a new assembly plant for the Combimax is currently being constructed. On an area covering 7.5 ha Faymonville is building a production hall with 10,000 sqm for assembly and surface coating. A later doubling of the capacity is also planned.

The first phase of production in Lentzweiler will start with an additional number of specialist staff. In addition to this, a new training and delivery centre will be built in Luxembourg – not just for the new product, but rather for the complete Faymonville range manufactured in the Grand Duchy.

Andreas Haug



Photo: Steder

The heavily loaded multi-axle vehicles making their way across the East African state of Ethiopia.

Steder Group supporting rail projects in Ethiopia

Locomotives via Djibouti

The Djibouti-based enterprise Steder Group FZCO (free zone company) recently transported five heavy locomotives from their port of discharge in Djibouti to their final destinations in Ethiopia.

The firm Steder Group FZCO (free zone company), which is based in Djibouti in East Africa and is a subsidiary of the Steder Group headquartered in Rhooon (Netherlands), recently took charge of five locomotives weighing between 85 and 135 t each in the port of Djibouti. They were loaded on to Steder Group multi-axle trailers for transport by road to

sites in Ethiopia, where new railway lines are under construction. They form a part of a new pan-national railway network in the country.

A specialist for East Africa

Steder Group FZCO was founded in 2011. Since then the enterprise has successfully specialised in the transportation

of heavylift and oversized freight to Ethiopia as well as neighbouring countries, including South Sudan and Kenya.

The company has a modern fleet of vehicles that can handle special equipment and can carry consignments measuring up to 50 m in length and weighing as much as 300 t. The Steder Group parent company is active as ship's agent, charterer, freight forwarder as well as liner shipping agent. The proximity of its corporate headquarters to the port of Rotterdam enables the firm to offer easy access to many important global centres of trade and industry.

Steder Group FZCO is the member for Djibouti of the networks Worldwide Project Consortium (WWPC) and Cargo Equipment Experts (CEE). *it*



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Overland transport by Kübler

A new ship on a new lake

Before a new and large ship could be launched on a newly-created lake in the Leipziger Neuseenland (new lakes country, Germany) in April it had to complete a long journey. The heavylift specialist Kübler from Michelfeld near Schwäbisch Hal was in charge of the task.

A ship weighing 165 t and with a total length of 42 m and a width of 8.6 m had to be transported recently by the forwarder Kübler – not an easy undertaking. The height of 4.5 m did not make the task easier. From the ship's manufacturer near Bonn in western Germany the vessel began its journey under its own steam on an inland canal, reaching a heavylift terminal in Duisburg. To save height, the upper deck was removed there and transported to Schönebeck on an inland barge. From there, the upper deck was transported by truck to Markkleeberg.

The vessel itself, now travelling without its upper deck, continued up the river Elbe to Dresden. The river had to be used because transport from Schönebeck was

impossible on account of bridges with lower load-bearing capacities. Having arrived in Dresden the ship was loaded onto a 21-axle trailer using two mobile cranes.

Reassembled prior to its launch

In several night shifts that required precision on the scale of millimetres, the new ship, which is licensed to carry up to 400 people, was transported to Lake Markkleeberg. In the process, around 20 traffic signs needed to be dismantled and refitted along the route.

Two tractors towed the vessel to Lake Markkleeberg, where it was reassembled in preparation for its launch. At the lakeside the ship was initially manoeuvred backwards to a mobile slipway, in order



Photo: Kübler

Atmospheric lighting for the loading of the ship – without its upper deck – in Dresden.

to then place it hydraulically on a cross-member. This required a further conversion of the trailer.

With heavy ropes, the ship was then tied down, to prevent it from slipping away, out of control. The vessel then slowly slid down the slipway into its element. A week of work brought the vessel to its new home, where it will enter regular service in May. *ab*

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Road haulage transportation hampered by extreme cold

Mastering a difficult task

Delta Maritime, a member of the WWPC network, was asked to manage 30 special road haulage transports last winter. The company had to contend with extremely adverse weather and road conditions.

Delta Maritime recently moved oversized and heavy equipment for road construction works from Poland to building sites in Greece, namely in Platamonas, Koropi and Shimatari. Those places are currently undergoing extensive construction work for new motorways as well as maintenance

work on existing roads. The company started off by transporting a variety of equipment, including caterpillar excavators, crushers, Mercedes trucks, motor graders, driers, asphalt tanks and filter boxes. Individual pieces weighed up to 32 t each, some were as high as 3.45 m.



Some facets of the various stages of the demanding journey are pictured.



The demanding task was made even more difficult by the fact that the delivery of the equipment was required to take place during a period of extraordinarily cold weather. The roads were thus in a particularly difficult state of disrepair, thus presenting an additional challenge for the experienced logistics enterprise.

Delta Maritime Limited was founded in Thessaloniki (Greece) in 2004. The company was initially active in the port of Thessaloniki as an agent for Maersk Line, as well as road haulage enterprises from western Balkan countries. Today the firm is a leading independent freight forwarder that has specialised in project cargo logistics.

Photos: Delta Maritime

it



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Inner-city heavy transport

Enjoying Hamburg by night

When it comes to transporting, handling and assembling heavylift cargo consignments in the free and Hanseatic city of Hamburg, then the Big Movers from the company Gustav Seeland GmbH are a reliable partner for urban special transport, according to the two brothers who run the firm, Frank and Olaf Beckedorf. A recent order which the enterprise carried out shows what really counts.



Photos: Big Move

It was not the strongest equipment that was called on to transport a storage container through Hamburg recently. It was detailed planning, rather, that made the difference on the inner-city route.

With their own mobile cranes to lift and move loads of up to 300 t, as well as a diverse fleet of vehicles for heavylift work, the in-house hardware at the firm Gustav Seeland covers all necessities. However, even the best hardware can only offer a 100% performance when it can call on the appropriate software, in this case a modern database-supported planning department.

Human, mechanical and electronic team

«We rely equally on people, machines and IT,» said Olaf Beckedorf, describing the philosophy of the company which was founded in 1932, «and only the very best of all of these will enable us to meet the

requirements of our customers.» These requirements are becoming increasingly complex, both inside and outside Hamburg's city limits, as he has experienced with his brother since they took over the firm completely from their father, Helmut, more than two decades ago.

Checking every last detail

In recent years a complete power station was dismantled in Hamburg, moved out, reconstructed and put back into operation in England. For this reason the company portfolio also includes its own assembly department, as well as lifting scaffolds with capacities to handle 360 t.

The inner-city route planning represented the main challenge of this latest transportation task of hauling a storage container with a 6 m diameter across the Hanseatic city. It was useful that the complete measurements of all of Hamburg's roads have already been registered in Seeland's database.

These were needed from start to finish for this project, along with its key transport mass data and other requirements. The data was evaluated and special requirements for things such as temporary construction and bottlenecks were checked, to submit the application for approval for this project to the authorities. *ab*



Nothing moves in heavylift operations without the involvement of key specialists – even if they themselves are not Superman.

Heavy milestones from the company's history

- 1 March 1932:** The firm Gustav Seeland GmbH was founded. It carried out small shipments in Hamburg, mainly for one customer.
- 1950s:** The transport department was built up, with one 3.2 t, one 1.75 t and one 1.25 t vehicle.
- 1960s:** Helmut Beckedorf, the father of today's two executives, took over the management of the business.
- 1970s:** The transportation of heavylift cargo was added to the firm's already extensive portfolio.
- 1991:** The new generation took charge.
- 2004:** A founding member of Big Move.
- 2013:** Integration and development of a tablet application. 60 iPads are now used to support the implementation, planning and organisational development of all logistics and heavylift orders.



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In conversation with Russi Batliwala, CEO of Chapman Freeborn

Helping hands high in the sky

The aircraft charter company Chapman Freeborn's has developed into a successful problem-solver for its clients since landing its first contract in 1973. In a recent discussion with ITJ editor Andreas Haug in Basel, CEO Russi Batliwala explained why aircraft – of any size and able to offer any performance – frequently remain the last solution for urgent or large and heavy consignments.

Mr Batliwala, please give us a brief description of your career. What was it that led you into the aviation and air-freight industry?

I come from a family whose members have traditionally worked as pilots and flight attendants. My mother, a German citizen, was the first-ever foreign flight attendant to be employed by Air India. She met her future husband, an Air India pilot, on her first training flight from Düsseldorf. My father later flew in the charter sector, including services to and from Africa, where I subsequently made my first contacts.

My first steps up the career ladder already took me to the airlines. My first employer merged with another airline, two others went bankrupt, and in 1987, shortly before I wanted to try and seek my fortune in England, I answered a small job advert that read «aviation company needs a pair of hands to help». I phoned them and got the job. I worked in a team of eight people at the time; today we are a very large company with 450 employees working in more than 30 countries.



Photo: Chapman Freeborn

Russi Batliwala, CEO of Chapman Freeborn.

You've been with Chapman Freeborn for 27 years now. How has business changed during that time?

Well I would have reams to report! And one needs to consider the fact that air chartering is a highly specialised field.

During my initial years the business ran according to a clear plan. Services were purchased and sold, and there was a margin. One knew the market and could easily tackle the next contract. This form of business is no longer possible today. Customers' demands have become much more sophisticated and their projects are much more comprehensive. Clients appreciate it when their partner has all the know-how at his fingertips.

«The time when business was «normal» is long gone.»

In the meantime we have our own lawyer and an in-company compliance department. The latter checks all the data that is captured online in our systems. Business obligations also play a major role. For example, every year we pay a six-figure sum for our non-owned aircraft insurance. Naturally we've never had to make a claim, but you would not believe how

continued on page 34

The specialist

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WORLDWIDE PROJECT CONSORTIUM

continued from page 33

many forwarders simply want to have the security this coverage offers!

Such protection can also be taken as a sign of how seriously we conduct our business – for there are some black sheep in the charter business. Take, for instance, a firm that calls itself 1 Air Charter. An incident occurs, the firm has to close, but it opens again the very next day – under the name 2 Air Charter. We cannot afford to take risks, as we're the biggest UN service provider in the broker business field, and on top of this the value of shipments we handle amounts to millions of dollars.

In which business fields is Chapman Freeborn active?

Freight basically accounts for 70% of our business. We evolved from humanitarian aid flights. These still play an important role today, even though – and it might not be suitable to mention this in the

same breath – contracts for armed forces made up the greater part of our volumes in the last few years. But we don't transport weapons or ammunition, as a matter of principle. We're just a part of the logistics supply chain.

Let me give you an example. We fly canned beer and trucks to Afghanistan on behalf of various armies. That country was key for us and will remain so this year. In connection with this business we founded a small airline with its own warehouse and a 80-strong workforce in Sharjah. In addition to this, we're active in the automotive sector, support the oil and gas industry, and transport heavylift items as a matter of course. We receive requests for quotations from a multitude of fields, but only 5% of them end up actually being carried out.

And where are you active in those domains you've just mentioned?

Basically we offer our services and can also position aircraft wherever the need

arises. The spotlight is now on the Central African Republic, The UN manages matters well by shipping freight to Douala (Cameroon). We then fly the shipments from there to Bangui (CAR). That is just 1,000 km – but still quite special...

... the last mile so to say ...

Yes, but this combination of air and sea-freight is a good method for reaching the target.

Business predictions are always difficult to make – but what are your expectations for 2014?

We're pursuing our strategy of having partnerships with forwarders and airlines, such as Lufthansa and Swiss, but budgeting is complicated for us as a firm that doesn't have its own substantial operating capital. Nevertheless, I can tell you that the figures for 2014 are already three times higher than planned. And that is partially due to the humanitarian activities in Africa.

