



## INFORMATION

- The Freight Co Ltd with offices in China, Thailand and Vietnam is a member of an international freight forwarding and logistics group under the holding company Four Vision Group.
- The purpose of this presentation is to highlight the possibility of combining the international and domestic services of The Freight Co Ltd in conjunction with the remaining companies under the Four Vision Group, as well as to demonstrate the individual services offered by each company within the Four Vision Group.

### INSTRUCTIONS

### How to use this presentation?

- For easy use we have not automated this presentation. Instead, advance or return by using your mouse, keyboard or the slide navigator (click on the bottom left corner or right mouse click and follow **Go**.
- From the **Index** (next page) you can skip directly to the various companies within our Group.
- By using the i Button at the right bottom of each page you can skip instantly back to the Index Page.
- Click on each logo or on the website address on each company's first page and you will connect to the respective website.

Enjoy our presentation!

## INFORMATION / INDEX

Information to each company is given in the following colors:

- Four Vision Group
- The Freight Co Ltd
- ☞I.L.S. Co Ltd



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# FOUR VISION CO LTD



### AT A GLANCE

- Four Vision Co Ltd is a Bangkok based holding company
- The group focuses on business in the field of transportation and logistics
- The Group presently employs around 100 staff inclusive 7 expatriates
- Offices in

- China : Beijing

- Thailand: Bangkok, Bangkok Airport,

Laem Chabang

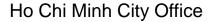
Vietnam : Ho Chi Minh City





### **GROUP ORGANIZATION CHART**







### **GROUP COMPANY SERVICES**

### **FOUR VISION Co Ltd**

**Holding Company** 

THE FREIGHT Co Ltd
INTERNATIONAL FREIGHT FORWARDING
AIR, SEA, ROAD, RAIL
TURNKEY PROJECTS
CUSTOMS BROKER

I.L.S. Co Ltd LOGISTICS WAREHOUSING DISTRIBUTION PICK- AND PACK

GEO GLOBAL Co Ltd

CROSS TRADE

NICHE MARKETS/SPECIAL PRODUCTS



## THE FREIGHT CO LTD



www.the-freight.com



### COMPANY BACKGROUND

- Established in Bangkok, Thailand on March 8, 1996 as a j.v. between Thailand's Four Vision Group and a Swiss based forwarding company
- January 1, 2000: Four Vision Group takes over the foreign held shares and becomes 100% shareholder
- April 1, 2004: Opening in Ho Chi Minh City, Vietnam
- October 2006: Opening offices at the new Bangkok International Airport and in Laem Chabang (Thailand's largest port)
- May 2007: Opening in Beijing, China



### **OUR MISSION**

Provide Transport and Logistic Services of the Highest Quality in South East Asia

Focus on Business with high Logistics and Service demands



## **OUR PHILOSOPHY**



We blend western technology with the local mentality





### AT A GLANCE

- Airfreight
- Seafreight
- Turnkey Projects / Factory Relocations
- Export Packing
- Domestic / Regional Transport (Truck + Rail)
- Customs Broker (EDI online)
- Board of Investment Consulting and Clearing (Thailand applicable only)
- Marine Cargo Insurance



### **AIRFREIGHT**

- Individual consignments or consolidations
- Time definite products
- Charter flights
- Worldwide door-to-door shipments
- Outsize cargo
- Full export documentation



**Bangkok Airport Office** 

We source the perfect product according to the delivery lead time, cost requirement and commodity



### **SEAFREIGHT**

- Worldwide FCL and LCL with conference or nonconference shipping lines
- Special equipment, open top and flat rack Containers
- Bulk and Break Bulk shipments
- Ro/Ro services for rolling cargo
- Charter vessels, barges
- Worldwide door-to-door shipments
- Full export documentation

Laem Chabang Office



Selecting direct sailings or the most efficient transshipment port depending on customers requirement



### **PROJECTS**

- Transportation feasibility studies and road surveys
- Heavy Lift and oversized cargo transportation
- Barges, beach landing, Ro/Ro shipments
- Heavy duty modular hydraulic trailers
- Offloading and positioning by crane or jacking and skidding
- Cargo, tracking, tracing and status reporting

Three key reasons why customers select our company:

- 1) We understand the importance of keeping schedules
  - 2) Our group has an immaculate safety record
  - 3) We manage to keep our pricing within budget

# **KEY PROJECTS**

#### THE FREIGHT CO LTD CHINA / THAILAND / VIETNAM

Project Name	Scope of Work				Prime or	Metric	Freight	Duration	Origin	max. ton	max. dimension
	Т	L/E	С	В	Subcontract	Tons	Tons	in months	<u> </u>	per unit	per unit (lxwxh)
Hydro Power+Irrigation Project				:	P	12,100	: : 34,000	17	: :E	. 4	5.
Telecom+Satellite Stations	<b>✓</b>	:	<b>✓</b>	:	P	800	2,400	9	Ē	•	
Gas Separation Plant	✓	<b>~</b>	<b>✓</b>	:	P	600	3,300	10	G	13	0.12x5.4x5.6
Splitter Plant	✓	· /	· /		s	8,500	36,500	21	K,U,S,J	16	5.45x6.5x6.5
Particle Board Plant	. <	:	. 🗸	•	. P	2,500	6,000	: 7	G,I	: 8	5.9.6x5.6x5.2
Xeset Hydro Power	: 🗸	:		:	: P	5,300	11,200	: 17	:	. 21	8:
Communication Network	. ✓	:	. <	. <	; P	3,450	8,200	: 14	:W	:	•
Steel Mill	. 🗸			•	; P	: 5,500	18,000	: 16	:1,F	: 12	0,22.8x4.6x6.2
Aromatics Plant	. <	:	. <	. <	. P	: 45,000	: 150,000	: 28	:K,U,E,J	46	55:84.5x6.8x6.8
Bangkok Transit System	. 🗸		. 🗸	:	P	-	62,000	: 31	:W	: 3	7;22x3.3x3.8
Central Paper	. ✓		. 🗸	:	P	350	2,200	. 7	E	. 4	8:
Amata EG-CO Power Station	. ✓	· 🗸	. <		: P	5,300	14,400	: 19	:E,U,IN	14	5:14x5.5x6.8
PEA I-Shape Substations		· ✓	:	•	P	6,800	16,600	22	E,U,T	9	5.
Houay Ho Power Station	✓	:	<b>✓</b>	:	Р	2,200	5,400	16	E,U	<u>)</u> 4	6.5.1x3.3x3.9
Pha Lay Power Station	✓	:	:	:	s	2,065	15,000	21	т	18	2
Esso Olefins Project	✓	:	:	:	s	7,000	26,000	23	Export	6	8.
Bangkok Metro	· ✓	. <	· ✓	:	P	1,360	4,300	11	Export		
Quarry Relocation	· ✓	· ✓	· ✓	:	P	1,520	4,760	. 8	M		
MEA Bangkok	. <	· ✓	· ✓	:	. P	<u>:</u> -	: -	. 5	F	15	1
Alpha Power Relocation	. <	. 🗸	· ✓	:	. P	1,500	7,150	9	Export	: 10	4:13.35x5.72x5.28
MRTA (Subway Bangkok) *	. <	. 🗸	· ✓	:	. P	<u>:</u> -	: -	3	Έ	: 3	8:22x3.3x3.8
Methanol Project	· 🗸	:	:	:	: s	4,700	11,000	: 11	Export	: 24	6:1514x1154x1962
PTT Gas Compression Station		:	· /	:	Р	3,900	10,200	11	Europe+Asia	13	8:

### **PROJECTS**

- Transportation feasibility studies and road surveys
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### PROJECT PHILOSOPHY

- Project requirement analysis
- Scope of work definition
- Tailor-made proposals
- Commitment of using qualified personnel
- Commitment of using qualified equipment
- Commitment to highest possible service level
- Commitment to competitive pricing
- Commitment against cost over run
- Commitment to schedules
- Submit a full-scale operational procedure and safety manual for client approval prior to project start up

#### PHASE I / PRELIMINARY SERVICES

- Cargo inspection
- Freight Ton / Volume estimation
- Freight cost budgeting and estimation
- Consultation on transport related matters
- Consultation on customs / licenses and related matters
- Design / recommendation for packing, equipment, facilities, scheduling, routing and others
- Presentation of operational procedure, safety manual and check list



#### PHASE II / PREPARATION + IMPLEMENTATION

- Setting up work plan
- Develop and set up stationery, forms and reports
- Setting up project teams at each location
- Contracting and preparing transport equipment, packing material, marshalling yard and warehouse facilities
- Prepare general project shipping instructions
- Set up, fine tune and implement cargo tracking software



#### PHASE III / SERVICES AT ORIGIN

- Order follow up and expediting
- Regularly status reporting
- Cargo tracking (online or via Internet)
- Export packing (see separate packing section)
- Marking / labeling
- Assembly of containerized or break bulk lots
- Loading at site
- Transport / delivery to port



#### PHASE IV / EXPORT SHIPPING SERVICES

- Freight negotiations
- Provision of fully insured and suitably geared ships
- Checking port rotation and transit time of each ship
- Consolidation / containerization
- Port loading supervision = damage prevention
- Full scale handling of export documentation
- Distribution of documents



#### PHASE V / DESTINATION SERVICES

- Preparing necessary handling and transportation equipment
- Preparing import customs formalities
- Preparing B.O.I. release letter
- Supervision in port = damage prevention
- Cargo inspection
- Claim filing if necessary
- Site delivery
- Offloading and positioning



#### PHASE VI / ADDITIONAL SERVICES

- Ocean and Air charter arrangements
- Procurement of used containers and other equipment
- 3 point photographic reporting (photos taken at origin site while packing and loading, at the port of origin and during discharging at the port of destination)
- Door-to-door marine cargo insurance, inclusive in transition storage



### SKYTRAIN





<u>Left:</u> Preparing a trial run for transporting the Skytrain with a mock up Skytrain. Rolling off the first Skytrain for Bangkok from a Ro/Ro Ship under stringent control and supervision.

