

# Hansa Meyer Global



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Case Studies  
Brazil

## Mining

Order from	FLSmidth MVT GmbH
Origin	Guangzhou, China
POD	Tubarão, Brazil
Cargo Nature	2 x Ship loader
Volume	15.000 FRT 1.880 ton per set
Time of execution	2009



### Project Description

- The main units had 49.50 x 16.90 x 21.20 m with 1.880 ton unit weight, and were loaded by the vessel cranes after dismantling of the counterweights.
- For the midstream loading operations from about 40 km down the Pearl River towards Hong Kong some 800 ton shackles and tailor-made grummets have been used.
- Discharging at Tubarão arranged by means of the vessel's own gear.



## Shipyard

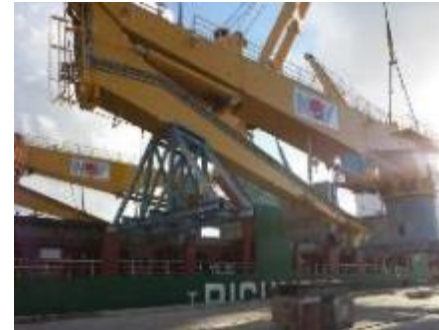
Order from	Enseada Industria Naval, Brazil
Origin	Onsan port, South Korea
POD	Maragogipe, Bahia, Brazil
Cargo Nature	Shiploaders & BOP overhead
Volume	14.724,65 FRT / 921,16 ton
Time of execution	January-February, 2015

**ENSEADA**  
Indústria Naval



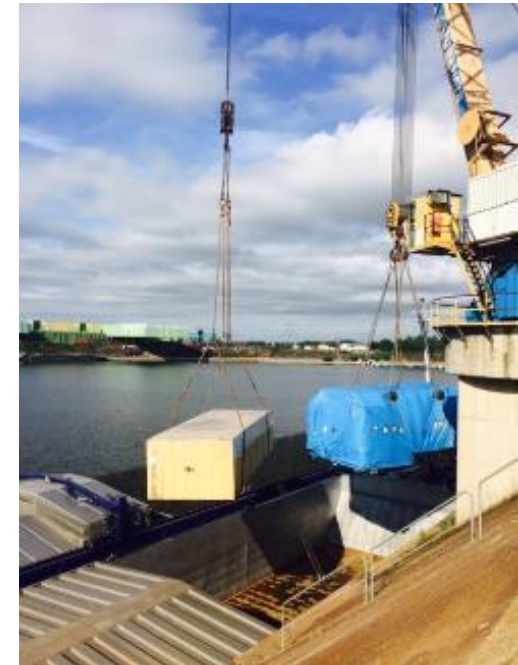
### Project Description

- Transportation from Onsan, Korea up to Maragogipe (charter's berth), Brazil of 04 (four) x complete cranes and BOP overhead.
- Port to Door Contract (charter's berth at Enseada Shipyard)
- Liner Terms
- Loading and Unloading surveillance



## Automotive

Order from	Prensas Schuler, Brazil
Origin	Santos, Brazil
POD	Antwerp, Belgium
Final Destination	Dilgofing, Germany
Cargo Nature	2 presses + accessories
Volume	1.206 ton / 1.366 FRT
Heaviest piece	171,5 ton / 8.5 x 2.76 x 3.9 m
Time of execution	May-June, 2015



### Project Description

- Port to door contract
- Oceanfreight by breakbulk vessel, direct discharge of HL onto barges
- Discharge at Straubing Terminal and final delivery by truck to BMW Dingolfing
- Port handling at Antwerp and Straubing
- Loading and Unloading surveillance



## Household appliances

Order from	Electrolux, Brazil
Origin	Taichung, Taiwan
POD	Santos, Brazil
Cargo Nature	2 presses + accessories
Volume	234 ton / 427 FRT
Heaviest piece	56 ton
Time of execution	May, 2015