Publireportage

50 YEARS NEUSTÄDTER HAFEN BREMEN

The first ship called at Neustädter Hafen in Bremen, which was still under construction, 50 years ago. Since then the port has stood for reliability and quality in break bulk cargo handling. 50 years of history mean 50 years of development. Planned as a port for conventional break bulk cargo, it was adapted to the requirements of containers and developed into Europe's biggest terminal for break bulk and heavy-lift cargo.

An optimal transport connection to road, water and rail networks makes the port the site of preference for handling high-quality steel and forestry products as well as break bulk and heavy-lift cargo. And development continues: the trend to bigger and heavier components is unchecked. For this reason the port is increasingly developing into a location for the assembly of large units. Assembled right on the water, the components can be taken over by heavy-lift vessels and shipped from Bremen all over the world. Unit weights of 800 tons have already been assembled and shipped there.



BLG is also responding to the requirements of the market by making investments in modern equipment. Recently a new mobile port crane with a capacity of 140 tons was purchased to optimize heavy-lift cargo handling. Moreover, a hydraulic crane that significantly

accelerates the handling of mass break bulk cargo, such as paper and cellulose, has been put into operation. Regular training courses enhance the handling of sensitive goods and improve occupational safety. Certified quality is actively practiced. www.blg.de



Photo: Chapman Freeborn

The unique An-225 landed in Switzerland for the first time last year, thanks to Chapman Freeborn.

Major projects inevitably require long-term planning, on the other hand.

Large companies naturally want to forward their goods in an economical way. However if a problem crops up – such as the weather or for production reasons or even on account of geopolitical developments – then it’s time to charter an aircraft. This was reason why we had to step

in recently after an earthquake in Chile. Forwarding items by sea to complete a project would have taken too long.

In my opinion there’s an ever greater realisation in industry and trade that almost anything is possible these days – thanks to air chartering. This awareness, which wasn’t so common 10–15 years ago, has certainly helped us develop.

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What hurdles does your business face?
Regulations. There are countries, such as India, where the situation for overflights and landings has improved greatly. In earlier times the only way to move a compressor from Dubai to Bangladesh in 48 hours was to take an absurdly long route via Sri Lanka, in order to circumvent flying over India. China is also relatively restrictive in this matter. But a broker who knows what he is doing will always find a way.

Where are the geographical growth markets for air charters?

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From Rotterdam to Ranshofen

A ship waiting for water

Felbermayr, an Austrian heavylift logistics company, dealt with a super-heavyweight order for the Austrian company Amag recently, transferring hundreds of tonnes from Rotterdam to Ranshofen.

It was an order just made to be handled by barge. The Upper Austrian heavylift logistics company Felbermayr was asked to transport eight items of heavy cargo with 200 t of various components from Rotterdam to Linz by barge, and thence onwards – at a snail's pace – on the roads to Ranshofen, where the consignments were to be delivered to a factory belonging to the Austrian aluminium manufacturer Amag.

Sufficient water under the keel?

The heavy cargo was loaded onto a ship in Rotterdam, and Haeger&Schmidt International, a Felbermayr subsidiary, took care of that part of the order carried out on water. The water route, however, brought with it pitfalls all of its own.

The route ran via the Rhine–Main–Danube Canal to the heavy-cargo port in Linz, which belongs to the Felbermayr corporation itself. For onward transport by road a meticulous logistics plan, with



Photo: Josef Müller/Felbermayr

Low water levels on the river Danube was one of the challenges facing Felbermayr.

a precise timetable and route, was strictly adhered to. To move so much heavy mass en bloc over tranquil state and federal roads is a substantial logistics challenge. «Many traffic-control measures needed to be clarified in advance and windows of opportunity had to be defined, as we had to navigate around bridges and fragile sections of infrastructure,» recalled Jürgen Steinbrecher, from Felbermayr's transport department in Wels.

Two days before the planned arrival of the ships at the Felbermayr port the bad news came through from Regensburg. «The ship is waiting for water!» The

load was too heavy to be able to navigate a section of the Danube, due to rather low water levels at the time. It was then nevertheless possible to unload the two ships on schedule in Linz and to transfer their loads to special heavylift cargo low-loaders waiting there.

Crossing 17 bridges

The start of the road transport in mid-December 2013 was made by two roller stands, with a length of about 8 m and a width of around 5 m. «Due to

continued on page 15

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continued from page 13

the massive total weight of approximately 200 t, the components were transported in a convoy on two 20-axle low-loaders,» Steinbrecher reported.

Using an entry as an exit

Shortly after leaving the port, a 100 m bridge needed to be crossed at a snail's pace, for reasons of structural stability. «The low-loaders were pulled by two tractor units diagonally along the road surface for this,» was how Steinbrecher described the principle of distributing the weight better. Sixteen further bridges were easily crossed without any special measures being needed.

But after the convoy had covered 90 km it had to use the motorway exit Ort im Innkreis, and with it a bridge over the A8 motorway which, due to the total transport weight of 305 t, was not passable. The solution was to use the bridge-free entry ramp as a provisional motorway exit, which called for the short closure of the highway and the removal of barriers to cross over to the other carriageway. Another convoy with two transporters followed in January and also went to plan.

Ports to be expanded

In Germany the company focuses its activities on the inland port of Krefeld, where it owns an area that is being expanded by 15,000 sqm. A new 4,000 sqm heavylift cargo hall is also being built for the handling and intermediate storage of industrial components. Vienna's inland port of Albern is also being enlarged. In 2014 an open storage space is being created and the quay adapted to meet heavylift logistics needs.

Josef Müller



Photo: Marco Britzi

The United Nations operates to high standards in every field, including logistics.

United Nations approved supplier status attained

Allseas Global Logistics, an out-of-gauge forwarding specialist based in Bingham, in the English county of Nottinghamshire, has secured UN approved supplier status. This official status recognises Allseas' commitment to expertise in the humanitarian aid and relief sector.

The firm said that the vote of confidence came on top of Allseas recently gaining official authorisation as a supplier to other institutions. The enterprise is also accredited with the same status with the United Kingdom's defence ministry, as well as a number of other international professional bodies that make stipulations for who may supply them.

Accreditation before orders

The status of supplier as well as adherence to the rules and codes of conduct involved are a precondition to receiving an order from one of the entities that make up the United Nation system. Group commercial manager Mark Binge explained that his company has «already carried out some humanitarian aid and disaster relief efforts recently, and has now focused resources and efforts on detailed registration and accreditation procedures.»

Various tender bids submitted to the United States Agency for International Development (USAID) and the United Nations Development Programme

(UNDP) had made it necessary for the firm to develop commitment to the authorities concerned to enable registration, the manager elaborated. Allseas achieved excellence in all the required fields, including financial standing and references from customers. Binge that the Allseas is very proud to have achieved the recognition. Allseas has additionally attained supplier status from a number of other bodies over the past six months.

Success is based on many key factors

Carl Clark, Allseas business development manager who has just returned from a stint as a logistics manager with the British army in Afghanistan, has previous experience in the field. «There is a lot of work to be done in the humanitarian aid and relief sector. Allseas' experience in logistics activities in general and heavylift operations in particular, as well as our specialist knowledge, will help us to find a role in this niche market,» he explained.

Clark believes that several factors contribute to success in the sector. Aid work requires a dedicated team. He knows that you need good lines of communication in place. You have to be ready to move 24 hours a day, seven days a week. « I know it sounds dramatic, but disasters are dramatic, and we have to be able to respond instantly and efficiently.» *cd*

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Photo: STTAT

A heavylift consignment being loaded on board a ship in the Tunisian port of Sfax.

STTAT Group

Oil and gas – the pillars of the project cargo business in Tunisia

The STTAT Group, one of the pioneers in the Tunisian maritime transport sector, which is headquartered in Sfax, offers its customers its experience, know-how and modern infrastructure and material.

The STTAT Group successfully provides its customers with high-quality and cost-effective services related to stevedoring, shipping agency, forwarding, customs brokerage, chartering brokerage as well as options in the project cargo segment.

Over the years, the oil and gas industry has become one of the biggest customers for the project cargo industry in Tunisia. Thanks to its network of branches STTAT can offer first-class shipping solutions to and from all Tunisian ports to firms op-

erating in this field. Faouzi Ben Abdallah, the general manager of the STTAT Group, said recently that «project cargo services are complex operations requiring safety, care and attention. STTAT's experienced teams provide effective plans as well as logistics and shipping solutions to overcome difficulties that may arise in these sectors, especially of course in the oil, gas and energy industry.»

Project cargo frequently also requires special customs and administrative for-

malities. This why, Ben Abdallah added, «our experience as well as our reputation makes us a suitable partner to implement these processes. We provide complete insurance coverage through the entire supply chain and adhere to all health, safety, security and environment standards (HSSE). The well-trained employees of our stevedoring company GMS Sfax, with their extensive technical know-how in the field, make us confident that we can provide the best project cargo services required.»

Global presence

STTAT specialises in chartering and transporting project cargo from all over the world. «In 2012 and 2013 as well as in the first quarter of 2014 we've exclusively carried out all the project cargo transportation and handling of wind towers from the port of Sfax to several European hubs for one of the biggest manufacturers in the wind power industry in North Africa,» Ben Abdallah elaborated.

Over and above this STTAT has also transported an oil rig from the port of Sfax to Central Africa. That task was handled by the corporation's stevedoring company for a British energy and gas projects firm. And last but not least, STTAT chartered a vessel for His Royal Majesty the King of Saudi Arabia in January, which transported the biggest flag pole in the world. Ben Abdallah closed by pointing out that this task too «was carried out to the full satisfaction of our customer, the king.» *it*

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Shipping offshore equipment

From the Far East to the Gulf

The transport of oil and gas equipment is a classic service area for heavylift logistics service providers. The family-owned company Schleif Transport GmbH (STG) recently had the opportunity to be involved in the transport of such a system.

STG's global presence is not yet a year old. It opened its own office to serve the Southeast Asian market in Singapore in August 2013. The office is located in the city state's German Centre, which is operated by the Landesbank Baden-Württemberg. The move enabled STG to participate in a heavylift logistics operation recently, carrying freight from Singapore to the United Arab Emirates.

Produced for the UAE

The oil and gas equipment that was to be transported was destined for Emirati offshore operations. The single piece of plant weighed 100 t and was 18 m long, 5 m wide and 4.5 m high. The sheer bulk of the item posed a particular logistics

challenge. STG opted to handle it in a multimodal transport chain. Carriage from the production site was carried out using self-propelled modular trailers. The company used ro-ro methods to move the unit from a pontoon to a freight ship. A tug pulled the pontoon alongside the chartered heavylift freighter. The unit was then loaded on to the freighter for further transportation using the ships on-board cranes, supported by some additional special slings and hoists.

The operation required the combined use of two cranes with lifting capacities of 80 t each. Finally the enormous piece of offshore equipment was heaved on deck for the maritime leg. The company's own inspectors were at hand to monitor the



Photo: STG

Carriage from the production site by SPMT.

operations. The ultimate destination was an oil platform in the Arabian Gulf.

Owner-operated Schleif Transport was founded in Bremen (Germany) in 1996. Its 18 years of project cargo experience with plant and equipment stood it in good stead. Heavylift transportation and ship loading are the main foci of STG, which has a branch in Belgium too. *cd*



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Port of Antwerp loads container crane

An uncommon sight

Antwerp is one of the most important box-handling centres in Europe, so container cranes on the quays are a normal sight in the hub – in contrast to the unit that was shipped through the port on a pontoon recently.