Right: Moving the Skytrain on a Mafi Trailer to the laydown area. One lot of Skytrains under temporary storage at Laem Chabang Port.









<u>Left:</u> Preparing the Skytrain for the roll-over operation from Mafi Trailer to the modified hydraulic trailer. Removing all the lashing and securing material.



### SKYTRAIN





<u>Left:</u> Removing blocks and stoppers. Carefully rolling over the Skytrain from Mafi Trailer to the specially modified modular hydraulic trailer.

<u>Right:</u> A modified pick up truck with identical height as the Skytrain acts as the front safety escort vehicle. Skytrain on the modified hydraulic trailer on its way to the Depot at Morchit in Bangkok.









<u>Left:</u> Skytrain on the hydraulic trailer enters Bangkok with police escort safety escort pick up truck. The Skytrain has safely arrived at the Depot.



### SKYTRAIN





<u>Left:</u> Our staff works day and night to assure that the hyper sensitive escalators (fully assembled with glass panels on the side) are safely discharged from the vessel

<u>Right:</u> Equally important is that the escalators are well balanced on the trailer, properly lashed and secured. One wrong move and the escalator can break in two pieces!









**Left:** Moving the escalators From alongside ship, to a temporary storage area awaiting release for delivery from the customer.

Right: Some of the escalators were shipped knocked down and were assembled at our warehouse in Bangkok. Finally, we delivered all escalators from 3 suppliers (Kone, Otis and Thyssen) to site and lifted them into position.





Skytrain Project: Full turnkey project, inclusive local warehousing and just-in-time delivery. Total approx. 62,000 FRT incl. 105 trains, escalators, power supply and approx. 9,000 FRT rails.



### **SUBWAY**





<u>Left:</u> Preparing various equipment that was used for the construction of the Subway tunnel for re-export to Taiwan and Singapore.

<u>Right:</u> Carefully placing equipment into open top containers, blocking, lashing and securing all items.











Left: Preparing rails to roll Muck Cars into container. Load additional cargo into the Muck Cars to save transport expenses. Push the Muck Cars into the containers, lash, block and secure them.



### **SUBWAY**













<u>Above:</u> Various equipment that was used for construction of the subway tunnel. Our scope of work was sorting, labeling, packing, loading, securing, export formalities and shipment to Taiwan and Singapore. We looked for the most competitive solution and shipped some items in containers and some as break bulk. The items were carefully scrutinized and packed according to individual requirements. Some items were bundled and some packed in crates and cases. For some large items we built custom-made steel frames (see also packing section).

Pictures showing sorting, packing, lashing, securing, bracing, transport to port and loading onto the ship.



## SUBWAY







<u>Above:</u> Antonov 124-100 arrives with the one out of 3 subway wagons on board, Subway inside the aircraft and the systems designed to roll the train down the aircrafts ramp onto the hydraulic road trailer.



Left/right: The subway rolls out of the aircraft onto a specially converted hydraulic trailer observed by the customer and insurance people.





## ROLLING CARGO











#### **Clockwise from top left:**

- 1) Loading drilling rig for re-export to Taiwan.
  2) Loading 85-ton drilling rig for re-export in Ro/Ro Ship.
  3) Loading excavator with floating crane on break bulk vessel for export to Indonesia.
- 4) Loading lift truck for re-export.5) Loading Cement trailers in Phuket for Myanmar.

- 6) Loading Cernent trailers in Thatet for Mydring.
  6) Loading Hi-Boys for Shanghai
  7) Loading track laying equipment for re-export to Malaysia.
  8) Loading flat Railcar for re-export.
  9) Loading 350-ton Liebherr Mobile Crane in Ro/Ro ship.











### **POWER STATIONS**



















Above shows various pictures of Power Station Projects that we handled in the last 5 years. We transported Transformers with a weight range from 85 to 100 tons and Generators and Turbines up to 340 tons. In the process of handling these turnkey projects, we utilized special equipment such as multi-axle modular hydraulic trailers, heavy lift mobile and crawler cranes, flat top barges as well as jacking and skidding equipment. In one project alone we delivered and positioned heavy equipment to 13 substations in South Thailand, some sites as far as 850 km from the loading point. On various occasions we offloaded and positioned the heavy lifts onto foundations by jacking and skidding. We also delivered 100-ton Transformers to Samui Island by flat top barge and provided for a beach landing. On occasions like on the last picture, we are surveying the structure and safety of a 4.35 meter high Diverter Damper before loading. The module was considered unsafe for transportation and necessary amendments to improve transportation safety were made on the spot.



### PETROCHEMICAL PLANTS



Discharge a 120-ton boiler with floating crane



A 120-ton boiler upon delivery to jobsite



Delivery of a 215-ton column on multiaxle modular hydraulic trailer



Delivery of a 465-ton column, 84.5 meters long, 6.8 meters diameter



Discharging a 268-ton column for Thai Aromatics,



Delivery of a 165-ton column, 56 meter long, 6.4 meter diameter

The Thai Aromatics Project alone consisted of 65 ultra heavy and extreme large sized items (mainly columns)



## PETROCHEMICAL PLANTS



312-ton column leaving Map Ta Phut Port



130-ton column for Lucky Engineering



unit 82-ton boilers from TIG sent to Singapore



Road modification for two oversized tanks



2 tanks on the way to South Thailand



45-ton drum for TPI



### **GAS PLANTS**









A 174-ton module measuring 12.0x6.6x6.49 meters. The module's weight was initially given as 133 tons. As can be seen on the picture where the module is alongside ship, the transport frame had to be cut to reduce the weight as the ship's crane capacity was 160 tons only. Thanks to on-the spot decision making and instant action the module could be shipped on as planned.



## **GAS PLANTS**





## **GAS PLANTS**





The modules at Laem Chabang Port where they are loaded onboard MV "Stellaprima" with a single crane lift. A 45-ton crane with a 50 meter boom and a "cherry picker" was necessary to lift manpower up to attach steel ropes for tying down the module to secure it on the transport to Chile and to attach the lifting ropes to the top of the module.







### REMOTE AREAS













We have a proven track record to deliver project cargo to remote areas. We emphasize the value of proper road surveys and field preparation. The above pictures show deliveries into Indochinese countries. The pictures further show the preparation of by-passes and assistance of construction equipment to guarantee a safe passage during the monsoon season.



### **BARGING**



A180-foot flat top barge with power station equipment from Surabaya, Indonesia



Loading two 98-ton Transformers on a flat top barge at Laem Chabang Port



Preparing an "artificial jetty" at Samui Island to discharge the 2x98-ton Transformers



After grounding and securing the barge, the Transformers can safely be rolled off.



## LIFTING



Using 600-ton modular hydraulic gantry crane



Offloading in a remote area with a 80-ton and a 50-ton mobile crane



Offloading in remote Laos



Offloading sensitive material for the BBC Radio Station



Loading coated pipes with soft slings to protect their coating



Offloading a chiller unit for a factory at the Laotian border



#### **JACKING AND SKIDDING**



Preparing the skidding runway



Placing the hydraulic jacks and inserting the skid beams



Skidding transformer using winches



Halfway between the trailer and the foundation



Continuous supervision during a must to for a safe job completion



Fine tuning and positioning the transformer

We have delivered and positioned many heavy cargoes onto foundations. For the Provincial Electricity Authority of Thailand we delivered 21 Transformers to rural Thailand. Some as far as 800 km away from Bangkok. All 21 Transformers mostly with a unit weight of 98 tons were safely and timely delivered.



#### PACKING/LOADING













We provide export packing at the Customer's premises or when space is restricted, will pick up the cargo and pack at one of our warehouses. We provide custom made wooden cases, crates, steel crates, etc. After packing, the goods are carefully loaded, lashed and secured. Every packing job begins with a cargo inspection. Based on the inspection we will recommend the best suitable and economical packing method.



