



FAGIOLI

NEWS

Winter 06/07

Overview

Dear business friends,

We're very glad to welcome you to this 5th edition of the Fagioli Newsletter.

2006 has been a very active year for us in terms of projects performed as well as further integration of the company and widening of new opportunities.

The groups two main core businesses; Heavy Lifting , Transportation services and Project Logistics continue to integrate towards wider targets. Fagioli were also listed in the International Cranes Magazine as the second largest heavy transport equipped company in the world. Fagioli are the only company that offer Heavy Lifting, Transportation and Project Logistic services. This combination enables us to provide our clients with a unique **Total Supply Chain** concept that keeps coordination and responsibility in the hands of one company.

An example of this, is the "Rabigh project":120,000 freight tonnes of material to be forwarded to Saudi Arabia as well as a challenging operation of heavy transport and lifting of reactors weighing more than 1000 tonne.



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The result: one contact, less interfacing risks, reduced costs and better coordinated services!!

Further information about this aspect on pages 10 & 11, interviews with our Project Forwarding Division Managers.

The year 2006 has also seen Fagioli continuing to make investments in technology, state-of-art equipment (SPMTs, Strand Jacks and Towerlifts), qualified resources, creating strategic alliances with companies around the world.

This issue shows some of the groups most interesting heavy transport and lifting projects performed during the last 6 months: a trailer load-out of a 3,000 tonne module in Brownsville (Texas), and the spectacular Bahrain City Gardens project as well as the heavy rail transport of steam generators in USA and... much more!! So, please enjoy this 5th issue.

Riccardo Tippmann
Director, Corporate Worldwide Development

Heavy Lifting and Transportation

Rabigh Project, Saudi Arabia

Fagioli Group were awarded two contracts to transport and erect two 1,100 tonne reactors at the Rabigh Integrated Refinery and Petro-chemical Project in Saudi Arabia. Fagioli performed the transport from the quay to the erection area using our MPSC axles. This operation was in conjunction with the Fagioli SpA Project Forwarding department .



The chosen erection method utilised two of Fagioli PSC's second generation Towerlift masts erected to a height of 65m. At this height and with the 1,100te lift weight the Towerlift system could be used without the need for any guy wires.

The rigging arrangement used includes a 1,700te capacity swivel which allowed rotation of the reactor on completion of the lifting operation.

Details of the lifting arrangement were as follows:

- Base spreader stools fixed to extensions of the reactor foundation. These fixings provide stability for the system.
- Twin towers eight 5.9m sections high.
- Tower top steelwork to ensure axial loading of the towers.
- Crosshead beam spanning 19.8 metres between tower centres.
- Four lifting jacks with an overall safe working load of 1,620 tonnes.
- Lifting system controlled remotely from ground level.
- Rigging comprising of upper spreader beam, swivel, lower spreader beam and slings connected to lift trunnions.

Heavy Lifting and Transportation

Bahrain City Gardens

Fagioli PSC were contracted to erect three wind-turbine bridges joining the two towers of the City Gardens Project in Bahrain. The three bridges, each weighing 74te were placed on supports on the 16th (+61m), 25th (+97m) and 35th (+133m) floors. The complicated lifting arrangements comprising of two strand jacks with rotational and traversing capability were placed on the 44th floor approximately 183m above grade. Further strand jacks at ground level restrained the bridges as they were lifted.



Brownsville



Fagioli performed an interesting and challenging loadout of a 3,300 tonne module for offshore platforms in Brownsville, Texas. The scope of work was the weighing and loadout operations (including the ballasting calculation) of the module onto a barge. Dimensions of the huge module were 54m x 37.5m x 30m.

The transport was performed with group owned SPMTs (136 axles). Fagioli in-house engineers worked in strict collaboration with the client to guarantee a safe and successful operation.

Since performing the above project Fagioli have carried out another 3,300 module with the same characteristics.