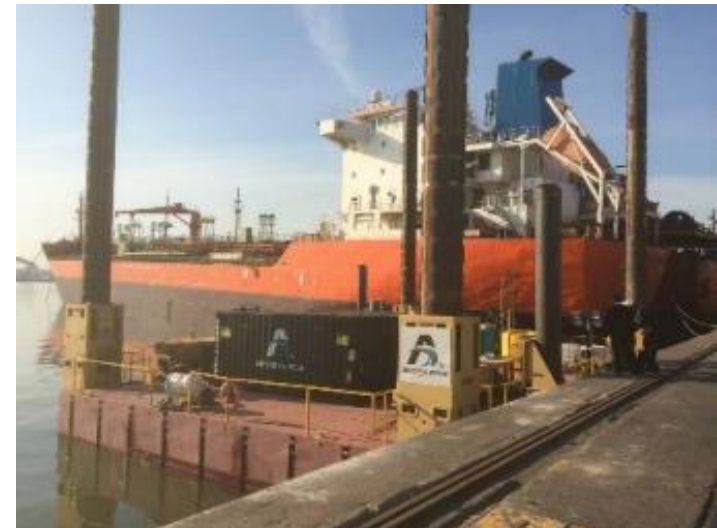
### Project Description

- Port to port contract, breakbulk shipment.
- Loading and Unloading surveillance



## Oil & Gas

Order from	OAS, Uruguay
Origin	Montevideo, Uruguay
POD	Houston, USA
Final Destination	Houston and Muskegon, MI
Cargo Nature	Disassembled barge and platform
Volume	6.000 FRT – longest piece: 30 m
Time of execution	July-August, 2015



### Project Description

- Port to door contract
- Oceanfreight by breakbulk vessel
- Port handling and customs clearance at Houston
- On carriage to final destinations: Houston, TX and Muskegon, MI
- Loading and Unloading surveillance

## Industrial Project

Order from       WEG, Brazil  
Origin             Itajaí, Brazil  
POD                Hamburg, Germany  
Cargo Nature     Eletrical Motors  
Volume            41,9 tons / 5.8 x 4.45 x 4.1 m  
Time of execution 2016



### Project Description

- Port to port shipment, FR OOG
- Loading and Unloading surveillance





## Automotive

Order from	Prensas Schuler, Brazil
Origin	Santos, Brazil
POD	Altamira, Mexico
Final Destination	Ramon Arizpe, Mexico
Cargo Nature	Presses + accessories
Volume	709,21 ton / 1.214 FRT
Heaviest piece	140,0 ton / 9,70 x 5,50 x 3,80 m
Time of execution	June-July, 2016

### Project Description

- Port to door contract
- Oceanfreight by breakbulk vessel, direct discharge of HL onto trucks. Final delivery by truck to Johnson Controls
- Port handling at Altamira port
- Truck loading and delivery to Johnson Controls;
- Loading and Unloading surveillance





## Energy

Order from	Siemens TUSA, Brazil
Origin	Santos, Brazil
POD	Bahia Blanca, Argentina
Cargo Nature	07 Transformers 116 ton ea + accessories
Volume	1.023,40 ton / 2.522,82 FRT
Heaviest piece	116,0 ton / 8,70 x 4,09 x 4,60 m
Time of execution	June, 2016

**SIEMENS**



### Project Description

- Port to port contract
- Oceanfreight by breakbulk vessel, direct discharge of HL onto trucks.
- Port handling at Bahia Blanca port
- Loading and Unloading surveillance

## Construction

Order from	Queiroz Galvão, Brazil
Origin	Rio de Janeiro, Brazil
POD	Puerto Cortez, Honduras
Cargo Nature	Steel Rebars and Wire in reel
Volume	1.562 ton / 2.370 FRT
Time of execution	June-July, 2016



### Project Description

- Receive the cargo on rail;
- Store the cargo on a resting place for customs clearance;
- Port handling from resting place till under-hook's position;
- Safety load on board and arrange properly lashing;
- Pre loading and loading surveillance

## Infrastructure

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Order from	Odebrecht S.A., Brazil
Origin	Santos, Brazil
POD	Rio Haina, Dominican Republic
Cargo Nature	Water Treatment System
Volume	514,28 ton / 3.244,29 FRT
Time of execution	June-August, 2016



### Project Description

- Receive the cargo along-side vessel;
- Port handling on under-hook's position;
- Safety load on board and arrange properly lashing;
- Loading onboard surveillance;
- Safety discharge at destination with supervision along-side;
- Delivery on job site.