#### SAFETY PROCEDURES

#### **EQUIPMENT CHECK LIST** The following equipment must be checked and prepared 5 working days prior to ships arrival. Vessel name: No. Item Units 1) Hydraulic trailer (converted) 2) Prime movers 3) Converted escort pick up truck with steel frame 4) Pick up truck for escort 5) Field mechanic truck 6) Welding equipment 7) Timber/hardwood 8) Stoppers 9) Safety chains to connect mafi with hydraulic trailer 10) Winch/tier fors 11) 1 prime mover to connect tier fors 13) Spot lights 14) Transrolling bridge 15) Adjustable steel support to support rear end of mafi 16) Wrench No. 17 to unlock red bolts near to coaches wheel 17) Pulling plate with 2 corresponding bolts 18) Large wrench for adjusting the pallet sideways 19) Bolts for adjusting the transport pallet 20) Nylon lashings 21) Banners

	(continued from page 1)	Responsible	í
10	The air must be released from the matris airbags.	TFC	
11	The transport pallets are adjusted sidew ays so that they match the rails mounted on the transport pallets and those on the rraft trailer.	TFC	
12	If there is a gap between the rails mounted on the transport pallets and on the trailer, the pallets must be pulled w ith w ires to close the gap.	TFC	
13	Two adjustable supports must be placed under the rear traversal beam (the side connecting to the hydraulic trailer) of the rear transport pallet.	TFC	
14	The transrolling bridge is fitted to the rear end of the mafi trailer and adjusted in height.	TFC	
	frontview sideview		
15	Hydraulic trailer docks with the rear end directly to the transrolling bridge. Hydraulic trailer should be for this purpose at his lowest position to avoid that the trailer pushes the transrolling bridge backwards against the Mafi trailer and transport paller.	TFC	

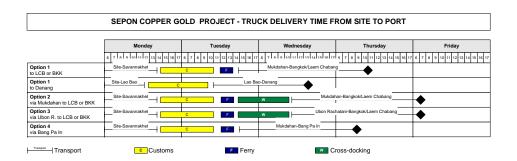
TRANSPORT MANUAL / SAFETY CHECK LIST FOR HANDLING THE BMTS COACHES

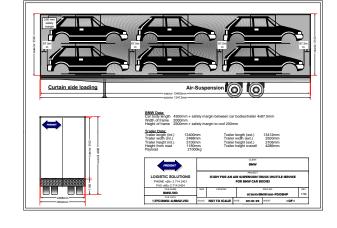
We adhere to stringent safety procedures. As every project has its specific requirements, each project is individually analyzed. The result of our work usually results in a safety manual and respective check lists. The safety rules are continuously updated as the project develops.

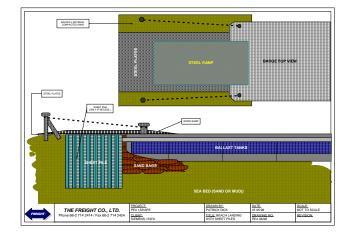


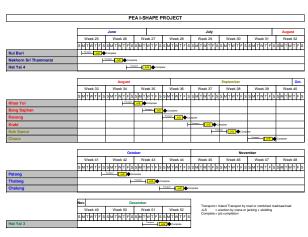
22) Keys for coach door and inside coach

#### STUDIES/CONCEPTS





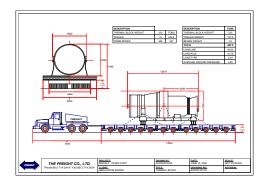


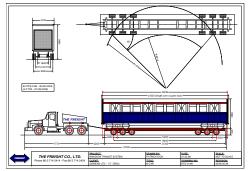


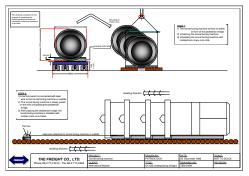
Our group has earned itself a solid reputation in the market for providing first rated logistic studies and solutions. We have conducted studies for the car-, the power-, the petrochemical and the infrastructure industry.

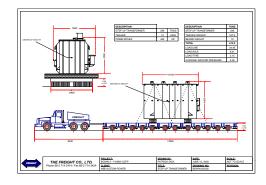


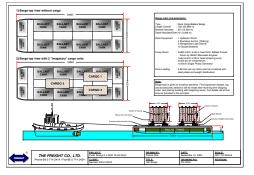
#### STUDIES/CONCEPTS

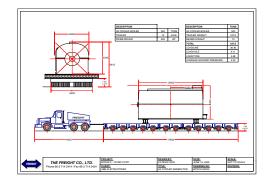


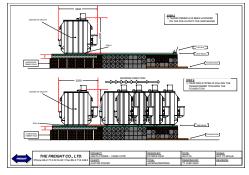












Customers from many different industries require our consulting services. We provide them with comprehensive studies that can range from domestic logistic solutions inclusive just-in-time deliveries to door-to-door solutions of heavy and outsized cargoes to be delivered into the most remote areas. This includes often proposals of infrastructure modification or upgrades (roads / bridges, etc.) and the consequent execution of such upgrades or modifications. In many cases, the pure quality of our consultation and proposals for logistic solutions results in a firm order.



#### **FACTORY RELOCATION**

#### **KEY STEPS OF A FACTORY RELOCATION**

- Inspection and analysis of component separation of an integrated plant into transportable units
- Dismantling supported by computerized film process scheme
- Draining of oil sumps to ensure the absence of residual oil during transportation, separation of switch gear and control panels, water proofing
- Match marking including color coding
- Packing, labeling, bar coding
- Cargo tracking software

Individual steps to be discussed and fine tuned with the customer

#### **PACKING**

- On and off site packing
- Custom made cases, crates, bundles, skids and frames
- Wood, steel and carton packaging
- Provision of shipper's owned containers
- Fumigation
- Office and factory relocations

Packing goods is often only part of our scope work. It goes without saying, that we not only pack but also, load, insure and ship the goods to any destination. Naturally, our partners overseas provide unpacking as well.



#### **EXPORT PACKING**

#### SCOPE, MATERIAL & WORKMANSHIP

- Pack according to international standards
- Use material of industry known brands and grades that conform to standards generally used industry-wide
- Workmanship in accordance with best commercial practices
- Emphasis on quality of material and workmanship
- Emphasis on damage prevention during packing



#### **EXPORT PACKING**

#### **PACKING QUALITY FOCUS**

- Generally protect items from extreme moisture
- Special attention to protect fragile items
- Protect surfaces and openings from dirt, abrasion, etc.
- Items subject to corrosion, moisture and oxidation and not protected shall receive additional protection
- Structural or surface protection by wrapping to eliminate damage exposure in transit, storage and/or handling
- Cushioning sensitive items to reduce shock or related load forces



#### **EXPORT PACKING**

#### PROCESS FLOW

- Order Entry
- Receiving
- Checking
- Material Receipt
- Quantity/Quality Report
- Release to Pack

- Packing
- Marking
- Input in Software
- Release to Deliver
- Invoicing
- Inventory



#### **PACKING SERVICES**

# NEW! INDUSTRIAL PACKING



- Crating
- · Vacuum packing
- Container stuffing
- · Fumigation/IPPC standard packing
- · Chocking, blocking, lashing, securing
- Short and long term storage
- Tailor-made solutions

We are providing full-scale packing services at customers location or in case of space shortage at our own warehouse.







#### **PACKING SERVICES**



- Wood
- Steel
- Plastic
- · Cardboard and corrugated paper
- Bubble and stretch wrap

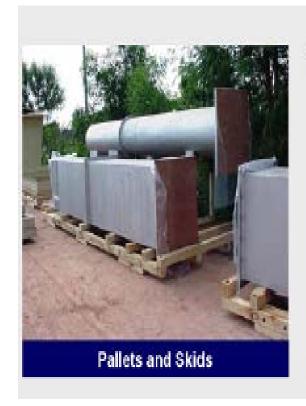
Depending on customers requirement other packing materials can be offered.







### **PACKING SERVICES**





All types of packages are also provided custom-made.

#### RELOCATION SERVICES

# NEW! FACTORY RELOCATION

- · Manpower supply for dismantling & assembling
- Packing & labeling of dismantled machineries and other items
- · Removing from original site
- · Temporary storage (if requested)
- · Transporting to future site and unpacking
- Placing to appropriate position at the new site
- · Removing of packing material/debris
- · Supply of shipper's owned containers
- Supply of temporary site equipment





#### RELOCATION SERVICES



Packing at customers location

- Local and international factory relocations are offered by us on a door-to-door basis.
- A properly planned factory relocation minimizes production down-time by effectively integrating everything from planning to the relocation.
- The Freight Co Ltd specializes not only in factory relocations and machinery replacements but also in large-scale project moves such as entire power stations, petrochemical plants, mass rapid transit systems, etc.