If you look around the port of Antwerp, the chances are quite high that you will catch sight of a container crane. However, the possibility of spotting one on a pontoon, all ready to be shipped to Norway, is something rather different. The recent shipment of such a piece of equipment created quite a spectacle in the hub.

Especially its height of 69 m made loading the crane onto a pontoon in the Delwaide dock a remarkable spectacle, but the operators managed this. The crane was transported with a bascule laid horizontally, making the convoy 145 m long and 89 m wide.

Early one March morning the load passed through the Berendrecht lock, which is 500 m long, making it the largest

such facility in the world – at the moment. A lock in the port's Deurganck dock is due to be completed by 2016 at the latest, which means that the world record will then still be held by Antwerp, but by the newly-built facility.



Photo: Thomas Vanhaute

The 145 m length of the crane convoy was quite a challenge.

The crane was destined for the Norwegian port of Larvik, where it will serve a container terminal. *av*

Blue Water Shipping renews Kazakh contract

Blue Water Shipping Aktau has renewed a contract to provide domestic freight services to the Kazakhstan branch of Halliburton International Inc, which is one of the largest service providers to the oil and gas industry worldwide. The contract

includes domestic railfreight for chemicals destined for Kazakh locations, with most shipments headed for the cities Kyzylorda, Aksay and Shymkent. Blue Water has had a strong set-up in the Caspian region for many years now. *av*



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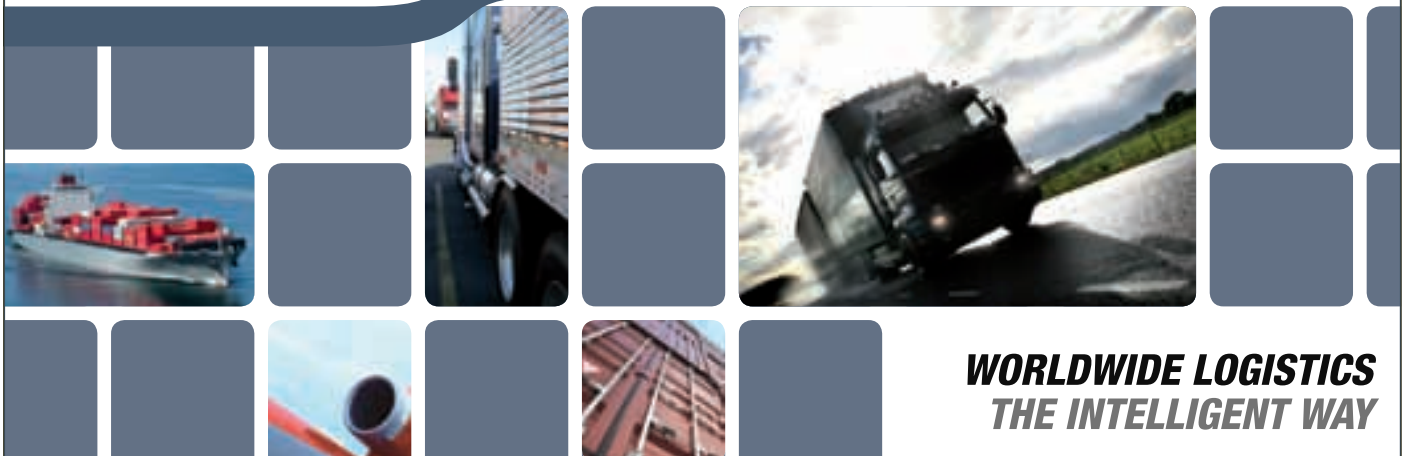
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Four yachts shipped to the Mediterranean

From Poole to Malta via Nice

The German company Global Boat Shipping (GBS) specialises in the transportation of special cargo such as motor boats and large yachts. But the recent shipping of no less than four yachts on a single vessel was a rather unique experience even for the specialist.

There was a spectacular transport task to be seen in the port of Poole, in the county of Dorset in southwestern England, recently. The German company Global Boat Shipping (GBS) was in charge of loading four so-called superyachts in the hub in March.

The largest yacht was a Sunseeker Predator M5, which weighed in at 140 t, and which was accompanied by two more 28 m Sunseeker yachts weighing 80 t each. The fourth yacht was a 17 m unit made by Princess Yachts, based in Plymouth in the county of Devon. The luxury motor yacht manufacturer Sunseeker in turn is based in Poole.

Sailing on a specially-chartered vessel

The yachts were loaded on board the *Eendracht*, a Dutch vessel specially chartered for this voyage by GBS. The yachts, all of which are destined for the Mediterranean Sea, sailed through the English Channel headed for the Mediterranean on board the breakbulk freighter. Two were being transported to Nice, in the south of France, whilst the other two were bound for Malta and were expected to arrive there a bit later.

GBS Yacht Transport organised the carriage, supervised the loading, provided a supercargo and was also present



Photo: GBS

The shipping of four yachts from England to the Mediterranean took place in splendid weather.

during the discharge. Additionally, GBS also supplied the necessary cradles.

New offices

GBS Yacht Transport, which specialises in handling and hauling large yachts and fast boats, has substantially expanded its business this year by opening new offices in ports located in Genoa (Italy),

Ft Lauderdale FL (USA) and Vancouver (Canada). The company has the necessary equipment to offer load-on/load-off expertise as well as float-on/float-off services.

The firm is part of the Ems-Fehn Group, which means that GBS has good access to the cargo vessels it requires, as well as to an international network. av



Nowadays, the company is renowned for its expertise in the handling of Heavy Lift and Project cargoes as well as its services to the Petrochemical industry.

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A Dynamar report on the worldwide heavylift fleet

Size isn't everything

Heavylift shipping lines are adapting to the trend towards ever heavier consignments in the segment by increasing the heavylift capacities of their ships. A ranking by the Dutch consultancy Dynamar illustrates interesting developments between the industry's leading firms. Dynamar senior shipping consultant Dirk Visser believes that the project cargo market will see some improvement in 2014.

More capacity is be on offer – but with fewer ships. This is the succinct summary of prospective developments in the fleets of the ten largest breakbulk shipping lines that operate multipurpose or heavylift freighters.

The shipping lines Cosco, Thorco, BBC, Spliethoff, Swire, Rickmers-Linie, Chipolbrok, Macs, Hansa Heavy Lift and Intermarine operated a total of 480 vessels with a combined aggregate of 7.89 million dwt in April 2014. This represented 7.4% more than the 7.35 million dwt that were managed early in 2013.

The Cosco Shipping Co remains the largest breakbulk operator by dead-weight capacity, even though its fleet is

smaller by 23 vessels. This is a result of the scrapping of elderly units as well as delivery-slippage of a number of new-buildings. The average age of the Chinese line's ships came down from 17 to 8 years.

Merger causes a shake-up

The merger of the major market players Clipper Projects and Thorco into the new Thorco last summer has resulted in Thorco overtaking the second-placed operator BBC Chartering in terms of dwt. But with 131 units the latter continues to deploy the largest number of ships by far. Hansa Heavy Lift is the only newcomer in the list, coming in ninth and displacing PACC.

If we take a look at the heavylift capacities of each operator's fleet, then the picture is a bit different. The table on the right gives an overview of the top breakbulk operators by the aggregated heavylift capability of their operated fleet of multipurpose ships – that is project cargo and heavylift units – in mid-April 2014.

Open-hatch gantry crane vessels (OHGC), ro-ro units, vehicle carriers, specialist heavy-load ships and semi-submersible units are not included in this tally, even though they partially operate in breakbulk markets too.

On the cut-off date in mid-April 2014, the 480 vessels operated by these ten companies have an aggregated heavylift capa-

Port of Sunderland: immediate access to the open sea

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Rank	Shipping line	Fleet				Orders				
		Ships	HL cap.	Av.HL cap.	Built	Ships	HL cap.	Av.HL cap.	Built	HL's share
1	BBC	131	42,000	320	2007	5	4,000	800	2014	10%
2	Hansa Heavy Lift	24	19,000	770	2010	0	0	0	0	0%
3	Thorco	100	18,000	180	2007	1	0	100	2014	0%
4	Cosco	62	16,000	250	2006	12	3,000	230	2015	19%
5	Intermarine	45	13,000	280	2007	0	0	0	0	0%
6	Rickmers-Linie	18	9,000	520	2006	2	2000	900	2015	22%
7	Spliethoff	51	9,000	170	2002	0	0	0	0	0%
8	Chipolbrok	17	9,000	500	2002	6	4000	640	2016	44%
9	Macs	14	2,000	130	2004	0	0	0	0	0%
10	Swire	18	1,000	80	2002	4	0	120	2014	0%
Total top 10		480	136,000	280	2005	30	13,000	430		10%

Table: Dynamar

The table shows the fleet of multipurpose project cargo and heavylift units of the ten largest operators in the heavylift/project cargo market.

bility of 136,000 t (which is 31% higher than in early 2013), with an average of 280 t per unit (which is, in turn, 29% higher than in early 2013).

Several top lines in various categories

With a total of 42,000 t, BBC Chartering remains the most capable operator in the pack, with the average heavylift capacity of the German company's vessels coming to 320 t.

The ships deployed by the company ranked second in the list, Hansa Heavy Lift (19,000 t in total), have a substan-

tially higher average crane capacity per ship, however, namely a rather impressive 770 t. HHL also has the youngest ships, on average.

Thorco comes third in terms of its aggregate lifting capacity. Rickmers-Linie vessels have a considerably higher lifting capacity per vessel, though, namely a very respectable 520 t, as do Chipolbrok's units, hard on the fourth-placed firm's heels, with 500 t average lifting capacity per vessel. The heavylift capacity of Thorco's units comes to just 180 t on average.

The question of how the market will develop in general this year remains largely open in the opinion of the experts (see also page 17). Dirk Visser, a senior shipping consultant with Dynamar, a market analyst based in Alkmaar in the Netherlands, is cautiously optimistic, saying that «the breakbulk/project market was in a very bad state at the end of 2013. It has improved now in 2014, with demand recovering and rates increasing since March. I believe that the coming year will be good – and that 2016 promises to be even better.» *Antje Veregge*



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Marble to N'Djamena



Photo: Atlas Air

The massive stones, flown on a Boeing B747.

B & B International, a freight forwarding firm based in Mions, close to Lyon airport, and the French member of the Worldwide Projects Consortium (WWPC) network, was recently involved in an exceptional heavy lift operation between Italy and Chad.

A Boeing B747 full-freighter of the US airline Atlas Air was chartered and loaded with 117.5 t of marble and other high-value construction materials at Milan Malpensa airport, on the same date that the WWPC network held its annual general meeting in Thailand (see page 77). From there the cargo was transported quickly and safely to central Africa, where it is being used in the construction of the new Grand Hotel in N'Djamena, the capital city of Chad.

«Because of the current congestion in the port of Douala, there was no way of achieving rapid transit by sea and then by road between Cameroon and Chad,» Georges Gualdino of the B & B commented. The freight forwarder, which was established in 1997, now employs 15 people, who all also have experience in the field of project logistics.

New Australian agent

The British firm of Hunt & Palmer Cargo Charters has appointed the Wexco Group as its GSA for Australia and New Zealand. This as part of a growth strategy for its cargo charter sector for Hunt & Palmer, founded in 1986. It has already entered into similar partnerships in Japan, North America, Belgium, the Netherlands and Luxembourg. Freight director Jamie Peters said that «this move comes at a time when the Australian airfreight market is continuing to make gains, particularly demand for mining cargo». The Wexco Group, from Mascot near Sydney airport, was established 35 years ago and has experience representing passenger and freight charter businesses, and in the handling of exceptional and oversized consignments.

