PROJECT CARGO WEEKLY

PCW YEARBOOK 2019

Global Readers | Neutral Coverage | In-Depth Interviews

Project Cargo Weekly is your source for exclusive interviews with Project Shipping & Forwarding VIP's

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Editors Note

Dear Readers,

As editor of Project Cargo Weekly it has befallen to me to write a few lines as an introduction to our first ever "yearbook" consisting of the top interviews in each of the 48 editions we have had in 2019 of PCW. What started in 2018 as a "fun project" and as a kind of protest against some of the established longwinded and advertisement ridden transport medias available has turned into something interesting and it is now a publication that is welcomed every Thursday by most. Trying to be an amateur journalist is difficult even at the best of times but I did set out a few rules from the start that included:

• a personal editorial with a no nonsense approach to business and life

• max 4 banner ads in each issue

• clear and transparent contact details of who have been interviewed

• useful news for the reader in the project cargo segment and shipping

• selected trade intel

• selected shipping news

• wise words

and it would seem from our database that has kept expanding since we started that we have been relatively successfull. We will continue to develop PCW into a readable and sought after publication that people would like to read every Thursday.

Wish that you will enjoy our on-line year 2019 e-book during the days ahead.

Yours sincerely,

Bo H. Drewsen
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Editor in Chief

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Table of Contents

PCW YEARBOOK 2019			I
UNITED HEAVY LIFT			II
EDITORS NOTE			III
COLI SHIPPING			IV
TABLE OF CONTENTS			V
NTC LOGISTICS	CHENNAI	INDIA	008
CMA CGM XXL	MARSEILLE	FRANCE	020
ZIM LINES	HAIFA	ISRAEL	034
PANDORA LOGISTICS	PNOMH PENH	CAMBODIA	046
SOBEL NETWORK SHIPPING	NEW YORK	USA	057
MORTRANS	ST. PETERSBURG	RUSSIA	065
HEGMANN TRANSIT	SONSBECK	GERMANY	078
TRANS INTERNATIONAL LOGISTIKS	KUALA LUMPUR	MALAYSIA	086
EKMAN & CO	GOTHENBURG	SWEDEN	098
INCOTRANS	HAMBURG	GERMANY	107
LIBURNIA MARITIME AGENCY			111
HENRY HEALD & CO	BEIRUT	LEBANON	116
PISHBAR INTERNATIONAL LOGISTICS	TEHRAN	IRAN	124
NAVITRANS	NYON	SWITZERLAND	135
CAUCASTRANSEXPRESS	TBLISI	GEORGIA	146
LANKA SHIPPING & LOGISTICS	COLOMBO	SRI LANKA	155
TPL PROJECTS	SHANGHAI	CHINA	169
IDEA SHIPPING	CASABLANCA	MOROCCO	178
MAERSK LINE	COPENHAGEN	DENMARK	187
LMA LEGAL	LONDON	UK	198
EUKOR CAR CARRIERS	HAMBURG	GERMANY	207
LIBURNIA & COMARK	RIJEKA	CROATIA	220
CROSS OCEAN			222
BOK SENG GROUP	SINGAPORE	SINGAPORE	230
SAMSKIP	AARHUS	DENMARK	240
AAL	HAMBURG	GERMANY	249
PORT STAR RIGGING	SHANGHAI	CHINA	256
CTO GLOBAL LOGISTICS	SYDNEY	AUSTRALIA	266
VELJI DOSABHAI & SONS	MUMBAI	INDIA	279
MARINE CHARTERING SERVICES	MONACO	MONACO	293
US OCEAN	HOUSTON	USA	304
HBB HANSEATIC BREAKBULK	HAMBURG	GERMANY	314
UNITED HEAVYLIFT	HAMBURG	GERMANY	326
CLC PROJECTS			333
RIDGEWAY INTERNATIONAL	PLATTSBURG	USA	337
FIATA	CAPE TOWN	SOUTH AFRICA	342
CMC	TUNIS	TUNISIA	350
SINO-MSL LINES	NEW YORK	USA	359
SAMUDERA GROUP	JAKARTA	INDONESIA	373
ULOG	BUENOS AIRES	ARGENTINA	384
SCANLINK	GOTHENBURG	SWEDEN	394
TSCHUDI LOGISTICS GROUP	OSLO	NORWAY	405
PROCAM LOGISTICS	MUMBAI	INDIA	421
HANSA MEYER HEAVY HAULAGE	HOUSTON	USA	434
PCW MEDIA KIT			442
GET THE PCW MOBILE APP			443

WEEK #02 – 2019

January 10, 2019

Editorial

Dear Friends,

Happy New Year 2019! As I'm sure you know, it is now Thursday January 10th, week two already and Project Cargo Weekly is here to start bothering your inbox again.

I generally had a good time during the Christmas holidays and, as I mentioned before the holidays, I took the family on a Santa Claus cruise from Stockholm to Kemi in the north of Finland. It takes two days of steaming to get there, partly through ice, as on the days before we arrived it was minus twenty nine. You can see here https://youtu.be/oh5qCX2gDto a short video from the cabin just above the waterline (economy class, mind) and I must say that the noise was excruciating for passengers down there at five am, however the captain had given us ample warning the evening before. Here a picture of the ship in port.

Visiting business Santa Claus (as I would now call him) was okay. He lives in Rovaniemi, which is a good two hours drive by bus from port of Kemi. It is big business up there and hundreds of tourists, mainly from Russia, China etc. had congregated to meet him on Christmas Eve. So there was a long line and, after waiting with unruly kids, we had exactly one minute with Santa Claus, sitting beside him looking at the reindeer head above before having our photo taken, which we could then purchase after being asked to leave.