Heavy Lifting and Transportation

Comanche Peak

Transport of 4 Replacement Steam Generators from the manufacturing site in Spain, to Comanche Peak Nuclear Power Plant, Texas. The generators were loaded on board a heavy lift ship and transported to the Port of Houston. The inland leg of the transport in the US, about 400 miles, was carried out by railway. Fagioli engineered saddles to be used as bolsters and used 2 heavy duty flat deck cars, each with 12 axles, to move the generators. Each generator, weighing about 800,000 lbs (370 te) required railway bridge shoring and overpass removals due to the extreme dimensions (cleared with 16' - 7" width, 21' - 2" height). The solution provided by Fagioli allowed the transport of the 4 generators at the same time eliminating the need for shuttle transport with a Schnabel car. Key to the project was in fact the minimisation of the transit time (34 days in total), allowing longer lead time for manufacturing.



Loadout of a 6,600 tonne jacket, Brazil



Fagioli USA was contracted by one of the most important offshore companies to perform a skid load out operation of a 6,600 ton offshore jacket.

Fagioli is not new to this kind of operation thanks to its vast range of lifting, skidding and transport equipment and its long-standing experience in the offshore industry on a worldwide basis.

The operation was carried out using four 450ton strand jacks, and two L4/35D powerpacks. The loadout was one of the longest ever performed by the company as the distance pulled was over 457 metres. The loadout was performed over 3 days, within schedule as per clients requirements. The operation went smoothly without any equipment troubles and, more importantly, carried out in safe conditions without any accidents.

Freight Forwarding Activities

Freight forwarding is an important division of the Group. The forwarding department is not only supporting the Heavy Transport and Project Logistics activities but it has an independent structure, taking care of different and various aspects.

The shipping activity for the Humanitarian Aid is widening into new areas around the world. At the moment Fagioli are engaged in the shipping of approximately 9,000 freight tonnes of "rolling units" destined to the Middle East. The goods are coming from different countries and delivered in three main shipments, handled and organised by Fagioli personnel.

The forwarding department also takes care of logistics and heavy positioning, for instance the transport of a 5m diameter yankee dryer (right) from Sweden to Bunuel (Spain). After the transport, the final positioning inside the paper mill by means of group-owned gantry cranes.



Heavy Lifting and Transportation

Transport of a Ship

Fagioli's experience combined with advanced technology is just what is needed to perform heavy transport in restricted areas. An example of this kind of project is the recent completion of a 200 tonne yacht which was transported from its construction yard to Carrara port. 24 axle SPMTs (4 trailers with 6 axles each) were used to load and move the yacht which was 52m long, 10m wide and 7.7m high.

Stability and safety were achieved by welded saddles fixed under the trailer and the boat.



Transport of 4 Offshore Modules, Italy



Fagioli have seen an influx in transportation activities for the offshore industry. An example of this was the transportation of 4 modules from factory in Taranto (Italy) to port quay. The modules had different sizes with dimensions reaching 13.6m in height, 6.8m in width, 21m in length and maximum weight of 180 tonnes.

The Loadout was carried out using 20 axles lines of SPMTs. Fagioli transported the modules for 2/3 kilometres, placing them onto stools before the embarking operations.

Boilers Destined to Red Sea and Middle East Area



Sea Transport of several boilers from Italy to Saudi Arabia and Emirates.

The Groups owned vessel "Storm" completed a sea transport of two 165 tonne boilers to Abu Dhabi, the items were loaded with the ships self-geared cranes. The same ship performed the transport of 3 other boilers (2 trips) weighing 340 tonne destined to Al Jubail with a ro-ro operation using group-owned SPMTs.

In the Red Sea, the motor vessel "Storman Asia", successfully completed the sea transport of two 380 tonne boilers to Yanbu with the positioning of the items with a ro-ro operation. The boilers were safely secured on board.

All these sea transports started out in Marghera Port, Italy.

Heavy Lifting and Transportation

Martin Luther King Project

Fagioli PSC USA was awarded the contract for the lifting and transportation of old and new bascule leaves in the frame of the MLK bridge rehabilitation project. The bridge is on the Maumee river in Toledo, Ohio.