The Freight Co Ltd provides a complete package of logistics solutions including

- · Customs clearance
- · International air- and sea freight
- Special transport and lifting equipment (any type of crane and heavy duty trailer)
- In- and outdoor storage
- Comprehensive insurance packages





Transportation packaging must be conducted in such a way that it is suitable for carriage in order to ensure that it meets all the demands of handling, storage and transportation.

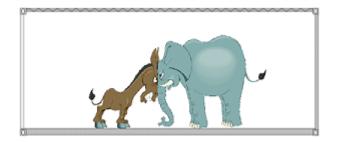
The manufacturers and shippers of goods must, at the very least, inform themselves of the following issues and select suitable packaging formats accordingly.





## Stowing incompatible goods together is associated with risks



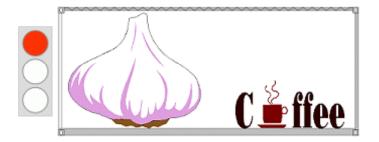


# Separate incompatible goods if they have to be loaded together

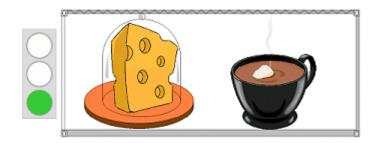




# Do not pack odor- emitting goods together with odor- absorbent goods



#### **Odor-contamination must be prevented**





# Do not pack wet goods together with moisture - sensitive goods



#### Do not load incompatible goods together

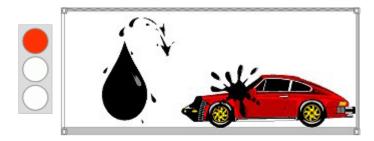




# Do not pack goods which produce dust together with dust-sensitive goods

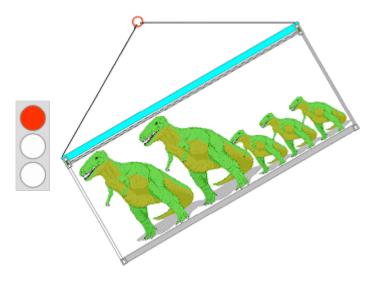


# Do not pack dirty goods together with dirt-sensitive goods

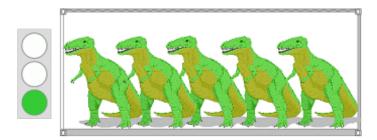




#### **DO NOT load with excentric load distribution**



DO load with the center of gravity in the center of the container





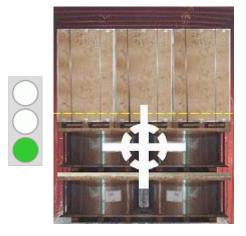
Do not pack "liquid cargoes" on top of "solid cargoes"...



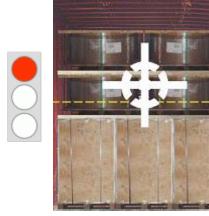
... but do pack "solid cargoes" on top of "liquid cargoes"







The center of gravity should be below the half-height of the cargo space





#### Boxes with airbags: stowed for ready access



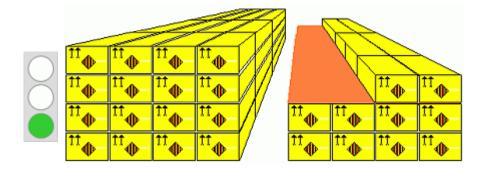


# Correct stowage suitable for handling with fork lift trucks in a box container



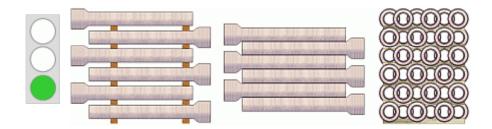
Stacking means loading, packing or stowing packages in layers so that the edges of the packages lie flush above each other.

Corrugated board cartons stacked with and without a hardboard anchor



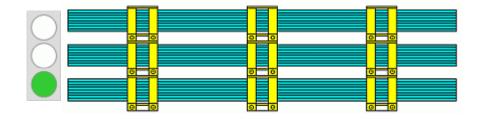


## Stowage of socket pipes in layers and in alternate orientation with an offset

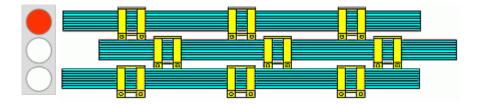




Ceiling boards - loaded correctly, packed one above the other



Ceiling boards - loaded in a staggered pattern and thus incorrectly

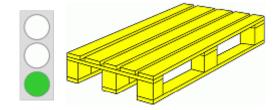




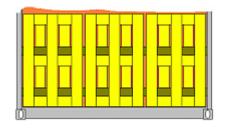
#### Wooden barrels stowed with the bilge and cantline method



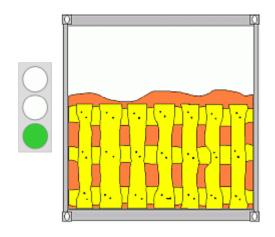
Four-way pallet

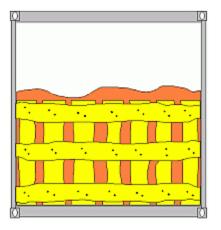


**Arrangement of pallets** 



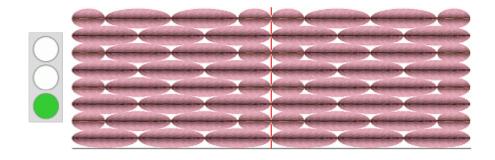
Lattice used to secure the face of a load



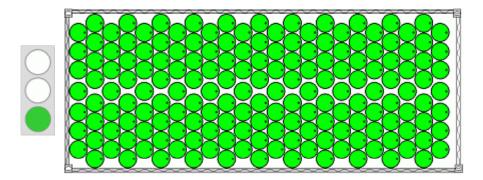




#### Example of partial cross-tie stowage of bags



#### Pails stowed using offset stow in a 20' box container





Incorrectly loaded pallets make load securing more difficult

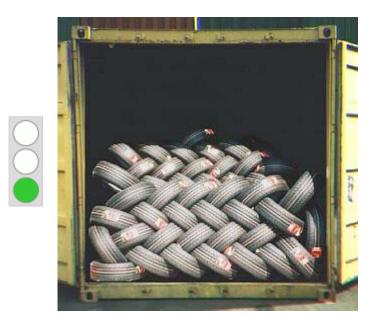


Alternately raising loads reduces the outlay for load securing

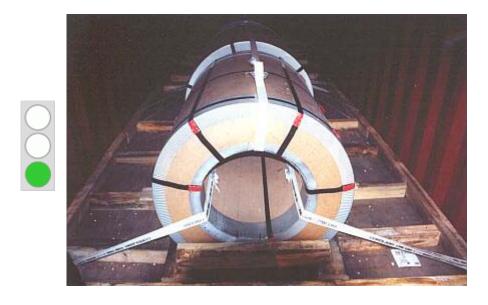




#### Braiding of car tires in a 20' container



#### Face stow of coils in a container





# Receptacle designed to accommodate two disassembled tractors





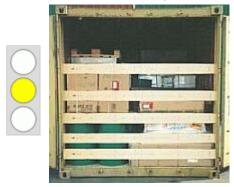


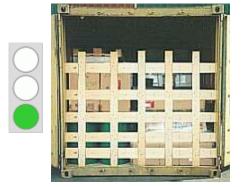
# **DOOR AREA SECURING**

#### **Inadequately packed container section**



#### Safely packed container section







### **TRUCKING**

- Domestic trucking services
- Cross-border trucking services from and to Malaysia, Singapore and Laos
- Full trailer loads (FTL) or less than trailer loads (LTL)
- Express deliveries
- Consignment tracking
- Door-to-door services
- Customs formalities provided at the respective border check points

We offer 24 – 72 hours delivery lead times allover Thailand and within mainland Malaysia as well as major cities in Laos

#### **RAILWAY**

- Door-to-door services between Thailand and Malaysia
- Full Container Loads (FCL) and Less than Container Loads (LCL)
- Customs clearance at the border also provided

The railwas is a safe, reliable and fast mean of transportation.

The railway even weathers most storms, monsoon rains and floods.



### **CUSTOMS BROKERAGE**

- Online (EDI) with Customs (Thailand applicable only)
- Customs clearance on all major Airports, Ports and border crossings provided by our company
- Duty Drawback
- Temporary import and re-export formalities
- Entry and re-export under Carnet ATA
- Blue Corner / Tax refund services (Thailand applicable only)

Being online with the Thai Customs, we can provide customs formalities virtually at any customs check point (air, sea, land) in Thailand. Customs clearance remains under our control and is not subcontracted.



## BOARD OF INVESTMENT SERVICES

- Consultation services for new investors
- B.O.I. application for individual shipments (Thailand applicable only)
- Other services such as duty drawback, etc. related to B.O.I. promoted companies (Thailand applicable only)

For many foreign investors the Board of Investment and the related privileges are difficult to understand. Our company will provide the necessary expertise to safely import and export under B.O.I. privileges.