Business indeed and I think my shipping career could be replaced when I think of the amount of customers he had waiting. Anyway, children liked it and so did I way back some seventy kilos ago.

What do have in store in the new year? It is indeed a difficult question, as no one can predict the future. When I look back at 2018 it is generally with happiness, but also with some sadness. A few of my good shipping friends that I knew well sadly left this world. Whenever that happens, you always think about whether you did enough while they were still here. I guess the lesson to take is to make sure you live a little every day, treasure the time while you are alive and try to be able to meet your friends, as opposed to being unable to do more at the final goodbye. We are all getting more stressed, not less, and although we have all kinds of apps, social media and whatnot, we seem to be lonelier than ever. Lots of talking among people currently about that very thing and how our social interaction is deteriorating – watch the video here.

But let's take comfort in the new year. We need to get back in gear, I have to keep my resolution to lose weight but I had already broken it by the end of week one. It's like the wife said, my spine is like a jelly fish, i.e. nothing to hold on to.

Right, back to work.

We start by revisiting India and we talk to an experienced logistics provider there, particularly skilled in transporting renewable energy projects. After India, we proceed to Hong Kong and speak to a Taiwanese gentleman who has a long history in logistics with mainland China. We end our journey down under in Australia where one of the many successful immigrants in the country tells us his logistics story. They've even got an office in Timor Leste, the rather unknown, relatively newly independent country east of Indonesia.

Finally we provide you with 'shipping profile of the week' and today's interview is with the newly retired Mr. George Ma. He, if anyone, epitomizes yet another successful immigrant having done well in shipping.

We have of course business news and, starting with this issue, we add a bit of business and political news, which, while we don't wish to dabble in politics, still has significant influence on the business and shipping world. I hope you will find what we have chosen interesting to read.

Wise words round off our newsletter, in case you didn't find any from this editorial and I look forward to getting in touch with you again next week.

Yours sincerely,
Bo H. Drewsen
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PROJECT CARGO Weekly

Interviews

NTC Logistics
Chennai, India

Interview with

Mr. David Raj Kumar
General Manager – Chartering

Please tell us about the history of NTC India. When was the company established, who owns it and what is the main line of shipping business that you do nowadays?

NTC was started in the year 1998 with one asset and three employees including our chairman and founding director, with a focus on a then largely unknown niche market segment called ODC cargo. Now we stand as India's No.1 asset/equipment holding company and the world's number eleventh as per a survey conducted by KHL magazine.

We have rapidly evolved and now offer bespoke solutions to any logistical requirement, be it air, sea, river, road or a combination of these. Our primary businesses, though, remain ODC, Super ODC and transportation of renewables (chiefly wind). From a pin to a plane, nothing is too small or too heavy for us.

The company was founded by Mr. Chandra Mohan, our chairman and managing director, and the board has four directors /partners.

Please tell us about the history of NTC India. When was the company established, who owns it and what is the main line of shipping business that you do nowadays?

India is indeed a booming market, but it is extremely fragmented. It is estimated that of the 220 billion dollar market size, more than 150 billion is controlled by the smaller, unorganised sector. Compared with the majority of service providers, NTC already stands out as a player that controls all elements of the supply chain – transport, freight, warehousing, clearance. What this means is we provide quality in-house services and are better able to control costs, thereby maximizing our value proposition. In short, we provide the best quality with the most emphasis on safety (for our drivers and employees) at the optimal price points.

We provide end to end logistics solutions for our clients from first mile pick up to hyper local channels. Some of the services we offer are:

- Transport – General and ODC
- Customs clearance
- Freight forwarding – air and ocean
- Project and heavy lift engineering
- Chartering – air & sea
- 3PL and 4PL

We are a reliable option because of our relentless performance, coupled with our regular achievement of new milestones in service to clients.

Could you provide us with a couple of examples of cargoes that you are proud of having carried recently?

We are the titans of the ODC / Super ODC industry and our proudest moment was when we moved super critical ODC packages like the stators (460+ MT) and (300+ MT) transformer packages on road with extremely specialized equipment like girder bridges. We are one of the few companies in India to own and operate girder bridges.

Personally, as a charterer, some of my proudest achievementss were the shipment of 300 MT from Shanghai to Chennai, dual blades shipments from Kandla to Mexico and the first ever 67.2m blades (so far the longest blade in India). Executing cabotage was also a great learning experience.

Aside from this, we have carried some interesting cargoes, from satellite parts for the Indian government, defence equipment for the military, and I can say very proudly that NTC has been the backbone of India’s wind energy industry and will continue to do so.

It is now 2019 and it seems that the market in India is growing hugely, especially as overseas companies have production factories in India for overseas markets. Do you also serve international companies and their branches in India?

Since our inception, we have served a who's who of the Fortune 500, be they Siemens Gamesa, GE, or Vestas, from 32m blades to 67.2m blades, we have handled various shapes and sizes, improving and innovating new equipment and technology for the growing wind industry. This lead us to MNC's to provide their logistics requirements as well. We now work with auto giants Hyundai and Kia, engineering giants such as L&T and Kalpataru, we support

global pharmaceuticals clients and touch all aspects of the supply chain for these behemoths. We offer integrated solutions be it 3PL or 4PL to these large companies and offer them bespoke solutions to the unique problems they bring.

Does NTC have experience in moving cargoes inland in India as well? What are the main obstacles concerning inland transport in India and where do you believe you can make a difference?

A large part of our business model is moving cargo into the hinterlands. Our pedigree in this reaches over two decades and, thus, we have a lot of institutional memory and experience in handling the challenges that come with this.

