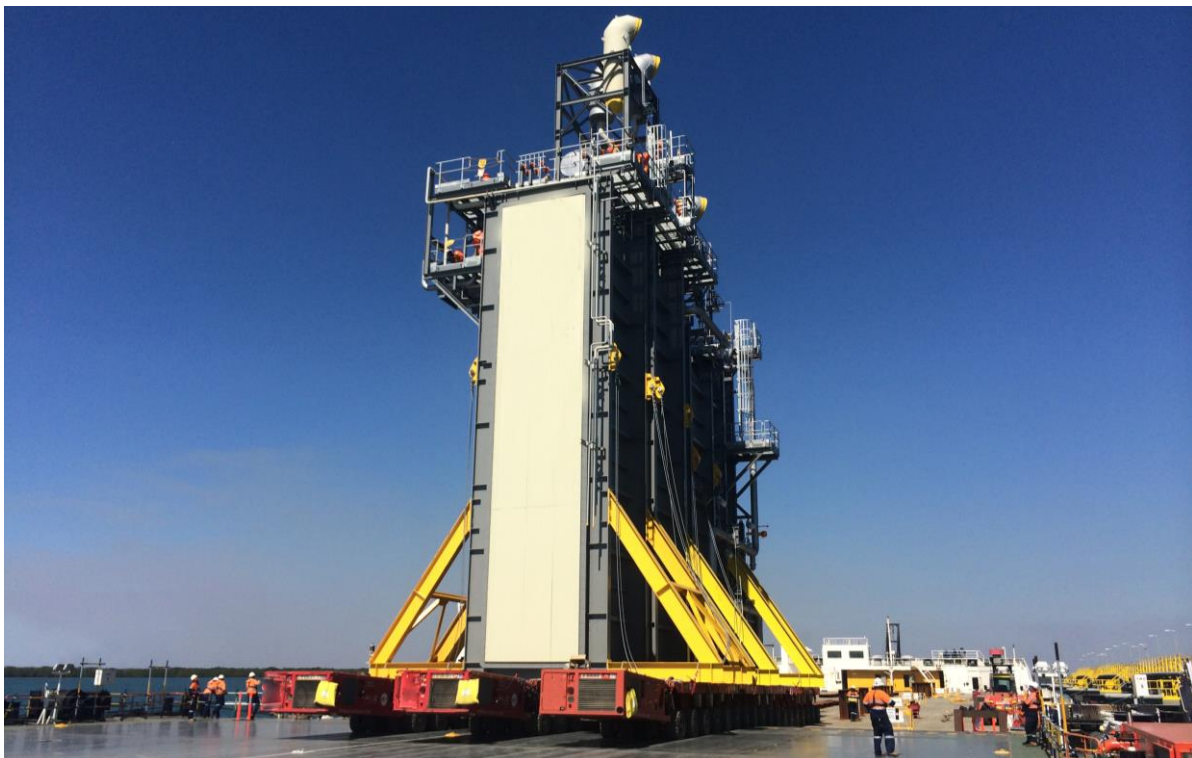


## MEDIA RELEASE

Basel, August 24, 2017

### **Multimodal heavy-lift moves: Panalpina offers hassle-free carrier solution**

**International freight forwarding and logistics company Panalpina has launched Panprojects Carrier. With this new carrier model, Panalpina can oversee multimodal heavy-lift moves from fabrication to installation sites under one single contract that clearly governs all modes of transport. For customers like EPC (Engineering, Procurement and Construction) companies and oil and gas majors, this offering with its unique legal framework reduces to an absolute minimum the commercial, technical and contractual risks that are inherent to the multimodal transport of project cargo.**



Multimodal heavy-lift moves: every change of transport mode bears specific risks that must be clearly addressed contractually.

“We are closing a gap in the heavy-lift market that has existed for too long,” says Erik Hutter, Panalpina’s global head of marine chartering. “Panalpina now offers a unique, seamless solution for multimodal heavy-lift transportation where the ocean part represents the main leg. And by seamless I do not only mean a complete end-to-end service, but one that is also fully mirrored and governed by an absolutely consistent legal framework.”

The single contract under which Panalpina offers its multimodal solutions is consistent with the released transportation documents such as bill of lading and the general terms and conditions. This greatly helps to avoid problems and disputes when exceptions occur during transport, especially when the transport mode changes. The new purpose-designed legal framework therefore ensures the best possible contractual clarity and one point of contact for the customer. “We consider the total scope of an assignment, identify all possible risks in the transport chain and then clearly define and stipulate in a single contract the responsibilities and liabilities applicable to each transport leg, including overland pre-carriage, port handling and stevedoring, the ocean main leg, and overland

post-carriage,” explains Michel Dubois, Panalpina’s global head of Energy and Project Solutions. “Our approach reduces to an absolute minimum the contractual, commercial and technical risks that are inherent to the multimodal transport of project cargo.”

Panprojects Carrier works closely with all leading multipurpose and heavy-lift carriers of the world. It has access to over 2,300 specialized vessels in the market. The most suitable carrier and vessel for each move is selected by Panalpina’s Energy and Project Solutions experts. The company’s stringent subcontractor management system additionally covers all companies and equipment that are employed for pre- and on-carriage of project cargo by road or rail. Furthermore, the company’s transport engineers make sure that any technical issues are prevented.

“Our vast industry knowledge, profound expertise in marine chartering and transport engineering as well as our global network, have always put us in a great position to offer multimodal end-to-end solutions for project cargo. But with the carrier status and new contractual framework we are raising the bar even further,” says Hutter. “The name Panprojects Carrier draws on our heritage in the projects sector and exemplifies the professionalism and commitment that our customers such as EPC companies, oil and gas majors and rig operators have come to expect from Panalpina.”

-ENDS-

*Notes to the editor:*

Panprojects Carrier does business under Pantainer (H.K.) Limited for special heavy-lift cargo – similar to the way that Pantainer Express Line does business under Pantainer (H.K.) Limited for standard containerized ocean freight. It acts as an in-house carrier for Panalpina with no assets of its own, but specifically chartered tonnage and/or hired equipment. As such, Panprojects Carrier always operates with a contractual framework consisting of two legal documents: booking note (contract of carriage with terms and conditions) and bill of lading (consistent with terms and conditions).

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**About Panalpina**

The Panalpina Group is one of the world’s leading providers of supply chain solutions. The company combines its core products of Air Freight, Ocean Freight, as well as Logistics and Manufacturing to deliver globally integrated, tailor-made end-to-end solutions for eleven core industries. Drawing on in-depth industry know-how and customized IT systems, Panalpina manages the needs of its customers’ supply chains, no matter how demanding they might be. Energy and Project Solutions is a specialized service for the energy and capital projects sector. The Panalpina Group operates a global network with some 500 offices in more than 70 countries, and it works with partner companies in another 100 countries. Panalpina employs approximately 14,500 people worldwide who deliver a comprehensive service to the highest quality standards – wherever and whenever.

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