



**SHIPPING & TRADING**  
NAVIGATE THE **CLEVER** WAY

[www.tsl-shipping.com](http://www.tsl-shipping.com)

## NAVIGATING THE CLEVER WAY.

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### GET IN TOUCH.

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# ABOUT US.

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Counting 6 offices, 14 friendly faces and now 10 years in business, TSL is a well-established, fully insured broker and consultancy house, specialized within the field of break bulk & project cargo transportation.

TSL has a proven track and safety record with experience and connections throughout the globe.

Although we see ourselves as a young and agile team, we count more than 200 years of combined experience between us, predominantly in the field of Shipping and Chartering.

**TSL - Build by connections for connections, hence our word is truly our bond.**

We are not your regular broker shop, connecting, copy pasting and mass circulating.

TSL are however continuously providing consultancy service and brokering services for our connections on both sides of the negotiations.

Our philosophy is simply put: a ship broker and advisor are only as successful as their clients. Our focus and passion is very much in the field of Project and Break-Bulk ocean transportation and niche areas for fuel replenishment, however we have assisted our connections in matters of freight consolidation, vessel purchases, towage, marketing and much more.

Trust does not come easy in this day and age, however once parties trust each other, the opportunities are plenty fold in other and unexpected ways.

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## Facts:

*10 years of navigating the clever way.*

*200+ years of combined experience.*

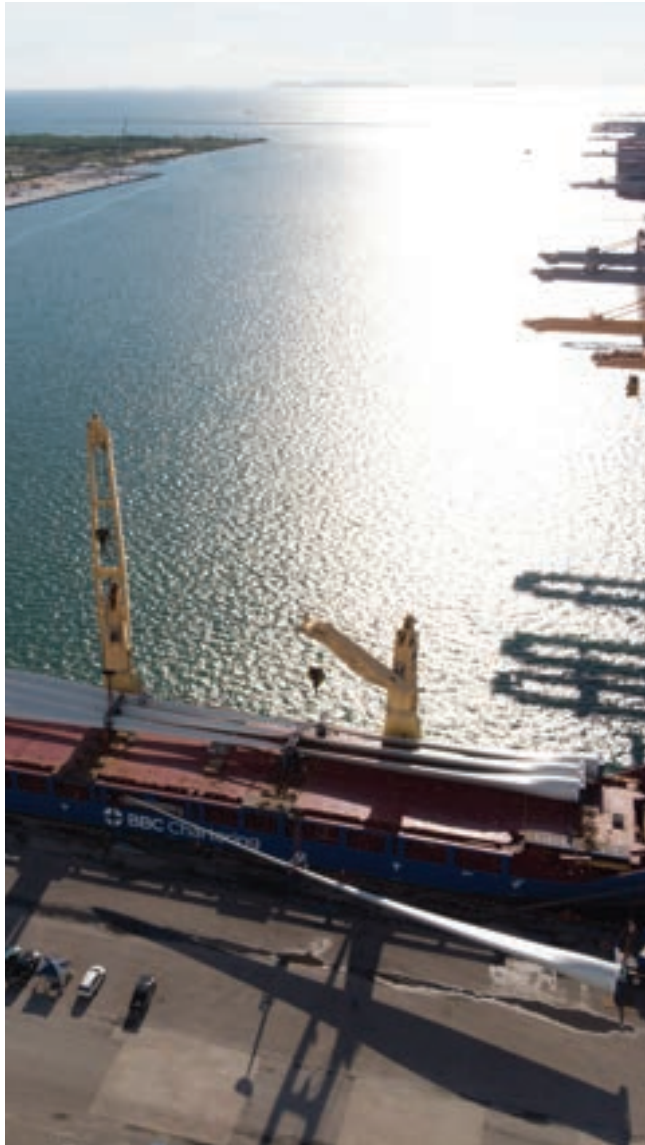
*Covering 6 offices / 4 time-zones allows us to always have a TSL employee on the email - 24/7*

## Case Studies:

- Erickson Helicoptors
- Pembroke
- Falcon
- RTG's
- Saga Monal
- Hanuman Project
- Military RORO loading in Bar

# RENEWABLE ENERGY.

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## Siemens Gamesa

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*600.000 CBM renewable energy cargo from China to Thailand*

On behalf of our clients, TSL negotiated and coordinated the transportation of 600.000 CBM renewable energy cargo.