Some of the challenges I have handled personally are, gaining the necessary regulatory approvals, managing and working with state police escorts (these two are required for super ODC movements) and road conditions (esp narrow roads with overhead electric wires). I still remember when a large stator of ours was stopped outside a village in rural Maharashtra. They refused to believe that our precise instruments had gauged that the movement would not

cause hindrance to the houses and insisted that the houses would be damaged. Such things require a deep understanding of how dynamics play out in India and it was only after a lot of persuasion and negotiation that they allow us to eventually pass.

NTC clearly has the edge here, as we invest a lot in governmental liaison and thus can open doors quickly and effectively. Our staff are professionals from the industry or have grown with the company and thus gained a lot of hands-on experience in managing these unique challenges. We also believe in systematic planning and using technology for the greatest effect. We are firm believers in what Lincoln once said, "Give me six hours to chop down a tree and I will spend the first four sharpening the axe." We spend a good part of pre-operations on planning, be it on route surveys or studying inland channel tides (which we did over three months to move a 310 tonne stator) and leave very little to chance. Some of the most challenging terrain we transport through is hilly and covered in jungle. Transporting large wind blades or stators without affecting the environment over narrow and sometimes bad or even non existent roads is the stuff challenges are made of.

Does NTC have any overseas offices and, if so, what is the role of those offices in your company?

We have offices in Sri Lanka, Hong Kong and Singapore, where we also do projects and forwarding business.

Many companies belong to international networks to make up for the lack of being global. Does NTC currently belong to any networks and, if so, have you found it useful to be a member?

Other than CLC Projects, NTC is also part of WCA and PFN, for general forwarding business. WCA adds value to global forwarding. As far as project cargo is concerned, our fellow CLC Projects member helped us in executing some of the most critical projects in Europe and Japan.

Customs clearance in India used to be a headache, as did visa procedures. However, on a recent visit to your country, my e-visa was done efficiently and in the comfort of my own house. Have customs clearance rules similarly been eased?

Indeed, two decades back, customs clearance in India was a headache. Over the years though, a lot of aspects governing the import-export trade have been liberalised and transparency has been brought in with information available in the public domain. We at NTC have been handling various kinds of consignments, from 1kg airfreight to 610mt reactors with the first and the last mile delivery including activities such as arranging the freight & customs clearance.

Customs rules in India have to be read with about a dozen allied acts and rules for determining portability and NTC has decades of cumulative experience in handling customs related matters. Our team of consulting customs experts keep abreast of all the changes and developments in the import & export regulations and those policies governing them in the country. They understand each client's requirements far ahead of schedule and advise the clients on legally compliant matters on a pre-shipment and post-shipment basis to ensure a seamless process.

India is famous for many things. Where would you, as an Indian, recommend for tourists to go in India, ideally them being places that are not overrun and perhaps not so well known?

I would recommend the Andaman Islands for unspoiled beaches, lovely scuba diving (if you are into it) and a spot of whale shark watching if you are lucky. There are very little crowds and it's a paradise on Earth. If you are more of the hills type, I would suggest Pangot in Uttrakhand in the High Himalayas for lovely bird watching, great treks etc. and it's very close to Corbett National Park and its tiger safari. It also has some great mountain biking trails if you are up for it.

Andaman Islands, India

Pangot, India

It is likely that some of our readers in Project Cargo Weekly would like to know more about your company, so could you provide us with the most relevant contact information for NTC?

You can learn more about us at www.ntcgroup.in

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Featured Video

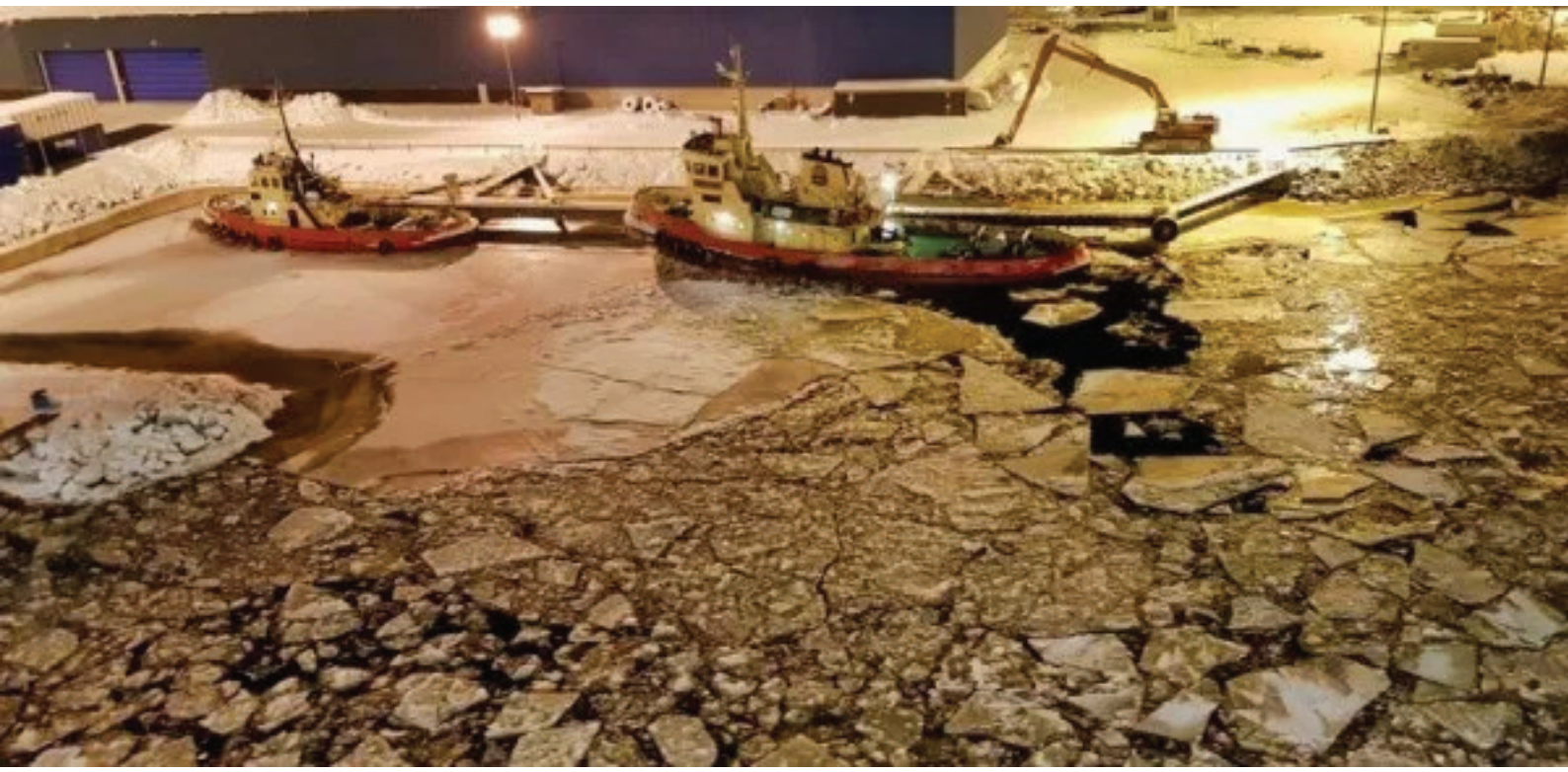
Editor's Note:

