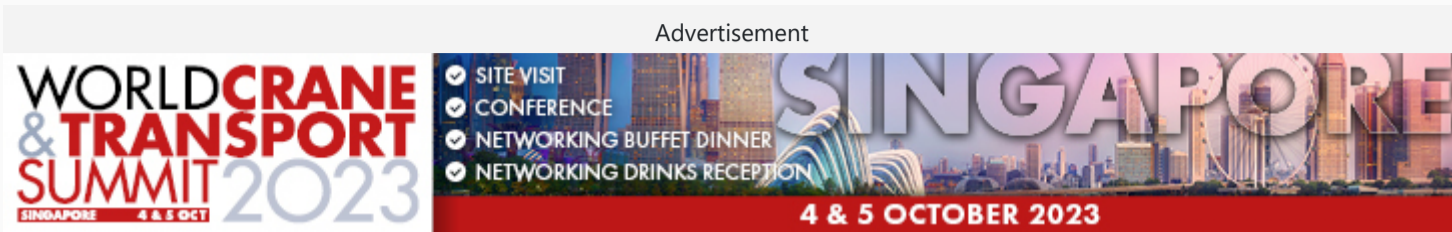


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New Joint Venture Sarens PNG Enters The Papua New Guinea Crane And Heavy Lift Market

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Sarens, global leader and reference in crane rental, heavy lifting, and engineered transport, and Trans Wonderland Ltd (TWL), Papua New Guinea's leading integrated transport and logistics company have joined forces in a new joint venture (JV) partnership, launching Sarens PNG. The JV brings together the global knowledge and reach of the world's leading crane and heavy lift brand with one of Papua New Guinea's most successful local landowner companies, with a history of meeting and exceeding client expectations.

"Being a giant in the industry worldwide, we can bring immense knowledge and experience to new and emerging markets, eliminating the need to reinvent the wheel." Says Dave Smith, Director of Global Fleet and Rental Operations for Sarens.

While Sarens is recognised as the global reference in heavy lifting, venturing into the PNG market would not be possible without local content knowledge, and in Papua New Guinea, none have proven more adept than TWL. From humble beginnings, in 2009, the company has grown to become one of Papua New Guinea's largest integrated transport and logistics companies, and one of the most trusted suppliers to the nation's burgeoning resources industry.

Despite being born on opposite sides of the world, it's the shared values, an appetite for innovation, and an unwavering commitment to quality that united the two companies in Sarens PNG. "Sarens, as a family-owned company, sees TWL as a company built upon very similar values, where integrity, compliance and governance are at the forefront. Alongside this is the appetite within TWL to grow, not just in the fields where they have excelled over the years, but also to branch out into new fields/markets." Smith adds.

Both Sarens and TWL are passionate about investing in and developing the capabilities of the local workforce. "Sarens PNG will be a local company managed by PNG nationals, employing PNG nationals and serving the PNG market. It will provide opportunities for local people to enter and excel in an industry where previously the focus has been on expat labour and management." Remarks Smith.

While the Sarens PNG team appreciates being able to draw from the in-house global knowledge and expertise of their international counterparts, all parties anticipate it won't be too long before the benefits flow both ways. With Sarens trained staff highly sought after globally, accomplished Papua New Guinean operators will have the opportunity to broaden their horizons by taking up new challenges elsewhere within the global Sarens family. "Our Sarens PNG personnel will have access to the best training and professional development opportunities in the industry, and we look forward to the day some of our homegrown operators have qualifications to match the best heavy lift experts in the world". Says Andrew Fury, TWL Group's Chief Operation Officer. "There is a highly specialised skill set on offer here that will not only make them incredibly valuable in building the future of Papua New Guinea, but can take them anywhere around the world." He adds.

PNG's continued economic maturing and robust resources industries means there are plenty of opportunities on the horizon for Sarens PNG. New port construction projects are under way around the country, several key mines are either under construction or due to re-open, and a number of new oil and gas projects are also touted to begin. Access to the global Sarens fleet is a distinguishing feature for Sarens PNG in meeting the country's growing industrial demands. This inventory includes not only the largest cranes in the world, but Self-Propelled Modular Trailers (SPMTs), gantry cranes, jacking systems, barges and tower systems. Combine this with TWL's unrivalled

track record of getting heavy machinery where it needs to go in a country where logistics are seldom straightforward, and its easy to see why anticipation is high. "We are the global reference for heavy lifting worldwide, and we plan for Sarens PNG to be that in Papua New Guinea as well." says Isabella Burke, Sarens Regional Manager for Oceania.


In the immediate term however, Sarens PNG are pragmatic about entering the market: "We see the opportunities and know what the business is capable of becoming, but we also recognise we are the new kids on the block. We have a fleet of local cranes on the ground in PNG ranging from 40-250T, and our priority for the first six months is to get them all working. In order to do that we know we need to be competitively priced and deliver a superior experience for clients, and we are prepared to do both." Says Fury.


The success of both Sarens and TWL have firm foundations in their focus on the client, and this infuses the DNA of the Sarens PNG joint venture. "The key is in listening to the requirements of clients, regardless of the size and scope of the task they engage around". Dave Smith says "and by early engagement with our clients, we provide the safest, most efficient, and cost-effective solutions to the challenges they face."

This sentiment is summed up well by a favourite phrase of TWL Group Managing Director Larry Andagali; "If we do the small things right, we can truly live the dream."


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