On your marks... Go!

After the first Business Run, which was held in Shanghai on the occasion of the Breakbulk China trade fair (see *ITJ Daily* of 11 March), this year's second Business Run, the 18th since its inauguration, will take place in Antwerp on 14 May. This is the fifth time the race has been held in Antwerp, the city where the race first took place, and it starts at 07.30 from the Hilton Hotel, at Groenplaats 32.

The early starting time is the only part of this event that demands a turn of speed. As always, the race places the emphasis more upon conviviality and business contacts than on speed. The enrolment fee for the event, for which the *ITJ* is the media partner, will be donated to the Tejo organisation.

Landing on its six feet



Photo: Damen

The «MPI Resolution», with its feet in the air.

Damen Arno Dunkerque, a part of the Dutch enterprise called the Damen Shiprepair & Conversion Group, has installed a new set of «feet» on the *MPI Resolution*, which was built in 2003 and was then the world's first ship designed for the installation and maintenance of offshore wind turbines.

The upgrading of the foundations of all six legs of the platform will give it the additional strength it needs to withstand the enormous stresses it has to bear when working with extremely large loads on a rocky sea bed.

Ship able to leave a day early

In the first intervention of its kind to be carried out on this type of ship, a new generation of composite metal plates has been used. Damen Arno Dunkerque completed the work in a month, together with Intelligent Engineering, during a dry-dock overhaul after the vessel had completed ten years in operation. Although the ship arrived at the French port two weeks later than planned, it was able to depart again on 3 April, a day earlier than originally scheduled. *ah*

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Best Logistics – From Szczecin to Głogów

Liquid gas tank travels upstream

Air Liquide is currently having a large consignment transported from France to a new site in Poland. Best Logistics, a company that specialises in heavylift shipping on inland waterways, reports on a special part of the contract.

Last month, two of the largest pieces of freight ever to be transported on the river Oder were moved between Szczecin and Głogów (both Poland) by experts from Best Logistics. The load's destination was a construction site for a new technical gas production facility that is being built for the French company Air Liquide. To fulfil the transport task a large number of struts, tanks and various other pieces of equipment had to be conveyed from France to the DAP building site, via the Baltic Sea port of Szczecin.

The biggest challenge was posed by two large heat exchangers, each measuring 18 x 7 x 6.5 m and weighing 143 t. These dimensions forced the logistics

service provider to find unconventional solutions. The lack of a suitable road link to a nearby port was another difficulty that cropped up. Without further ado, a ro-ro ramp was specially built close to the unloading site and an auxiliary side canal was excavated between the main waterway and the ramp.

The overhead clearance of the bridges on the stretch of river Oder to be navigated was too low to allow the deployment of pontoons. Instead, a special ro-ro barge was used. The vessel was sent from the river Rhine to the river Oder by the



Photo: Best Logistics

Travelling on a brand new road from the Oder to the building site.

firm Felbermayr, which owns 80% of the shares in Best Logistics. Even with such a large inland waterway vessel it was still almost impossible to support the freight with steel beams or props. So Best Logistics employed an on-board gantry crane system to cross-load the massive consignment onto a trailer. *ab*

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Swiss forwarding and export packaging group T-LINK banking on quality

A one-stop shop

The T-LINK Group (Switzerland) was founded in 1990. It operates production sites in Bassersdorf and Maienfeld (both Switzerland). The company focuses on four core sectors, namely export packaging, industry and project forwarding, exhibition logistics and trade fair agency. T-LINK chief executive officer Thomas Wirz and sales director Frank Fehrenkötter spoke to the ITJ's Jutta Iten in Bassersdorf.

Mr Wirz, Mr Fehrenkötter, one could say that you actually offer four separate services which can be combined.

Wirz: That's correct. We're active in the four sectors that you mentioned.

«We're the only company to offer the combination of forwarding and export packaging.»

Our speciality is offering forwarding and export packaging services as a combination. The customer decides whether, and to what extent, they are provided in this form. This two-pronged service is unique in Switzerland, and gives clients an enormous advantages. There are other packaging firms that offer some forwarding services, but we're effectively the only entity in Switzerland to provide such a combination.

Your Niederglatt and Dübendorf locations were merged two years ago. Has that proved to have been a good move?

Wirz: Yes, because communication is now optimal, on account of the shorter distances, and the infrastructure is precisely tailored to our needs. We have indoor and outdoor cranes for handling machinery, and 20, 40 and 45 ft contain-



Photo: T-LINK

A 65 t machine begins its journey in expertly-made packaging with a particularly solid floor.

ers, for example. When machinery is delivered we can immediately check on the spot to see whether the foreseen packaging is the best for the subsequent transport route (corrosion protection may be required for instance), or whether equipment has to be dismantled so that it can be stowed in a container.

This modus operandi enables us to guarantee protection that is precisely tailored to protect capital equipment during transport. Our clients appreciate

this practical, time-saving and individual solution.

How should one envisage your processes?

Fehrenkötter: Well, export packaging is usually for exports from Switzerland's engineering industry, which are to be forwarded as ocean freight for example. Around 70% of our combined export packaging/industry and project-forwarding offers are sent by sea, 20% go as air-freight (these are often urgently needed spare parts) and the remaining 10% by truck.

«Top-class, made-to-measure packaging from a single contact person.»

The corresponding figures for pure forwarding services are 50% by sea, 30% by road and 20% by air. When hauling machinery by road we have a pool of T-LINK special vehicles that, when closed, can carry loads up to 4.5 m wide and 3.9 m high. We attach the greatest importance to the quality of these vehicles and their drivers – particularly because most of our customers stem from the engineering in-

continued on page 53



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continued from page 51

dustry and their goods are correspondingly sensitive.

Why is the combined offer so interesting for customers?

Wirz: Because we create added value for the customer. He receives top-class, made-to-measure packaging for his valuable freight that may be destined let's say for the Far East. The client has one single contact person for transport, packing and the entire forwarding procedure.

Fehrenkötter: We think long and hard about the needs of our customers and of industry. Packaging is one matter, but we take on additional responsibility with the subsequent logistics services too. We have to order a crane if necessary, and organise special transport (including special permits, etc.), in order to be in a position to unload machinery at a client's site. As I mentioned, this means extra responsibility for us and less risk for a client.

On top of that, the combined solution shortens the process time, as scheduling can proceed simultaneously. This is an advantage that our customers appreciate.

How important is intermodal transport?

Wirz: Very important. We like to choose the inland waterways, to keep overland trips, with their need for special permits that are sometimes difficult to obtain, as short as possible. A 30 to 40 t packed machine is ideal for intermodal transport. We either pack the item at one of our sites

or at the client's plant, organise the special transport to the inland port of Birsfelden (Switzerland) and transfer it to a Rhine barge, so that the freight reaches Antwerp or Rotterdam within the given deadline. From those ports overseas transport takes place on ocean-going vessels.

Are customers prepared to pay accordingly for this service?

Wirz: Well, good quality does have its price. Switzerland's engineering industry still demands quality. Our clients are aware that they require premium packaging because, in turn, they also want to do the best they can for their customers.

«Swiss quality remains a positive sales argument almost everywhere in the world.»

Proper export packaging is extremely important mainly because, depending on the transport route, out-of-gauge goods have to be cross-loaded more frequently. The importance of correct packaging increases in proportion to the sensitivity of the goods. This applies in particular to oversized pieces of cargo. This is where our top class trucks come into play once again. They offer extra width for generously-dimensioned shipments.

So the motto is Swiss machinery in Swiss packaging?

Fehrenkötter: Demand in this segment is still good, even though there has been



Photo: T-LINK

T-LINK's workshop in Bassersdorf, where experts manufacture top-class packaging.

a certain shift caused by the euro's development. Swiss quality remains a positive sales argument almost everywhere in the world. Our foci are currently on the Far East/Middle East, Russia, etc. (60%), North, Central and South America (25%), as well as Europe (25%).

Allow me to return to your locations again. Will they remain as they are?

Wirz: One thing is certain – we won't make any acquisitions at the moment, but we'll continue to grow organically, as we have done for the last few years. We're very satisfied with Bassersdorf (and its proximity to Zurich airport), and Maienfeld is favourably sited near its local clients in the Rhine valley.

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Project logistics and e-marketing hand in hand

A piping hot marketing concept

Heavy Load Freight Services, a Dubai-based company, was able to ship pipes as part of a project logistics operation for a leading pipe manufacturer. The service provider has also started using innovative new marketing methods to attract new customers.

A leading multinational pipe manufacturer recently issued a call to tender for the delivery of pipes to Cartagena (Colombia). Both the size of the pipes, as well as their fragility – particularly during handling procedures – turned the transport into a rather special challenge. The carrying out of the project was awarded to Heavy Load Freight Services (HLFS), a member of the HL Khouli Group, headquartered in Dubai.

Lashing and unloading

The transport took place in April this year. The pipes were stowed in 40 ft containers and lashed into place with straps. At their destination, the boxes were unloaded, with the aid of special vehicles

and tools, and reached Cartagena in the specified time frame.

Novel methods to attract clients

Shippers expect a large number of services to be included in project logistics operations, as a matter of course. This stiffens the competition enormously. The HL Khouli Group is now banking on a more prominent presence in the internet in order to reach out to new customers. To achieve this, the Emirati corporation has boosted its workforce by the addition of Asmita Lokhande. The new assistant manager of group corporate communications is in charge of building up an e-marketing team that is expected to reap rewards for the firm in the medium term.



Photo: HLFS

Fragile goods need the correct handling tools.

Lokhande has drawn up a digital process that automates and standardises most of the company's booking processes. A customer can enter his requirements on a web-based booking platform and can then receive an online estimate. The logistics service provider is now deploying this new modus operandi to reinforce its traditional marketing methods. *cd*

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Good things take time

Ship unloader straight to a fjord

In project logistics, the preparation phase can be quite long. In the case of transporting a ship unloader to Norway for a new fish-food production facility for the farmed salmon company Marine Harvest, the work for Bremen project specialist Ipsen Logistics started in September 2012, more than one and a half years ago. The reason was that the first feasibility studies on the possibility of moving the equipment to the future site of operation were included as part of the location planning.

Now the firm has announced that the construction on the Valsneset peninsula in the municipality of Bjugn (Norway) is nearing completion – production is due to start in June. Time then to deliver the ship unloader. At the start of the year, Neuro Company began disassembling the equipment in the port of Bremen (Neustädter Hafen) for transport, because there is not enough space at the destination for the use of a mobile crane. The ship unloader measures 15 x 10 x 27 m and has a boom measuring 20 m in length and weighing 170 t.

Just one very large piece

Loading was done in one piece. One of the more notable challenges was the fact that the centre of gravity is in the upper third of the ship unloader, but the crane rope can only be fastened to the vehicle chassis. In order to reliably manage such a situation and to be able to transport a device of these dimensions, a suitable heavylift ship with the appropriate on-board crane was needed – along with plenty of experience.

Selecting the shipping line to be entrusted with the job therefore involved a thorough assessment. As Marco Steinforth, project manager at Ipsen Logistics explained, technical aspects and cooperation during the planning phase were the factors that decided it in favour of SAL Heavy Lift. «In addition to meeting the technical requirements, the coordination between all participants on issues such as lashing and securing points, as well as other aspects of the ocean leg of the journey, were important success factors,» according to the logistics enterprise.

