

Bulk Logistic Landmark: reaping the rewards of multi-discipline team efforts

Bedeschi, Liebherr and Logmarin are pleased to announce the formation of a strategic business alliance — Bulk Logistic Landmark (BLL) — profiting from synergies, individual strengths and networks of each of the three partners.

BEDESCHI

This company has been family-owned since 1908. Management continuity guarantees uninterrupted transfer of technological knowledge. Bedeschi is a leading supplier of machinery and services to bulk material handling and minerals industries, focused on handling difficult materials from sticky coal or clay to dry and wearing, iron ore and minerals.

LIEBHERR

Also family-owned, Liebherr is one of the most reliable and experienced world-class crane manufacturers. Faster handling, economy, reliability and superior technology make Liebherr a leading maritime cranes supplier with tailor-made solutions for operations on any vessel, quayside, barge, transshipper and handling containers, bulk cargoes, pallets and heavy lifts.

LOGMARIN ADVISORS

Part of RINA (Italian Classification Society, IACS member) and Banchemo Costa (leading shipbroking house), Logmarin Advisors specializes in shipping and maritime logistics. It provides broad-based advice, creative ideas, technical support for ship handling, port facility requirements, ship conversions, floating terminal solutions, self unloading vessels, shipping market survey, supply chain design and the optimal solution at any stage of the marine supply chain.

While continuing to do what each partner does efficiently, and with the aim of maintaining their individual expertise and leadership worldwide, the pooling of skills and expertise of Bedeschi, Liebherr and Logmarin will provide dependable and integrated advice, design, equipment procurement and supply for effective, safe and environmental sensitive dry-bulk cargo handling solutions.

The alliance exploits very significant resources in terms of expertise, technology, network and know-how from its partners and associates, through years of experience and implementation of many onshore and offshore projects world-wide.

The alliance aims to:

- ❖ collect and combine the best technological know-how and operational expertise in the maritime dry-bulk handling and transport market;
- ❖ generate value-added customized solutions and provide the most complete range of logistical services, creative advice (software) and cargo handling equipment (hardware) linking shipping with industry; and
- ❖ partner with its clients in the development of creative, cost-effective and customized logistics solutions improving the flow of the dry-bulk commodities to industry.

BLL prides itself on being among the world leaders in floating terminal solutions for dry-bulk transshipment. Thanks to its wide knowledge and long experience, it is able to deliver the most effective solution to any dry cargo handling problem.

BLL provides a wide range of quality-assured and state-of-the-art expertise and technology for green dry-bulk handling, storage, transshipment and waterway transport tailored to the individual needs of its clients in the maritime dry-bulk supply chain industry.

The alliance's target markets are power utilities, steel mills, IPPs, cement factories, mining companies, commodity traders, port authorities, shipping industry, terminal operators, ship owners and port engineering companies.

This new alliance, is currently working on some shore and floating terminals projects in the Mediterranean Sea and in the Far East, out of which one port project is at commissioning stage and three floating terminal projects are under implementation.

It has also already taken part in the following two representative projects:

- ❖ onshore: the upgrading of the Toros Ceyhan shore terminal, located in the Bay of Iskenderun in Turkey, by providing two new travelling cranes, hoppers and conveyor system. With the new unloading facility the terminal is able to unload coal, and other dry bulk materials from the largest post-Panamax vessel at an average daily rate exceeding 25,000 tonnes. The *Daffodil* with 60,883 tonnes was the first vessel unloaded early May this year by the new cargo handling facility provided by the alliance. The terminal can be seen in the picture.
- ❖ offshore: Bulk Logistic Landmark is proud to be among the world leaders in floating terminal solutions for dry bulk transshipment. The floating terminal *Princesse Chloe* under construction at Keppel Subic Shipyard, is the latest floating facility designed by Logmarin/Interprogetti, with Liebherr cranes and

Bedeschi conveyor system, hoppers and shiploader. *Princesse Chloe* is capable of loading over 800,000 tonnes of coal monthly. The environmentally friendly coal transfer operation will be operational from December this year, working at a daily average rate exceeding 40,000 tonnes.

The efficiency of this coal handling facility will enable the Indonesian coal producer to maximize the vessel cargo carrying capacity (thus avoiding wasted space in the vessel's holds) and minimize the vessel's loading time thus reducing the transportation cost significantly.

Therefore *Princesse Chloe* has significant competitive advantages over the existing transshipper units.

The Toros Ceyhan shore terminal in the Bay of Iskenderun in Turkey, which was upgraded by BLL.