Chabahar port in Iran but operated by India is a new " invention" especially for landlocked Afghanistan. See this clip on youtube it has ramifications for shipping to/from Afghanistan and Central Asia and will enable cargo to bypass Pakistan to the world.

Featured Photo

Editor's Note:

Tugboats resting up at port of Kemi, Finland minus 29C. Taken from the Santa Claus cruise.



Wise Words

"Change your thoughts and you change your world."

– Norman Vincent Peale

"Dig the well before you are thirsty"

– Ancient Chinese Proverb

WEEK #03 – 2019

January 17, 2019

Editorial

Dear Readers,

Thursday January 17th has arrived and we are here with the second issue of the new year 2019.

What really caught the eyes of the world in this unfinished week was the very important vote in the British House of Commons as to whether to support or reject the deal that the British Prime Minister has spent two years negotiating. An old saying has it that, if one door closes another one opens and, although I am not a politician, it seems clear to the untrained eye that we are indeed in uncharted waters. The EU is, in my opinion, by no means a democratic institution. They have developed from a group of countries wishing to engage in free trade into a kind of European government, sitting on top of the national governments and thus rendering them unable to decide on anything in time. There is no doubt in my mind that Europe should stick together in order to coexist with other strong nations, but I don't think it is done by cajoling and forcing independent sovereign states into leaving their brains at home when taking their seat at the EU council of ministers, and that's without mentioning their rubber stamp parliament. But, Britain voted for 'Brexit', and most politicians have ensured their own Pexit, (good terminology of course and) of that we can be sure.

During a recent trip to India, I saw that Brexit seems to even be supported there too (see photo to the right). That is of course, another, more colonial, type of story. China and the USA are strong and proud nations and so is Great Britain. In spite of these hiccups, the people have voted and the world will be open for Great Britain, whether in or out of the EU.

Last time I looked, there was still some 150 countries or so to which they can talk. In Denmark, we were told repeatedly, for example, of the disastrous consequences if we didn't join the EURO common currency, and what happened? Denmark is still going strong!

I remind everyone to read a more varied type of media and listen to others outside the usual noises, as nowadays media coverage is often biased and scary headlines are the order of the day. Anyway, whilst much of the media is busy on another angle or story about Brexit, we have a concrete job to do here and that is to tell you about today's content.

We start off by talking to what is now the world's fourth largest shipowner in the world, based in France. They introduce to us their liner services to/from what is soon to be the world's most populous country, India. Moving break bulk cargo by container ship into India is a relatively new concept and you would be well advised to read this interview.

We then travel to Houston and give a shipping specialist heavily involved in oil, gas and other projects an opportunity to provide a very detailed description of what he does best.

Finally, we visit the land of fashion, great food and thirty nine governments in forty one years. Yes, you guessed it, it's Italy. A mid-sized and versatile freight forwarder tells us her story. Italy has some highly efficient companies and many people say that some aspects of Italy are even more efficient than those of Germany nowadays. We, of course, round off with a variety of shipping news, sector news for the use of the active salesman and we end today's newsletter with the usual wise words.