Unloader discharged onto rails at firm's own pier

On 3 April the time had finally come. In five hours of careful precision work, the ship unloader was safely loaded onto SAL Heavy Lift's freighter, the *Lone*. Project manager Steinforth oversaw the loading and accompanied the shipment to the port of discharge, in order to oversee the unloading operation. The final destination was the construction site in central Norway, about 100 km northwest of Trondheim, in one of the country's numerous fjords.



Photo: Ipsen

The ship unloader in transit on SAL Heavy Lift's «Lone».

The vessel was moored to the company's own pier. This allowed the ship unloader to be discharged directly onto the rails provided for it, and it was then almost immediately ready for use.

Henrique Wohltmann, the company's projects director, was pleased with the successful completion of the rather challenging transport task, explaining that «we have experience with remote destinations. But even then it's not simply a matter of transporting large parts, but rather of realising the best concept for the task at hand.» *it*

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Photo: Universal Transport

The 100 t transformers were securely lashed to two flat-bed trailers with twelve axles each for the journey to Norway.

A heavy load hauled on flat-bed trailers

Transformers to Europe's northernmost city

The Norwegian city of Hammerfest's status as Europe's northernmost city is frequently cited. The recent transportation of two huge transformers to the northern town made headlines primarily on account of the consignment's great weight, however.

The journey of the two giant transformers started at a Siemens plant in Dresden (Germany) early in April. They were loaded onto trucks there ready to be hauled approximately 3,200 km to Hammerfest (Norway). The 7 m long, 4 m high and

about 2.6 m wide pieces of equipment were heaved by crane onto heavylift lorries provided by the heavylift logistics specialist Universal Transport. The 100 t monoliths were securely lashed to the two flat-bed trailers, which had twelve axles each.

The voltage adapters were subsequently transported by road to the sea port of Wismar (Germany), 450 km away. There a port crane lifted the heavy units off the trailers and transferred them to the hold of a waiting ship. In the port of Europe's northernmost city, located on the Barents Sea, the transformers were once again loaded onto lorries for the final leg of their journey, which was to a site around 30 km from the port of discharge. *av*

A multimodal transport chain for some heavyweights

Asstra Associated Traffic AG, a transport and logistics holding from Zurich (Switzerland), recently carried out a combined transport task using three different modes of transport. It handled heavy and oversized consignments weighing between 12 and 45 t and consisting of machine parts for the wood-processing industry which were needed by Kronospan.

The transport started off in Brasov (Romania) and led to Rostov-on-Don

(Russia). The firm deployed road-trains with low-bed trailers, mobile cranes that could lift up to 350 t, the coastal shipping vessel *Konak*, the breakbulk freighter *Okskij 25*, another crane capable of lifting 250 t and the concomitant accompanying vehicles which ensured that the transport was always safe en route. The company was happy to have demonstrated the functioning interplay of the various modes of transport involved. *nau*



Photo: Asstra

Various modes of transport linked up to manage the transportation of machine parts.

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German association informs about escorted transports

Focusing on heavylift transport

The legal aspects of escorted high volume and heavylift transports and the obtaining of the relevant permits were recently the focus of a well-attended event held by the German heavylift and crane operating association BSK (Bundesfachgruppe Schwertransporte und Kranarbeiten).

On 15 March 2014, the first meeting of this size was held at the invitation of BSK member firms that handle the civil protection of high volume and heavylift transports. In Nohra near Weimar the 130 representatives of road escort companies who attended the meeting also learned about issues relating to insurance law and were given an outline of the rules that govern the piloting of oversize loads in France, Belgium, Netherlands, Luxembourg, Switzerland and Austria.

In this connection special emphasis was placed on the rules applying in Austria, where all escorted movements are accompanied not by police officers but by certified road supervising managers with official powers.

The meeting was rounded off by an exhibition of products from suppliers of transport vehicles, such as Mercedes-Benz, fully-equipped escort vehicles and variable message sign units (VMS). Never before had eight manufacturers from this field been represented at an event of this kind in Germany. In a lecture the corpo-



Photo: BSK

A discussion on the privatisation of police duties is ongoing, and in this context the question of whether they may relinquish certain escort duties and hand them over to civil bodies has arisen too.

ration Volkswagen Nutzfahrzeuge gave a picture of the demands that have to be met by a class BF4 escort vehicle with a forward-facing VMS unit, which must

not only meet the demands of wind pressure and the increased roof load which it induces, but also the adverse effect on cooling performance. *ab*

Second heavy transport night in the North German two-city state

At the request of organisations representing the transport industry in the northern German state of Bremen – namely the Bremen transport industry association (LVB) and the logistics provider BLG, in addition to the BSK itself – the managers in the senate department of internal matters, transport and economic affairs examined the possibility of opening the night of Friday to Saturday for heavylift transport, if such transport tasks did not necessitate the involvement or presence of the police. With a letter dated 23 April the senator for construction, environment and transport stated that the deputation addressing the matter had agreed to the request. This means that in principle, the nights of Friday to Saturday and Sunday to Monday, stretching from 22.00 to 06.00, can be used for the transport of large and heavy loads without a police escort. BSK has called the ministerial decision «an extremely gratifying outcome» and evidence of «the highly constructive cooperation, for the benefit of all concerned, between senators, the road transport office and the port and transport industry.»

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In conversation with Alexander Shelkov of Moscow-based Instar Logistics

A balanced portfolio

It is common knowledge that competition has become stiffer in the heavylift sector. A global company of Russian origin that works in the industry has to cope with this, and also deal with some special challenges at the moment. Against this backdrop the ITJ's Antje Veregge put some questions to Alexander Shelkov, director general of Instar Logistics, about the current situation.

Mr Shelkov, which would you call your core markets?

We are not only a heavylift project forwarder with around 800 employees in various CIS countries, as well as Europe and the Middle East, we also have our own assets. We have 46 Goldhofer axle lines, Mercedes Titan prime movers and ro-ro barges at our disposal. We are therefore able to execute projects with our own resources. Our main markets are in the fields of power generation, refinery, petrochemical and offshore projects.

Where do you see further potential?

Over the next few years we foresee a lot of movement in the petrochemical sector, as well as in refinery modernisation and power generating industries.

What projects have you handled recently?

We completed a very large project in the power generation industry at the end of last year. It was connected to construction work on the Polyarnaya power plant, located in Salekhard, northern Siberia. We delivered approximately 50,000 t of equipment with two heavylift vessels, making use of the northern sea route through the Arctic Sea. The shipment was discharged onto 17 offshore ro-ro barges in Obskaya Bay. During the overland leg we had to cope with very harsh



The weather is a key factor in project handling in Siberia, Instar's **Alexander Shelkov** said recently.

weather conditions, with a temperature of -15°C and 1 m of snow.

How do you see the market today?

Conditions are very tough and the emphasis is on costs. This puts pressure on the prices and margins of all providers. It will squeeze some companies out of the market in coming years.

You are present in both Russia and Ukraine. Does the current political upheaval affect your business? Are goods flows being hampered, for instance?



Photo: Instar Logistics

Our subsidiary in Ukraine is faced with an aggressive price war in a shrinking market. Many potential projects that are on the drawing board have simply been shelved. We are seeing a critical decrease in business activity there.

What do you expect from the current year?

We are optimistic about the future, as our business activities are well distributed across regions and products. We have already been able to secure a number of large projects in the power generation, refinery and offshore industries.

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Salammbô Group expanding

Focusing on project cargo

The Tunis-based Salammbô Group was founded in 1999 by Mohamed Hechmi Briki, general manager, who continues to head the corporation today. The group is active in different fields and thus operates with several subsidiaries (see box). Salammbô Projects, the company's heavylift, oil/gas and projects department, operates as an independent business unit in the Salammbô Group.

The Group has expanded throughout the Maghreb countries, by successively setting up offices in Algeria and Libya, namely Salammbô Shipping Algeria and Salammbô Libya. The group's subsidiary, Salammbô Projects, operates in the ever more important heavylift sectors of the oil and gas industry and in the project cargo segment. This division operates as an independent business unit in the Salammbô Group. It is run by a team of project cargo and heavylift experts.

Dedicated tailor-made services

The unit provides dedicated services tailored to meet the specific needs of the oil and gas industry, as well as of companies in the engineering, procurement, construction, energy, fertiliser and windmill industries. The unit's services include detailed planning and monitoring, procurement, carrying out construction and assembly work, as well as project handling.

The group's business development manager Lotfi Kefi told the *ITJ* that «at Salammbô Projects, we orchestrate some of the most complex supply chain activities for mining, power generation, wind mill components and offshore energy exploration and production enterprises.»

Consultancy, challenge, difference

Salammbô Project is currently heavily involved in oil and gas logistics in the Middle East and in North Africa. In 2013 and also in the first quarter of 2014 the company shipped 116 rolling units, 40 twenty-foot flat-rack units and several breakbulk ship-



Photos: Salammbô

Project cargo handling activities (l) and lifting a rolling unit on to a heavylift freighter.

ments to Eastern Mediterranean, Red Sea and Persian Gulf countries. «At Salammbô Projects we believe that consultancy, challenge, difference are the keys to success. What this means is that we provide our

customers with first-class consultancy services, meet their every challenge and make the difference in terms of the treatment we provide our customers with. This is what they have paid for, after all.» *Jutta Iten*

The Salammbô Group

Salammbô Shipping

is active in the ship agency field in all of Tunisia's maritime ports. Over and above this, the entity Salammbô Shipping also works in the ship and slot affreightment and chartering business, as well as a ship broker.

Salammbô Logistics

is the group's logistics firm. It has an office in Tunis as well as a customs-bonded warehouse in the Radès port compound. It offers international transport solutions (groupage and full loads) in trade to and from Europe, the United States of America, Africa, the Far East, etc. National logistics and distribution activities are also on offer. Customs clearance services also form a part of this entity's portfolio.

Salammbô Air Freight and Cargo Services

acts as a cargo airline representative. It has an office at Tunis Carthage airport, the hub that serves the Tunisian capital city, as well as premises in Sfax. It is a member of the International Air Transport Association (Iata).

Salammbô Projects

manages the customer-oriented handling as well as the transportation of particularly large and/or heavy consignments which require a high degree of expertise, especially the handling of such units by one of the various modes of transport, be it air, road and sea. Services include lifting, jacking and skidding.



Mohamed Briki, president and chief executive officer.



Lotfi Kefi, business development and projects manager.



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Off the road at night in Mongolia

A route to Central Asia

A transport route of 10,000 km is as such not an unusual requirement. If transit through four different countries needs to be accomplished, however, and the destination is Ulan Bator, then an unusual heavylift operation is certainly scheduled.

The trucks operated by the Latvian transport company Lattrans processed a special transport covering no less than 10,000 km at the end of 2013. The transport started in the German city of Neutraubling and went all the way to the Mongolian capital of Ulan Bator.

Route inspection of the special sort

The transport alone took a whole month. The trucks crossed four countries overall and switched the accompanying teams several times.

The dimensions of the individual vehicles amounted to a total of 20 m in length, 5.2 m in width and 4.95 m in height. As the transport needed to be carried out in the winter months, rough weather conditions also had to be contended with, bringing rather difficult conditions on the roads.

In addition, on the basis of the previous route inspection, a meandering route with numerous detours had to be taken. Crossings in particular, that is bridges, road crossing and level crossings, all required numerous sophisticated solutions. For Mongolia, the official permit for the

heavylift transport was available, which by no means meant an end to the many difficulties.

