

PROJECT CARGO NEWS

PCN'S BI-MONTHLY NEWSLETTER

ISSUE 38 • MAY 2018

FREJA & GRÜBER HANDLE GENERATING SETS

SEE PAGE 03 FOR DETAILS



NEW MEMBERS THIS ISSUE

SEACOR:
BAHAMAS, TURKS & CAICOS

OFFSHORE FREIGHT:
GHANA

RSL FREIGHT:
SRI LANKA

ACTANIS:
TURKEY

ALL SEAS:
TUNISIA

CHS:
FINLAND



**PROJECT
CARGO
NETWORK**

INSIDE

FREJA & GRUBER HANDLE GENERATING SETS	03
AFRIGUIDE EXPORT MINING TRUCKS FROM SOUTH AFRICA TO INDONESIA	03
FORTUNE & ACTANIS LOAD PROJECT CARGO LIKE A GAME OF TETRIS!	03
TANDEM LOGISTICS MOVE 95TN PIECE FROM TUNISIA TO SOUTH KOREA	04
EXG AWARDED 'PROJECT CARGO FORWARDER OF THE YEAR' AT GUJARAT JUNCTION AWARDS 2018	05
A HIGHLY ADAPTABLE FLEET OF EQUIPMENT & VESSELS AT SEACOR ISLAND LINES	06
GRUBER IN BREMEN HANDLE HEAVY LOADS FROM KEHL TO PORTO MARGHERA	08
BATI NEWS.....	09
INSIGHT.....	10
DELTA MARITIME CONTINUE WORK ON TAP PROJECT	11
PCN STAFF EXCHANGE PROGRAM	11
FLS-KAA HANDLES 80TN OIL HEATER	12
MEGALIFT COVERS 300KM TO DELIVER TWO TRANSFORMERS	12
RAISING FUNDS FOR THE EDPD PROJECT IN COSTA RICA	13
SCANDINAVIAN EXPRESS NEWS.....	14
OFFSHORE FREIGHT: AN OIL & GAS PROJECT LOGISTICS FOCUSED COMPANY	15
C.H. ROBINSON NEWS.....	16
GLOBAL CARGO LINE DELIVER UNIPOLES	17
ACTANIS ARE COMPLETELY FOCUSED ON PROJECT CARGO	18
FIRST GLOBAL LOGISTICS DELIVER FOR THE OIL & GAS SECTOR	19
EXHIBITION COLLABORATIONS	19
ANNUAL SUMMIT 2018 COSTA RICA	20
AAI + PEERS COMPLETE 2ND PART OF TRANSFORMER DELIVERY PROJECT	21
MALAI IN TANZANIA SHARE PHOTOS OF RECENT PROJECTS	22
HACKLIN DELIVER THROUGH HEAVY SNOW	22
EXG SHORTLISTED IN BREAKBULK WATERWORLD PHOTO CONTEST	22
EUROPE CARGO NEWS.....	23
UPCARGO NEWS.....	23
SPECIALISED TRANSPORTATION SOLUTIONS FROM CHS IN FINLAND	24
ORIGIN DELIVER TO FOUR DIFFERENT CLIENTS IN TURKEY	26
C LOGISTICS SOLUTIONS SHOWCASE THEIR RECENT PROJECT WORK	26
RSL FREIGHT ARE READY TO TAKE ON DIFFICULT TASKS	27
ALL SEAS SHIPPING AGENCY FIND EFFICIENT SOLUTIONS	28
ROCKIT SUCCESSFULLY OBTAIN ISO 9001 CERTIFICATION	29
PCIT DELIVER PORTABLE CABINS TO KABUL	30
CF&S TRANSPORTING 50 SAMPO HARVESTERS BY RAIL	30
DC LOGISTICS BRASIL WITH COMPLETE CERAMIC TILE POLISHING MACHINE SHIPMENT	30



FROM THE PRESIDENT/C.E.O.

Welcome to another colourful edition of our Digital Newsletter! I went straight to page 10 to read the latest "Insight" article. As Marco says "Every activity in our industry, whether it is transport, lifting, skidding or any other form of motion, is governed by Newton's laws." This article explores Law 1...

I hope those that took part enjoyed the Drewry webinar which covered the latest trends and outlook for the multipurpose shipping market, covering both break bulk and project cargo sectors.

"A quick note to you, to mention that we did take the offered opportunity to connect to DREWRY's webinar of today. This was a most interesting presentation and valuable data on present situation and future trend were made available. Many thanks for organizing this". Yann Dufour, Infreserve, PCN Panama

See our Head Office Notices page in the Members Area to download a PDF of the presentation. We will keep PCN Members up-to-date with news of further webinars.

I would also like to take this opportunity to remind you of our Smartphone Service (as pictured above), which provides easy access to your fellow Member's contact details on your mobile devices – simply go to m.projectcargonetwork.com (email us if you've forgotten the password) – making it easier for you to contact each other and increase business within our specialist network.

RACHEL HUMPHREY
President/C.E.O



WWW.PROJECTCARGONETWORK.COM

PROJECT CARGO NETWORK

PROJECT CARGO NETWORK is an ISO 9001 (Quality Management) and ISO 14001 (Environmental Management) certified organisation established in August 2010 to provide heavy lift and project cargo specialists access to a trusted, worldwide network of agents who could handle their specialist shipments, whilst working professionally and safely under a strict Code of Conduct.

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COVER: FREJA & GRUBER
Handle Generating Sets.
See p3 for details.
Photograph supplied by FREJA.

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FREJA & GRUBER HANDLE GENERATING SETS

In February, FREJA Transport & Logistics handled 3 generating sets from North Italy to Newfoundland, Canada. The pre-carriage from factory to port was handled in collaboration with GRUBER Logistics.

After pre-carriage, the cargo was shipped as breakbulk on a bed of flatracks to Newfoundland and once discharged, it was safely delivered to the final destination on time and without any damages.

Another showcase of FREJA Transport & Logistics and GRUBER Logistics working worldwide with all kinds of cargo and modes of transport.

www.freja.com
www.gruber-logistics.com



AFRIGUIDE EXPORT MINING TRUCKS FROM SOUTH AFRICA TO INDONESIA

Afriguide Logistics are members in South Africa and recently handled a project shipment involving the export preparation and movement of 9 mining haul trucks from Durban to Indonesia.

The 9 mining trucks (8 x CAT 785C and 1 x CAT 777E) totalled 3,707cbm and Afriguide performed the task with their agent in Australia. Brad Stephens (Director) explains: "Part of the challenge was to get the trucks into Durban before the annual abnormal road transport embargo kicked in on the 8th of December to meet a ship chartered to sail at the end of December. Another challenge was there was extensive maintenance and preparation work to be done on the trucks prior to shipment, such as re-fitting the 40tn rock bodies to the chassis, but the trucks could not be moved to the port by road during the time of shipment (due to the embargo) so this meant staging at an off-dock yard in Durban. This left the problem of getting the 110tn trucks to the shipside without using the road network so it was decided to move them with a floating crane just prior to the ships arrival.

Fortunately, all repairs and fitting were completed in good time for the operation and the trucks were delivered shipside just before her arrival in port. The loading operation then went as smoothly as possible and all 9 units were loaded on board during a single day shift without incident."

The next leg of the journey was a safe sea passage to Balikpapan in Indonesia where the trucks were transferred from the heavy lift ocean vessel to a barge which then took them to the most feasible beach head closest to the mine site before the short trip by road.

All cargo was delivered safely and on time as planned.
A well-executed job from Afriguide Logistics!

www.afriguide.com



FORTUNE & ACTANIS LOAD PROJECT CARGO LIKE A GAME OF TETRIS!

Fortune International Transport (members in Italy) have handled 120 project cargo cases with a total volume of 3,000cbm. The handling of the project was entrusted to Fortune by Actanis Project Cargo (members in Spain and Portugal) to coordinate the operations in Italy.