Yours sincerely,
Bo H. Drewsen
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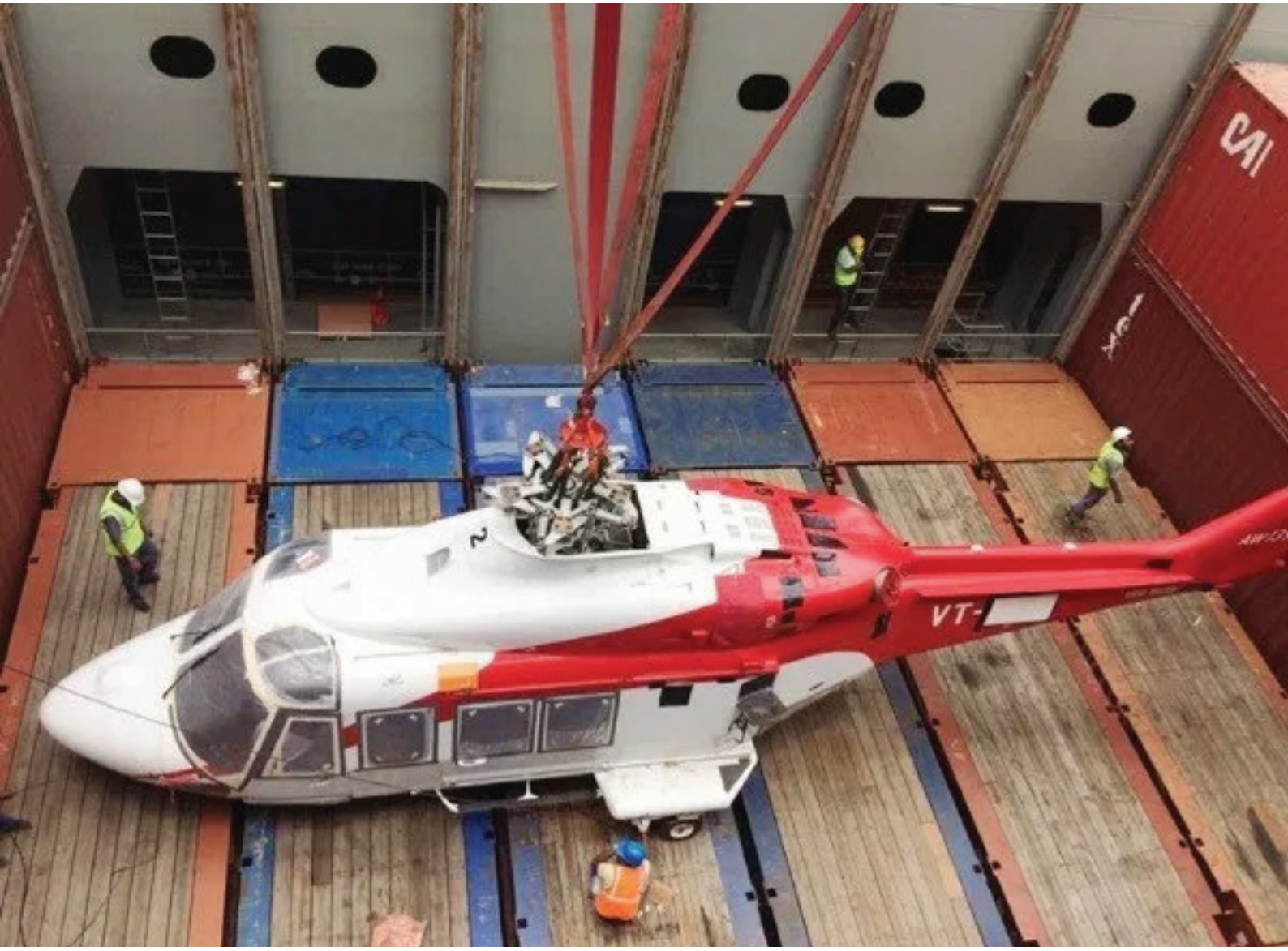
CMA CGM XXL
Project Cargo Division and the Indian Market



Interview with

Mr. Stéphane BERNINET
Head of CMA CGM Project Cargo Division

Could you please tell us about the history of CMA CGM's business in India over the last couple of decades, so that our readers understand your history in the country?

Containerisation of cargo started in India in the 80's and this had a very significant and positive impact on India's trade for both import and export. CMA started its operations in 1989 and had great plans for expanding its operations in the Indian sub-continent.

CMA started off with its own dedicated feeder service from Mumbai to the Middle East with two vessels: M.V. Ville De Colombo and M.V. Ville De Dubai. The Growth in the Indian/European trade prompted CMA to start a direct service to Europe. IPEX (India Pakistan Europe Xpress) was launched in 1995 and we shifted operations from Mumbai to Nhava Sheva with the established JNPT terminal.

This was also the time when rail connectivity to ports was growing at a rapid pace and the Container Corporation of India (CONCOR), in partnership with the shipping ministry, was

instrumental in the commissioning of several ICDs, mostly in western & northern India. With volumes picking up from these dry ports, it was only natural for us to expand by opening offices wherever possible and to increase our investments in various land activities with CFS, ICDs, inter-modal and terminal activities.

In the last two decades a lot of new hi-tech ports were developed and thrown open to the trade. Simultaneously, smaller ports were upgraded and developed further to accommodate main line vessels and help the development of coastal shipping along the Indian coast line. During all these years, CMA also adapted to the changing global business environment and upgraded their products and services to be amongst the top shipping lines in the world.

From being an agency to becoming a full-fledged, multinational shipping company and rising to be among the top shipping companies in the world, CMA has seen and undergone the whole gamut of reinventions and modifications to keep pace with the changing business environment in India.

Today, CMA CGM group (which comprises of three brands: CMA CGM, APL and ANL, each with its own unique identity) operates fourteen weekly services in and out of India, covering the entire world geography.

CMA CGM today is able to offer a one stop solution to its customers, offering value added products, e-commerce and end to end solutions through its various group subsidiaries, CMA CGM Logistics and LCL Logistix, with the sole objective of being customer-centric. We intend to focus on a very fast growing market, i.e.: India.

It is well known, or rather was well known before, that infrastructure including ports etc. in India were lacking compared to the level of, say, those in China. What can you tell us about the recent development in India concerning infrastructure and ports?

Compared to China, the upgrading of port infrastructure in India has been relatively slower, but the government is taking measures to catch up with the increasing demand of import as well as export.