#### TRACKING AND TRACING

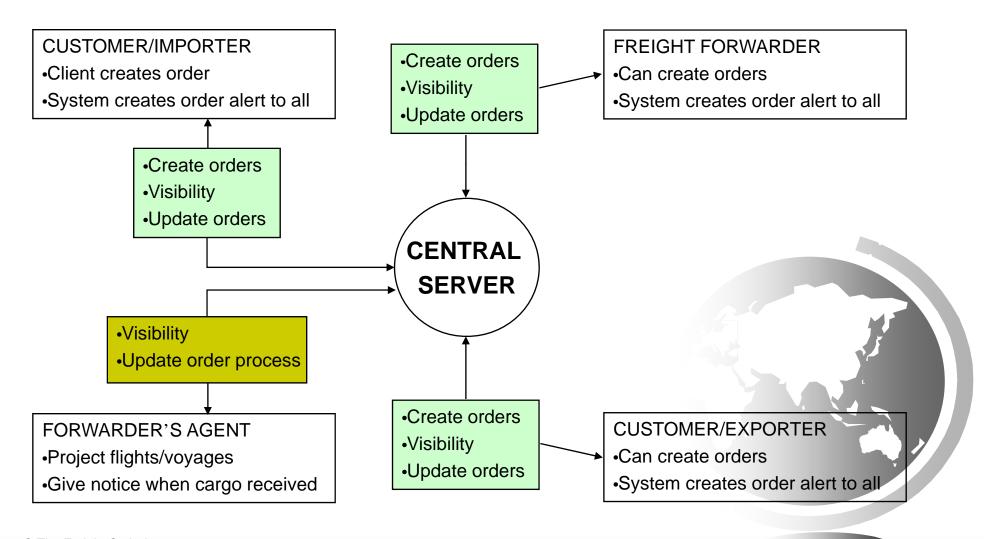
- The Pangaea Concept
  - Pangaea is a Freight Management System linking Forwarders and their agents with the customers
  - It doubles as a Communication Platform and operates/translates in 16 languages
  - Users see updated information as the events occur
  - Pangaea removes double entries by various parties
  - Pangaea is web based application and can thus be accessed by all parties 24 / 7
  - Updates real-time data automatically from more than 90% of airlines and more than 160 shipping lines

### TRACKING AND TRACING

#### Main features

- Real-time visibility and monitoring orders from purchase order level
- Full shipment history on one screen
- Line items, part number tracking
- Customizing reports can be e-mailed to customers
- Defined delivery milestones
- Automated e-mail alerts
- Demurrage management reduces detention costs
- Documentation exchange between supply chain partners

### TRACKING AND TRACING



## MARINE CARGO INSURANCE

- Worldwide cover
- Door-to-door coverage
- Competitive premium
- Assistance in claims handling



### **CONTACTS THAILAND**

Office Address: 15th Floor, Room 1503, Bangkok Business Center Building,

29 Soi Ekamai, Sukhumvit 63 Road, Klongton Nua,

Wattana, Bangkok 10110 / Thailand

**Phone** +66 2 714 2414

**Fax** +66 2 714 2424 or +66 2 714 2423

**E-mail** info@the-freight.com

-Air Export..... chutima@the-freight.com

-Air Import..... nattika@the-freight.com

-Sea Export..... suchada@the-freight.com

-Sea Import..... pattamanate@the-freight.com

-Projects..... project@the-freight.com

-Sales..... salebkk@the-freight.com

-Customer Service..... saranya@the-freight.com

-Accounting..... nongnuch@the-freight.com

-Administration..... jiraporn@the-freight.com

-G.M. Operations..... claudiow@the-freight.com

-Management..... patrickd@the-freight.com

### **CONTACTS CHINA**

Office Address: A310, Hong Yuan Tianzhu Logistics Centre,

No. 1, Fuqian Er Street, Tianzhu, Shunyi District, Beijing 101312

**Phone** +86 10 64565186 **Fax** +86 10 64563056

#### E-mail

-Operationsmelissas@the-freight.com-Operationsashleyt@the-freight.com-Operationssunnys@the-freight.com-Office Managerangelac@the-freight.com-Managementdeniss@the-freight.com



# **CONTACTS VIETNAM**

Office Address: 2-4-6 Dong Khoi St, Suite 210, District 1,

Ho Chi Minh City, Vietnam

**Phone** +84 83 827 4164-66

**Fax** +84 83 827 4163

#### E-mail

-Operations..... trangn@the-freight.com

-Customer Service..... tamh@the-freight.com

-Accounting..... hanhn@the-freight.com

-Chartering..... duong@the-freight.com

-Management..... thomas@the-freight.com



#### **AGENTS NETWORK**

- Member of the Global Project Logistics Network (GPLN), a network of Freight Forwarders specializing in the transport of heavy and/or oversized cargo for large scale turnkey projects and factory relocations
- Member of the Global Logistics Network (GLN)
- Member of the World Cargo Alliance (WCA)









# MEMBERSHIPS / AGENCIES

- Member of SC&RA (Specialized Carrier & Rigging Association) U.S.A.
- Agent for All-World Shipping
- Member of Customs and Transportation Association of Thailand





## RESOURCES

- The primary resource for the freight forwarding industry is qualified manpower
- Our group employs a blend of local staff and expatriates
- The expatriates bring along a wealth of experience acquired on 5 continents
- Further resources are added through our investment in information technology:
  - ediEnterprise
     Freight Forwarding Software
  - AlTS
     Advanced Invoice Tracking System



# REFERENCES



# REFERENCES

Bang Pakong, July 10, 1998

PRO-FRACHT CO., LTD.
903 Bross Kongriev
Bangkori 1010

Attn Nr. Patrick Dick
Menanging Director
Menanging Director
Subject: AMATA EG-CO POWER STATION BANG PAKONG

Subject: AMATA EG-CO POWER STATION BANG PAKONG.

The Dear Sir.

Dear Sir.

To convey our sincere appreciation for all the assistance afforded to us in the convey our sincere appreciation in Bangpakong. Thailand. PRO-FRACHT'S

CONVEY OUR SINCERS OF DEAPER STATION BANG PAKONG. Thailand. PRO-FRACHT'S

The Convey our sincere appreciation in Bangpakong. Thailand. PRO-FRACHT'S

CONVEY OUR SIR.

The Convey our sincere appreciation in Bangpakong. Thailand the Convey our sincere appreciation in Bangpakong. The Convey our sincere appreciation in Bangpakong.

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บริษัท ซัมมิท แหลมฉบัง โอโต บอดี เริร์ด จำกัด SUMMIT LAEMCHARANG AUTO BODY WORK CO., LTD

To whom it may concern

This is to confirm, that Mesars

The Freight Co. Ltd 15° Floor, Room 1503 29 Soi Ekamai Bangkok 10110

Tel: 02 / 714 24 14

has been co-ordinating our imports on ex works terms from Germany and Spain since October 2000 to our full satisfaction

For this reason, we have entrusted The Freight Co. Ltd. in early February 2001 with a second Automotive Supply Chain Management project from Germany.

Yours Sincerely

压地区

Suranth Siludom

Overseas Purchasing Manager

Dated Bangkok, February 14, 2001

What the industry says about our performance





#### REFERENCES



#### MARINE RISK MANAGEMENT EXERCISE

#### PRELIMIMARY REVIEW OF DISCHARGE PROCEDURES

REPORT NUMBER. MRM 9808005

INSURED:

Bangkok Mass Transit System Public Company Ltd. (B.T.S.C.)

REQUESTED BY: Somerset Asia Pacific

SHIPMENT: Rolling Stock, comprising the first of

35 Electric Multiple Units (EMU), formed of

SHIPPER Siemens AG

Erlangen

CONSIGNEE

B.T.S.C. 175 Sathorn City Tower

South Sathorn Rd

Bangkok

FORWARDING AGENTS: racht FWO Ag - Germany

Pro-Fracht Co., Ltd. - Thailan

CONVEYANCE ETD Bremerhaven 29th August

ETA Banykok 9th October

PLACE OF DISCHARGE: Lam Chabang - Bangkok

Terminal Number still to be determined.

THOSE ATTENDING Priyadarshan Kanerkar

David Kenwery Siemens Bruce Williams AON Patrick Dick Pro-Fracht Damien Sullivan Somerset Marine

Tony Betteridge Somerset Marine Bankgide House, 107/112 Leadenhall Street, London EC)A &AA Telephone (9171) 283 5959 | Facsimile (9171) 283 4272

#### INTRODUCTION / NARRATIVE

A meeting was held in the Siemens project office at Lumpini park on 13° A to discuss and review the arrival of the first shipment of EMUs. Subjects were the vessel's discharge arrangements at Lam Chabang, railer transfer road transportation to the Mor Chit depot and the final transfer operations fix This process included assessing the proposed handling tech

To complete this review, a second meeting and site inspection was also held Chit depot with Mr. Danial Leckel, the Siemens Site Manager. The purpose was to determine the estimated date of readiness for the reception and storage EMU, to view the access to both site and offload area and review the propo-

The first EMU comprises of three wagons and will be delivered from Lam ( road to the depot at Mor Chit. At present it has been advised that the deready for receiving the wagons by the middle of September.