The entire shipment has been delivered to the pier in Bari with special low loaders and heavy powered trucks in the shortest possible period of time – only three

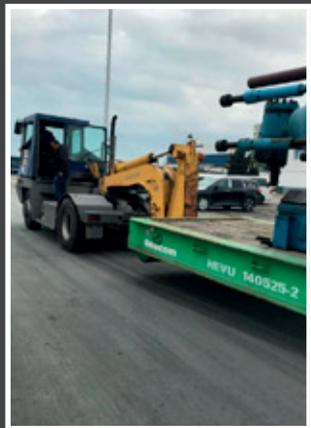
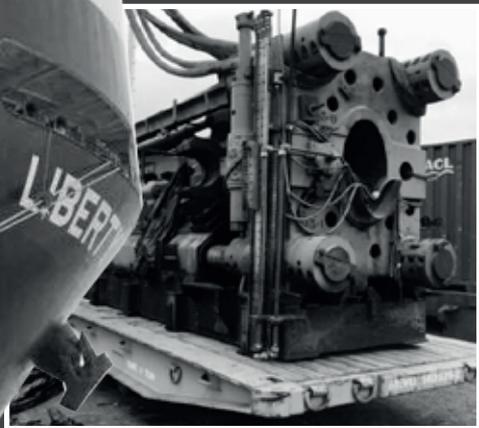
days to complete the whole delivery from factory to port. Fortune Managing Director, Paolo Federici explains: "During the last weekend in February, the vessel HR Endeavour, expressively chartered for the movement of this cargo, arrived and was being berthed. On Monday morning, the loading had started and the cases were stored inside the hold of the ship like a big game of Tetris. A perfect stowage plan was prepared with

the cases loaded on board one-by-one, starting from the heaviest.

A heavy forklift was placed inside of the hold to move the cases to the most suitable places to occupy all four corners. Two full days were needed to complete the loading and at the end, there was no more space available inside the hold. The last dropping of snow covered the hatches and the vessel sailed with no further delay."

www.fortuneitaly.it, www.actanis.com

TANDEM LOGISTICS MOVE 95TN PIECE FROM TUNISIA TO SOUTH KOREA



Tandem Logistics have recently successfully moved the piece of machinery photographed from Tunisia to South Korea. The piece weighed 95tns and measured 11.50 x 2.35 x 2.90m. Tandem took care of all the origin procedures in Tunisia including the pickup, permit authorisation, lifting, stuffing, packing, securing and port operations as well as the seafreight to Pyeongtaek Port, South Korea. Tandem Logistics have been strong PCN members in Tunisia since 2013.

www.tandem-logistics.com

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EXG AWARDED 'PROJECT CARGO FORWARDER OF THE YEAR' AT GUJARAT JUNCTION AWARDS 2018



Members in India, Express Global Logistics (EXG) have been awarded as:

'Freight Forwarder of the Year – Project Cargo' for the 2nd time, at the Gujarat Junction Awards 2018.

The Gujarat Junction Awards, organised by EXIM India, are a coveted prize in the logistics industry and EXG was presented with the award held in March in Gandhidham, India. EXG would like to state they are very proud of this recognition of their project cargo freight forwarding services for the 2nd time.

EXG is amongst the market leaders in India has made a significant contribution to the project logistics industry by going beyond the standard mandates to be conducive for the growth of the sector. The company are project specialists, established in 1946 with headquarters in Mumbai, India. An asset based company with a pan-India presence, EXG are backed by their own fleet of Goldhofer hydraulic axles, cranes up to 450tms and warehouses.

www.expressworld.com

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- You are working within the power sector in a commercial or business development role. You need a clearly-explained, multi-faceted understanding of how, where and why electricity storage is disrupting existing markets and business models, so that you can understand new market opportunities and competitive risks facing your own business.

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A HIGHLY ADAPTABLE FLEET OF EQUIPMENT & VESSELS AT SEACOR ISLAND LINES

We are pleased to introduce representation in the Bahamas and the Turks & Caicos Islands with SEACOR Island Lines LLC. With 18 offices covering all islands in the Bahamas and Turks & Caicos, the company offers all types of freight services and come recommended by current members.

Barbara Matute (Business Developer) states: "SEACOR Island Lines offers project cargo and heavy lift marine transportation, cargo loading, charter services, agency, terminal services, stevedoring, warehouse services, drayage and wharfage across the Bahamas and the Turks & Caicos Islands. With our highly adaptable fleet of equipment and vessels, SEACOR Island Lines provides timely, professional, dependable and tailored freight services, accommodating a wide variety of cargo including heavy construction equipment and breakbulk. We are customer-focused and adept at

tailoring logistics solutions for the most demanding requirements."

"Backed up by experienced staff, our modern fleet of vessels and equipment is designed to service a wide range of ports, accessing unique and difficult locations including undeveloped sites in the Caribbean from low banks, beaches or sites only accessible with our specialized shallow draft vessels. We look forward to becoming an active part of PCN and working with its heavy lift and project cargo specialists."

SEACOR have assisted in many recent projects including partnering with FEMA

in the US Virgin Islands and Puerto Rico after the hurricane (as pictured above), the Over Yonder Cay Sustainability & Renewables Project, World Bimini Resorts Project, Atlantis Paradise Island Project in Nassau, Albany Resorts Project in Nassau, airport renovations in Acklins, Nassau, Providenciales and South Caicos and road infrastructure projects involving the shipping of heavy machinery and asphalt in San Salvador, Rum Cay, Andros Island, Acklins and South Caicos. Take a look at their Facebook page for details and photos of their recent work.

www.seacorislandlines.com

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GRUBER IN BREMEN HANDLE HEAVY LOADS FROM KEHL TO PORTO MARGHERA



The GRUBER Logistics business unit, 'Project, Air and Ocean' (PAO) have handled 2 cutter heads and 2 main drives totalling 504tns / 375cbm for their client, Herrenknecht in Kehl, Germany.

The GRUBER team in Bremen handled the pre-carriage by barge from Kehl to Antwerp with MS. 'Wilnia'. From there, the 4 heavy loads were loaded via quay to the part-charter vessel 'Schillplate' and shipped to Porto Marghera, Italy. GRUBER Bremen's Project Managers, Patrick Sommer and Ann-Kathrin Hoyer, were an active part of all loading and discharging operations to ensure that all steps were completed to the client's full satisfaction.

After arrival in Porto Marghera, the 4 pieces were placed on stools before they were taken over by GRUBER's colleagues from Ora in Italy who delivered them safely to their final destination in Mules. The cutter heads and main drives are parts of a Herrenknecht tunnel boring machine destined for the Brenner Base Tunnel. The final customer is BBT Company who are presently building the longest underground railway tunnel underneath the Brenner.

www.gruber-logistics.com

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BATI GROUP DELIVERS LARGE FOC REELS FOR TANAP PROJECT

BATI Group has been selected for the prestigious TANAP (Trans Anatolian Natural Gas Pipeline) Project. The objective of the TANAP Project is to move Azerbaijani gas through the Turkish Republic to Southeast Europe in order to procure the natural gas demands of both markets and the construction of the land and sea pipes to be used through the Dardanelles Strait takes place in Biga, Turkey. The total length of the pipeline construction is 1,850km and more than 3 trillion metric cubes of natural gas will be moved through it.

Along with the pipeline construction, a construction of fiber-optic cables (FOC) was also carried out at the end of 2017 in order to enable the acquisition of electronic information at the control points of the pipeline and BATI were tasked to assist. A total of four reels with diameters of 5.5m and widths of 5m (two weighing 95tns and two at 72tns) were used in the operation. Additionally, 2 smaller reels with diameters of 2.7m and widths of 3m (each weighing 2.4tns) were also used.

Mr. Oguz Cankur of the Project Operation department at BATI describes

the job: "One of the challenges of this project was the fact that FOC is a unique, sensitive and very expensive product which must be transported with special lashing and care in order to avoid any damage. The FOC's were produced in Norway whilst the reels were produced separately in Rotterdam, the Netherlands.

After loading and lashing was completed, a chartered vessel transported the reels from Rotterdam to Rognan in Norway where they were discharged and transported to the factory for the spooling of the FOC. Afterwards, the spooled reels were loaded onto the same chartered vessel at Rognan and sailed to Icdas Port in Turkey. On arrival, the discharging process promptly commenced with a mobile crane and a high capacity transporter transferred to goods to the stockyard for the shore vessel to lay the FOC reels underwater one by one. The final operation involved the transportation of the empty reels back to Rotterdam."

The difficult operation was safe and successful for all parties involved thanks to the excellent work from BATI (PCN members in Turkey since 2015).



BATI WITH SHIP-TO-SHIP OPERATION FOR TANAP PROJECT

BATI Group is well organised and experienced in handling and transporting large projects. As outlined in a previous article, they were selected for the prestigious TANAP (Trans Anatolian Natural Gas Pipeline) Project.