India is one of the fastest growing economies in the world. It is growing in all aspects of infrastructure and necessary facilities. There is a lot of development that has happened recently that has made India far more competitive compared to other developed countries.

Heavy lift capacity wasn't available in container terminal facilities until recently, but there is a 200m FC available now in Nhava Sheva. Recent developments in Mundra and Nhava Sheva

are showing that there is urgent demand to catch up with domestic and international needs.

Mundra port terminals: MICT, CT2, CT3 and CT4 (CMA CGM Adani terminal) have a 73m SWL capacity, with acceptance of new ideas in break bulk operations. New Terminals in Nhava Sheva – NSIGT, commenced Sept 2015 with 75m SWL under hook capacity.

Bharat Mumbai Container Terminal (BMCTPL), operated by PSA, commenced Feb 2018 with 75m SWL under hook capacity. Cochin, Visakhapatnam (Vizag) and Kattupalli ports are also open to new ideas of break bulk operations.

Both Chennai container terminals CCTL, operated by DP World, and CITPL, operated by PSA, opened to break bulk on container vessels with a 75m capacity.

Ennore port is also coming up in Chennai, which is outside the city, providing fast road movement of bigger sized and OOG trailers.

With all these container terminals covering major Indian sectors, many solutions are possible for the larger project cargoes all over.

CMA CGM is well known as an innovative shipowner, able to carry and handle both OOG and break bulk cargoes by container ship. Tell us about the ports of call that you currently have in India and elaborate, if you will, on the ports where you have concrete and actual experience in loading/discharging OOG and break bulk cargoes?

Indeed, creating change isn't always easy, but CMA CGM's way of operating grabbed people's attention. Containerizing project cargoes causes disruption and challenges established habits to create positive change for added value to customers. Combined with efficient loading and discharging capabilities in the ports we cover, regular sailings and short transit times, the versatility and flexibility of service offerings enable us to meet our customers' requirements.

Indian terminals, except for Mundra, have been very reluctant to handle break bulk on container vessels due to their inexperience and initial fears, as it has been with many other container ports the world over.

One of the major problems was that no container terminals were equipped with proper heavy lift handling equipment or with experienced personnel in that sector. Moreover, state owned PA insisted on handling of break bulk cargo in conventional piers only.

It took many years of lobbying to change that attitude, to make them aware that break bulk handling isn't as complicated as the term makes it sound. Container ports should adapt to partner with container carriers who propose 'containerizing' their customers' oversized and heavy lift cargoes.

Our project cargo experts first visited Nhava Sheva, Chennai and Cochin's ports in 2012 for a Franco-Indian military engagement for coast guards. Thanks to some good contacts at the terminals, we broke the ice and have successfully handled various projects in Chennai, Nhava Sheva, Hazira, Cochin and Mundra on various trades.

There are various ports at which we presently operate in India:

North West India: Nhava Sheva, Mundra, Pipavav, Hazira
South India: Chennai, Kattupalli, Tuticorin, Cochin East India: Kolkata, Haldia, Visakhapatnam

Break bulk has been handled from the following ports:

Nhava Sheva – NSICT, NSIGT, BMCT terminals
Mundra – MICT, CT3, CT4 terminals
Hazira
Chennai – CCTL, CITPL terminals
Cochin

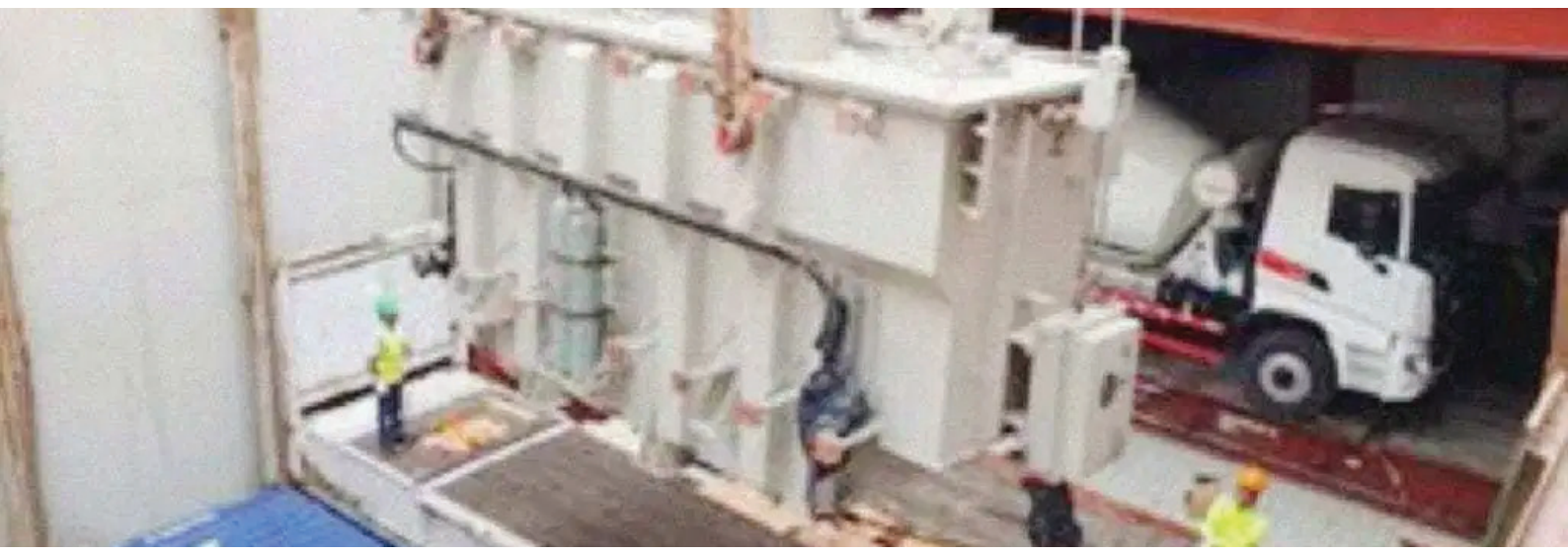
Effective January 2019, CMA CGM will be handling break bulk discharge in Kolkata as well. Vizag's port works well as a gateway into the South East Indian states of Andhra, Telangana, Chattisgarh and Orissa and these states have recently been inviting a lot of investments from big manufacturing companies. Therefore, we expect break bulk cargo to move in/out of these ports as well.

