



COMPANY PROFILE

INTRODUCTION
THE DIRECTORS
TARGET MARKETS
SERVICES
PROJECT MANAGEMENT
CONTACT



INTRODUCTION

Heavy Industry Logistics Limited (HiLOG) was incorporated in early 2013, to specialise in the movement of heavy lift and out of gauge cargoes.

Headquartered in Mombasa, Kenya, we aim to serve select industries within Kenya and East Africa. Our strategy is to provide a premium service to these industries, and not deviate into other markets; channelling our expertise into the areas we know.

East Africa is a rapidly expanding market in many sectors. There are more and more exploration projects in oil & gas; geological surveys and exploratory wells being carried out in geothermal hot spots; the government is pledging billions in developing the power grid – to mention a few...

Managing such projects in Africa requires special skills, with logistics being one of the most significant. HiLOG can remove this challenge, providing consultancy at the early stages to managing your requirements through to the end. Each shipment or project is treated individually, and tailor made to suit your operations.

We have a team of qualified and experienced staff in Mombasa who supervise customs clearance and port operations, and another in Nairobi to supervise operations at the airport. We have also included an extra level in our operational structure: these are staff who are experienced in all operations, but now focus on following individual jobs or projects, ensuring our port and airport teams meet their daily assignments, and acting as direct client interface. This gives our client one point of contact who follows each file from beginning to end, rather than being passed from department to department as the job progresses.

Please take a few minutes to look through the rest of our brief profile. We look forward to hearing from you.

THE DIRECTORS

MATTHEW THONGER



Matt has been in the business of logistics for over 15 years, the last 5 in Africa. Experience includes handling project operations in the oil & gas, mining, power generation and renewable energy industries. Rising quickly through the management structure from an early age, he has held many positions, including operational and management roles, budget control, consultancy and business development. He brings a proactive and innovative approach to finding solutions thus ensuring clients expectations are consistently exceeded.

SAKINA MIRZAYEVA



Sakina is originally from Azerbaijan, one of the birth places of oil production, but is now a British citizen. After completing university, Sakina started working in project logistics with Hyundai who were developing the power grid in Baku. She moved up to office manager before moving to a project management company specialising in oil & gas. Sakina moved with this company to their London office where she supervised the Caspian desk and started getting involved in projects in Nigeria and Angola. In her last position, she was responsible for all logistics for BP's COP (Caspian Sea) project, and reporting directly to BP.



TARGET MARKETS

HiLOG specializes in providing a high-end services to selected industries. There are many sectors, and each require their own expertise i.e. food & pharmaceuticals might involve temperature control and health and agricultural licensing; retail involves huge domestic distribution networks; exhibitions need carnets and onsite crews to put up and take down stands etc.

In the last combined 30 years, the directors have worked in various sectors, but have found industrial project logistics the most challenging and rewarding. These projects typically take place over an extended time frame, often in remote locations, and can involve the use of air and ocean charters, modular or extendable trailers, special customs formalities i.e. duty exemptions, temporary importations etc. These types of projects require experience and in depth planning, close interaction with the client, involvement with local authorities and a lot of imagination.

Below are the industries that we specialize in, and what we call “Heavy Industry”:

- Oil & Gas
- Renewable Energy
(Geothermal, solar, wind, hydro)
- Mining
- Construction
- Power Generation





SERVICES

HiLOG offers a range of services to ensure that every eventuality is covered when handling clients consignments.

Below is a list of the general and special services we provide. Our international freight forwarding operations are supported by our global network of agents. They assist us in services at origin / destination and also bring options on carriers and schedules. We have made these contacts over many years, and have therefore been able to hand pick the best to compliment our services.

General Services

- Airfreight
- Ocean Freight
- Road Transport
- Customs
- Cross Border
- Insurance



Special Services

- Chartering – air & ocean
- Hand Carry
- Air / Sea Combination
- Cross Trade
- Project Management
- Consultancy
- Coastal Tramp Service



PROJECT MANAGEMENT

Project management is the heart of HiLOG. It is what everything else we do revolves around. As a non-asset based logistics company, our focus is putting together the absolute tailor made solution, to manage the movement of our clients equipment from ex-factory to delivered site, be that 1 shipment or many. This combines some, or in most cases, all services that we also offer separately. In the beginning this will start with the planning and budgetary phase and continue through process / risk analysis, strategy, implementation and execution.

Health, safety and the environment are of the utmost importance to all our operations. A project is not a success unless it has been completed incident free. HiLOG has strict policies on each of these key issues and all management, staff and sub-contractors are made aware. For every operation the project manager is ultimately responsible

Project Managers are available **24/7-365 throughout the whole project lifespan**. They act as the direct liaison to the client, ensuring that our client is continuously receiving first hand, accurate and up to date information. Every project also has a shadow to allow for any unforeseen circumstances.



As a non-asset based logistics and PM company, **Contractors** play a large role in all aspects of ensuring a successful operation: right from planning through to final execution. As the project managers, it is critical to ensure we are selecting the right contractor for the particular job in hand. We work with a handful of contractors, carefully selecting the ones that meet the criteria required for the particular project.



CONTACTS

KENYA

General Enquiries

Heavy Industry Logistics Limited
Nyali, Mombasa
P O Box 80101-10365
Kenya
+254 (0) 770 504293
info@hilogafrica.com

DUBAI

General Enquiries

Heavy Industry Logistics FZE

To be advised Q2 2014

For any information please contact through
our Kenya office

www.hilogafrica.com