The project is very challenging due to the many issues which must be taken into consideration. One of the many challenges successfully faced by BATI included the pictured ship-to-ship operation.

Mr. Oguz Cankur of the Project Operation department comments: "A project of this scale demands vast

experience in both sea and land operations and strong coordination in obtaining bureaucratic permits in due time. Unfortunately, local authorities lack experience in a project of this scale and possess no foreign language skills, which further complicated the tasks."

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

TANAP PROJECT

The objective of the TANAP Project is to move Azerbaijani gas through the Turkish Republic to Southeast Europe in order to procure the natural gas demands of both markets and the construction of the land and sea pipes to be used through the Dardanelles Strait takes place in Biga, Turkey. The total length of the pipeline construction is 1,850km and more than 3 trillion metric cubes of natural gas will be moved through it.

www.batigroup.com.tr

INSIGHT.



MARCO J. VAN DAAL

THE "INSIGHT" ARTICLES ARE ALL GEARED TOWARDS EXPLAINING SEEMINGLY COMPLEX MATTERS IN SIMPLE TERMS.

Marco J. van Daal has been in the heavy lift & transport industry since 1993 starting with Mammoet Transport from the Netherlands and later with Fagioli PSC from Italy, both esteemed companies and leading authorities in the industry. His 20 year plus experience extends to 5 continents and over 55 countries and has resulted in a best selling book "The Art of Heavy Transport" which is available at www.the-works-int.com.

Marco has a real passion for sharing knowledge and experience, the prime reason for his frequently held seminars all over the world. He currently resides in Aruba, Dutch Caribbean, with his wife and two daughters.

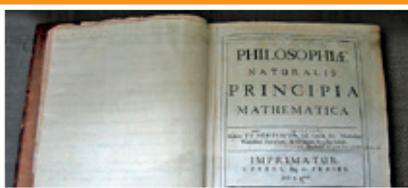


FIGURE 2

Isaac Newton (*Figure 1*) is probably the most famous scientist to the general public, even amongst scientist he is regarded as one of the most influential of all time. Newton was an English scientist and mathematician most famous for his 1687 publication "Principia Mathematica" in which he explains his three laws of motion that form the basics of classical mechanics.

Every activity in our industry, whether it is transport, lifting, skidding or any other form of motion, is governed by Newton's laws.

Instead of writing the "Principia Mathematica" in English, Newton decided to write the entire document in Latin and he had a good reason.

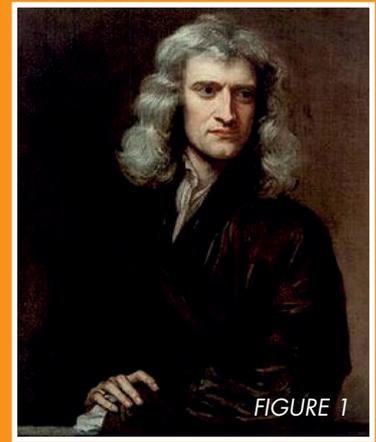


FIGURE 1

ISAAC NEWTON (25 DEC 1642 – 20 MAR 1727)

Newton knew his book was going to be controversial and he didn't handle criticism well, he took it extremely personal. Writing it in Latin, which was the language of the "elite", prevented commoners, the majority of the population, from reading it. In fact, Newton never intended to publish his findings. It was his friend Edmond Halley (after which Halley's comet is named) who convinced him to do so.

He also wasn't much interested in assigning an appropriate name to his three discovered laws. He just named them "law 1", "law 2" and "law 3".

So what are these famous three laws of Newton?

LAW 1 (ALSO CALLED "THE FIRST LAW OF NEWTON" OR "THE LAW OF INERTIA"):

An object at rest stays at rest and an object in motion stays in motion with the same speed and in the same direction unless acted upon by a resulting force.

This first law contains part of the controversy that Newton was trying to shy away from. To better analyze this law we have to split it in two parts...

FIRST PART: An object at rest stays at rest unless acted upon by a resulting force.

This is the easy part of analyze, it basically states that anything that doesn't move (object at rest) will not move (stays at rest) until it is being pushed (resulting force). As an example, compare this to your car (*Figure 2*). If you park your car somewhere (object at rest) that car will not move (stays at rest) until it is driven or bumped or pulled (resulting force). But if nobody or nothing touched it, it will remain where it is.

SECOND PART: An object in motion stays in motion with the same speed and in the same direction unless acted upon by a resulting force.

This part of Newton's first law states that if your car, that you parked earlier, is bumped and starts rolling in a certain direction it will keep rolling (stay in motion) in the same direction and with the same speed forever, until something stops it (resulting force). This goes against all intuition as everybody knows that a rolling vehicle will come to a complete stop without anybody having to touch it.

Let's analyze this a bit more, why does the car come to a complete stop. If indeed nobody interferes with the vehicle it is the rolling resistance that will slow this car down and eventually make it stop altogether. This rolling resistance is in fact the resulting force that Newton is talking about. Now imagine that there would be no rolling resistance (that may be a bit difficult to do but it helps in understanding Newton's law), that would mean that there is nothing (no resulting force) that would slow the car down and indeed (as Newton predicts) it would continue rolling forever.

However controversial this first law was, many years after Newton died humanity finally had the opportunity to proof that Newton was right. This was when satellites and probes were launched in outer space. The probes that travel to Mars (as an example) are not reaching there because they carry massive amounts of fuel. They reach there because a rocket booster (external force) gets it going in the right direction and because there is nothing slowing them down they will keep going in that same direction with the same speed until they reach (and then some).

In the next article we will analyze Newton's second law.



DELTA MARITIME CONTINUE WORK ON TAP PROJECT

Since July 2017, Delta Maritime (members in Greece) have been heavily involved in the TAP (Trans Adriatic Pipeline) Project, providing project logistics services for various oversized as well as normal cargo for Siemens SA.

Delta have been assisting with the construction of the TAP Compressing Station located in Kipoi in Evros, Northern Greece. To date, notable cargo handled by Delta on the project has included:

- 3 x Siemens gas turbines – each at 36tns / 7.80 x 3.05 x 4.15m
- 3 x Siemens turbo compressors – each at 26.7tns / 6.20 x 3.68 x 3.94m
- 3 x Siemens oil cooling units – each at 10.7tns / 6.35 x 2.50 x 3.99m
- 500tns of gas turbine & compressor's accessories
- 55 x standard transports from the UK and the Netherlands to the site

Delta Maritime's scope of work has included:

- Port logistics in Piraeus
- Crane services in Piraeus for the reloading of cargo on trucks
- Special transport services with low-bed trailers
- Long-term crane services & manpower for discharging all Siemens cargo from trucks at the site's storage area
- Custom formalities

The project is being executed under a strict delivery schedule and in compliance with the highest standards of TAP, Siemens and Delta's QHSE requirements. The compressor stations in Kipoi and in Fier (Albania) will be used to transport 10bcm of natural gas per year along the entire pipeline route from east to west.

www.delta-maritime.net

STAFF EXCHANGE PROGRAM

2018




Aims: To gain global experience! This program is designed to enhance global perspectives, encourage the development of cross-cultural perspectives, widen the participant's skill base and ability to develop innovative ideas through exposure to different office environments and work practices.

OBJECTIVES

- 1. To enhance global awareness between Members.
- 2. To improve language skills between Members.
- 3. To foster relationships between Members and the President of Project Cargo Network.
- 4. To provide members with different work environments and work practices.
- 5. To provide members with different work environments and work practices.
- 6. To provide members with different work environments and work practices.

GUIDELINES

- 1. The program is a staff exchange program and is not a recruitment process.
- 2. The funding of travel and accommodation costs will be the responsibility of the host company.
- 3. An Applicant/Visitor must be a member of Project Cargo Network.
- 4. The program is a staff exchange program and is not a recruitment process.
- 5. The program is a staff exchange program and is not a recruitment process.

ADVISOR SYSTEM

- 1. The program is a staff exchange program and is not a recruitment process.
- 2. The program is a staff exchange program and is not a recruitment process.

TO REGISTER INTEREST

Register your interest in our program either as a host or as a visitor, please email realco@projectcargonetwork.com

www.projectcargonetwork.com Project Cargo Network

PCN STAFF EXCHANGE PROGRAM

Have you read about our Staff Exchange program?