Could you provide us with some examples (and perhaps photos) of project cargoes that you have handled to/from India?

Project cargo customers have trusted CMA CGM with regular shipments through India and we are strengthening our position after successfully completing a series of different projects.

Amongst them, we can highlight that we are regularly shipping transformers, mainly from Mundra to Africa and vice versa, with weight varying from 52 to 73m, as well as various types of machinery.

CMA CGM

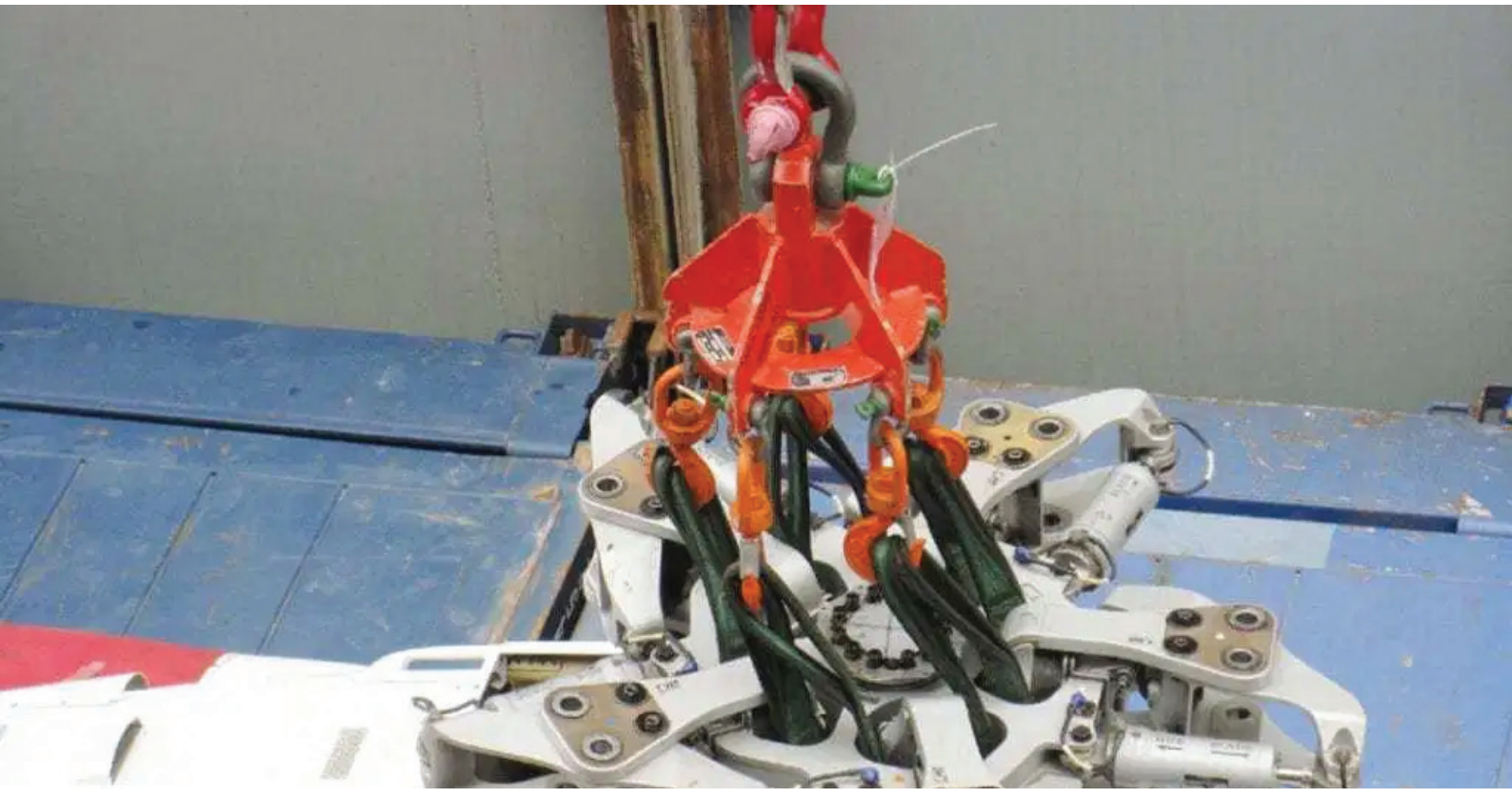


Our US Team has been particularly active in generating a good number of projects and we have been contracted to ship SKD locomotives of various sizes and sill bars, including round trip shipments in the India – US trade.

Recently, we have shipped a helicopter (seen below) from Nhava Sheva to London Gateway. Look at the interesting lifting apparatus.

The same has been used for loading and discharging at each respective end.

The helicopter rigging is a single shackle attachment for the four lift-wires (polyester round slings) fitted to the container spreader to be employed by each respective terminal. The round lifter, 6.5m SWL, was rigged with five nylon belts tied on the rotor hub which had no locking mechanism and thus remained free to rotate, relative to the helicopter.



