

# PROJECT SHIPMENT KILN GEAR BOX



# CLIENT: CEMENT COMPANY

The client is in the business of manufacturing of cement and other cement products. The company was started in year 2013 and we offered them full logistics to import, clear and deliver the entire cement plant, including the mill. This is where we built the confidence.

Again using our chartering, ships agency and logistics services, we have continued to serve their bulk clinker ships, the raw material used for cement manufacture. In 2013 we handled 1,050,000.50mts, in 2014: 1,133,996.82mts and 2015 so far 1,254,314.00mts as at September 30<sup>th</sup>.

We also handled all their spares imports.

This business model is replicated in all our customers in Kenya, Uganda, Tanzania, Rwanda and Burundi, where we have a market share of about 90%

Riding on our distinctive services, the company performed very well and attained a market share of 30% within two years of operations.

As fate would be, the company did not take contingency plans to cater for essential parts such as the gear box.



# GEAR BOX BROKE DOWN

In April 2015, the worst happened. The cement mill gearbox, a very important component of the plant broke down. The company's appointed engineers (Richfield Ltd) were mandated to repair it within the shortest time possible. This proved difficult as even removing the mammoth 14 tons beast from the kiln was a task not easy and there was no guarantee that the gearbox would be repairable.

The cement company decided to import a new one from China.

# IMPORTATION

We received a distress call from the client and we worked the best options to bring the gear box home. The first option was to ship in 20' open top container. The transit time from Guangzhou port to Mombasa port was thirty plus days. This was not acceptable as the company was losing usd 50,000 per day in actual and opportunity costs. No production was possible.

# 14tons



# AIRFREIGHT

The only option was to haul just what you have seen as an airfreight. We approached several airlines with capacity and capability to handle the shipment. All but one accepted. That was Saudi Arabia airlines. When we just breathed a sigh of relief, a new challenge surfaced. The airline calls Guangzhou airport once a week. The distance from the manufacture was 2000miles. The third challenge was packaging.

# PACKAGING

This took two days as heavy wood was required to hold the base of the crate, while minimizing cargo gross weight. In addition, high tensile wires were used to lash the gearbox tightly in such away that there could be no movement during transit.

After confirmation by the packaging expert, the crate was to be lifted to a low-loader. This was also a challenge because the safe working load (SWL) was to be more than 14tons.

# ROAD HAULAGE

The 2000miles to the airport was smooth as the driver knew the urgency of the shipment. It became a perishable even though by cargo type it was not.

The shipment made it to GGZ airport after two days. The worst happened as it missed that week's flight by 2 hours. Our partners and SV staff worked smartly utilizing all available option. At this point, the freight payable was not a factor. Client was even willing to charter a plane at usd 250,000



# ROUTING

The SV route was Guangzhou-Jeddah-Nairobi. The ingenuity of the SV route planner resulted to a routing as Guangzhou-Oman-Jeddah-Nairobi, because the Oman flight was calling Guangzhou twice a week. Another big challenge occurred; the connection flight from Guangzhou to Oman was smaller. We needed a Boeing 747. Now faced with it, the return to initial route was the only option. Shipment stayed at warehouse for one week. When the next flight was pre-alerted, the biggest of all challenges occurred;

# STOWAGE

The 14tons gearbox proved a nut to crack for stowage clerks. The plane had to be stowed in the middle haul to maintain the balance. The shipment was not supposed to move or tilt. SV had to call a stowage engineer who used all the knowledge to stow the shipment.

The shipment left Guangzhou. As this was happening, the destination team kept vigil at SV offices for JIT updates. In Jeddah, the same issue of stowage occurred and shipment had to wait for another one week.

# DESTINATION

When it was finally airborne, our operations team using our very good working relationship with the Customs and Airport authorities in Nairobi arranged for an advance cargo release.

Using our A.E.O and ISO status, things were easier. The flight was arriving 2100hrs meaning we were to clear the shipment at night. This is not the custom operation of the airport but it had to be done.

The truck and the crane was on standby.

# ON SITE

There was no time to waste as soon as the plane touched down. Having done prior clearance, the shipment was towed in rollers to the side of the truck. The crane winched it to the truck and weight was felt immediately by the shocks of the truck. Due to weight, the crate collapsed inside but this was not a challenge we could mind about. The truck drove to site where the engineers were on duty. The worked overnight and by morning, the kiln was grinding cement. Though it took more than twenty days to have the gearbox at destination, the client to date remembers the expertise and the dedication in which we handled the logistics.



TO GUANGZHOU  
AIRPORT



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*We have offices in Dar Es Salaam, Tanga and Mtwara*



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CONTINUOUS INNOVATION THAT POWERS OUR CUSTOMERS TO BE  
MARKET LEADERS***

DISTINCTIVE INTEGRATED SHIPPING, LOGISTICS & FORWARDING SERVICE PROVIDER



**Asante!  
Thank You!**