The program is designed to enhance global awareness, encourage the development of cross-cultural perspectives, widen the participant's skill base and ability to develop innovative ideas through exposure to different office environments and work practices.

Please see our online flyer for details of a Case Study between Realco Logistics (Taiwan) and Canaan Shipping (Canada). Mr. Curt Chen who had been at Realco Logistics for two years spent three months at Canaan Shipping.

President of Canaan Shipping, Mr Patrick Lo said: "Not only was there theoretical knowledge, but we had 1 person assigned to walk him through specific files and clients. There was a weekly report updated back to the Head Office from Curt." After a very successful 3 month program, Curt returned to Taiwan.

Realco Logistics and Canaan Shipping have listed these benefits of the Staff Exchange:

- Millennials are often looking for travel/out of country experience. This provides a positive attractiveness for companies to do this program
- Better relationship building between PCN Members
- Generation of mutual sales leads for projects

Please see our online flyer for guidelines and objectives.

To register your interest in our Staff Exchange program (either as a host or to be a visitor), please email judith@projectcargonetwork.com.

www.canaangroup.ca
www.realcolog.com



FLS-KAA HANDLES 80TN OIL HEATER

Iraqi members, FLS-KAA recently handled an oil heater measuring 11.00 x 3.95 x 4.60m and weighing 80tn from Jebel Ali in the UAE.

The heater was transported on a 6-axle low-bed trailer (as pictured) from the warehouse to Jebel Ali Port for loading on a breakbulk vessel destined for Iraq.

www.fleetlineshipping.com



MEGALIFT COVERS 300KM TO DELIVER TWO TRANSFORMERS

Megalift are members in Malaysia and their team has recently spent a full three days delivering two units of transformers.

The journey covered a distance of 300km, moving across three states in Peninsular Malaysia. The cargo was collected from Sultan Iskandar Power Plant in Pasir Gudang and delivered to Port Dickson.

The transformers measured as follows:

- 3.05 x 4.01 x 3.96m – 21.7tn
- 5.50 x 4.40 x 3.51m – 41.3tn

www.megalift.com.my

POLISH LNG CONFERENCE

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- Network with government authorities and potential business partners
- Pre-arrange business matching meetings with local & International industry players

For detailed programme, please visit www.aseanpowergridsummit.com

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SCANDINAVIAN EXPRESS COMPLETE 2ND YEAR OF CONSTRUCTION CONTRACT

Scandinavian Express have completed the second year of exclusive logistics services for concrete prefabricated elements deliveries to construction sites throughout Sweden.

Under the contract, Scandinavian Express has not only provided transportation services, but entire logistics planning and coordination processes integrated with the producer's procedures. The projects

involved a wide range of fleet types including standard semi-trailers, mega trailers, flatbed platform trailers, tele-extendable trailers and in-loaders.

A lot of investments were involved in order to accomplish the contract including investing in in-loaders, new special trailers which are adjusted to transport concrete walls of up to 4.2m in height.

Projects and Marketing Director, Michal

Trojanowski concludes: "Compering year-to-year, in 2017, we had to deal with significantly increased volumes of loads to deliver – all of them as a 'just-in-time' requirement. Taking into consideration the 2018 forecast of a further increase in building demand (especially the housing sector in Sweden), it seems like investments in the partnership with a building branch in Scandinavia was a good choice!"



SCANDINAVIAN EXPRESS PROVIDE LOGISTICS SERVICES FOR THE NEW SLUSSEN PROJECT

Polish members, Scandinavian Express (SCNEX) has provided logistics services for the New Slussen Project in Stockholm, Sweden. They were responsible for the delivery of the steel construction parts of a pedestrian bridge from Poland to the site in Slussen.

The project consisted of 10 special transports, handling over 250tns of construction pieces.

New Slussen is the oldest and one of the biggest hubs in Sweden with traffic from cars, public transport, railways and the metro station all accommodated. It will be renewed with a new vision of functionality as per their motto: 'From traffic junction to meeting place'. Please visit the online version of this story, for a link, for more information on the New Slussen Project and check out these photos of the operations.

www.scandinavianexpress.com

OFFSHORE FREIGHT: AN OIL & GAS PROJECT LOGISTICS FOCUSED COMPANY

We are pleased to announce Offshore Freight are new members in Ghana. The company are located in Accra and CEO, Philemon Ankah says they are joining PCN "...as we are an oil & gas and project logistics focused company that is seeking to grow our network. Given our background and having undertaken a number of projects in power and oil & gas, we have the competence needed to deliver and we look forward to supporting members in Ghana and exploring the opportunities that PCN offers."



www.offshorefreight.com



Philemon continues: "Offshore Freight is a wholly owned Ghanaian company, established to provide total logistics solutions to the growing oil & gas sector in the West African sub-region. Our company is made up of young, energetic and skilled professionals who have an in-depth understanding and experience of the oil & gas logistics market as well as the energy, engineering, telecom, mining and petrochemical sectors. We also understand that performance excellence and service reliability is everything in the world of project cargo and heavy lift logistics and we ensure we deliver smiles on the faces of our esteemed partners and customers!"

"We are focussed on our core services of handling project cargo, engineered lifting services and the transportation of heavy and over dimensional cargo. We are happy to handle the jobs that other companies may consider too complex and at Offshore Freight, no cargo is too large and heavy for our team who provide innovative solutions, creative routing options and efficient modes of transport to deliver project cargo safely and on time."

Two recent projects successfully handled by Offshore Freight can be viewed in the photos above with details as follows:

We supported the construction of a power plant in Ghana where, in the 1st phase, we transported around 122 x 40'HC containers from Tema Port to the project site before offloading and stacking. Our excellence in delivery and expertise earned us the 2nd phase of the project which involved the lifting, transport and offloading of over 2000tns of power plant equipment and transformers on site. Both phases of the job were executed professionally and successfully with detailed attention to health and safety, equipment and the environment.

Our customer had to demobilise over 1000 units of drill pipes and accessories weighing over 500tns for shipping from Takoradi in Ghana to Houston, USA. We were awarded the contract to arrange and stuff the pipes into approximately 30 x 40'FT closed containers for export. After arranging the equipment and completing all documentation with customs for export, the pipes were stuffed into the containers and loaded on board the vessel. The project was completed successfully and without issue.



C.H. ROBINSON PROJECT LOGISTICS WITH INNOVATIVE LOADING SOLUTION

C.H. Robinson Project Logistics recently moved four replacement plates for an industrial metal press by rail from the Port of Baltimore MD to North Grafton MA. The entire shipment weighed 376mtns with the largest piece weighing 124mtns and measuring 6.7 x 3.7 x 0.6m.

“Not every project is as straightforward as it might seem at first glance and this destination presented rail clearance challenges. To load the railcars, the crates had to be dismantled at the port, and the plates had to be rotated into a horizontal position. It took detailed engineering to design and fabricate frames to stand the four plates horizontally and secure them to the railcars. Offsite, we worked with a local fabrication shop to manufacture the specific size of the securing devices to correctly fit the plates. Once this was completed, we again orientated the plates to an upright position for shipping.”

It took know-how and experience to stop, assess the situation, and devise a plan to get the plates lifted and rotated for the safe and successful delivery of the cargo. An innovative and successful solution from C.H. Robinson Project Logistics!



C.H. ROBINSON PLANS & EXECUTES SHIPPING OF SPECIALISED CARGO

The team at C.H. Robinson Project Logistics have recently moved four large modules and one open-top container from Shanghai in China to Houston in Texas for a chemical plant. The largest unit weighted 22.1mtns and measured 23.66 x 4.47 x 3.55m with the total volume of the shipment at 1,154cbm / 73.7mtns.

After detailed planning by C.H. Robinson Project Logistics, the cargo was shipped via container vessel to take advantage of the weekly sailings and to prevent any potential delays. It was loaded across five container positions in two different holds and was directly discharged at Bayport Container Terminal in Houston which doesn't typically handle this type of cargo.

To ensure the operations ran smoothly and to oversee the offloading process, C.H. Robinson's project logistics experts met the vessel at the port. The pieces were then loaded onto flatbed, heavy duty low-bed, and extendable low-bed trailers and trucked to the plant.