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## Energy

Order from	Odebrecht S.A., Brazil
Origin	Santos, Brazil
POD	Luanda, Angola
Cargo Nature	Hydroelectric Plant (Turbines, dam floodgate parts and steel rebars)
Volume	875,90 ton / 1.773,46 FRT
Time of execution	July-October, 2016

**ODEBRECHT**  
Serviços de Exportação



### Project Description

- Receive the cargo along-side vessel;
- Port handling on under-hook's position;
- Safety load on board and arrange properly lashing;
- Loading onboard surveillance.



## Shipyard

Order from        Enseada Industria Naval, Brazil  
Origin             Itaguai, Brazil  
POD                Dalian, China  
Cargo Nature     Equipment for P-75  
Volume            842,70 FRT / 157,90 ton  
Time of execution November-December, 2016

**ENSEADA**  
Indústria Naval



### Project Description

- Packaging + Stuffing + Lashing containers in Rio de Janeiro
- Door to Port contract
- Liner Terms

## Food Industry

Order from Odebrecht Transports & Agrovía do Nordeste  
Origin Stettin, Poland and Antwerp, Belgium  
POD Suape, Brazil  
Cargo Description Dismantled Shiploader  
Volume 1.518,52 FRT as Breakbulk plus 39 TEUS among in gauge and out of gauge units  
Time of execution Dec 2016 till April 2017

### Project Description

- Packaging + Stuffing + Lashing containers supervision in Antwerp
- Packing + port handling supervision in Stettin
- Door to Port contract
- Port handling at destination

Agrovía do Nordeste

**ODEBRECHT**  
TransPort



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## Paper Industry

Order from	Voith Paper, Brazil
Origin	Various in Germany
POD	Santos, Brazil
Cargo Nature	Paper machine
Volume	1.163 FRT / 115,00 ton
Time of execution	February-April, 2017

**VOITH PAPER**  
AUTOMATION



### Project Description

- Transportation from different places in Germany up to Hamburg port
- Stuffing & Lashing containers at origin
- Ocean freight from Hamburg port up to Santos port
- Door to Port Contract
- Liner Terms

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## Paper Industry

Order from: Voith Paper, Brazil  
Origin: Various in Germany  
POD: Santos, Brazil  
Cargo Nature: Paper machine  
Volume: 1.167 FRT / 115,00 ton  
Time of execution: March-April, 2017

**VOITH PAPER**  
AUTOMATION



### Project Description

- Transportation from different places in Germany up to Hamburg port
- Stuffing & Lashing containers at origin
- Ocean freight from Hamburg port up to Santos port
- Door to Port Contract
- Liner Terms



## Energy

Order from	Odebrecht S.A., Brazil
Origin	Santos, Brazil
POD	Luanda, Angola
Cargo Nature	Hydroelectric Plant
Volume	1.662 ton / 4.423,46 FRT
Time of execution	April, 2017

**ODEBRECHT**  
Serviços de Exportação



### Project Description

- Receive the cargo along-side vessel;
- Port handling on under-hook's position;
- Safety load on board and arrange properly lashing;
- Loading onboard surveillance.