Four existing bascule leaves will be raised from the tracks and rack frames by means of SPMT's hydraulic system. The 48 lines SPMT in 4 groups, each with a power pack unit, are equipped with cribbing mounted to their platforms to engage the leaves and are placed on barge. The bascule leaves will be individually floated to the staging area where the SPMT will roll them off the



barges and maneuver to the demolition bay. The new leaves will be erected at the same yard. Once a bascule leaf is complete, the entire assembly will be lifted from the steel cribbing by a gantry equipped with 2 no. L100 and 2 no. L300 strand jacks and loaded and secured to a travelling set of cribbing mounted to the platforms of the SPMT's. The steel centre of gravity for each new bascule leaf does not fall between the front and back SPMT, thus an auxiliary set of counterweights will be suspended from the front end of the leaf by means of 4 no. L100 strand jacks.

After the roll on the barges the new bascule leaves will be floated into the bridge site and positioned by SPMT hydraulic system. To keep the new leaves in position for the time necessary to pour the counterweight, their ends will be lifted using 24m high luffing towers equipped with 2 no. L100 strand jacks.

This system will also raise the leaves to allow their engagement. Each old bascule leaf weighs with the cribbing weighs about 460 tons. The new ones are 1,100 tons. The work is carried out 24 hour per day, 7 days per week.

Transportation of 9 Tanks at Antwerp Port



In August Fagioli was in Belgium to perform the transport of 9 tanks.

Dimensions were the following:

DIMENSIONS			
No. of Tanks	Diameter	Height	Weight
6	12m	18m	65 tonnes
3	11m	18m	55 tonnes

Fagioli used 12 and 16 SPMT axles to perform the transport. The tanks were loaded onto SPMTs and transported alongside the quay, they were then taken by a floating crane (800 tonne capacity) and transported by sea. The floating cranes unloaded the tanks onto another set of Fagioli SPMTs previously positioned alongside the opposite quay and ready to perform the final transport and positioning. The execution of the whole transport was done in two days (excluding preparation and dismantling of equipment)

Heavy Lifting and Transportation

Positioning of a 400 tonne Autoclave



Lifting, transport and repositioning of a 400 tonne autoclave (water pump). This item was positioned in the yard in front of the warehouse using two EZ600 gantry cranes (with hoisting capacity up to 600 tonne). The autoclave was lifted and positioned onto two 12 SPMT axles.

The item was then transported inside the premises and positioned under the same EZ600 gantry crane (previously dismantled and re-positioned inside). The final lifting was the last activity performed in order to position the autoclave onto its final setting.

This is an interesting job showing the capability, manoeuvrability and flexibility of the SPMT's and the gantry cranes. Being able to work in restricted areas where there is no space for crawler or telescopic cranes or normal trailers with limited steering angles is a great advantage.

Transport of 3 Chiller Vessels



A combination of different equipment and activities allowed the completion of a challenging transport from a small town near Bergamo (the enchanting medieval town 35 miles North-East from Milan) to Venice port.

The chiller vessel weighing 150 tonnes was positioned onto a 14 axle modular trailer (towed by a 3 axle prime mover) resulting in a 240 tonne convoy (37m long, 5.7m wide and 6.7m high). It took 2 nights to complete the 120km trip to Cremona river port. The transport was performed overcoming several difficulties: the removal of road signs and electrical cables; the diversion of traffic as the convoy had to be transported approximately 2km on the opposite side of the road; lengthening of the journey due to road restrictions and underpasses.

Once the vessel arrived at Cremona port it was unloaded from the trailer to a group-owned barge using Fagioli's gantry crane. The trailers repeated a further two transports of two other modules which were loaded onto the same barge. The barge arrived in Venice where the vessels were loaded onto a H/L ship destined to Middle East.



Heavy Lifting and Transportation

Hou Project, Korea



Fagioli PSC were contracted to lift, traverse and lower into its' 26m high plinth the 1,350 tonne VDU column for GS Caltex on Phase 2 of their Hou project. Fagioli PSC erected a 100m high, 40m span portal using the new generation tower system. The 40m crosshead beams weighing in at 150 tonnes each were pre-assembled from 2x3 no. stock beams.