TSL sourced the right vessel types, optimizing stow and allowing all units to get shipped safely and according to the special designed shipment-plan.

TSL coordinated each shipment closely, to stay on time for production and assisted on all commercial aspects of this project. Zero safety incidents were reported during the 8 month long Contract of Affreightment and only minor damage, which TSL solved and covered with locals, prior to delivery to site.

### Strong Points

Full attention to timely execution

Experienced and thorough Booking Note detail negotiation, to mitigate risk.

### Company Milestone

Largest COA based on volume executed by TSL.





# RENEWABLE ENERGY.

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## General Electric

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Very few vessels are able to accommodate this kind of volume.

Utilizing TSL's diverse portfolio of vessel owners and operators, we assisted our otherwise well informed cargo and vessel operator securing the right vessel type, price and schedule.

TSL took part in coordinating the stowage and technical details negotiated between the clients and carriers commercial and technical team, ensuring everything was loaded, transported and discharged safely.

### Strong Points

Full service approach

Superior network and support within big and heavy as well as bulk carriers

### Company Milestone

Biggest volume transported by TSL in one lot

# OIL AND GAS.

## On behalf of EPC at destination

Pol: One restricted UK port  
Pod: Jebel Ali  
Cargo: 80.000 cbm / 15.000 – heaviest unit 420 mt shipped in 7 voyages

From a recycled and knocked down plant in UK, to a highly demanding and sophisticated vessel and operator, TSL took center stage in planning, negotiating and executing this cargo movement.

TSL Team member was in person, arranged and oversaw local pre-carriage from site to the port at origin, including coordination of stowage onboard the vessel with the Master on behalf of clients.

When worlds meet in the shape of European owners/operators and Middle Eastern clients, TSL never shy away from protecting interests and cargo as well as mending and building relationships for future cooperation.

### Strong Points

Trust from client and operator build through multiple safe and well executed shipments

One point contact but full TSL Team attention and experience

### Company Milestone

Full scope involvement in both origin and destination









## OIL AND GAS.

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### SAIPEM

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POL: Veracruz and Houston  
POD: Georgetown, Guayana  
Origin: USG and Mexico

Destination: North Coast South America  
Cargo: COA of 5 shipments of coated subsea pipe - 34,000 MT

When flexibility and close cooperation is a priority for a project, TSL put acs in places.

Our close principals were awarded a mini COA of 5 shipments of coated sub-sea pipe. Full confidence was placed in TSL to meet the high standards (QSHE and vessel vetting) of the end user Exxon, while staying on budget for sourcing appropriate tonnage.

COA was concluded with no damages at destination.

#### Strong Points

Authority to approach market and present options to client.

Excellent network in technical and port captaincy services.

#### Company Milestone

Performing work for Oil Major and adhering to/passing QSHE standards.



# URGENT CARGO.



## Helicopter Operators

Cargo: 6 x helicopters 22.00 x 6.65 x 5.67 meters / 11 MT each

Rarely do commercial ocean transportation reach the broad news media, however when disaster strikes these otherwise niche helicopter operators receive their share of attention.

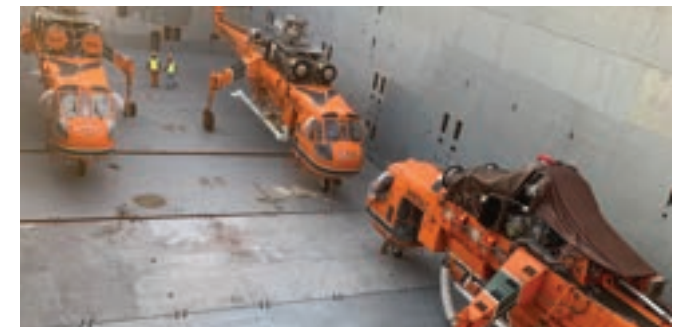
Clients consulted with the TSL Team to meet an urgent deadline for a fire-fighting contract in Australia. It was quickly established that the only way forward, was to secure a fast vessel within a narrow loading window, as well as sailing directly to the discharge port.