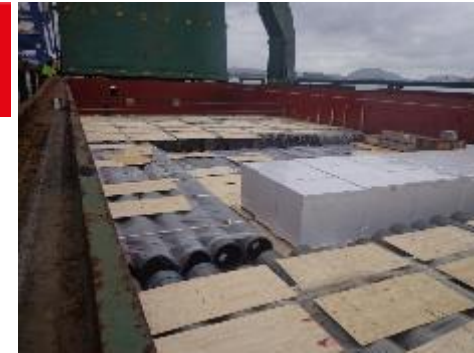


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## Energy

Order from	Odebrecht S.A., Brazil
Origin	Santos, Brazil
POD	Luanda, Angola
Cargo Nature	Transmission Line
Volume	91,35 ton / 933,02 FRT
Time of execution	April, 2017

**ODEBRECHT**  
Serviços de Exportação



### Project Description

- Receive the cargo along-side vessel;
- Port handling on under-hook's position;
- Safety load on board and arrange properly lashing;
- Loading onboard surveillance.

## Infrastructure

Order from	Odebrecht S.A., Brazil
Origin	Santos, Brazil
POD	Rio Haina, Dominican Republic
Cargo Nature	Water Treatment System
Volume	107,48 ton / 750,95 FRT
Time of execution	April, 2017

**ODEBRECHT**  
Serviços de Exportação



### Project Description

- Receive the cargo along-side vessel;
- Port handling on under-hook's position;
- Safety load on board and arrange properly lashing;
- Loading onboard surveillance;
- Safety discharge at destination with supervision along-side;
- Delivery on job site.

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## Energy

Order from	Siemens TUSA, Brazil
Origin	Santos, Brazil
POD	Callao, Peru
Cargo Nature	01 Transformer 101 ton + accessories
Volume	132,70 ton / 276,63 FRT
Heaviest piece	101,50 ton / 7,87 x 2,98 x 4,53 m
Time of execution	April, 2017

**SIEMENS**

### Project Description

- Port to Terminal contract
- Oceanfreight by breakbulk vessel, direct discharge of HL onto trucks.
- Port handling at Callao port
- Transfer from quay to Terminal







## Energy

Order from	Odebrecht S.A., Brazil
Origin	Santos, Brazil
POD	Luanda, Angola
Cargo Nature	Hydroelectric Plant and Ethanol Plant
Volume	about 4.016 cbm / 908 metric tons
Time of execution	June, 2017

**ODEBRECHT**  
Serviços de Exportação



### Project Description

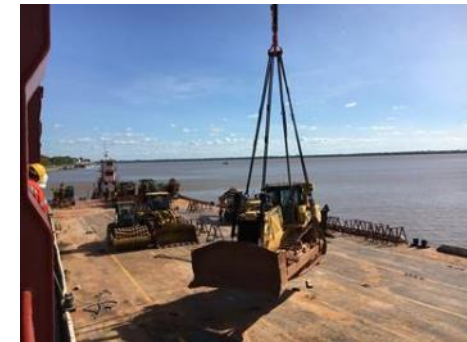
- Receive the cargo along-side vessel;
- Port handling on under-hook's position;
- Safety load on board and arrange properly lashing;
- Loading onboard surveillance;
- Deliver the cargo in vessel's hook at port of destination.



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## Construction Equipment

Order from	Sotreq S/A, Brazil
Origin	Altamira jetty, Para, Brazil
POL	Commercial berth of Belem Port, Brazil
POD	Karachi, Pakistan
Cargo Nature	13x units of heavy equipments
Volume	about 1.200cbm / 900 metric tons
Time of execution	July, 2017



### Project Description

- Coordinate barge loading at shipper's jetty (pier);
- River barging transportation from Altamira/PA till Belem Port;
- Receive the cargo along-side vessel;
- Port handling on under-hook's position from barge direct to vessel;
- Safety load on board and arrange properly lashing;
- Cargo delivered ay vessel's hook on port of destination.