#### HANDLING / DISCHARGE

Briefly, each EMU wagon will be discharged from the vessel using the pneumatic MAFI style trailer and Tugmaster, as described in our earlier : equipment and the techniques utilised will be similar to those used for operations. The Trailer, Tugmaster and other ancillary equipment is being Wallenius Lines and will arrive with the first shipment on the vessel "Aida"

We have also been advised that Wallenius will be sending one of their Po from Bremerhaven to operate the trailer and control the vessel discharge proc

The wagons, still secured to the transportation pallets, will be lifted off stanchions on the vessel's car deck using the MAFI trailer's necumatic manoeuvred via the stem ramp to the dock terminal.

For the road transit, the wagons will be transferred directly from the MAFI t multi axied trailers of the "Goldhoffer/Cometto" type. Two trailers will be adapted for the road transits by securing full length rail tracks to their beds. will be rolled from the MAFI, off the transportation pallets, and onto the ra the road trailer via a bridging rail section. By removing the wagon transportation nallets the overall on-road cargo height is reduced giving a safe under bridges and street furniture. Wagons will be secured to the trailers tensioned span sets or chains and wheel stops.

This operation will involve backing the MAFI and road trailer to each other the bridging section between the MAFI rails and the trailer rail sections. Th plece has been designed and constructed in Germany. Operations utilising the to transfer rolling stock have been satisfactorily carried out in Bremerhaven

Once the trailers are correctly aligned, position markings will be or surface to improve the efficiency of future operations. Permission for from the terminal operators.

The operation to adapt the road trailers will be controlled and/or : Fracht. To enable this exercise to be accurately completed Bogie pla from Siernens. In addition, Mr. Leckel was in agreement to rail trac

The hydraulic trailers and tractor units will be provided and operated Co., Ltd who have a proven track history of specialist project cargo op

On future shipments, where two EMUs are being discharged, the stanchions will be necessary to support the transportation pallets wage dock whilst awaiting the return of the hydraulic trailers from a delidepot. When the MAFI trailer has been loaded on the ship it will be parking area and the pallets/wagons transferred from the trailer to the : utilising the pneumatic lifting capabilities.

Our operations will require a terminal with ample space with secure areas, i.e. free of regular large vehicle movements and container st parking areas will be sourced at the discharge terminal and inspected p

We were advised that the "Aida" would be discharging at either Ten new Terminal No.5 at Lam Chabang. Terminal 1 has already been Frecht and considered to be suitable for our required operations. T reviewed as soon as possible by Pro-Fracht. Any recommendations or be put to Wallenius Lines by Patrick Dick.

Various routes from Lam Chahang port to the site have been inspected by Pro-Fracht. The final route and site access will be inspected and ag Fracht Patrick Dick just prior to arrival of the vessel. We wen highway routes can be utilised during daylight, however, the city section offected during the night.

Any cable lifting operations and escort requirements will be co-ordinate

The transfer operation from trailer to rail at site will take place at Truc will be positioned directly over the rails which are embedded in con-The wagons will be lifted off the trailer using four electro-hydraulic locate under strengthened jacking points on the underside of the wage the wagon has been lifted clear the trailer will pull out and the wagon the rails. The jacks are computer controlled to ensure the wagons are I smoothly and evenly

Similar equipment has been utilised on other projects for rail wagen to is considered to be a well proven and safe procedure. In addition, p Jack Company are already on site and will be controlling the first transf

In the event that the trailer is slightly out of position and the bogies do no line up exactly with the rails then Siemens have specialist re-railing equipment available. Such an operation is common and will cause no risk to the EMUs.

Again, once the first transfer operation has been carried out successfully we would anticipated marking the ground for ongoing trailer positioning.

As a result of our site inspection we are of the opinion that access to track 21 will be

ne first vessel discharge operation, road transportation and transfer to rail will entrolled and monitored by personnel from Wallenius Lines, Pro-Fracht and Son

It will be important during the initial operations that local personnel are trained and become proficient in the operation of the pneumatic trailers, parking procedures and the transfer process from MAFI to road trailers. We consider this necessary as at this stage we are not sure how many of the discharge exercises will be attended by a Wallenius

#### CONCLUSIONS

Following full considerations, we are of the opinion that the operations, equipment and techniques, as described above, are well designed and engineered, safe, officient and capable of carrying out the required discharge and trailer to rail transfer operations.

It is further considered that the discharge and transportation programmes, as arranged by Pro-Fracht, have been thoroughly researched and are safe, satisfactory and adequate for the intended operations and road transit. However, we are also of the opinion that careful control and monitoring of all the operations is required, particularly for the initial

We were also highly impressed by the professional expurtise, knowledge and hands o experience displayed by Pro-Fracht and would like to acknowledge their assistance in ompleting this preliminary review.

first EMU. However, in the event of any unforeseen delays, both Pro-Fracht and

will be maintaining regular contact with Patrick Dick at Pro-Fracht regarding the trail adaptations, transportation routes, nominated Terminals and parking areas. Any majo tes or anticipated problems will be reported immediately.

Tony Betteridge

13" August 1998.

Above is the independent opinion of a London insurance broker upon inspecting our work methods and our approach to handling sensitive and valuable cargo.



## PRESS CLIPS



# I.L.S. CO LTD



www.ils.co.th



### AT A GLANCE

- I.L.S. is a 50/50 j.v. with Ruam Tavorn, Thailand's largest distribution company focusing on Consumer Products
- Warehousing
- Provide Management, staff, infrastructure and equipment for third party logistics (3 PL) operation
  - 3rd party warehousing for Caltex and Novartis
- Distribution
  - Fleet exceeding 1,600 unit (various types trucks/trailers)
- 10 up-country depots for re-distribution



## WAREHOUSING FACILITIES

- 2 locations (near the present Bangkok Airport and at the eastern ring road next to the new Bangkok International Airport)
- Totally over 25'000 m<sup>2</sup> (270,000 sqft) indoor space
- Over 20,000 m² (215,000 sqft) outdoor storage area
- Fully equipped with fork lift trucks and cranes
- Racking for more than 4,500 pallet locations
- Shelves and storage bins for over 3,000 SKU's



