

The Client

A global leader in engineering, procurement, construction and project management (EPCM) with a major LNG project working with one of the world's top ten project freight forwarders.

The Requirement

The client had an urgent requirement for around 100 units to be called off in three (3) stages consisting mainly of 40' HCs and 40' DVs in good condition suitable for storage. The units were required in a construction facility in Batangas, Philippines where the client managed the construction of LNG project modules that were then shipped to the client's major LNG project in Curtis Island, Australia.

The Challenges

Units available in the local area were generally of poor quality and supply was unreliable and inconsistent. Procurement was a difficult process and payment was typically required on order.

The Solution

Our organization was able to provide a creative solution that leveraged its years of experience. Units were repositioned within South East Asia; using leases in place with Intra-Asia carriers, via its associate company. This immediately overcame the unit availability and quality issues faced by the client as units were supplied in CW condition to an agreed lead-time of approximately 2-4 weeks.

Ease of order fulfillment was assured through our global pricing and agreed credit terms. On receipt of a purchase order from the client, units were repositioned into Manila and off-hired into our nominated depot. We were able to liaise with the depot using our local language capability to recheck the units and carry out minor repairs as needed to ensure the agreed unit quality was met. Units were then released to the client's project forwarder who coordinated with our office to truck the units to the client's construction facility in Batangas.