C.H. ROBINSON SHOW DILIGENCE & EXCELLENT CUSTOMER SERVICE IN CROSS-BORDER SHIPMENT

C.H. Robinson Project Logistics have recently completed a successful cross-border shipment showing their diligence and excellent customer services.

Randy Roth, Senior Sales Representative at C.H. Robinson, explains: “It's not easy to move a 38.6mtn generator unit inland from St. Augustine in Florida to Atizapán de Zaragoza in Mexico, a journey of 1,828 miles. However, the project logistics team at C.H. Robinson recently worked with a client to complete

the mission. The unit was disassembled and transported by a specialized trailer and three 53ft dry vans. Since the cargo had a value close to a million dollars, the company was focused on risk mitigation, particularly as carriers are not expected to carry cargo insurance in Mexico. Our client purchased our 'All Risk Insurance' coverage to manage their risk exposure.”

When there was a delay at the border because the receiver in Mexico, who was responsible for the customs clearance,

did not have the proper paperwork in order, the C.H. Robinson project logistics team diligently brought all parties into the discussion and worked through the situation to help clear the freight.

The customer was very impressed with C.H. Robinson's thorough communication as well as the quality of the equipment used to transport the freight and the professionalism of the driver.

www.chrprojectlogistics.com



GLOBAL CARGO LINE DELIVER UNIPOLES

Global Cargo Line are delighted to share a recent example of their continued work in big industry projects in the Middle East. A core client of the company needed to move 23 Unipoles and their fittings from Doha to Bahrain.

CLIENT REQUIREMENTS

- Packaging of the Unipoles & their parts & loading into containers at site
- Land transport of the loaded containers to Doha Port – A total of 2 x 40'FR & 12 x 40'HC
- The total weight for the shipment was 220,822kg
- The cargo needed to be delivered to the site very urgently to prevent any downtime in work

GLOBAL CARGO LINE WORK

- An immediate & effective land transport solution was provided to deliver the whole shipment
- A full DDP scope of work including packaging, lashing & securing the cargo on trucks, border work, full paperwork, customs, handling, unloading at the site in Doha & insurance
- Due to difficult sanctions in Doha, we had to be creative so we shipped the cargo to Sohar & then re-shipped to Bahrain
- Offloading at the site by hired mobile crane

All handling & operations for this cross-trade business was handled & controlled from the Global Cargo Line operations team in Lebanon & physically through their teams in both countries.

The job was performed perfectly and the cargo arrived on site safely and well in time.

www.gcline.net

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- The event is developed under the background of retail innovation, industry 4.0 and new technology revolution in APAC
- Exploring smart logistics and supply chain development from local, regional and international perspectives
- The best participant profile with multiple and sufficient networking opportunities

Media Partnership

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We are pleased to welcome Actanis Project Cargo as new members in Turkey, adding to their current membership in Spain and Portugal. Located in Istanbul, they are completely focused on project cargo and experiences with their Spain and Portugal offices show they will be a valuable addition to the PCN family.

“Actanis are dedicated to carry out complete logistics related to industrial projects and project cargo, both oversized and heavy lift. Due to having a perfect understanding of this business sector, we can adapt to any segment of the logistics chain that suits our customers and partners requirements.

A dedicated analysis of a project, together with a deep knowledge on how to effectively transport large and heavy pieces, guarantee our success. We are constantly proposing original and different technical alternatives and engineering solutions (stowage plans, lifting plans, lashing calculations etc.), as well as ensuring excellent coordination with all parties. We find the best solutions, ensuring the maximum trust and reliability in logistics processes.”

Actanis Project Cargo are currently working on several projects including transformer shipments from Turkey to Karachi and several other destinations, steel materials from Turkey to the UK and power plant projects in Iraq and Turkey. Two further recent projects handled by Actanis Project Cargo in Turkey are as follows:



IERNUT POWER PLANT PROJECT

- Origin: Ankara, Turkey
- Destination: Iernut, Romania
- Commodity: Steel Materials
- Scope: Door-to-Door Roadfreight
- 16 trucks of cargo has been completed (longest unit at 25m, widest at 4.3m and highest at 4.7m) with 60 more trucks delivered in the coming weeks.

www.actanis.com

KUWAIT REFINERY PROJECT

- Picked Up From: Izmit, Turkey
- Port of Loading: Derince, Turkey
- Port of Discharge: Kuwait
- Commodity: 8,000ftns of Steel Materials
- Scope: Door-to-Port Basis including haulage to port, port handling and seafreight from Derince to Kuwait
- All cargo was safely moved to the Port of Loading.

ACTANIS ARE COMPLETELY FOCUSED ON PROJECT CARGO



FIRST GLOBAL LOGISTICS DELIVER FOR THE OIL & GAS SECTOR

First Global Logistics in Egypt's focus on the oil and gas transport sector keeps moving on the right track with continuous project cargo movements in the beginning of 2018. Their latest transport was of 6 huge steel structure units from their client's warehouse in Suez to Mumbai Port for the offshore Indian site of Cameron Co.

The transport study from the manufacturers door in Suez City to hook at Adabiya Port took hard work from the First Global Logistics team including a detailed route survey determining the obstacles on route as well as obtaining all road permits and RBA approvals before movement. The job itself took 14 hours of difficult work including loading, lashing, transport, obstacles removal, clearance, stevedoring and hooking on deck.

CARGO DESCRIPTION

- 6 steel structures for offshore oil site use
- Dimensions: 7.5 x 7.5 x 6.0m each
- Weight: 16.5tns each
- Total Shipment Volume: 2,020cbm

FIRST GLOBAL LOGISTICS SCOPE OF WORK

- Trucking FOT from manufacturer's warehouse in Suez to Adabiya Port in Suez at a distance of 12km
- Lashing & securing the cargo on trucks
- Obtaining all road permits, escorts and RBA (Road & Bridge Authority) approvals
- Export customs clearance
- Roving faced obstacles
- Adabiya Port stevedoring under hook

JOB CHALLENGES

"Due to the size of the cargo, our first option was to make the transport using 2 contiguous low-beds but we found that the road width was too tight to accommodate this. Our 2nd option was to use modular trailers which proved too expensive for the 12km distance. So, we found a 3rd solution using only 2 extendable low-beds with their length extensions of 25m each to carry 3 units per truck and ensure extra lashing materials and driving with the minimum speed for balance and safety.

"At the Adabiya Port of Loading, the main gates are about 5m wide but our cargo had a width of 7.5m so we had to use the Port's emergency gates and temporarily remove their steel side doors before gating in the trailers using forklifts and labour."

www.firstgloballogistics.com



EXHIBITION COLLABORATIONS SECURED EVERY MONTH

PCN proudly collaborate with many of the world's leading exhibitions including events in the oil and gas, construction, power and energy sectors. You can view all our current collaborations on our Endorsed Exhibitions page.



COSTA RICA

8TH ANNUAL SUMMIT

18-20 NOVEMBER 2018



We have selected Costa Rica, at the heart of the Americas for our **8th Annual Summit**. Bordering Nicaragua and Panama by land and Colombia and Ecuador by sea, Costa Rica has an open economy focused on industrial production, tourism and agriculture and is currently investing over £650 million for major improvements to seaports, airports and highways.

Our event will take place from **18-20 November 2018** at the InterContinental Real **San José**, located just 20 minutes from Juan Santamaría International Airport (SJO).

Our venue is in the heart of Escazu, San Jose's exclusive neighbourhood and within the Multiplaza Mall complex, just a few steps away from the finest restaurants, bars and upscale shops.

We recommend that our guests attach sales calls either side of the meeting to gain maximum benefits of the trip to the Americas and further details of an optional visit to the Panama Canal will be announced in due course.

Please see our website for full details.

SUN 18 NOV 2018

10:00 - 13:00
San José City Tour
19:00 - 22:00
Gala Dinner

MON 19 NOV 2018

09:30 - 17:30
Official Meeting
19:00 - 22:00
Dinner at Tiquicia

TUE 20 NOV 2018

09:30 - 17:30
Official Meeting





www.aai.com.ph



AAI + PEERS COMPLETE 2ND PART OF TRANSFORMER DELIVERY PROJECT

AAI + Peers Inc (AAIP) are members in the Philippines and are pleased to share part two of a transformer delivery project successfully handled by the company. The first ABB 300mva transformer was transported last month (click here for details) and the second unit, weighing 155tns and measuring 9.1 x 3.2 x 4.5m, has now also been delivered.