# **WAREHOUSE SITES**







#### Pictures from our terminal sites and from inside the warehouses





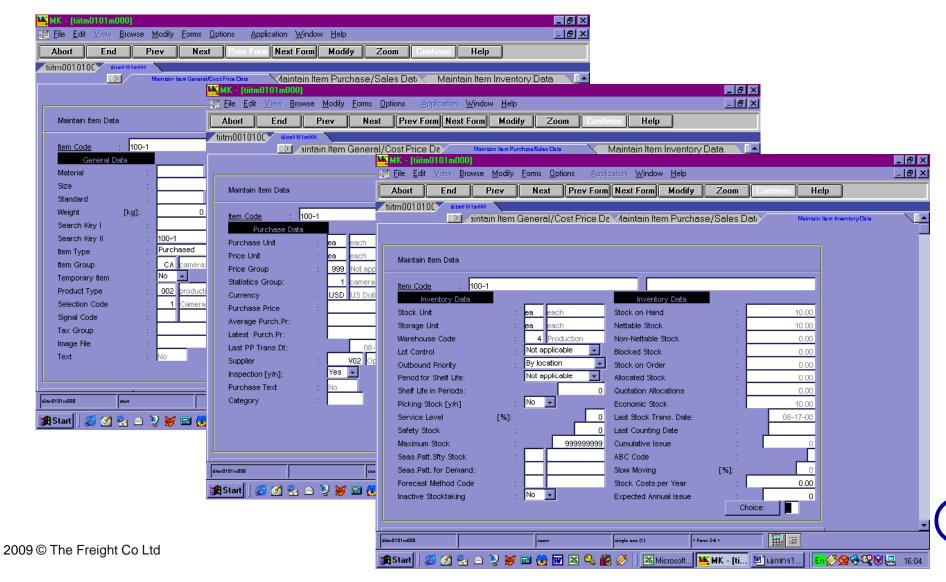




# WAREHOUSING SERVICES

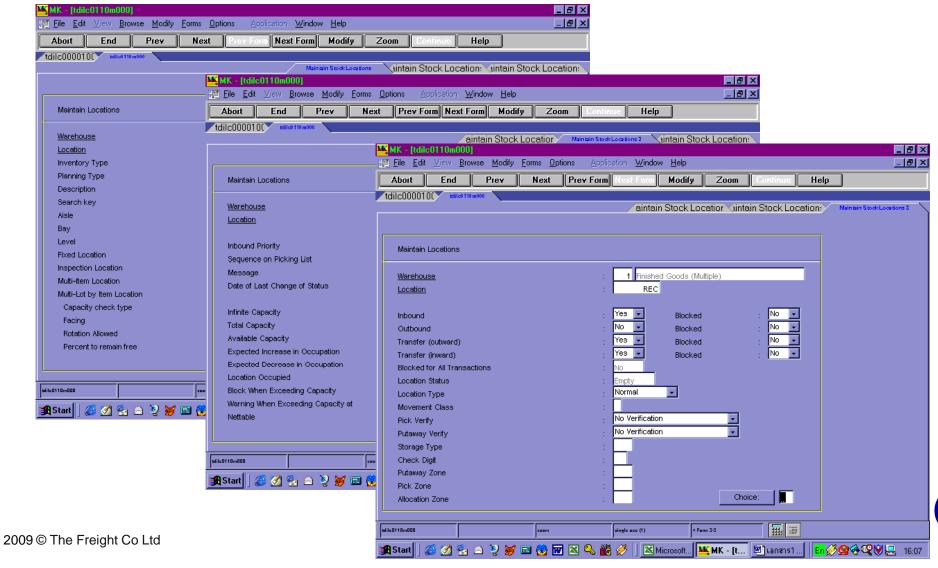
- General cargo, Food & Non-Food
- Pick & Pack operation
- Repackaging, Sticker and Label service
- Line Haul & Nationwide Supply Chain Deliveries
- Various cross-docking points
- Heavy Duty cargo (own river jetty!)
- 7-days / 24-hours standby service
- 24-hours security service
- State of the art Warehouse Management System (WMS)
- The following slides show in part sequences of our Warehouse Management System

### **ITEM DATA**



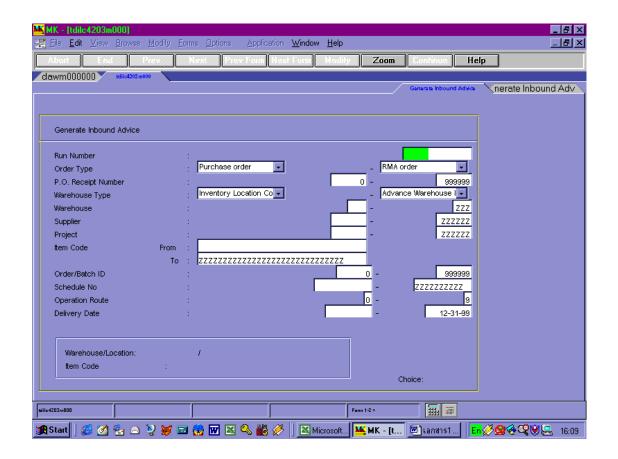


## LOCATION



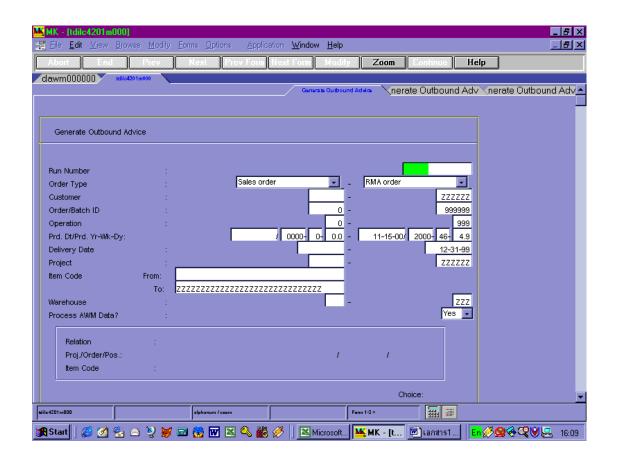


# **INBOUND**





# OUTBOUND



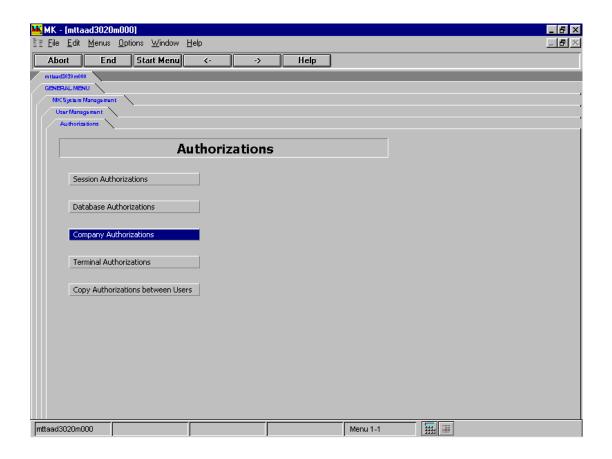


# MAINTAIN USER DATA

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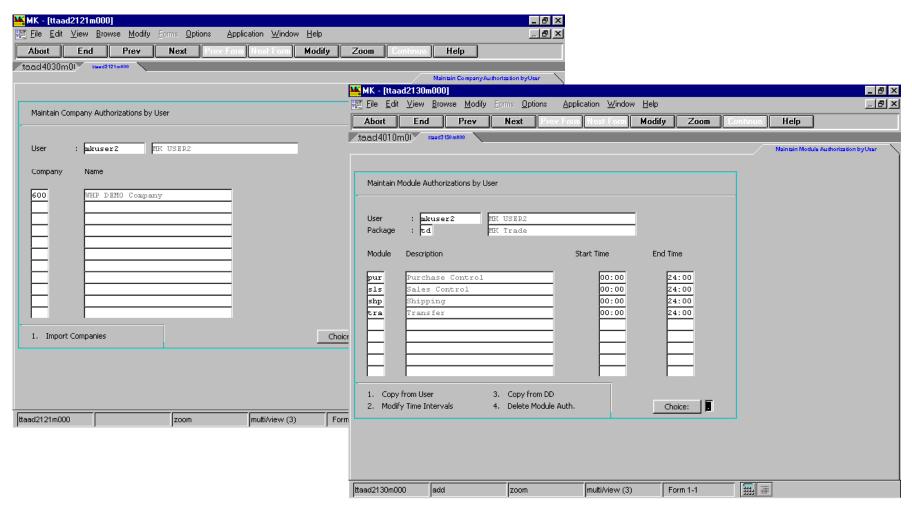


# **COMPANY AUTHORIZATIONS**



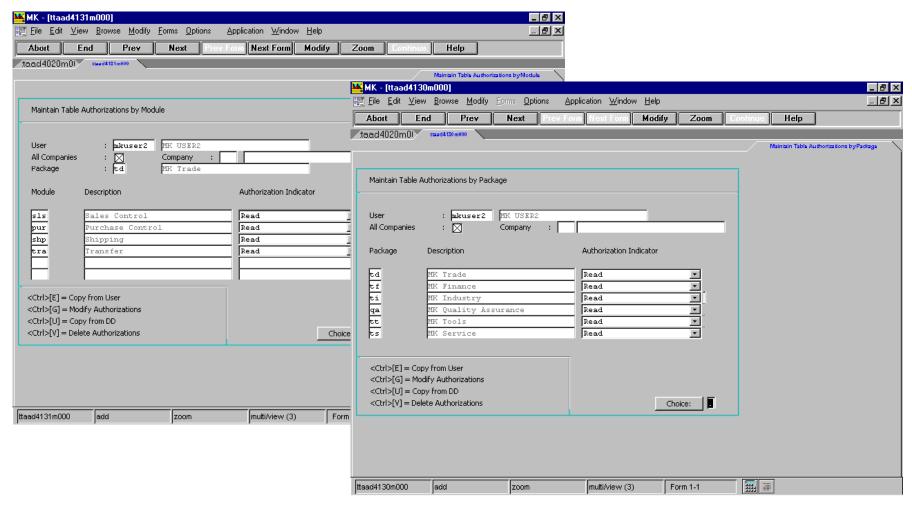


## **MODULE AUTHORIZATIONS**





# TABLE AUTHORIZATIONS





#### DISTRIBUTION

- Nationwide distribution B2B and B2C
- Consumer goods, dry, chilled and frozen products
- Guaranteed lead times
- Express and Standard Services
- Collection & Merchandising services
- Upcountry cross-docking and depot facilities in
  - Pitsanulok, Chiang Mai, Korat, Khon Kaen, Udorn Thani, Ubon Rachathani, Chumporn, Surat Thani, Phuket, Haad Yai
- Advanced Invoice Tracking System (AITS)
- Dedicated fleet in customer's livery



#### TRUCK FLEET

- Pick-up trucks
- Six-Wheel Truck (Medium Size)
- Six-Wheel Truck (Jumbo Open Side)
- Six-Wheel Truck (Jumbo)
- Six-Wheel Truck (Tailgates)
- Six-Wheel Truck (Open Side and End Lift)
- Ten-wheel truck (Enclosure)
- Ten-wheel truck (tailgate)
- Trailer with 40 'Container
- Flat bed trailers
- Chilled and frozen distribution vehicles



# TRUCK FLEET

A glance at the truck fleet (some in customer's livery)



















