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Airland Logistics

Delivering the impossible daily



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Airland's unrivalled expert country knowledge in locations such as Africa, Southeast Asia, North and South America, the CIS and Mongolia, ensures the company remains the preferred logistics partner for major mining and infrastructure projects globally.

Established in 1975, Airland Logistics has forged a reputation for 'delivering the impossible' – problem solving complex, time-sensitive shipments across air, land and sea – often in remote and challenging locations.

Headquartered in Copenhagen, Denmark, Airland Logistics' strategic network of global offices, hubs and partners is positioned on every major continent of the world to deliver a transparent supply chain solution across all major trade lanes.

With growth in the freight forwarding and contract logistics industry expected to continue to outpace a forecasted 3 percent growth in global GDP, Airland attributes its financial strength to a robust business strategy focused on project and supply contract cargo in developing resource hubs.

In recent years, the company has experienced solid growth, establishing itself as the preferred partner to the mining, oil and gas sectors – opening new offices in Australia, Mongolia, Beijing and Toronto to service growing demands.

"To be truly competitive and achieve profitability, our global teams concentrate on delivering industry-focused solutions, with a sense of urgency and efficiency. From turnkey mining projects, expansion projects and major mobilisations, we attribute our success to enabling real-time information exchange between customers and their suppliers, employing the right people, and positioning ourselves in emerging geographies," stated Jan Jensen, Denmark based group chief executive, Airland Logistics.

Linking mine design with logistics planning

"As you could expect, resource projects are our main game, accounting for approximately 60 percent of our global



Our global teams are focused on delivering industry-focused solutions, with a sense of urgency and efficiency.

— Jan Jensen, Airland Logistics.

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business and as such, we have proven that engagement of an experienced logistics partner during the design and engineering stages of a mine can significantly reduce capital costs and project risk," Jensen said.

By partnering with customers throughout the entire project lifecycle and working as an extension of the operational team, Airland is able to support critical decision-making points by outlining the impact logistics has on the overall costing of an item.

Knowing first hand the flow-on effects of lost production time, the company helps customers to avoid unnecessary delays through effective cargo scheduling, making sure critical supplies are considered and arrive in sequence.

"Our goal is to build on the traditional freight forwarder relationship, to provide a transparent supply chain solution that links mine design to logistics planning – ultimately demonstrating that there is always more than one solution to every challenge," stated Jensen.



Airland Logistics trucks
a ball mill shell.



The project cargo specialists

Airland's end-to-end logistics solution is underpinned by a five-phase value chain assessment, which encompasses: analysing client needs; planning a comprehensive transport and loading plan; pricing multiple options based on time and budget constraints; executing the shipment as scheduled; and controlling all aspects of the cargo movement whilst maintaining continuous visibility.

Airland partners with customers throughout their entire project lifecycle, working with local procurement teams and identifying suitable suppliers and supply hubs to support their consolidation system.

Jensen stated: "The consolidation of multiple consignments in one hub gives our customers greater control and visibility of the supply chain process, enabling cost savings through the shipping and site delivery phase."

The company is a member of the Worldwide Project Consortium (WWPC) in Denmark and Mongolia, and has a proven track record in moving large volumes of air and ocean cargo to support major global projects including: long-length cargo, heavy machinery, rolling stock and custom production equipment such as ball mill shells (see page 38).

The importance of a local presence

Airland's strength is founded in its combination of strategically positioned offices, together with its network of local, qualified agents.

As a first mover in Africa and other emerging markets, Airland's business model over the past 38 years has been focused on servicing developing markets where local

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Case study:

Rail rolling stock: China to Sierra Leone.
Industry vertical: mining and infrastructure.
Mode of transportation: ocean freight charter.
Load: iron ore rail wagons.
Location: China to Sierra Leone.

The client

A leading minerals company developing a world-class iron ore deposit and its associated rail and port infrastructure in Sierra Leone.

The challenge

Airland was tasked with shipping 600 rail wagons and 20 flat wagons from their point of production in China to an iron ore development in Sierra Leone. The wagons were required to transport iron ore from mine site to port and were critical to the ongoing development and operation of the deposit.

Delivering solutions

Airland quickly assembled a dedicated project management team with specialist mining logistics skills to deliver the following solutions:

- Immediate deployment to Asia of two Airland team members to take operational control, coordinate freight schedules between wagon suppliers and vessel owners, and oversee loading activities.
- Commissioning of five dedicated vessel charters to carry a total of 110,000 cu m of rail wagons.
- Coordination with the supplier of appropriate ocean freight packaging to reduce the risk of any damage to wagons during transportation.
- Mobilisation to Sierra Leone of a West African project manager and port captain to oversee unloading activities and final

delivery to the customer.

- Coordination and unloading of cargo to an offshore barge to avoid port congestion and potential high risk of large demurrage costs.
- Engagement of independent maritime surveyors to report on the actions undertaken by suppliers, loading teams, ships' agents and customs officials to ensure the client's expectations were exceeded.
- Development of bespoke operating procedures and systems tailored to the client's operations.