Jimmy D. Chung II (Assistant Vice President): "AAIP was the only project forwarder to bid for this transformer delivery because all other local competitors assumed that there was no access to the site because the bridges on the route were not capable of handling the 155tn weight of the cargo plus

other possible obstructions to the site. However, we have the mindset of 'nothing is impossible to transport' and our team meticulously studied all the possible routes and options. We concluded that transporting the transformer via a small LCT would be the best transport option and after checking possible ports and nearby jetties to the site, we found a small port that was able to withstand the weight of the transformer with only 15 bridges on the route to the site. However, we still needed to reinforce 2 of the 15 bridges to be able to handle the weight but a suitable solution was found!"

A great job from AAIP – finding solutions to difficult projects!

The scope of work for this shipment included:

- Direct receiving from the international vessel to domestic LCT
- Roll-off at Manila Port then roll-on to another 1200dwt LCT
- LCT transport from Manila Port to a small port in Naga
- Reinforcement of 2 bridges on the route from the port to NGCP Naga site
- Transport from Naga port to NGCP Naga substation using 8-line multi-axle and vessel bridge to avoid low lying high tension wires & a low concrete footbridge
- Unloading & spotting 80m via manual jacking & skidding

2ND NORTH AMERICAN DREDGING SUMMIT

2ND-3RD MAY 2018 BALTIMORE, MARYLAND, USA

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- Securing Federal Fund for Dredging Projects
- Maintaining the Nation's Inland Waterways
- Dredging Material Disposal and Beneficial Reuse
- Choosing the Optimal Disposal Method or Creating New Resources
- Addressing Environmental Concerns
- Coastal Dredging for Port Development and Expansion

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The Cox Creek Dredged Material Containment Facility, Port of Baltimore. Spaces for the site visit are limited



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POWERWEEK AFRICA

10 – 14 SEPTEMBER 2018
JOHANNESBURG, SOUTH AFRICA
www.power-week.com/Africa

For the very first time since its inception, **POWER WEEK** is now destined for the continent of Africa this 2018.

POWER WEEK Africa is an international conference & summit specially designed for the African power & energy industry, promising 5 days of premium networking opportunities that consists of a 2-day main conference, 5 supplementary workshops, multiple case studies from a variety of perspectives, expert opinions and unrivalled insights into the African power & energy market prospects.

POWER WEEK Africa promises an abundance of opportunities to network with C-level executives in the African power & energy industry ranging from regulators, national power companies, financial institutions, investors, renewable & IPPs, government ministries, policy makers, law firms and many more. This will be your chance to interact with key players of the African power & energy industry – all at one platform!

With our diverse pool of influential participants, you are guaranteed valuable insights on a wide range of topics that concern the African power & energy industry today – climate change, renewable energy, energy mix, energy efficiency, government regulation & policies, privatisation, financing & investment, cost reflective tariffs, power infrastructure development, smart grids & mini grids, key advancements in technology, energy storage, metering, distribution, revenue collection and so much more.

Grab this opportunity to be one step ahead in the industry - **POWER WEEK Africa** is definitely not to be missed!

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MALAI IN TANZANIA SHARE PHOTOS OF RECENT PROJECTS

Tanzanian members, Malai Consolidators were established in 1992 and are capable of dealing with many types of project cargo and heavy lift services at a competitive basis without compromising quality. The company are pleased to share the

above photos of recent successfully completed jobs for projects in Kigali, Rwanda.

Malai Consolidators, located in Dar es Salaam, have been active PCN members since 2015.



HACKLIN DELIVER THROUGH HEAVY SNOW

Hacklin Logistics (members in Finland) picked up the photographed drum assembly on a snowy and windy day in January. The piece weighed 116,300kg with dimensions of 13.60 x 4.10 x 4.13m.

On the date of the shipment, there was heavy snowfall throughout the night and the truck had to wait for ploughs to work the site before loading. A request for additional road plough maintenance was also placed in order to be able to deliver the cargo to port.

Once clear, it was delivered to Mäntyluoto Harbour at the Port of Pori in Finland where it started its sea journey on the Hacklin Seatrans vessel to Hamburg, Germany. On arrival, the cargo was transhipped to a tramp vessel to take it to its final destination.

Sales Manager at Hacklin, Mrs. Virve Hyttiäinen: "The entire project also consists of an additional 100teus of containers and oversized units from 5 different origin countries."

www.hacklinlogistics.com

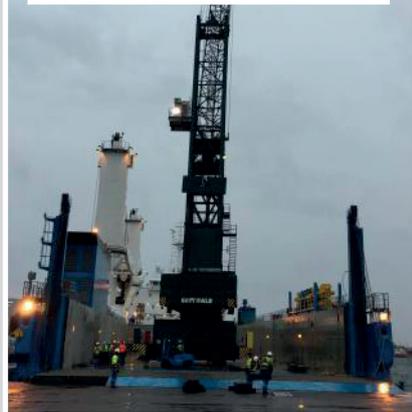
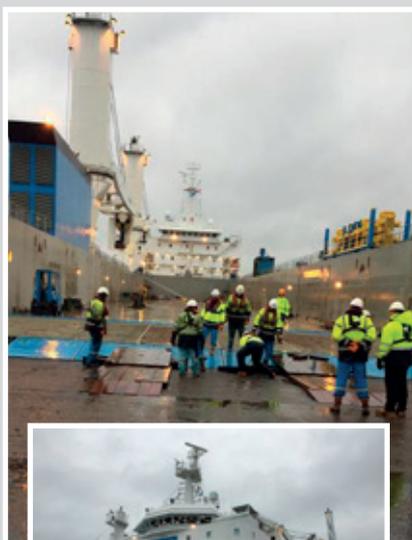
EXG SHORTLISTED IN BREAKBULK WATERWORLD PHOTO CONTEST

Members in India, Express Global Logistics (EXG) are pleased to report they have been shortlisted in the Breakbulk Waterworld Photo and Video Contest. EXG would like to ask their fellow members to cast their vote for their photo! Please visit the online version of this story for instructions from EXG on how to vote for their photo.

The chosen photo (right) shows a project from EXG involving the transport of 4 rubber tyre gantry cranes (RTGCs). The cargo had a total weight of 535tns and each crane had dimensions of 25.27 x 11.94 x 25.10m. They were loaded on a barge in Nhava Sheva and discharged in Mundra with RO/RO operations and EXG overcame the challenge of a tidal range of over 4m at Nhava Sheva and over 6m at Mundra successfully.

www.expressworld.com





EUROPE CARGO ARRANGES THE DOUBLE PORT-CALL OF MV. ROLLDOCK STORM

Europe Cargo (members in Belgium) recently arranged the double port-call of MV. Rolldock Storm, loading 2 fully erected Gottwald cranes.

Under the full agency of Europe Cargo, MV. Rolldock Storm loaded a fully erect Gottwald crane at the Port of Antwerp in Belgium by RO/RO and another fully erect Gottwald crane at Flushing Port in the Netherlands by LO/LO. The 2 cranes made the voyage without issue and arrived safely at the Port of Midia, Romania.

Please visit the online version of this story to watch a video of the operations.



EUROPE CARGO ARRANGE IMPORT OF VINTAGE FERRARI

Europe Cargo in Belgium have recently arranged the import of a vintage 1968 Ferrari Dino 206 GT from the USA.

The instructions were to ship the expensive car from Jacksonville in Florida to Antwerp Port by RORO service. Europe Cargo collected the car directly from the Amelia Island auction site, transported it to the Port of Jacksonville and arranged the shipment to Antwerp.

They also arranged all documentation including customs and insurance so that the car could be smoothly exported and imported without any problems.

www.europecargo.be



ROLANDO ALVAREZ IS NAMED NEW PRESIDENT OF APAC

Rolando E. Alvarez V., President of Upcargo Inc, has taken the new Presidency of APAC (Freight Forwarding Association of Panama).

The Presidency was made official at the recent APAC event held last month.

Congratulations to Rolando from all the PCN Head Office! Upcargo have been dependable PCN members in Panama since 2011. They have over 25 years of experience and provide project cargo services for a wide range of different industries.



ROLANDO ALVAREZ ON FIATA FFVT BOARD

Rolando E. Alvarez V., President at Upcargo (members in Panama), would like to report his involvement in the Board of the FIATA Foundation Vocational Training (FFVT).