Close cooperation with the police

On the last section of the route it was only possible to conduct the transport at night, due to special local conditions. What is more, it was necessary to drive off the road, with only the signal lights of the



Photo: Lattrans

An unusual sight in Mongolia.

police marking the direction. The destination was, however, reached successfully and the cooperation with the local authorities is now but a positive memory. In addition to Mongolia, Lattrans has specialised in heavylift transport operations in the Central Asian republics of Uzbekistan, Kazakhstan, Tajikistan, Turkmenistan and the Far Eastern region of Russia.

Christian Doepgen

Cargo Equipment Experts in New Jersey

HLI Logistics has been appointed as a new member of the Cargo Equipment Experts network (CEE) in New Jersey. HLI Logistics will offer services in the fields of railway transport as well as providing expert opinions.

The company recently implemented a technical capacity expansion project for a railway wagon of the Schnabel CCRX 40010 type. The waggon, which is operated by Contractor Cargo and can usually transport loads of up to 550 t, had an additional upper tween deck integrated.

The HLI Logistics' rail and equipment department implemented the new configuration. The wagon can now carry 400 t and transport goods covering a surface area of 12.8 m or up to 13.7 m long. This also allows the transportation of goods that are not typically suitable for the Schnabel wagon type.

HLI Logistics has also entered into an exclusive agreement with the Contractors Cargo Corporation to have the latter's rail wagons with 10, 12 and 20 axles available at customers' requests. *cd*

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Imperial Baris transports a Hanseatic cog

Just like in the good old days

Project cargo shipments usually pertain to heavy equipment or machinery. A task tackled by Imperial Baris recently was completely different, however – the firm was asked to ship a cog from Lithuania to Germany.

The *Kogas*, a cog that has already been seen in the German television drama «Störtebeker», evokes nostalgic memories of the North Sea's Hanseatic shipping industry. The vessel recently crossed that sea again, coming from Lithuania for delivery in the German capital Berlin. The *Kogas*, which weighs approximately 50 t and measures 26 x 8 x 5 m, required a logistics concept that went far beyond what the heavylift or project cargo segment usually calls for.

The German firm Amadeus Schifffahrts- und Speditionen GmbH, one of Imperial Baris GmbH's sister firms, was in charge of handling the shipment from Lithuania. The transport was routed from Klaipeda (Lithuania) to Berlin via Szczecin (Poland).

The cog's 15 m mast was first partially dismantled, thus enabling a floating



Photo: Imperial Baris

The cog that was shipped from Lithuania is set to become an adventure restaurant in Berlin.

crane to load the ship onto the freighter *Lore Prahm*. The voyage to Szczecin took two days. There a pushboat combination took over and transported the fake antique to Berlin on the country's inland waterways. This leg had to be completed in accordance with a precise schedule.

Now the *Kogas* has cast anchor in Berlin, where it is due to be refurbished. Its future is still uncertain, though. If the authorities issue the requisite permits, then it will serve as a restaurant and canteen ship with a maritime flair in the capital from June onwards. *Antje Veregge*

The world's largest ship's propeller churns up the port of Hamburg

HHLA's box terminal in Altenwerder (Germany) handled the world's largest containership propeller in mid-March. The huge five-bladed screw, which boasts

a diameter of 10.3 m and weighs an impressive 113 t, was lifted off its pontoon and placed in the ship's hold by a floating crane. The propeller was made by the

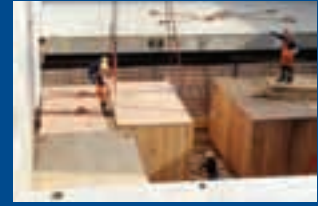
firm Mecklenburger Metallguss in Waren an der Müritz in eastern Germany, from where it was hauled to Hamburg on a 30 m heavylift truck. *av*



Photo: HHLA

A ship's propeller – paradoxically a rare sight in the port of Hamburg – being loaded on to a container vessel.

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The joint port of Copenhagen and Malmö has handled a consignment of exceedingly long environment-friendly buses.

Copenhagen Malmö Port (CMP), the joint Swedish-Danish port of Copenhagen and Malmö, recently handled the first of a total of 15 so-called superbuses as ro-ro cargo in the Frihamnen section of the hub, located on the Swedish side in Malmö. The 24 m long buses are powered by hybrid gas/electric technology and are scheduled to enter service in Malmö this summer.

According to Johan Ullenby, the chief operating officer for port and terminal operations at CMP, receiving the consignment of buses is a good example of the success of the port's strategy of offering specialised services in the high and heavy cargo category. «Here at CMP we have all



24 m long buses leaving a ro-ro vessel in Copenhagen Malmö Port.

Photo: CMP

the facilities and space required to receive vehicles of this type, which also includes lorries, excavators, tracked units or any other large vehicles,» the COO said. «Of course our employees are very careful when handling the vehicles, resulting in

low levels of damage incurred,» he continued. Being very careful is frequently not enough, however, so the hub has special quays, surfaces and tracks which together provide tailor-made solutions for its vehicle customers. *av/nau*

Seaway Heavy Lifting installs a transformer topside in a North Sea wind farm

The Dutch specialist Seaway Heavy Lifting, which is based in Zoetermeer, has installed a 3,300 t so-called transformer topside in the North Sea. The transportation task was carried out in the context of the project Meerwind south/east, which is being set up in the German Bight and is managed by the German company WindMW.

Seaway performed the lift using the dynamic positioning system on its crane vessel *Oleg Strashnov*. With the installation of the topside the wind farm has now been completed.

The Meerwind offshore wind farm, which consists of the Meerwind south and Meerwind east fields, has a capacity of 288 MW. It boasts 80 wind turbines

with a capacity of generating 3.6 MW each. It is expected to save about 1 million t of CO₂ annually. Seaway's involvement in the Meerwind project started in September 2011. In the second quarter of 2013 the company installed transition pieces for the undertaking.

Jens Assheuer, WindWM's managing director, was very pleased with the way the project had gone. «Completing this installation work represents the end of a very satisfactory collaborative accomplishment. I was particularly impressed with the expert handling of the special equipment involved.» Peter de Bree, Seaway Heavy Lifting's chief operating officer, said that «this was our first such job in the North Sea again after a six-month hiatus. The good weather and planning efforts of everyone involved enabled us to complete our task in 24 hours.»

Seaway Heavy Lifting is active mainly in the oil and gas industry, as well as in the renewable energy sector. The company owns two special crane vessels, the *Stanislav Yudin* and the *Oleg Strashnov*, which have lifting capacities of 2,500 t and 5,000 t respectively. *av/nau*



Photo: Seaway Heavy Lifting

Seaway Heavy Lifting helped complete a wind farm with the installation of a transformer topside.

EMPIRIC to help improve Central European links

Extend business opportunities through multimodal cooperation in Central Europe

«Extend your business opportunities through multimodal cooperation in Central Europe. The experience of the EMPIRIC project.»

The economic productivity of a region is strongly linked to efficient freight transportation solutions. Good accessibility is crucial to participation in international freight flows. Currently, the ease of access to different places still varies greatly in Central Europe. There are highly-connected central regions but also large rural and peripheral regions where missing or neglected transport lines cause weak accessibility.

«Projects in the CENTRAL EUROPE PROGRAMME help to improve international traffic flows, encouraging intermodal transport and thereby enhancing access to the continent's various regions,» explained Christiane Breznik, Managing Authority, CENTRAL EUROPE PROGRAMME, Head of the Unit.

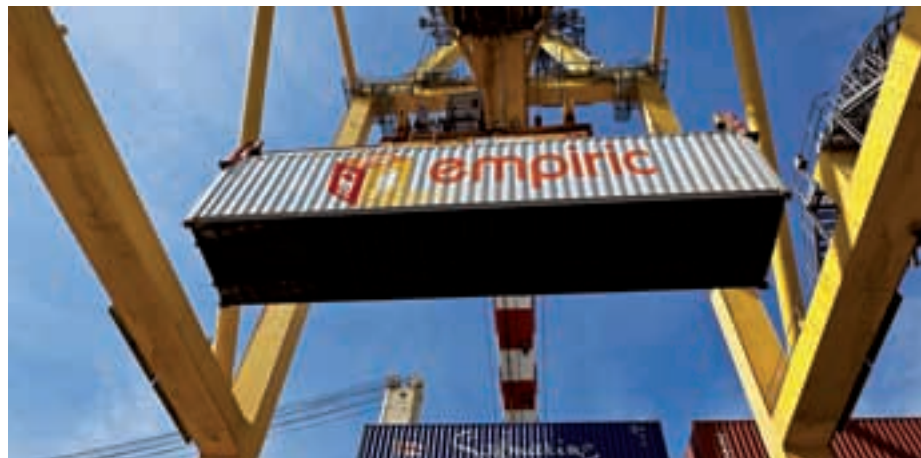


As central Europe's markets are growing and EU trade with Asia is becoming ever more important, we can expect an increase in transport in the corridor linking Baltic Sea hubs to North Adriatic ports. By encouraging multiple modes of transport, with an emphasis on rail and waterways, the EMPIRIC project is part of the effort to keep traffic moving smoothly through the corridor while reducing its environmental impact.

The EMPIRIC project also seeks to improve access between key ports and the rest of Central Europe, thereby creating new business opportunities.



EMPIRIC is seeking to improve links between central ports and other Central European regions.



Photos: EMPIRIC

The Venice Port Authority is the leading agency in the EMPIRIC project.

The project is led by the Venice Port Authority, with the involvement of 12 partners in Central Europe. It was created to seek out the potential for innovative multimodal transport solutions and logistics services between the greater Baltic Sea and Adriatic Sea regions, along the Baltic–Adriatic transport corridor (BAC). This major European freight-trading route is recognised as one of the 9 core corridors of the new EU TEN-T policy, which was approved in December 2013.

Supported by research and analysis, EMPIRIC has brought together major policymakers, stakeholders and market players from this important Central European north–south axis together, to develop more efficient, reliable, as well as more sustainable forms of transportation of goods, with a higher share of railways and inland waterways.

Having analysed freight traffic flows, logistics services and market incentives in Italy, Slovenia, Austria, Hungary, the Czech Republic and Poland, EMPIRIC has provided the requisite technical and policy recommendations needed to increase the utilisation of greener freight transport solutions

along the Baltic–Adriatic transport corridor. In this respect, EMPIRIC helps to boost future economic development of the various regions along the BAC and introduces measures in different sectors of the freight transport market that aim at increasing utilisation of truly multimodal concepts.

EMPIRIC's transnational approach has enabled the stakeholders to analyse and compare existing practices applied in the logistics sector in different countries and understand what pre-conditions are seen as crucial for the implementation of economically viable and environment-friendly freight transport solutions. EMPIRIC supports all of the partners and stakeholders involved to think about the European relevance of their local development plans towards the goal of establishing the core network towards 2030 and the comprehensive network towards 2050.

For more information on the impact analyses of new multimodal services and infrastructures, the Business Cafés that have been organised, the programme's analyses on incentives for the multimodality and all the other output and deliverable ideas of the project, feel free to have a look at www.empiricproject.eu or contact us directly by writing to antonio.revedin@port.venice.it or to james.orlandi@port.venice.it.

The EMPIRIC project is co-financed by the European Regional Development Fund through the CENTRAL EUROPE PROGRAMME.

Special shipments are routine for this player

Italian helicopters fly to California

Russia's Volga-Dnepr Airlines recently deployed an Antonov freighter, together with its partner company, Ruslan International, to simultaneously transport four helicopters. This cargo shipment was not an isolated incident, but nevertheless required special treatment.



