

# DELIVERY OF HEAVY EQUIPMENT SUPPORTS DEFENCE STRATEGY

**INDUSTRY VERTICAL:** HEAVY EQUIPMENT

**MODE OF TRANSPORTATION:** AIRFREIGHT CHARTER AND BREAK BULK OCEANFREIGHT

**LOAD:** EARTHMOVING MACHINERY

**LOCATION:** GERMANY TO KUWAIT

**DATE:** 2003

## The client

A leading global supplier of heavy equipment including earthmoving and construction machinery.

## The challenge

Our client was contracted to provide the heavy equipment used to build supply bases for the US Army during the Iraq War. Airland's challenge was to provide an innovative, but secure solution to move critical equipment across two continents in a hostile environment.

## Delivering solutions

Airland quickly assembled a dedicated project management team with specialist defence and construction experience to deliver the following solution:

- Immediate deployment of an Airland team member to Kuwait for seven months to control the logistics and delivery of the equipment to site.
- Commissioning of six AN124 aircrafts capable of an uplift of 120 tonnes, each carrying critical list items required to commence the project.
- Selection and management of suitable ocean freight providers to move 28,000cbms (approx. 5,000 tonnes) via break bulk and part charter service.

- Management of all importation and customs clearance protocols in Kuwait.
- Coordination of a pre-delivery workshop (including importation of parts) to conduct vehicle maintenance for use prior to delivering vehicles to the contractor.
- Engagement of independent maritime surveyors to report on the actions undertaken by suppliers, loading teams, ships' agents and customs officials.
- Development of bespoke operating procedures and systems tailored to the client's operations.



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### Delivering results

#### On time

- Transportation of approx 5,000 tonnes of heavy equipment by ocean and air, on time.
- Negotiation of full aircraft charters to secure an uplift over six separate flights ensured that critical list items arrived as needed, for pre-commencement of the project.
- Commissioning of part vessel charters and utilisation of scheduled break bulk carriers ensured continuity of supply of heavy machinery, supporting parts and consumables throughout the project lifecycle.
- Coordination of customs clearance and delivery to the supply camp less than six weeks into the Iraq War ensured no time delays were experienced at the delivery point.

#### On budget

- Full aircraft charters were deployed 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 caused by large support volume imports.
- Efficient scheduling and management of delivery of cargo through import chokepoints enabled the client to commence construction as planned.

#### Beyond expectations

- Direct accountability for cargo handling through engagement of independent maritime surveyors to ensure quality control and mitigation of risks.
- Continuous communication between our project team, the client and suppliers to identify potential issues and define a robust loading schedule.
- Full end-to-end cargo visibility throughout the entire project lifecycle including: real time tracking of aircraft and vessel location, consolidation of daily and weekly reports, provision of comprehensive load dossier (inclusive of safe lifting points and photographs of tie down points) and independent maritime survey reports.

Airland are specialists in managing difficult logistics in remote and hostile environments. Our dedicated and dynamic staff work efficiently and safely to achieve the impossible daily. **To learn more about our other industry solutions visit [www.airlandlogistics.com](http://www.airlandlogistics.com)**

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