



TRANSESTONIA 2011 Transatlantic Horseshoe

ALARI HARJAK



TRANSOCEAN

Going Your Way



Presentation topics

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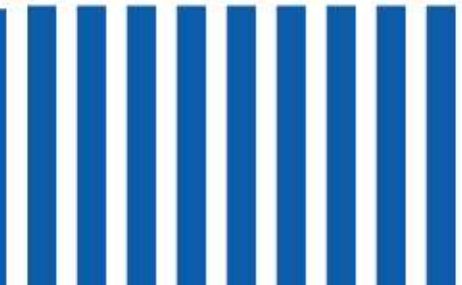


Who we are?

- Transocean Eesti Ltd. founded in Estonia 1993
- Subsidiaries in Latvia, Lithuania and Belarus
- Total 41 employees working today in our offices
- Official representative of following shippinglines and NVOCC:

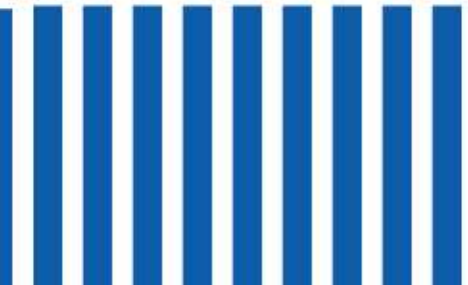


Going Your Way



Our services

- Container transport (*FCL/LCL*)
- High and Heavy cargoes
- Ship's agency
- Road transport
- Air transport
- Warehousing and terminal operations
- Customs clearance and documentation



ACL (Atlantic Container Line)

- Belongs to Grimaldi Group
- Celebrating 44 years as leading specialized carrier
- One of the most successful deep-sea lines in the world
- Only liner container/RoRo/car operator on North Atlantic
- Operating with World largest RoRo/Containerships
- Worldwide coverage together with Grimaldi Group (Europe, West Africa, South America and Mediterranean)
- Door to Door basis through integrated road, rail & sea transport



ACL - largest fcl/ro-ro vessels in the world



Length – 292,0 m
 Breadth – 32,3 m
 Draft (max) – 11,6 m

Cars – 2000 units
 RoRo – 1000 TEU*
 Cont. – 1850 TEU

	DECK 1	DECK 2	DECK 3
Stern ramp max load – 420 t	Space – 3388 m ²	3743 m ²	4945 m ²
Ramp axle max load – 81,5 t	Max load – 1 mt/ft ²	0,3 mt/ft ²	0,4 mt/ft ²
Stern door – 25,8 x 6,8 m	Height max – 4,5 m	4,5 m	6,2 m



ACL – products carried



- Engines
- Road building equipment
- Boats
- Locomotives
- Helicopters

- Turbines
- Windmill blades
- Aircraft
- Heavy machinery
- Snow mobiles & ATVs

- Pharmaceuticals
- Chemical products
- Tires
- Food stuff
- Home appliances
- Agricultural eqp.

ACL – products carried

Cargo is safely loaded underdeck and there is no risk of water damage.

Rollable cargo with height up to 6,2 m can be accommodated.



ACL – products carried



ACL moves your hard-to-handle cargo with largest RORO/Containerships in the world. Using ACL means less physical handling and the need for costly dismantling and reassembly can be virtually eliminated.