One of the four helicopters transported by Volga-Dnepr being exhibited after its long journey.

Four rotorcraft recently crossed the North Atlantic, to be exhibited at Heli-Expo, the world's largest helicopter trade show, which was held in Anaheim CA this year, in the metropolitan area of the southern Californian city of Los Angeles (USA).

Of course, they did not have sufficient power to undertake the intercontinental flight under their own steam. They were therefore transported in the hold of an Antonov An-124-100 freighter, belonging to Russia's Volga-Dnepr Airlines. The hel-

icopters, belonging to the Italian manufacturer, AgustaWestland, were loaded at Milan Malpensa airport.

The heavylift cargo specialist Volga-Dnepr was also in charge of organising the more than 30 mile road transport leg between Los Angeles airport and the exhibition centre, as part of its freight supermarket services.

Four of more than 700 flights

«When transporting helicopters we use special procedures, because large helicopters require a special loading plan,» explained Alexey Stepanov, Volga-Dnepr's loading supervisor.

He went on to say that «these usually include packaging the previously dismantled rotor blades, so that they can be loaded onto the flight together with the helicopter and other equipment and spare parts.»

An-124-100, the helicopter workhorse

Horizontal stabilisation blocks or tanks, which have to be strapped-down, also need to be dismantled sometimes. Frequently a special ramp extension or towing bar are also used for the loading and unloading.

Over the last ten years, Volga-Dnepr has transported helicopters on no less than 739 flights. On 634 of these an An-124-100 was deployed, with IL-76TD-90VDs being used 105 times. *ab*

GEA Heat Exchangers delivers equipment to northern Siberia

GEA Batignolles Technologies Thermiques (GEA BTT), a subsidiary of the GEA Heat Exchangers corporation, which is headquartered in the western German city of Bochum, has received a record order worth more than EUR 40 million from the plant construction firms Technip and JGC. The order is for more than 400 air-cooled heat exchangers, for a three-strand liquefied natural gas (LNG) plant currently under construction on the Yamal Peninsula in northern Siberia.

GEA BTT will design the heat exchangers, manufacture them over a period of three years and then deliver them. Technip and JGC are jointly developing and constructing the first Arctic LNG plant in Russia. The commissioning is expected to take place in three phases and is scheduled for between 2016 and

2018. The operating company, Yamal LNG, which is 60% owned by Novatek and 20% by Total as well as CNPC, respectively, wants to build the new plant in the South Tambey gas field.

GEA BTT's heat exchangers are to be deployed in three LNG lines, each processing 5.5 million t of gas every year. The extracted natural gas will be liquefied in the plant, so that it shrinks to around a 600th of its original volume.

Maritime transport to Europe and Asia

In this form, the natural gas can then be cost-effectively transported by sea to its target markets in Europe and Asia. A special LNG tanker with a capacity of 170,000 cbm has been developed, in order to be able to transport the LNG through the Arctic Sea.

The climate also represents a special challenge for the plant construction. The heat exchangers are intended to withstand Siberian temperatures for decades and must be designed accordingly. GEA BTT is therefore drawing on its experience from other projects in the power plant sector as well as in the oil and gas industries.

Experience of climatic conditions

Philippe Piron, managing director of GEA BTT and in charge of the company's air-cooled heat exchanger division, said that he is «delighted that we won the order for this very interesting project.» GEA BTT was awarded the order based on its experience of developing and constructing heat exchangers to be used in critical and climatically-exceptional operating conditions. *ab*

New BBC locations

BBC Chartering, a German provider of ocean heavylift and project cargo carriage, opened a new representative office in Bilbao (Spain) in April. The company also opened a new office in France in January. These markets were previously managed from Germany, but Jens Meilvang, BBC's chief chartering officer, said that the time had come to establish closer ties to these regions. *av*



Photo: BBC Chartering

BBC has established a presence in Spain.



Photo: ADPC

ADPC handled its largest and longest heavylift load ever in Abu Dhabi's free port in April.

A new record in Abu Dhabi

The Abu Dhabi Ports Company (ADPC) handled the largest and longest heavylift load it has ever received in the emirate's free port in mid-April. The largest piece of equipment weighed 1,531 t, was 12 m wide and 116 m long

Five heavylift pieces of infrastructure equipment were unloaded in the Emirati port last month, destined for the Abu Dhabi Oil Refining Company's new carbon black and delayed coker plant, which is being built in Ruwais, Abu Dhabi (United Arab Emirates). Each of the consignments weighed between 140 and 1,531 t. The equipment, which weighed a

total of 3,367 t, arrived in the hub on the *Dongbang Giant No 1*, a project cargo carrier coming from Ulsan (South Korea). The freighter had to occupy three berths of the free port to unload its cargo.

The heavylift shipment was transferred to the quay in a roll-off operation, with 76-axle self-propelled modular trailers (SPMTs) deployed in the process. From there the cargo was on-forwarded along the coast to Ruwais.

The ADPC is in charge of the management as well as the operational activities in the free port, which is located adjacent to Abu Dhabi's Zayed Port. *av*

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The high-performance fibre made of Novoleen, which is produced by the German manufacturer Seilflechter (which means rope weaver in English), reduces the weight of round slings by up to 60%, compared to Birolen, a special polyester fibre made by the same company. The effective length and load carrying capacity is also the same for the two products. Novoleen also significantly reduces rope elongation.

The lower volume and reduced width of the Novoleen round slings has proven to be particularly beneficial, especially when combined with shackles, smaller crane hooks and attachment points. Increased precision is achieved as well with the special manufacturing technology,

which can play a very large role when asymmetrical loads and varying lengths of the lifting accessories are involved.

Combination with high technology

Novoleen round slings can also be equipped with RFID technology, if required. The technology makes product documentation much easier and assists the user in the periodic visual and functional testing that has to be performed once a year, in accordance with the trade association's safety regulations (as specified in BGR 500).

Seilflechter offers standard Novoleen round slings with a protective cover made of polyester. In order to significantly improve the abrasion and rip resistance of



Photo: Seilflechter

Novoleen round slings make handling and transporting heavy loads easier.

the slings, the cover can optionally be made of Novoleen.

The firm Seilflechter Tauwerk GmbH, whose history dates to 1745, offers equipment for lifting, pulling and securing, for industrial and water sports (sailing). About 140 km of rope is produced daily at the company's main plant in Braunschweig (Germany). *ab*




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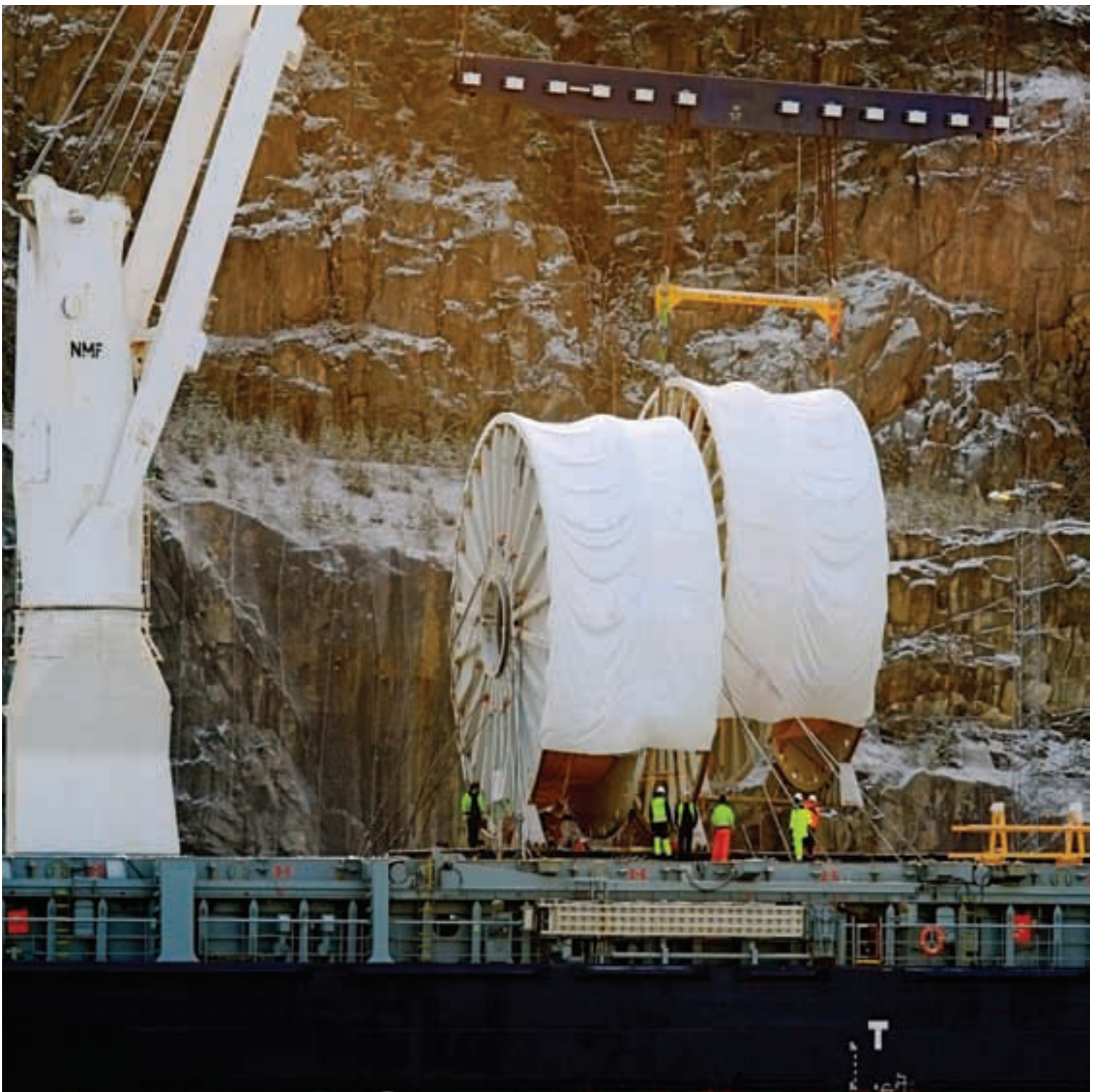
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Hamburg losing conventional breakbulk volumes

Project business under pressure

The port of Hamburg has seen its conventional breakbulk throughput drop by more than 20% over the past two years. The business community in the northern German city has put together a package of measures aimed at turning around this downward trend, at least in the high-value project cargo segment. As a last resort, the authorities are prepared to enter into new partnerships, to make sure the port does not lose touch with the market leaders in this hotly-contested segment, despite the problems concerning infrastructure.

Growth of 4.4% in container traffic and an even more impressive 7.2% uptick in the handling of bulk cargo – the 2013 throughput figures for the German port of Hamburg are nothing if not respectable. But there is a blot on its clean balance sheet. In conventional breakbulk throughput, the Hanseatic city's port lost 7.6% of its volume, thus putting its total at just 1.9 million t. In the last two years, this figure has plummeted a full 22%.

The drop cannot only be chalked up to an increasing level of containerisation of certain types of goods. Particularly in the heavylift and project cargo segment, Hamburg has found it increasingly difficult to keep pace with its compatriot port Bremerhaven and other western North Sea ports. The Belgian port of Antwerp alone registers 15 million t of throughput a year in the breakbulk sector, a figure that the port on the river Elbe can only dream of.