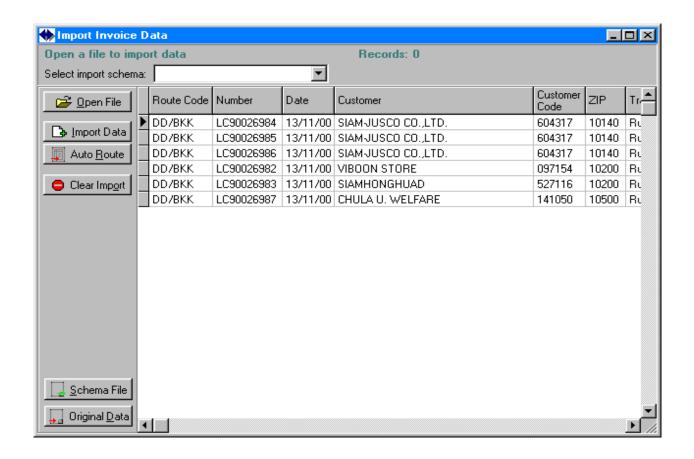


#### **AITS**

- AITS (Advanced Invoice Tracking Systems) is an internally developed SQL based track and trace system
- Tracking and tracing per truck and subsequent per invoice, respectively shipment loaded
- Includes weight / volume and/or units
- Daily status reporting
- Weekly / monthly KPI reports by client or delivery area
- The following slides show in part sequences of our Advanced Invoice Tracking Systems (AITS)

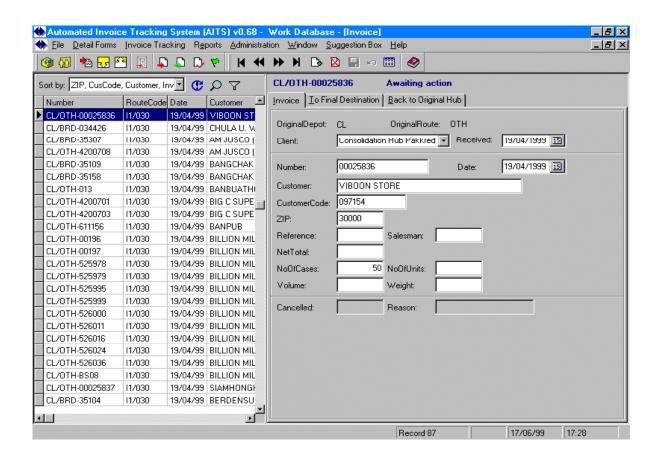


# DATA IMPORTS



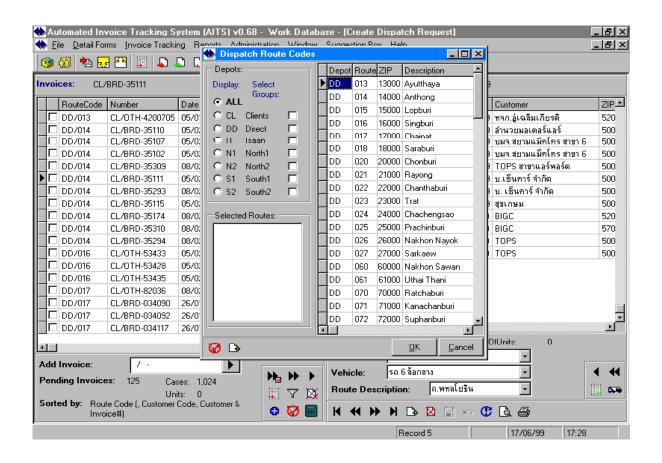


### DATA SAMPLES



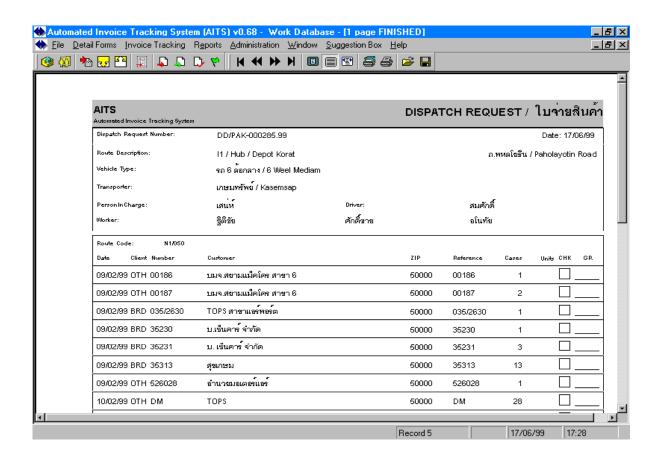


#### CREATE DISPATCH MANIFEST



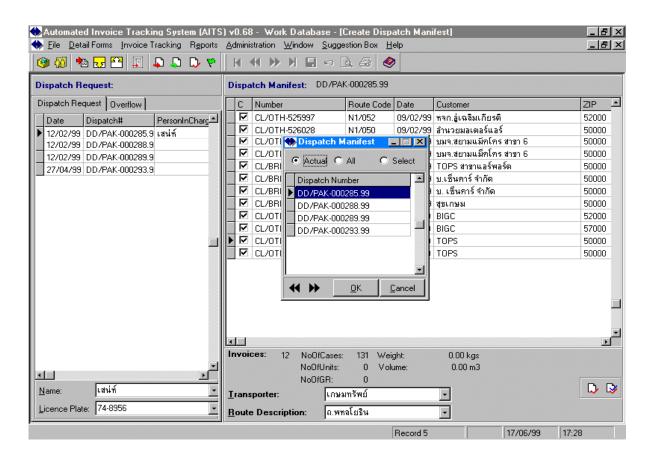


## **DISPATCH MANIFEST**



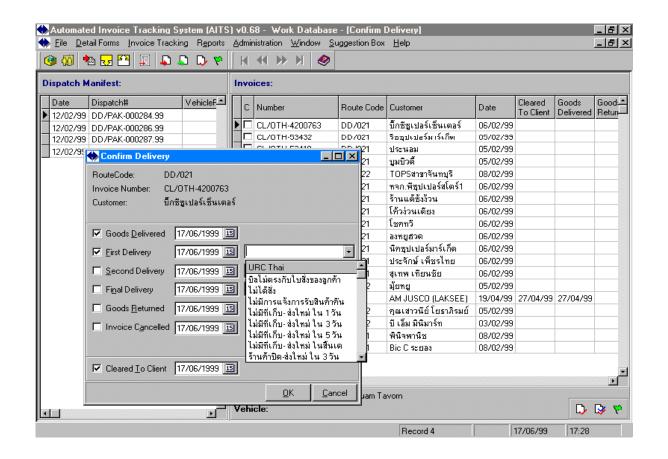


## **CONFIRM DISPATCH**





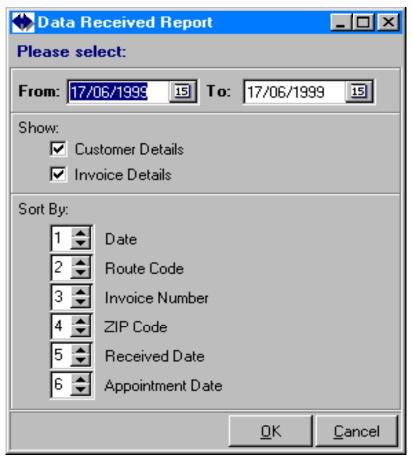
## **CONFIRM DELIVERIES**



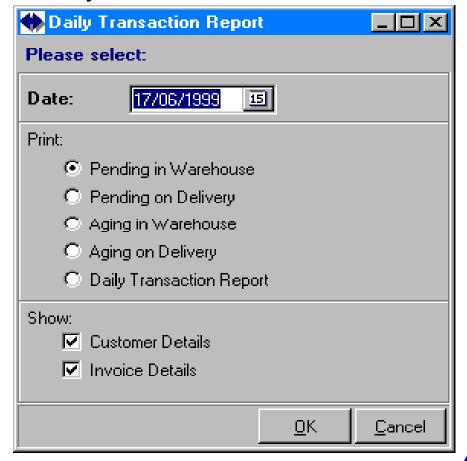


## REPORT CRITERIAS

#### \* Data Received



#### \* Daily Transaction





# GEO GLOBAL CO LTD



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### AT A GLANCE

- Cross trade of new and used construction equipment and machinery
- Factory relocations
- Niche markets/ special products
- Trade consultancy
- Procurement of jobsite equipment and supplies

# THE GROUP AS ONE



# **ADVANTAGES**

- Excellent track record and references
- Offer the whole transport and logistics pallet
- Existing network and contacts in the region
- Over 100 years collective regional experience in the Management of the following Services:
  - Int'l Freight Forwarding
  - Air, Sea, Road, Rail
  - Turnkey Projects
  - Customs Clearance

- Logistics
- Warehousing
- Distribution
- Packing



#### VISION FOR THE FUTURE

- To maintain our position as a integrated transportation and logistics provider in South East Asia
- Expand our network and association with leaders in the transportation and logistics industry
- Further strengthen our base in the region





Goodbye from
The Freight Company Limited