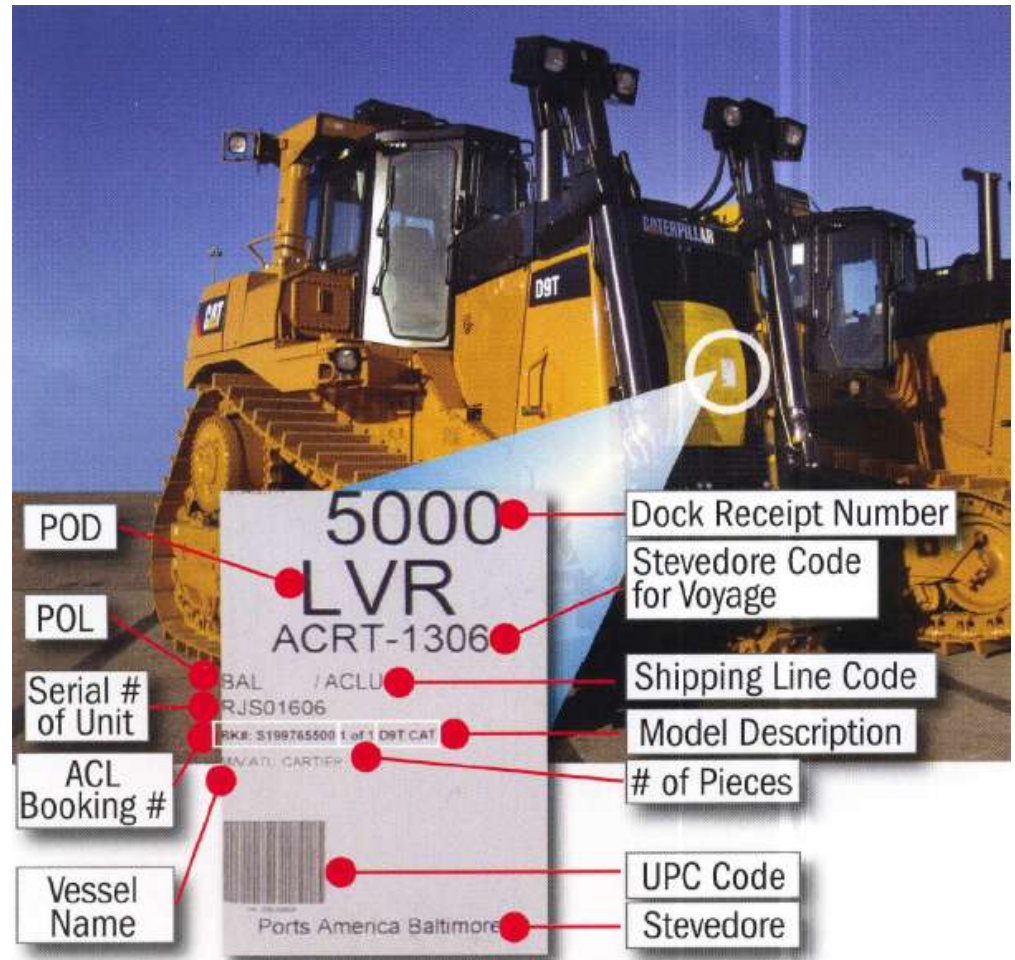
ACL – products carried



ACL has special project cargo department. Each shipment is unique and is requiring special handling and equipment.

ACL – state of the art cargo handling

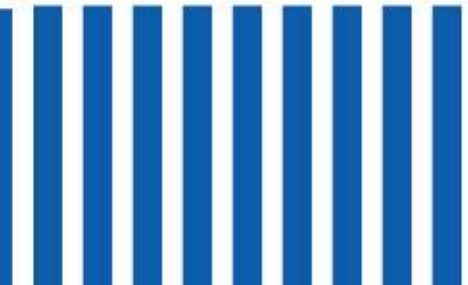
- Identifying labels
- Requirements for customers:
 - Drawings
 - Instructions for handling cargo
 - Inspection openings for security and content check
 - Written explanation must be available how cargo has been secured inside package



ACL - equipment

- Standard containers (20'40'FT)
- High-Cube refrigerated containers (40'FT)
- Open top containers (20'40'FT)
- Flat rack containers (20'40'FT)
- Flatbed trailers (42'FT)
- Extendible flatbed trailers (42 – 80'FT)
- Tri-axel chassis
- Rolltrailers / Mafis (20' to 63'FT payload from 20 → 220 tons)

For heavy duty projects ACL has also 80'FT mafis with payload 150 tons



ACL - Transatlantic service details



EASTBOUND

FROM:	TO:			
	Liverpool	Antwerp	Hamburg	Gothenburg
Baltimore	12	14	16	17
Norfolk	11	13	15	16
NY RORO*	14	16	18	19
NY Container**	10	12	14	15
Halifax	8	10	12	14

WESTBOUND:

FROM:	TO:			
	Halifax	New York	Baltimore	Norfolk
Hamburg	15	17	19	20
Gothenburg	13	15	17	18
Antwerp	11	13	15	16
Liverpool	8	10	12	13



ACL – Door-to-Door service



- ACL is the only Transatlantic carrier capable of handling oversized equipment and machinery, vehicles, boats and containers on a Door-to-Door basis.

ACL – Door-to-Door service

- Containers, uncontainerized cargo, high and heavy shipments
- Sophisticated network of specialized carriers in both North America and Europe
- Loading operations, permits, escorts, route and bridge surveys



ACL – rail service to/from Halifax, NS

EASTBOUND TRANSIT	
	TO:
FROM:	Halifax
Chicago	3 days
Detroit	4 days

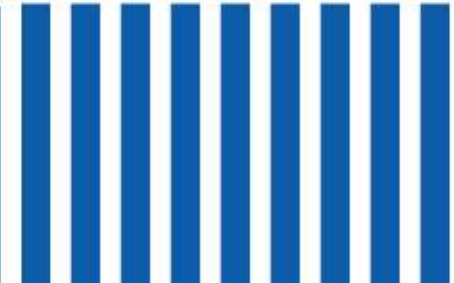
WESTBOUND TRANSIT		
	TO:	TO:
FROM:	Detroit	Chicago
Halifax	3 days	3 days



ACL in conjunction with the Canadian National Railway offers an express route to our first port in/last port out call in Halifax, Nova Scotia providing exceptional service to and from the major markets in Central Canada and the U.S. Mid-West.

ACL – TOP container customers

- Caterpillar
- Volvo
- Cummins
- IKEA
- 3M
- Diageo
- Harley Davidson
- Honda
- Sandvik
- Outokumpu
- Becton Dickinson
- Absolut Company
- E.I. Dupont
- Uddeholm Company
- Valeinco - INCO
- Criterion Catalysts
- Expeditors
- DHL
- Fedex
- UPS SCS
- Toro
- Polaris



ACL – TOP Ro-Ro customers

- Agco
- Airbus
- Alcoa
- Allegheny
Ludlum/ATI/Allvac
- Atlas Copco
- Beneteau
- Bombardier
- Brunswick Boat Group
- Caterpillar
- Finnforest
- JLG
- John Deere
- Liebherr
- Outokumpu
- Rolls Royce
- Terex
- Voith Siemens
Hydropower
- Volvo

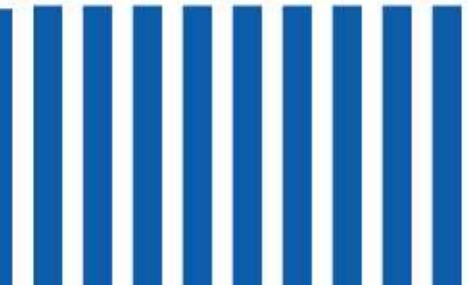


ACL and quality measures

- ISO 9001:2008 Quality Certification
- ISO 14001 Environmental Certification
- Self evaluation results
- Service Audit/Benchmarking
- Training
- 85 % of Bill of Ladings issued within 24 HRS
- Bill of Lading accuracy 99,4 %
- In year 2010 issued total 28'710 Bill of Ladings



Thank you for your attention !





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