To complicate matters, Covid19 restrictions severely limited possible vessel candidates. In order to avoid delays due to mandatory quarantine restrictions, it was necessary for the vessel to arrive at the load port from another port within the same country. TSL was able to secure the right ship, at the right time with sufficient speed to reach the destination prior to the customer's deadline, with several days to spare and assemble equipment locally.

### Strong Points

Involvement from TSL prior to finalizing the supply contract.

Great support from niche operators, with access to specialized tonnage.



# ARMED FORCES AND IMO.

## Special RO/RO Transport

Area: Inter Europe/Mediterranean  
Cargo: Military Exhibition Equipment

Some cargo is delicate when shipped, but build to last. This defense equipment was not suitable for lifting and needed to arrive at a showroom in mint condition, without sign of wear and shipping. TSL contracted a dedicated and smaller RORO vessels to safely transport the very time sensitive equipment to and from the exhibition. nd cargo as well as mending and building relationships for future cooperation.

### Strong Points

Round voyage service with TSL assisting operators securing employment during idle time.

Great knowledge of RO/RO operators.

### Company Milestone

More than 500 units of IMO and defense vehicles carried that year.









# PORT AND CONSTRUCTION.

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## Crane Manufacturer

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UAE / East Africa

Cargo: 4 x RTG's, 180 tons each, 28m height

Technical support was fundamental in this move and TSL knew just where to find that.

The vessel and it's operator was carefully sought out for this time sensitive shipment, covering technical specifications with special attention to unit weight, weight spreading and lifting height.

TSL attended loading operations, and coordinated locally between vessels crew, port captain and shippers, protecting all parties' interests.

### Strong Points

Local presence with great understanding of the cargo.

Ability to act and provide assistance locally, before non-conformities result in damages.



# FLOATING UNITS.

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## Norwegian Buyer

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China / North Norway

4 units of max 105 tons

TSL arranged transport for the 4 new-build Catamarans straight from the shipyard in China to North Norway.

This route is serviced by a longer list of well-known regular carriers, however with TSL's offices located in both timezones, the client was happy to have TSL coordinate and negotiate the shipment.

Attention to detail and route planning was crucial for this movement.

### Strong Points

Offices located on most timezones.

Experience with informing/avoiding additional expenses in Canal passage and insurance.



# SEMISUBMERSIBLE.

## UAE Offshore Clients

Malaysia / Taiwan

Cargo: Jack-up - Dims: 50 x 30,4m - leg length 56 m - Weight 2.842 mts

By far the heaviest unit transported in TSL. We assisted the client from initial bidding phase, negotiation of terms and conditions, studying technical loading calculations, execution of shipment and operation from the beginning to the end.