## Mining

Order from	ContiTech, Brazil
POL	Melbourne, Australia
POD	Paranagua, Brazil
Cargo Nature	11 x Conveyor Belt Reels
Volume	about 390cbm / 458 metric tons
Time of execution	July-September, 2017



### Project Description

- Coordinating the delivery at port and stuffing onto Mafi-Trailers;
- Receive the cargo along-side vessel;
- Port handling at origin and destination;
- Oceanfreight by RORO vessel;



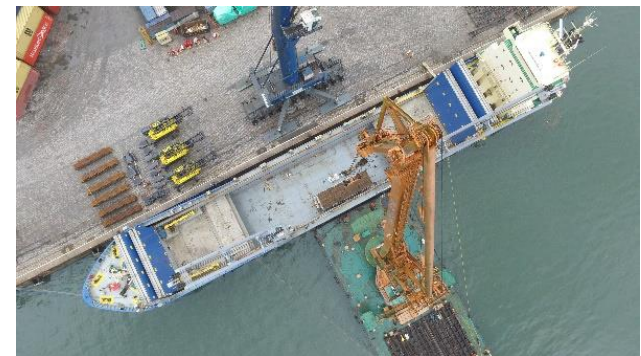
## Energy

Order from	Siemens TUSA, Brazil
Origin	Santos, Brazil
POD	Houston, TX, USA
Cargo Nature	01 Transformer 111 ton + accessories 01 Transformer 276 ton + accessories
Volume	462,91 ton / 527,12 FRT
Heaviest piece	276,20 ton / 13,81 x 4,12 x 5,19 m
Time of execution	August, 2017

**SIEMENS**

### Project Description

- Port to Port contract
- Oceanfreight by breakbulk vessel, direct discharge of HL onto barge
- Usage of floating cranes at both ends





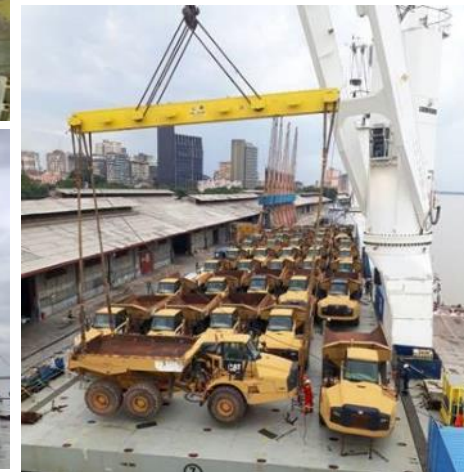
## Construction Equipment

Order from	Ritchie Bros. Shared Services B.V.
Origin	Altamira (CCBM) jetty, Para, Brazil
POL	Commercial berth of Belem Port, Brazil
POD	Cartagena, Spain
Cargo Nature	110 units of heavy equipments
Volume	about 14.000 cbm / 3.300 metric tons
Time of execution	December, 2017

### Project Description

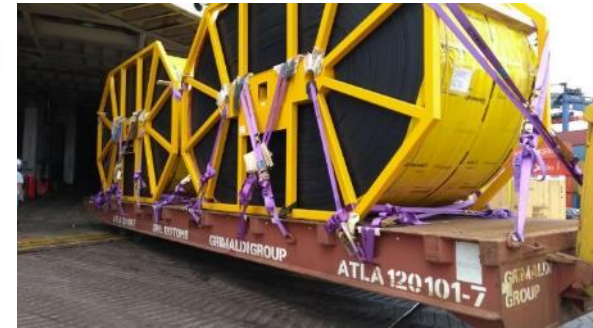
- Coordinate barge loading at shipper's jetty (pier);
- River barging transportation from Altamira/PA till Belem Port;
- Receive the cargo along-side vessel;
- Port handling on under-hook's position from barge direct to vessel;
- Safety load on board and arrange properly lashing;
- Cargo delivered ay vessel's hook on port of destination.