Lifting was carried out using two pairs of L450 strand jacks terminating in slings around the column lifting trunnions. An 800 tonne crawler crane was used for tailing.

The traversing utilised two pairs of opposing L50 strand jacks with the jacking assembly running on heavy duty skates.

Lifting started at 0715hrs and the column was in position on the bolts by 1530hrs.

Transport and Launching of a Yacht and Ship



Another project which Fagioli recently performed was the transportation of ship sections and a 700 tonne yacht using 36 axle SPMTs. Fagioli were able to perform the transportation of the ship sections within the yard premises with the flexibility and manoeuvrability of the SPMTs. The trailers self-loaded the items (lowering under the supports where the sections were positioned), transported them, and positioned them onto stools.

Fagioli was also awarded the transport and positioning of a 62m long yacht, weighing 700 tonne, from the manufacturers yard to the launching area (about 300m), placing the ship onto special supports. Fagioli worked in conjunction with the client to design the most suitable saddles (specially made for the project) and to perform all the engineering calculations for the transportation of the yachts.

Interporto Rivalta Scrivia: 40th Anniversary



Interporto Rivalta Scrivia is a multipurpose logistics hub unique in its capacity to propose integrated solutions and granting different activities concerning warehousing, custom clearance, terminal services aimed at transport and distribution.

The scheme of an integrated logistic chain is well known by company operators, but the possibility of integration is at times limited by numerous internal and external factors. Interporto Rivalta Scrivia is a privileged communicator for the processes of goods handling by ensuring both technical support and advanced solutions and offering complete management of the distribution cycle through know-how, organisation, specialised and trained operators, structures and information systems.

For management of goods flow Interporto Rivalta Scrivia makes use of the most up-to-date informatics technology as well as its own Warehouse Management System (WMS) with personalised service for the needs of its clients.

The operational process within Interporto is the following:

- Pick up of goods from client site of production or importation
- Control and entry of goods in the warehouse
- Management of the stock
- Personalised order preparation for delivery at client request
- Custom clearance
- Market distribution

Interporto premises offer:

- Connected warehouses with 7 mt. to 12 mt. ceiling height, with loading / unloading openings for motor- vehicles and containers and platforms for railway wagons.

On the 10th and 11th of November a party celebrated the "40th anniversary" of Interporto Rivalta Scrivia. This logistics and warehousing company, owned by Alessandro FAGIOLI, is one of the biggest logistics company (with a surface area of more than 1,250,000 square mts) in the North of Italy specialised in the coordination of unloading operation, transfer, custom clearance and warehousing activities.

The party was celebrated in the new storage area which is to be the RIVALTA TERMINAL EUROPA. More than 500 people attended the celebrations which included local and national authorities. It had been a celebration on a grand scale. Alessandro Fagioli spoke about the history of the company, the present and the great expectations for the future.



- Containers terminal covering an area of more than 300,000 square metres
- Warehouses with ministerial decrees and UTF for lubricants and alcohol
- Temperature-controlled warehouses
- Refrigeration warehouses to -30°C
- Warehouses for dried, chilled, frozen and deep-frozen foodstuffs
- Fourteen-kilometre internal railway system serviced by group-owned rail cars

Dimensions of area are:	Total Surface	1,250,000m²
	Indoor warehouses	360,000m ²
	Outdoor storage	500,000m ²
	Container terminal space	300,000m ²
	Refrigerator warehouses	150,000m ³
	Office space	10,000m ²

This is an upgrade in the world of the outsourcing thanks to:

- Fagioli transport and lifting capabilities, engineering and equipment
- Interporto logistics activities

Interview with Mr Mario Brambilla

It is my pleasure to exchange words with the director of Fagioli Project division. Mr Mario Brambilla has been with Fagioli since 1996 but he has more than 39 years of experience in the Project Logistics, both coordination and execution.

Over the years he has managed several challenging projects, such as Western Libya Gas Project (350,000 freight tonnes shipped over a 2 year period) and Oman India Fertilizer Plant (250,000 freight tonnes shipped over 2 years) These type of projects require the co-ordination of many activities such as logistics, air transportation, heavy transport, maritime activities, overland transportation, barges, issuing documentation and follow-up as well as general freight forwarding.