Delivering results

- 110,000 cu m of project cargo shipped on schedule.
- Negotiation of full vessel charters to secure dedicated client shipments, eradication of unnecessary stopovers and the potential for delays caused by oversized cargo.
- Vessel laycan deadline achieved through deployment of project managers at point of collection and point of delivery.
- Coordination of an alternate offshore barge unloading protocol ensured delivery ran to schedule.
- Full vessel charters were engaged to ensure first-in and first-out handling, enabling the client to meet tight production deadlines and corresponding financial targets.
- Provision of real-time information (inclusive of cargo handling requirements) provided a competitive advantage in mitigating the chance of possible cargo damage and time delays.
- Efficient scheduling and delivery of cargo enabled the client to commence construction as planned.

Airland continues to provide comprehensive logistics solutions to this client and coordinates, supervises and ships mining equipment globally to Sierra Leone to ensure seamless operations.

Case study

Ball mill shells: South Africa to Egypt.
Industry: mining and infrastructure.
Mode of transportation: vessel charter.
Load: ball mill shells.
Location: South Africa to Egypt.

The challenge

Our client was contracted to manage all aspects of a major gold mine upgrade in Egypt, including engineering, procurement, construction and logistics. The upgrade included enhancement of onsite crushing capabilities requiring the importation of large ball mills from Johannesburg. Airland Logistics was appointed to provide a holistic logistics solution to support the mine's tight production schedules.

Delivering solutions

Airland formed a dedicated project team to plan and manage the movement of 528 tonnes of ball mills from South Africa to Egypt. Leveraging our global teams we were able to utilise resources and expertise from our South African and Middle Eastern offices to deliver the following solution:

- Two dedicated charter vessels were immediately commissioned to ship a total of 528 tonnes.
- Special consideration was given to unique project cargo in terms of safe collection and delivery to the port some 1,800 km away. Some individual items measured over 6 m in diameter and weighed up to 105 tonnes.
- The Airland project team met with South African transport government officials to identify a safe road route from Johannesburg to Richards Bay that could take the massive cargo weights and

dimensions without damaging road and power infrastructure.

- Upon receipt of all necessary government approvals the cargo was collected safely and delivered to the vessel in South Africa. A separate storage area portside was provided for Airland to consolidate the shells and ancillary equipment from various suppliers.
- Independent maritime surveyors were engaged to ensure the loading and lashing of the equipment complied with client directions and existing marine insurance policies.

Delivering results

- 28 tonnes of project cargo shipped on schedule.
- Vessel laycan deadline achieved through continuous communication and proactive coordination with suppliers and timely collection

and consolidation of cargo.

- Zero loading delays experienced through effective scheduling and consolidation of shipment components in secure portside storage.
- Negotiation of priority loading in South Africa and unloading in Egypt ensured no demurrage costs were incurred by the two vessels.
- Effective consolidation of suppliers ensured cargo use on the vessels was maximised, driving down transportation costs.
- Continuous provision of real-time information enabled the client to effectively plan construction schedules, ensuring no downtime was experienced due to cargo delays.

Airland continues to provide comprehensive logistics solutions to this client for both construction and production phases of its business from global locations.



Cranes lift a ball mill as part of an Airland Logistics move.

processes and policies are in their infancy.

The company is adamant that its proactive approach in supporting host countries and local companies to define and implement best practice project logistics standards has been critical to strengthening local industry reputation and ultimately delivering results to customers.

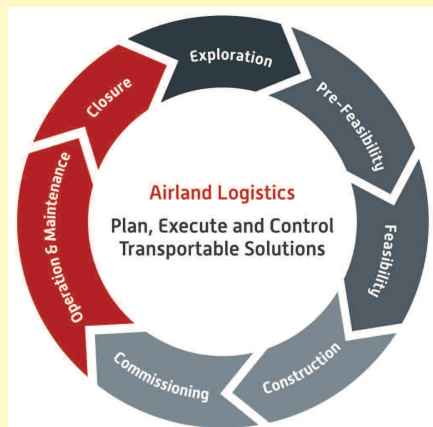
"Local content rules and FCPA (Foreign Corrupt Practices Act) compliancy is not a new concept to Airland.

"As part of our commitment to operate in a socially responsible manner we acknowledge best-practice international guiding principles in our dealings with government authorities, local suppliers and customers.

"We have firsthand experience and advocate that a local presence with local ownership is key to strengthening developing economies through honest and

straightforward business dealings," said Jensen.

"We see an emphasis on FCPA regulations and local content policies playing a more significant role in the client decision-making process in the future."



Building on success

Whilst business is buoyant, past and current successes are not leading to complacency. The company intends to continue to invest in key markets that support its business model, with plans for the future including development of more innovative supply chain methods and maintaining flexibility to support the changing global demands of customers. **HLPFI**

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