A lucrative segment

This realisation is a thorn in the side of Hamburg's business community. «Value creation in the transshipment of heavylift and oversized breakbulk cargo is many times greater than what is achievable with standard container transshipment. Employment knock-on effects are also highest in conventional breakbulk transshipment, at 6.23 jobs per 1,000 t handled,» concludes a white paper aimed at improving conditions for oversized and heavylift cargo. It was published jointly by the Hamburg chamber of commerce (Handelskammer Hamburg), the port of Hamburg's business association (Unternehmensverband Hafen Hamburg UVHH), Port of Hamburg Marketing (Hafen Hamburg Marketing HHM) and Hamburg's road haulage and logistics association (Verband Strassengüterverkehr und Logistik Hamburg VSH). About 18,000 workers in the metropolitan region of Hamburg are dependent on this segment.



Photo: H.-J. Hettchen

The Wallmann terminal, one of five facilities in Hamburg that specialises in project cargo, is teaming up with other industry players to assess the advantages of acquiring a floating crane.

In the white paper, the four organisations focus on infrastructure problems that make life particularly difficult for oversized and heavylift cargo forwarders in the Hanseatic city of Hamburg.

Throughout the German road network, key bridges are in a deteriorating condition, and Hamburg is no exception. The result is the downgrading of the load-carrying capacity of affected bridges. Heavylift cargo transports reaching the port by road are forced to cope with significant detours – and in the worst cases may not even be able to reach their intended destinations at all.

«Both the logistics and transport industry, as well as manufacturers of plant components, transformers, presses, turbines and construction equipment, frequently recommend the shipping of oversized components via Antwerp, due to the poor accessibility of the port of Hamburg and delays in getting the necessary permits,» the paper continues.

It calls for improved coordination of construction sites, taking better account of oversized and heavylift transports with regard to infrastructure improvements, a temporary lifting to 44 t of a weight limit beyond which the authorities have to be consulted, and the development of planning processes and the Vemags web platform for approval processes for oversized and heavylift transports. A round table including the bodies UVHH, HHM, VSH, the chamber of commerce and with representatives of Hamburg's city government has already been established.

Prevent firms from upping sticks

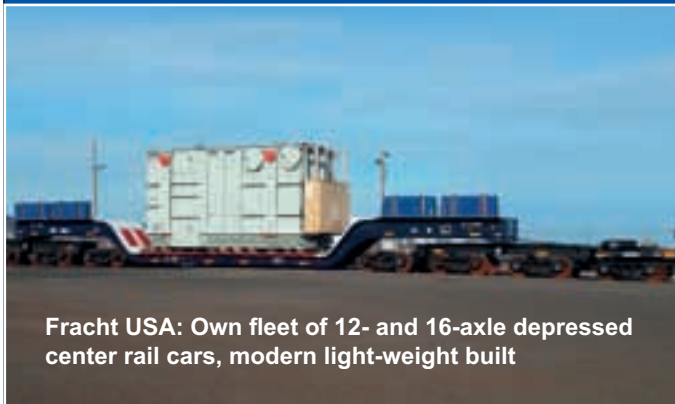
Whether these measures will be sufficient to stop the shift in the project cargo business away from Hamburg is an open question, however. Johann P. Schryver, the chairman of the association of Hamburg freight forwarders (Verein Hambur-

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ger Spediteure VHSp), has noticed a shift in this traffic towards western North Sea ports over the past 10–15 years. The container business was simply accorded a higher priority in Hamburg, he says. Even the recently-approved port development plan to 2025 touches only marginally on the issue of oversized and heavylift cargo.

One of Hamburg's greatest weaknesses in the project cargo field, compared with Antwerp and Rotterdam, is the poor integration of inland barges into the project chain. And this in spite of the fact that along the river Elbe there are numerous capable heavylift shippers that depend on the port. However, as Heiko Loroff, the general director of a group of inland ports on the upper Elbe (Sächsische Binnenhäfen Oberelbe SBO) points out, all of the players involved in the transport chain are holding back investments in terminal superstructure, pending a resolution of a political debate over shipping on the river Elbe.

Inland waterways links are key

Axel Mattern, Port of Hamburg Marketing's chairman of the executive board, also believes that there is a great potential for the inland waterways. «The current trend sees heavy pieces weighing 100 t or more reaching the port of Hamburg almost exclusively on inland barges,» according to Mattern. This makes it abundantly clear that well-functioning inland waterway links between Hamburg and both the inland ports on the river Elbe as well as the inland canal network are needed to ensure seamless transportation for heavylift and project cargo shipments.

There is a need for action in the port too. The five terminals that are very active in the project cargo business – that is the Buss Hansa Terminal, C. Steinweg, Unikai, Rhenus Midgard and Wallmann & Co – offer mobile cranes in their facilities that can lift 208 t, and which can even handle individual pieces weighing 300 t in tandem operations. Most multipurpose vessels calling at Hamburg have on-board cranes capable of handling 700 t – which is of no use when an inland barge and a maritime vessel are in port at different times. Thus Wallmann & Co, C. Steinweg and Buss are in discussions with HHM concerning a joint investment in a floating crane. One with a 700 t capacity would be ideal, according to Mattern, as it would make handling more flexible and prevent expensive down-time for inland barges.

Cooperation partners to the fore

In the meantime, the SBO has started a cooperative partnership for heavylift and project cargo activities, as well as conventional heavylift and bulk cargo. The SBO's partner is not Hamburg, however, but the port of Brunsbüttel, which is located in the Elbe delta. Brunsbüttel Ports, the local port operator, is building a multipurpose terminal for heavylift transshipment. Loroff and Frank Schnabel, the head of Brunsbüttel Ports, signed the cooperation agreement in Hamburg – with high-level representatives of the port of Hamburg also at the table. The signal behind their presence is that, despite ongoing construction and infrastructure problems affecting the project business, Hamburg's port industry wants to keep a foot in the door – if it means cooperating with partners, so be it. *Björn Helmke/av*

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US railway company enters the project logistics stage

A major new player

Burlington Northern Santa Fe (BNSF), a US railway company with a long tradition, recently considerably extended its field of activity. The corporation has made significant investments in acquisitions and in the extension of its activities. The aim is to be able to play an important role in its chosen new business area of project cargo logistics.

The story of the large US railway companies began more than 160 years ago, when they supported the establishment of industry and business. By 1995, two large companies had developed independently, thanks to organic growth, mergers and acquisitions. In 1995, the Burlington Northern and Santa Fe railway companies decided to join together as BNSF Railway. A total of about 390 companies of various types that originally existed in the sector during these 16 decades all finally became a part of what could be called the BNSF Railway family tree. In 2010, the company was bought by Berkshire Hathaway, and today it is one of the largest railway firms worldwide, in terms of both its network and its financial basis. How is it that such a large company decides that it would additionally concentrate in a major way on the global transportation of project cargo?

History repeating itself

Again the development was based on a large acquisition. Burlington Northern Santa Fe LLC, the parent company of BNSF Railway, bought BNSF Logistics in 2002. The move was designed to offer logistics services where trains could not go. Full truck-load options on the road as well as intermodal railway shipments offered value-added services – all in addition to traditional rail transport options. This combination differentiates BNSFL from its 3PL competitors. In addition, BNSFL acquired a non-vessel operating common carrier (NVOCC) as well as a customs house broker in 2008, to establish itself even more prominently in the global market.

In 2011, the company took another step forward. It recognised that there was a great potential for growth in the project cargo sector, an industry which supports the ongoing expansion of global infrastructure. «This will continue to develop, despite all possible obstacles, and is being driven largely by industries in emerging countries,» is the feeling at



Photo: ITJ archives

A locomotive of BNSF Railway, the parent company of BNSF Logistics, which is currently establishing its strong presence in the global project cargo industry.

BNSF. Global project cargo activities take place in a market that requires substantial financial depth and wherewithal from its largest providers, as investment and working capital required to support projects can be significant. BNSF Logistics can provide this.

Valuable acquisitions

To this end the firm acquired Albacor Shipping and EP-Team Logistics in 2012, two companies which were very well-known in the project cargo business. The Albacor acquisition also entailed the transfer to BNSF Logistics of the former's highly-coveted membership in the Worldwide Project Consortium (WWPC). This paved the way for BNSF Logistics to be recognised across the globe as a leading service provider today.

Various teams of experts serve the fields of oil and gas, chemicals, power generation, mining, renewable energy, civil engineering and the aviation and aerospace sector. A global project cargo team has been created, based in Houston TX and made up of former employees from Albacor, EP-Team Logistics and BNSFL. Satellite offices have been opened in many important regions. The connections to WWPC were further developed and deepened. Thanks to safety

and FCPA compliance certificates an extensive global service network has been built up. BNSFL is convinced that it will become a market leader in this field.

WWPC members' conference in Phuket



The annual members' conference of the Worldwide Project Consortium took place in Phuket (Thailand) this year. BNSFL took the opportunity to present its expanded field of activities to the expert audience. WWPC director Wolfgang Karau is pleased with the new member in the network, which was founded in 1998, just as BNSFL itself is pleased to be part of the WWPC family. Both sides will benefit from each other's activities, according to Karau. WWPC was founded to combine independent, first-class project cargo freight forwarders, shippers, and the like under one roof, so that each player can find the right partner. Membership is restricted to one enterprise per country, or per region in larger countries.

Major order for Alexander Global Logistics

Mining equipment to Mongolia

The logistics service provider Alexander Global Logistics, a member of Cargo Equipment Experts network in Germany, has completed the first transport of overdimensioned mining equipment from Houston TX (USA) to the Mongolian capital Ulan Bator via Tianjin (China).

The first consignments of overdimensioned mining equipment which the Bremen-based German logistics firm transported from Texas (USA) to Ulan Bator (Mongolia) weighed in at 46 t. This was the first shipment in a contract of twelve units of the same kind, which will be moved consecutively, the corporation said recently. Alexander Global Logistics (AGL) is well-suited to handling this task, as it has been operating its own office

in Mongolia's capitol city for two years now. AGL's headquarters managed the coordination of the transport of this cross-trade job. The unit was first shipped out of Houston to Tianjin (China). There the cargo was loaded onto a lorry and trucked directly to Ulan Bator.

AGL was in charge of pre-carriage in the USA, handling operations en route, the organisation of the seafreight leg, customs formalities in the USA, China and



Photo: Alexander Global Logistics

The management of the heavylift task was in the hands of Alexander Global Logistics.

Mongolia, overland transport from Tianjin to Ulan Bator and surveys in the port of loading and at the final destination.

AGL works as an independent logistics service provider. The member of Cargo Equipment Experts network (CEE) in Germany collaborates with a worldwide network of partners. *it*

Masthead

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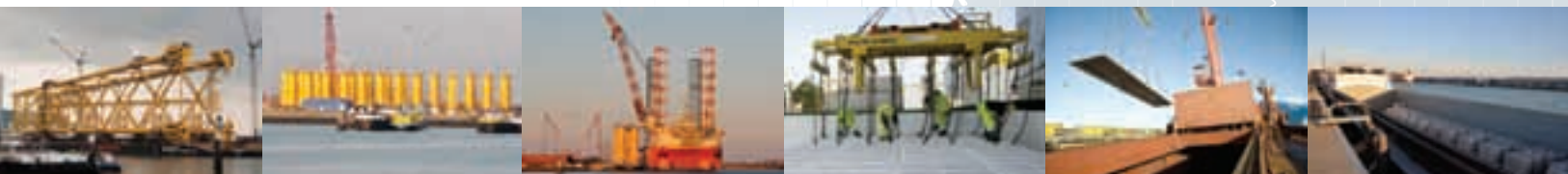
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