Could you please give us a picture of Fagioli Project Logistics Department?

Fagioli has extensive experience of complete door-to-door transport, project cargo and international freight forwarding. Our department has about 45 specialised people who follow the projects from the pre-planned aspects, to completion.

How does Fagioli handle a "project"?

Based on the operational and managerial requirements of the project, once we are acquainted with all the project developments, we proceed with the typical Fagioli approach, which means, a dedicated task force by selecting the most appropriate personnel from our large group of trained and experienced operators.

Fagioli's project cargo and forwarding specialists are well aware of the logistics and co-ordination involved in organising the pick-up, transport and delivery tasks. All of the information regarding type and quantity of cargo availability is despatched from the various overseas offices (branches, partnerships and representatives) to a central Fagioli management office where a status report is prepared and updated on a daily basis.

What is the "value added" in Fagioli Project logistics department?

Thanks to the branches, and targeted alliances done in all strategic countries and the presence in the major European ports, Fagioli has a deep knowledge of the world market, also due to the vast experience accumulated during these last 40 years.

Deep Knowledge means the choice of the most suitable shipping companies; control of all the documentation activities; organisation and coordination skill to find new solutions and being flexible in fitting with the continuous evolutions of a typical long period project; collection of cargo worldwide and delivery to site to meet the Project's ROS dates; identification of suitable consolidation points, provision of suitable warehousing facilities...These should be the milestones that a top level Forwarding company should guarantee to its



customers. In addition Fagioli provides a unique service: the handling and performance of heavy items with group-owned equipment and with in-house specialised engineers.

How is the situation of the Project Logistics world, at the moment?

Well, the Project Logistic activities could be surmised with the saying that "history repeats itself". We recently spent a period in which it seems that there was an involution of projects and investments in certain areas and activities. The last two years, however, have dramatically changed with the growth of oil & gas resources around the world, giving a boost for the installation and construction of new plants.

It is obvious that Fagioli has always been trying to ride this big "wave" with all its ups-and-downs providing the company experience, know-how and extensive equipment to the clients. "Kurshaniyah" and "Rabigh" projects recently awarded by the group are verification that Fagioli is moving in the right direction.

How has the project logistics activities changed during the last few years?

Let's say that the nucleus of Project Logistics has not changed, it is still a "collection of material and goods from different places in the world and the transportation and shipping to a final destination". What has changed significantly, is the number and dimensions of pieces to be moved, the reduction of time to perform the whole project, the new technologies required to perform transportation and lifting operations of items that are becoming bigger and bigger compared to those shipped just a few years ago.

Customers now outsource the different activities to suppliers which provide material originating from different corners of the world. This is an additional challenge in terms of commitment and organisation. For instance a small box and a huge 1,000 tonne reactor maybe produced thousands of

miles away from each other, but both have the same importance and must be safely delivered, but with a different approach in terms of engineering, people, group-owned equipment and so on..!

And what about the future, Mr. Brambilla?

The future of course is unpredictable, but I think that the signs are encouraging . Project logistic activities involve so many different fields (such as overland transport, airfreight, marine and river activities, hoisting operations) that Fagioli group has been

compelled to expand its range of equipment, specialised employees, warehousing and branches all over the world in order to be ready to perform any kind of operational transport and lifting activities as well as meeting specific and more challenging requirements of our clients.

I'm very confident that this "flowering" situation will keep on growing, and we, as Fagioli, are here to "accept the challenge"

Interview by Rudy Corbetta

Interview with Mr Davide Santi



Following my interview with Mr. Mario Brambilla with his vast experience in Project logistics, we look at another angle by interviewing the young Fagioli sales director for this division, Mr. Davide Santi.

So Mr Santi, What is the situation with regards to projects which Fagioli are currently performing?