 **RITCHIE BROS.**



## Mining

Order from	ContiTech, Brazil
Pick Up Place	37154 Northeim, Germany
POL	Hamburg, Germany
POD	Paranagua, Brazil
Cargo Nature	07 x Conveyor Belt Reels
Volume	about 277,50 cbm / 341,60 metric tons
Time of execution	Dec, 2017 – Jan, 2018



### Project Description

- Coordinating the inland, delivery at port and stuffing onto Mafi-Trailers;
- Receive the cargo along-side vessel;
- Port handling at origin and destination;
- Oceanfreight by RORO vessel;

## Construction Equipment

Order from	OHL Construcción (Chile)
Origin	Altamira (CCBM), Para, Brazil
Destination	Moquegua, Peru
Cargo Nature	Crater Crane (cement launcher)
Volume	about 750 cbm / 115 metric tons
Convoy	3x dry cargo trailers (high walls) 1x 28m long extendible trailer 1x flat lowboy 3 axles trailer
Time of execution	Dec, 2017 to Jan, 2018

### Project Description

- Coordinate the loading and securing process on top of the trailers;
- Provide escorts, permits and routing availability from pick-up place in Brazil till place of delivery in Peru;
- Road transportation from Brazil to Peru, crossing Amazon Forest and Bolivia;
- Provide daily report with the updated trucks' position.



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## Construction Equipment

Order from	Ritchie Bros. Shared Services B.V.
Origin	Angamos, Chile
POL	Commercial berth of Angamos Port, Chile
POD	Moerdijk, Netherlands
Cargo Nature	22 units of heavy equipments plus spare parts
Volume	about 3.000 cbm / 600 metric tons
Time of execution	February, 2018



### Project Description

- Receive the cargo along-side vessel;
- Port handling on under-hook's position from the pier direct to vessel;
- Safety load on board and arrange properly lashing;
- Cargo delivered ay vessel's hook on port of destination.



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## Construction Equipment

Order from	Syscamtech Lda, CCBM & Superbid
Origins	Altamira (CCBM), Pará and Manaus, Amazonas (Brazil)
Destination	Houston, TX
Cargo Nature	Two knockdown tower cranes
Volume	about 25x 40 feet containers among Flat Racks, Open Tops, Regular High Cubic and High Cubic Pallet Wide
Time of execution	March and April, 2018

### Project Description

- Ocean Transportation from both Vila do Conde and Manaus ports to the port of Houston, Texas;
- Safety load the containers on board of the vessel at origin and discharge them from the vessel at destination;
- Provide constant follow-up and report about the seagoing process.
- The parcel from Altamira, reached the port of Vila do Conde by river barging.



## Construction Equipment

Order from	JH Equipment, IPEX Trading and WabTractor
Origins	Altamira, Pará, Brazil
Destination	Belém (Outeiro) Port, Brazil
Cargo Nature	Excavators and Wheel-loaders
Volume	17 CAT Excavators and 13 wheel-loaders
Time of execution	May, 2018

### Project Description

- Provide safety load, stow and lashing 30 heavy machines (from private jetty) over a river barge;
- Manage the brokerage and chartering of a 2.000MT river barge as a Full Cargo affreightment;
- Arrange the safety discharge (hiring the stevedores) for “hooking-on” 17x excavators enabling the transference from barge directly to sea-going vessel;
- Deliver the remaining 13 wheel-loaders in another FCL terminal for exportation in a different vessel.



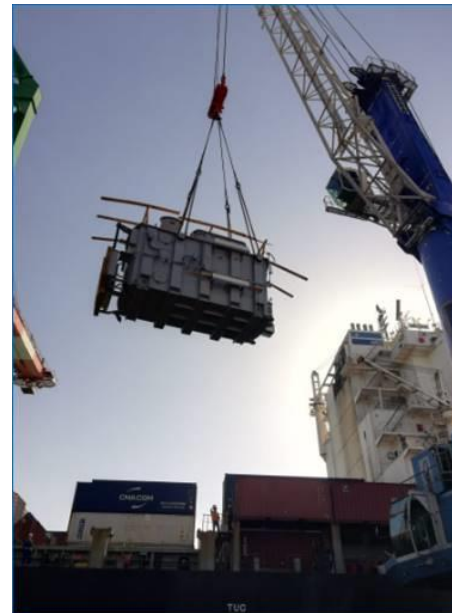


## Energy

Order from	TSEA Energia (Ex-Toshiba Brazil)
End-user:	TSK Group
Pick-up	Contagem/MG
POL / POD	Rio de Janeiro, BR / Altamira, MX
Destination	Durango, MX
Cargo Nature	High voltage Transformers
Volume	3x 48 tons plus accessories
Time of execution	August, 2018

### Project Description

- Inland Transportation (heavy-haul) from site to port;
- Arrange stuffing of accessories inside of 10x 40' units;
- Provide maritime transportation, loading the main bodies as break-bulk cargo on a FCL vessel;
- Deliver the goods at a solar plant located in State of Durango, MX.
- Manage the cntrs stripping at the solar plant (final destination) and offloading of the bodies directly from trailers to foundations.