Rolando states: "As members of FIATA, I got the opportunity to become part of the FIATA Foundation Vocational Training Board as the Latin American representative. FFVT is a very important part of the FIATA organisation where we discuss and take close action for the development of education around the world, specifically in emerging countries. The board consists of representation from several regions of the globe."

The FIATA Foundation Vocational Training aim to: Create a global approach to vocational training in freight & logistics; Encouraging national associations to implement structured training systems; Promote & enhance vocational training according to FIATA standards around the world; Develop & revise FIATA Min Standards (FMST) in line with industry trends & demands; Improve the professional qualifications worldwide through 'Train-the-Trainer' courses in developing & emerging countries which have an important demand in professional & further education but are often hindered by a lack of necessary resources.

www.upcargo.com



SPECIALISED TRANSPORTATION SOLUTIONS FROM CHS IN FINLAND

CHS Logistics are new members in Finland. The company started business in 1996 and have four offices across the country – Helsinki, Tampere, Lappeenranta and Kotka. The company come recommended by current members and Managing Director, Mikko Yli-Rahko states: "I have heard a lot of good words about the PCN staff, organisation, conferences and agents during my career in logistics. We aim to quickly become an active and dynamic member of the network and we look forward to joining everyone at the next Annual Summit in Costa Rica."

CHS has have a varied experience in handling challenging project logistics and specialised shipments worldwide. Their services include:

- Transport of oversized & heavy shipments under all conditions & all means of transport
- Challenging project shipments of long duration (e.g. transfers of production facilities)
- Specialised international transport by sea as well as the shipping of special containers, RO-RO, breakbulk, & charters
- Air charter transports for oversized & heavy units
- Specialised transports to & from Finland, Europe, Russia, & the CIS countries
- Loading, mooring, & lifting services at customer's facilities, in the terminal or at the harbour
- Transport planning & risk assessment
- Project surveys & logistics consulting
- Routing, special transport permits, convoys & cooperation with the authorities
- Overall transport management & reporting
- Inspection & supervision of cargo as well as work supervision services
- Warehousing – free zone at the border between Finland & Russia with over 100,000m² of heated & non-heated bonded warehouses



Mikko continues: "CHS is a private Finnish company offering specialised transportation solutions for oversized and heavy shipments as well as for transportation projects with a long duration – all tailored individually for each job. We have special expertise in logistics services related to Finland, Russia and the CIS countries. Our professional and experienced personnel provide high-class project management at all stages with a strong knowledge of local project cargo suppliers."

Please visit the online version of this story to download the CHS project presentation including some of their recent successfully handled jobs.

www.chs.fi



POWER WEEK ASIA

12 - 16 NOVEMBER 2018
NOVOTEL SINGAPORE
www.power-week.com/asia

POWER WEEK is the 4th annual international conference & summit, design for the electric power and energy industry. It provides 5 days of networking opportunities with C-level executives during a 2-day conference as the main event, plus 5 workshops with real life case studies, expert views, and valuable insights on the market outlook.

At **POWER WEEK**, you will meet industry peers from national power companies, government regulators, policy makers, renewable & IPPs, investors and suppliers from around the globe. With C-level speakers and attendees all under one roof, it gives you the chance to learn the success strategies and pitfalls of notable power projects. The conference features 20 engaging sessions covering policy & regulations, investment & financing, tariff, energy efficiency, solar & wind technology, hydropower, LNG, technology advancement, electric power transmission & distribution, energy storage and many more. **POWER WEEK** is the most anticipated event, not to be missed!

For registration / enquiry

Abigail Harris
Tel: +65 6325 0274
Email: abigail@power-week.com
Web: www.power-week.com/asia



Our Supporters & Partners



www.cargoconnections.net



15 years after starting her first company (Universal Freight Organisation) and to complete her trio of networks, Rachel Humphrey launched **Cargo Connections**, a general cargo network offering a Restricted Representation policy.

The organisation now contains over 100 Members and our 3rd Annual Assembly takes place in March 2018 in Prague.



"Excellent! There are many interesting topics which cover almost all relevant issues in electricity market, such as market reform and PPA negotiation. And the speaker is simply great."
Head of PPA Section, Electricity Generating Authority of Thailand

4 day course

Power Purchase Agreement

Structuring successful Power Purchase Agreements (PPAs), managing competitive electricity markets & attracting merchant power investments

23 - 26 April 2018
03 - 06 July 2018
17 - 20 September 2018
19 - 22 November 2018

Dubai
Kuala Lumpur
Johannesburg
Singapore



Benefits of Attending

- LEARN about all the essentials of different PPAs
- NEGOTIATE fair and sustainable PPAs
- STRUCTURE successful PPAs based upon your own company's risk profile and risk allocation needs
- EXPOSE to the frontiers of international experience in IPP development
- LEARN theory and practice of pricing and tariff design
- ANALYSE the relationship between Public, Private, and Government sector
- PERFORM a policy and risk analysis of PPA contracts
- EXPLORE a PPA relationship with EPC, O&M, Fuel Supply, and Interconnect Agreement
- GAIN the tools and models in directing your country's electricity transformation and market design plans
- IMPROVE your awareness of the common pitfalls and mistakes to avoid in today's private power investments
- LEAD successful power project finance transactions
- IDENTIFY how financial derivatives can be used as an effective hedge of financial and electricity market based risks

Course Highlights

- Clause-by-clause analysis of several forms of PPA
- Broad coverage of project types, including coal, gas, solar PV, wind generation
- Integration of battery storage and impact on PPA structure
- Case studies on a variety of project types
- Capacity contracts and support mechanisms
- PPAs for corporate purchases
- Explanation of the role of PPAs in context of development projects

Contact Person: Abigail Harris | T: +65 6325 0274 | E: abigail@infocusinternational.com



BOOK NOW!

www.infocusinternational.com/ppa



"This was one of my best spent weeks on training all year! I found the trainer very knowledgeable and enthusiastic in presenting the material, also enabling knowledge exchange between participants in the group. I really enjoyed his interesting lessons and the group work he provided for additional learning outcome."
Hanne Marit Bjørk, Vice President, Statkraft Development AS

Grid-Connected Electric Vehicles (EVs)

10 May 2018, Singapore
20 July 2018, Johannesburg

An introduction to the issues facing power systems when mobile batteries (EVs) become mass-market

Benefits of Attending

- Understand the key variables determining the impact of EVs on electricity systems: how much more electricity will be required?
- Learn why EVs cannot become mass-market without "smart" charging management
- Quantify the carbon-emission impacts of substituting fossil-fuelled vehicles for EVs
- Understand the challenges that mass-market EVs will create for grid distribution operators
- Review examples and projects in charging infrastructure and charging control from around the world
- Be better able to converse with EV and grid project partners, suppliers or investors
- Begin to identify key power system business opportunities which arise from the growth of EVs

Who Should Attend

This course is ideal if:

- You are from the investment community. EVs present a fast-growing market trend, one which you are keen to keep ahead of. You want to gain an independent perspective on its impact on electricity markets: both challenges to existing investments and opportunities for investing in new innovations.
- You are working within the power sector in a commercial or business development role. You need a clearly-explained, multi-faceted understanding of how, where and why EVs will impact existing markets and infrastructure, so that you can understand new market opportunities and competitive risks facing your own business.

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BOOK NOW!

www.infocusinternational.com/energystorage



ORIGIN DELIVER TO FOUR DIFFERENT CLIENTS IN TURKEY

Members in Turkey, Origin Logistics are proud to present their latest heavy cargo project shipment involving pressing lines and accessories from Busan in South Korea and Shenzhen in China. A total of 24 pieces weighing 1,334tns were shipped via breakbulk vessel.

The cargo was delivered to four separate clients located at different industrial areas of Turkey. The below mentioned pieces were unloaded at Izmir & Gemlik ports and delivered to the door of the four different companies.

- 2 pieces at 136tns each
- 3 pieces at 127tns each
- 3 pieces at 96tns each

- 2 pieces at 50tns each
- 3 pieces at 42tns each

Operations Specialist at Origin Logistics, Metin Elmas comments: "From two different suppliers to four different buyers, the cargo was combined together in one single vessel. Our authorised surveyors observed all the steps on the field during the unloading and delivery operations which were made just in time."