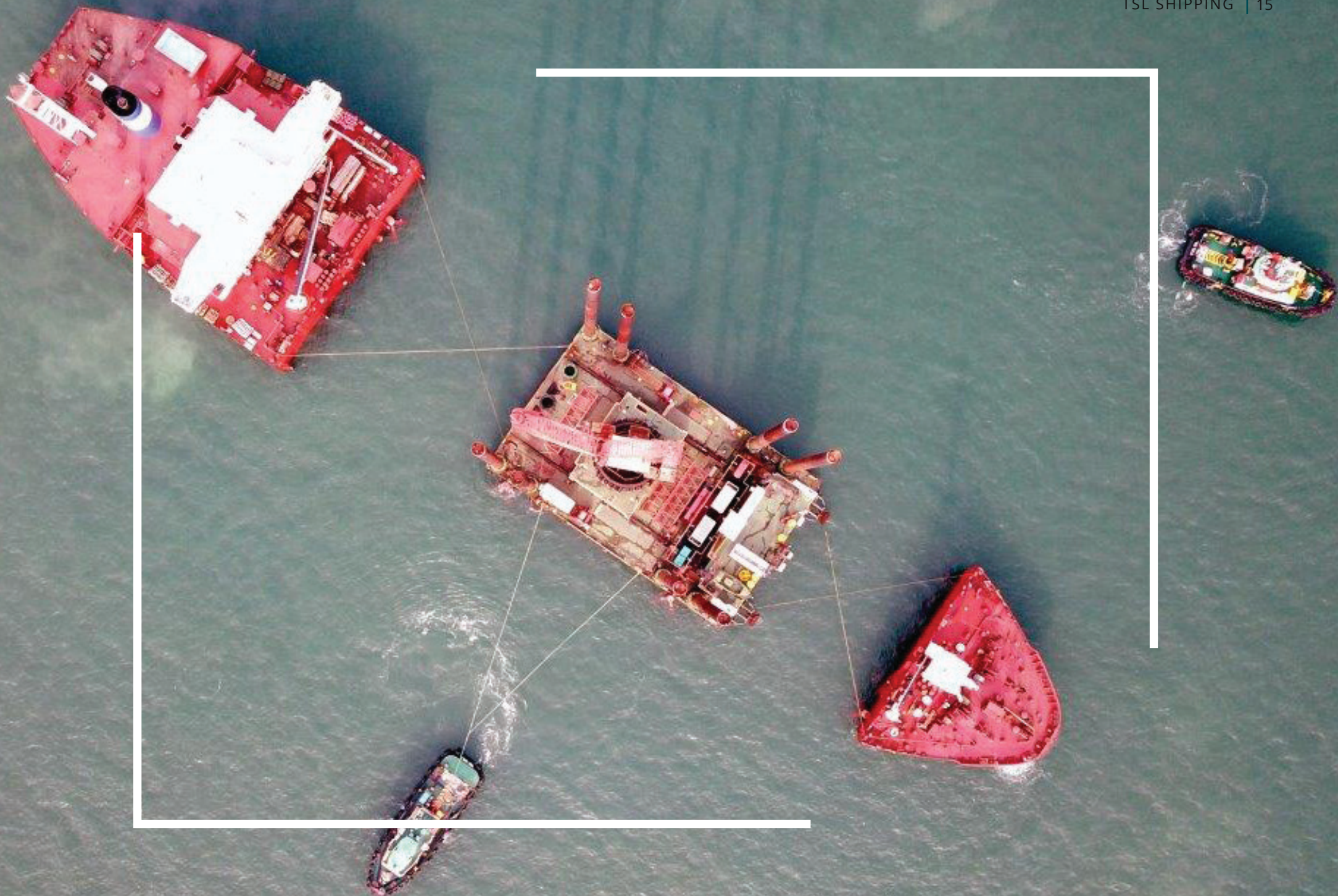
### Strong Points

Although the client had no history with shipping FLO/FLO, TSL was a great choice in partner, with vast experience and network in more than just 1 cargo segment.

Follow through and presentation of, for the client, unfamiliar terms and options.









## SEMISUBMERSIBLE.

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### UAE Offshore Clients

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China / Persian Gulf  
Cargo: Liftboat – Dims: 69 x 39 x 68m -  
3600mts

These specialized moves, require extensive know-how and attention to detail. They surely are impressive and TSL is proud to have performed several semi-sub moves.

The trust from our clients allows the TSL team to navigate the initial selection process and give us the ability to provide solutions and offers swiftly. Second phase of technical exchange needs care and extraordinary efforts by all parties involved.

**Strong Points:**

Service providers for these types of cargoes are scarce. Finding one in a good position to minimize ballast, is even rarer.

TSL found a match in an Asian owned barge, having to mobilize in the Persian Gulf for a job, making this the perfect positioning voyage.

Engineering services was provided by a German team and TSL was honored to be a part of this move from start to finish, joining the client in an arrival ceremony as the barge was re-floated safely and on time.