I'd like to go back to what Mr. Brambilla said when he talked about "history repeating itself". Over the last year, several projects, which were being discussed by the EPC contractors two and a half years ago, have now turned into real opportunities for the transport and forwarding industry. Consequently we have taken advantage of these opportunities and this has created a positive situation for the Fagioli group.

Currently due to the well-known development in the oil & gas industry, 80% of the foreseeable future project logistics market will be within the Middle East area.

Fagioli are currently involved in several contracts with leading Italian EPC contractors (Long term clients of Fagioli) in addition, we have been awarded projects with International EPC contractors. This is due to the development and growth of the group internationally. An example of this is the Kursanhiya project which has been awarded to Fagioli in alliance with Transoceanic. This joint venture has worked out

well for us, combining the capacity and technical know-how of Fagioli activities (heavy transport and lifting, engineering, barging, shipping, forwarding activities) on large plants utilising the well-established worldwide project logistics activities by Transoceanic.

How is Fagioli increasing its presence on the global market"?

This current situation creates the opportunity for Fagioli to strengthen its establishment in countries that are the final destination for these large projects by opening group-owned offices with local partners and investing in new equipment.

For instance, when Fagioli opened a company in Libya with a local partner, we were the only foreign company on the Libyan territory to perform heavy transport and lifting operations with its own equipment.

And in Europe?

In addition, another strategic opportunity for the project logistics world is the new synergy with the Interporto Rivalta Scrivia Terminal Europa and its activities which allows the consolidation of material and the handling of the complete outsourcing chain: 1,250,000 square meters of area, with railway connections, custom clearance, documentation, group owned trailers. Interporto Terminal Europa, with its strategic position, becomes a consolidation point for all the material originating in the South of Europe, with a more rational distribution of the goods towards the ports avoiding the actual congested situation.

Another market has been further developed with the European EPC contractors, with particular reference to the Central European EPC contractors in the Oil, Gas and power industries, focusing on the transport and forwarding of power plants, including some other group activities such as barging, heavy lifting by means of gantry cranes.

Conclusions?

Great opportunities round the corner to catch !!

Interview by Rudy Corbetta

Other News

Fagioli Heavy Partner



Fagioli made a strategic alliance with two leading companies, both with vast experience and door-to door approach. Their expertise covers heavy transport & lifting, project logistics and warehousing activities, especially in the Benelux and Western Central Europe area.

Their main activities cover:

- Heavy transport & lifting with a large fleet of group-owned equipment
- In-house engineering (pre-planning, surveys, risk assessments, safe job analysis)
- Warehousing and handling of material at the ports of Antwerp and Zeebrugge
- Issuing of all documentation including custom clearance formalities.

FHP NV
Oude Leeuwenrui 39
BE - 2000 Antwerp
Tel: +32 3 201 5770
Fax: +32 3 201 5779

Kafco - Company Address

Within the 4th edition of the Newsletter we mentioned the joint venture between Fagioli and Libyan company Kallat Elsaker for the heavy transport and lifting activities with group-owned equipment in Libya. Please find below the new company address:



KAFKO LIBYA Office
Kaled Bin Wallid Street -ELDHARA
Tripoli -Libya
P.O.BOX 83622
Ph.: +218 21 3336309/ 4441648
Fax: +218 21 3331273
E-mail: kafco@kafco-ly.com
www.kafco-ly.com

Fagioli also has a representative office in Libya:
P.O.BOX 91155
TRIPOLI-LIBYA
Mobile:+218 91 2200969
E-Mail: fagioli_libya@yahoo.com

Contributions and Comments

Thank you to all those who contributed to this News Letter. Our next issue will be in the Summer 2007.

Please continue to send your comments to either:
n.mowatt@fagiolipsc.co.uk or **r.corbetta@fagioli.com**

Nicola Mowatt
Fagioli PSC Limited
The Ridgeway, Iver
Bucks, SL0 9JE, UK
Tel: +44 1753 659 000
Fax: +44 1753 655998

Rudy Corbetta
Fagioli S.p.A
Via Vigentina 2,
20090 OPERA, Italy
Tel: +39 02 576901
Fax: +39 02 57690404

Worldwide Offices

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