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# Construction Equipment

Order from	Haulotte
Origins	Santos, Brazil
Destination	Newark, Brazil
Cargo Nature	Used telescopic booms
Volume	19x units (Ro-Ro)
Time of execution	July to August, 2018



## Project Description

- Provide inland transportation from several places in Brazil up to the port of Santos;
- Arrange certified cleaning;
- Port handling, storage inside the port of loading and ship's safety loading;
- Maritime ocean freight under FAS/FAS tems.



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## Energy

Order from	TSEA Energia (Ex-Toshiba Brazil)
End-user:	TSK Group
Pick-up	Betim/MG
POL / POD	Rio de Janeiro, BR / Veracruz, MX
Destination	Villa de Ramos (SLP), MX
Cargo Nature	High voltage Transformers
Volume	2x 113 tons plus accessories
Time of execution	September, 2018

### Project Description

- Inland Transportation (heavy-haul) from site to port;
- Arrange stuffing of accessories inside of 15x 40' units;
- Provide maritime transportation, loading the main bodies as break-bulk cargo on a FCL vessel;
- Deliver the goods at a solar plant located close to Villa de Ramos in the State of San Luis Potosi, MX.
- Manage the cntrs stripping at the port and the offloading of the bodies directly from trailer to foundations.



## Construction Equipment

Order from	GSC União & Locar
Origins	Guarulhos, Brazil
Destination	Paterna, Spain
Cargo Nature	Tower Cranes
Volume	4x Liebherr Tower Cranes 71EC inside 18x 40'HC
Time of execution	November, 2018



### Project Description

- Pick-up empty units at the ocean carrier depot and position them at shipper's site for proper and safety stuffing ofr the crane parts inside the ctrs;
- Arrange inland from shipper's site to port of Santos (Brazil).
- Manage units storage at port of loading;
- Maritime freight from Santos to Valencia (Spain);
- Port handing at both port of loading and discharging;
- Door delivery of full cntrs at cnee's door and return of empties to the maritime carrier.



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## Construction Equipment

Order from	JH Equipment, IPEX Trading and WabTractor
Origins	Altamira, Pará, Brazil
Destination	Belém, Pará, Brazil (on a shipyard)
Cargo Nature	Excavators and Wheel-loaders
Volume	23 machines
Time of execution	November, 2018

JH  
Equipment Ltd



### Project Description

- Provide safety load, stow and lashing of 23 heavy machines (from private jetty) over a river barge;
- Manage the brokerage and chartering of a 2.000MT river barge as a Full Cargo affreightment;
- Arrange the safety barge discharging by using two cranes (100tons and 75tons SWL each one);
- The heaviest units (i.e. around 45tons) were lifted by tandem.

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## Mining

Order from	AngloGold Ashanti
Origin	Port of Santos, SP, Brazil
Destination	Mina Cuiaba – Sabará, MG, Brazil
Cargo Nature	01 Outotec Filter
Volume	316 frt
Time of execution	July, 2019



### Project Description

- Cargo receipt at Port of Santos (Direct Discharge);
- Lift Frame's Pulling out operation;
- Oncarriage from Port of Santos up to Caete city, MG, Brazil;
- Transshipment operation from Axle Line to SPMT and vice-versa (only for Caete's city crossing);
- Delivery of 01 complete filter at final site (FOT);



# Some Hansa Meyer Customers...



**THANK YOU FOR YOUR ATTENTION**