# YACHTS.

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## Yacht Transport Company

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St. Maarten / Majorca and Turkey

Cargo: Full Deck of yachts including;  
Sailing yacht 'Dione Star' @ 44.0 x 8.1 x 20.0  
meters / 260 MT

### Strong Points:

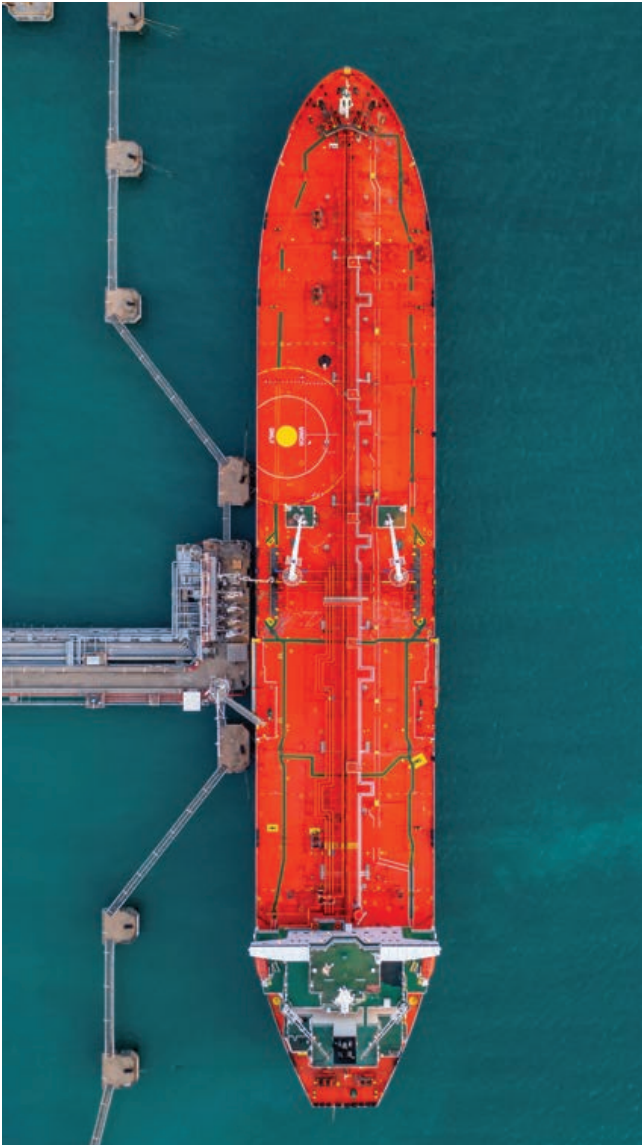
TSL does not just canvas the market for one specific vessel for our yacht clients.

We provide them with multiple solutions and configurations, allowing the shippers to optimize the use of space onboard.

The contacts to the various owners are really important in this process, however so is the flexibility and know how of various vessel configurations.

# TANKERS.

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## Tankers

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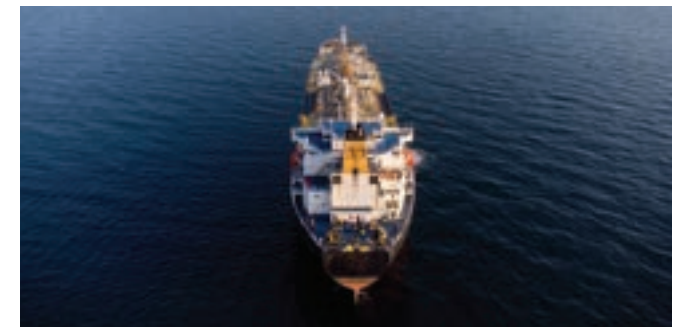
ANOTHER DIMENSION TO OUR BUSINESS is the tanker business and especially within vegetable oils, ethanol, beverages, chemicals clean and dirty petroleum products.

### What we do for our customers:

- Commercial management of tankers.
- Advice and assistance on legal shipping matters.
- Settlement of demurrage, dead freight, claims or disputes.
- ISO tanks (leasing or including logistics)

### What we focus on:

- Our customers.
- Being a significant asset.
- Adding quality over quantity.
- Taking action and going the extra mile.
- Highest standards of reliability and honesty.
- Our people.
- Our brand.







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