Origin logistics took part in all stages of the smoothly run shipments and their experienced team provided secure unloading, lashing and unlashng as well as relevant operations.

www.originlog.com



C LOGISTICS SOLUTIONS SHOWCASE THEIR RECENT PROJECT WORK

Members in the Dominican Republic, C Logistics Solutions are located in Santo Domingo and were established in 2005. Their activities are focused on project cargo and as specialists, they are capable of handling every stage of the process when it comes to managing large and heavy cargo movements.

Their tailored solutions are offered to all the heavy cargo industries and their services cover the full range required. C Logistics Solutions pride themselves on their track record of different projects, from dismantling, packing and shipping industrial plants to major energy and construction projects.

The company are pleased to share these photos (with many more included in the online story) showing their recent project work.

www.clssa.net



THE SPECIALIST PROJECT CARGO HANDLING AND MANAGEMENT SERVICES OF RSL INCLUDE:

- Customer-Tailored Transportation
- Cargo Supervision during Loading, Unloading & In-Transit
- Heavy Loads & Oversized Cargo Transportation
- Feasibility Studies & Route Surveys
- Project Flow Descriptions
- Budget Calculations
- Transport Insurance
- Consolidation, Packing & Cargo Tracking
- Consultancy



We are pleased to report RSL Freight Lanka Pvt Ltd are new members in Sri Lanka. Located in Colombo, the company offer a full range of project, heavy lift and breakbulk services. Commercial Director, Ronald Chandiram states: "We are keen to build and develop solid relationships with PCN members to mutually benefit from the project volumes in Sri Lanka."

Ronald continues: "RSL Freight was established in 2007 and since our humble beginnings, we have performed well due to dedication and customer service. Our strong

relationship with local carriers and service providers have helped us build a formidable equity in the market. Our young team are well trained and knowledgeable with a vast experience

in project cargo, heavy lift, freight, shipping, customs brokerage and consolidation. We are ready to take on difficult tasks which encourages us to excel better!"

RSL FREIGHT ARE READY TO TAKE ON DIFFICULT TASKS

www.rslfreight.com

ALL SEAS SHIPPING AGENCY FIND EFFICIENT SOLUTIONS

We are pleased to approve All Seas Shipping Agency as new members in Tunisia. The company's headquarters are located at La Goulette, the port of Tunis, with branch offices in Bizerte, Sousse, Sfax, Skhira, Gabes and Zarzis. They were recommended by a current member in their application and Business Development & Project Manager, Majdi Briki says they are joining PCN "... to be part of an expert project network and collaborate with the professional members."

Majdi continues: "With a shipping family background of 40 years and an experience of 13 years in the shipping industry, All Seas Shipping Agency was founded in 2005. Year after year, we have been growing and diversifying our activity in project cargo and today, we are one of the biggest actors in Tunisia. Our head office is in a century-old building located at La Goulette, 300m from the port gate and 1500m from Rades terminal, dedicated to RORO and containers."

"We understand that project cargo is a specialised field that requires immense expertise, experience, and knowledge. We are well-equipped with these qualities and provide heavy lift and oversized cargo handling services, site to site, for import or export, through all Tunisian ports and airports. Our mission is to find efficient solutions, selecting the most appropriate modes of transport, ports and equipment, taking care of

licenses and securing the environment. Our project cargo clients come from diverse sectors such as oil & gas, pulp & paper, automotive, construction, power & energy as well as aid cargo. Our reliable, well-trained and specialised project team are waiting to handle any requests from PCN members!"

Please visit the online version of this story to download a company presentation from All Seas Shipping Agency which shows some of their recent project work.



www.allseasshipping.com



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www.tmstankerconference.com

Rockit Transport Services are members in Egypt and are proud to announce they have successfully obtained ISO 9001 certification approved by the Inspect Management Systems Body.

Logistics Manager at Rockit Transport Services, Mohamed A. El Hady comments: "We are very pleased and proud to achieve this important ISO certification and will continue to provide reliable services to our partners and clients. ISO 9001:2015 will help us to achieve the intended outcomes of our management systems which add a great value to business quality and accuracy as well as improve operational processes within our establishment and with partners, agents and governmental firms. I wish to take this opportunity to thank all of the management team who participated in finalising this achievement for more success by Rockit Transport Services."

Congratulations to all at Rockit from the PCN Head Office for all the hard work involved!

ROKIT SUCCESSFULLY OBTAIN ISO 9001 CERTIFICATION

www.rockit.com.eg





PCIT DELIVER PORTABLE CABINS TO KABUL

Project Cargo & International Transportation Co (PCIT) have recently successfully moved 4 units of portable cabin building containers from Jebel Ali in the UAE to Kabul in Afghanistan via Karachi Port, Pakistan.

The cabins measured 11.58 x 3.04 x 3.51m. PCIT took care of all the procedures from Karachi including the custom clearance, port operations, obtaining a tax exemption certificate from the Afghanistan Ministry of Finance in Kabul on behalf of the client (British Embassy in Kabul), cross-loading of flat-rack at Torkham Border onto Afghani trucks, convoy arrangements with Afghanistan Protection Police Force (APPF), customs clearance in Kabul and the safe and sound delivery of the cabins to the British Embassy in Kabul.

Photos can be viewed above. Project Cargo & International Transportation Co are strong PCN members in Pakistan and Afghanistan.

www.project-cargo.com.pk



CF&S TRANSPORTING 50 SAMPO HARVESTERS BY RAIL

CF&S were recently awarded the transport of 50 Sampo harvesters with headers from Pori in Finland to Shirvan, Azerbaijan.

CF&S Sales Director, Daimar Truija comments: "Due to lack of private railway platforms and the slow arrangement of railway schemes in Finland, transporting via Estonia is becoming more and more competitive compared to direct railage from Finland."

CF&S transport the harvesters by trucks from Finland to Paldiski Port in Estonia where they are reloaded to railway platforms and sent to Azerbaijan by rail. Daimar continues: "The advantage of using Paldiski as a hub for transporting oversized goods from Finland to CIS countries and Russia is not only smoother and easier but also a cheaper solution".

CF&S currently owns 140 x 80ft-long railway platforms, 40 x 60ft platforms and 40 closed wagons. They are reliable PCN members representing Estonia, Latvia and Lithuania.

www.cfs.net



DC LOGISTICS BRASIL WITH COMPLETE CERAMIC TILE POLISHING MACHINE SHIPMENT

With over 10 years' experience handling special projects in Brazil, DC Logistics have moved a complete ceramic tile polishing machine from Italy to South Brazil.

The shipment consisted of 2 loose pieces each weighing 33.5tns and measuring 16.90 x 2.40 x 2.40, 1 x 40' flat-rack, 10 x 40' OT and 2 x 20' OT. The cargo was picked up at 3 different locations in Northeast Italy and shipped from Leghorn to Navegantes in Brazil. See the gallery below for photos.

"The main challenge was to load the loose pieces with the containers to a Santa Catarina State Port in Brazil where there is no regular breakbulk service. Due to the length of the loose pieces (16.90m), we were able to ship both pieces loose on a container vessel, loaded and lashed on a bed of flat-racks, along with the containers, all under same Bill of Lading."

www.dcllogisticsbrasil.com

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Sanne Frankevic, Director, Crédit Agricole CIB

Mastering Renewable & Alternative Energies

4 – 7 September 2018, Johannesburg

6 – 9 November 2018, Singapore



Who Should Attend

- Power Generators (Utilities / IPPs)
- Government Regulators
- Investors, including Banks, Venture Capital and Private Equity
- Renewable Energy Project Developers
- Commercial Services Suppliers (Law, Insurance etc.)
- Transmission / Distribution System Operators
- Conventional Fuel Companies (Oil & Gas, Coal)
- Large Energy Users

Benefits of Attending

- Gain a comprehensive understanding of the competitive dynamics, market environments, project risk factors and integration challenges associated with the large-scale transition to renewable power
- Understand the key market and business environment requirements for the sustained growth of renewable power
- Examine the development process, investment requirements and economic risks and returns for renewable power projects
- Review current and emerging solutions to large-scale renewable power integration
- Develop an integrated approach to combining financial, technological and socioeconomic factors in renewable power market analysis
- Converse with project partners, suppliers or investors
- Know what to look for when evaluating long term, sustainable renewable power market opportunities
- Identify key investment, project development and policy risks
- Learn how to identify, analyse and critique competing market solutions

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www.lngconference.eu

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