79
78
77
16

India has trading partners worldwide and therefore, it's important for our readers to be able contact the right person at CMA CGM overseas for a quote regarding India. Could you provide us with a list of contact persons covering Indian trade?

Handling oversized and heavy load cargoes is not only about handling 'out of the box' cargoes, it is about satisfying customer demands, delivering a consistent and a rewarding customer experience throughout the business journey with CMA CGM, and ultimately strengthening customer relationships. To deliver, alongside CMA CGM's strong organization, CMA CGM's project cargo division has specialized staff and a dynamic structure, providing creative solutions and tailor-made service supported by local dedicated sales and operational staff who care about more than just the shipping.

Below are the project cargo sales team located in India and dedicated to OOG & break bulk enquiries:

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CMA CGM

PROJECT CARGO Weekly

Featured Video

Editor's Note:

Antofagasta port in Chile is a place where not many shipping people have been I believe. Facing the Pacific and behind it one of the driest places on earth its really a remarkable place to visit as a tourist. As a shipping person perhaps you could visit if you are into mining or even for relaxation and being "away" from it all. Chile has something for everyone!

PROJECT CARGO Weekly

Featured Photo

Editor's Note:

Another MPP 62,000 DWT newbuilding for COSCO. They aim high for projectcargo nowadays.

WEEK #04 – 2019

January 23, 2019

PROJECT CARGO Weekly

Editorial

Dear Readers,

One week to go and we'll have cleared the first month of the year already. It also means that I am that much closer to fifty-six than I am to fifty-five. I used to believe that age was only a number and I was always in the mood to entertain customers, going out until the early hours because I was sure I could sleep when I got old. Now I am 'old', although of course you're only as old as you believe yourself to be. There are people in their thirties who act like they're in their fifties and vice versa. I suppose all kinds of things in life can influence the way that we tackle aging. One thing that I can say for sure regarding going out until the early hours entertaining content providers, friends or colleagues, is that it's now much harder to do.

A few drinks nowadays and I am off to the races and, although I have had many of my 'wiser' thoughts after having downed a couple of drinks, excessive drinking is a problem these days and it now takes much longer to recover. Clint Eastwood, the famous American actor/director, once told Captain Mackay in Dirty Harry 2, 'you're a legend in your own mind'. Another quote of his was 'a man's got to know his limitations'. I will certainly drink to that.

Alcoholism is a taboo but it is still everywhere in our society. More often than not, it comes

from a combination of stress, hard work, duty to perform and other kinds of pressures. Alleviating these pressures by any means possible includes the option of drinking to excess. Alternatively, you can get into drugs, of course, which have quicker but much more long term and dangerous effects. I think we all need to take a step back once in a while in life and ask ourselves, 'do I need all this', or 'am I happy about what I do,' maybe even, 'don't I actually have enough money'? I was told at an AA meeting once that if you point at someone, three fingers point back to you. Instructive, right?

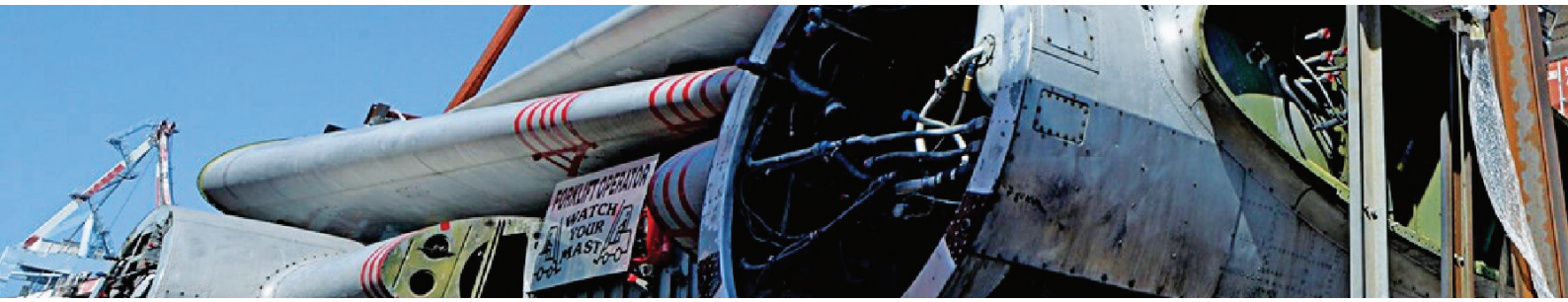
Well, enough of the 'arm-chair philosophy' and back to the world in which we live, for better or for worse. In this week's issue, I believe that you will find the interviews very interesting! First, we travel to the State of Israel and speak to its biggest ship owner with roots in this Middle Eastern country – a ship owner who has global container services and serious ambitions in moving project and OOG cargoes around the world. Next, we travel to Italy and speak to a founder of a successful Africa-focussed network that is linking up freight forwarders, not only in Africa, but increasingly globally as well. They'll give you food for thought on why you should join them. We finally end our interview string in the Kingdom of Saudi Arabia as we speak to a strong project freight forwarder with ample experience in delivering cargoes, also to inland points in the desert. They shed a light on whether you should be using Jeddah or Dammam as an ideal gateway, so do take your time to read about this company.

We have some interesting business intelligence that also involves the possibility of obtaining a new passport. Passports are, as we all know, the keys to freedom, travel or both. After more general shipping news from this past week, we provide you with trade intelligence before rounding off our newsletter with both Video and Picture of the Week and Wise Words, of course.

Until next week,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

ZIM Lines
Haifa, Israel



Interview with

Mr. Michael Shvarzman
ZIM Global Reefer & Special Cargo Unit Manager

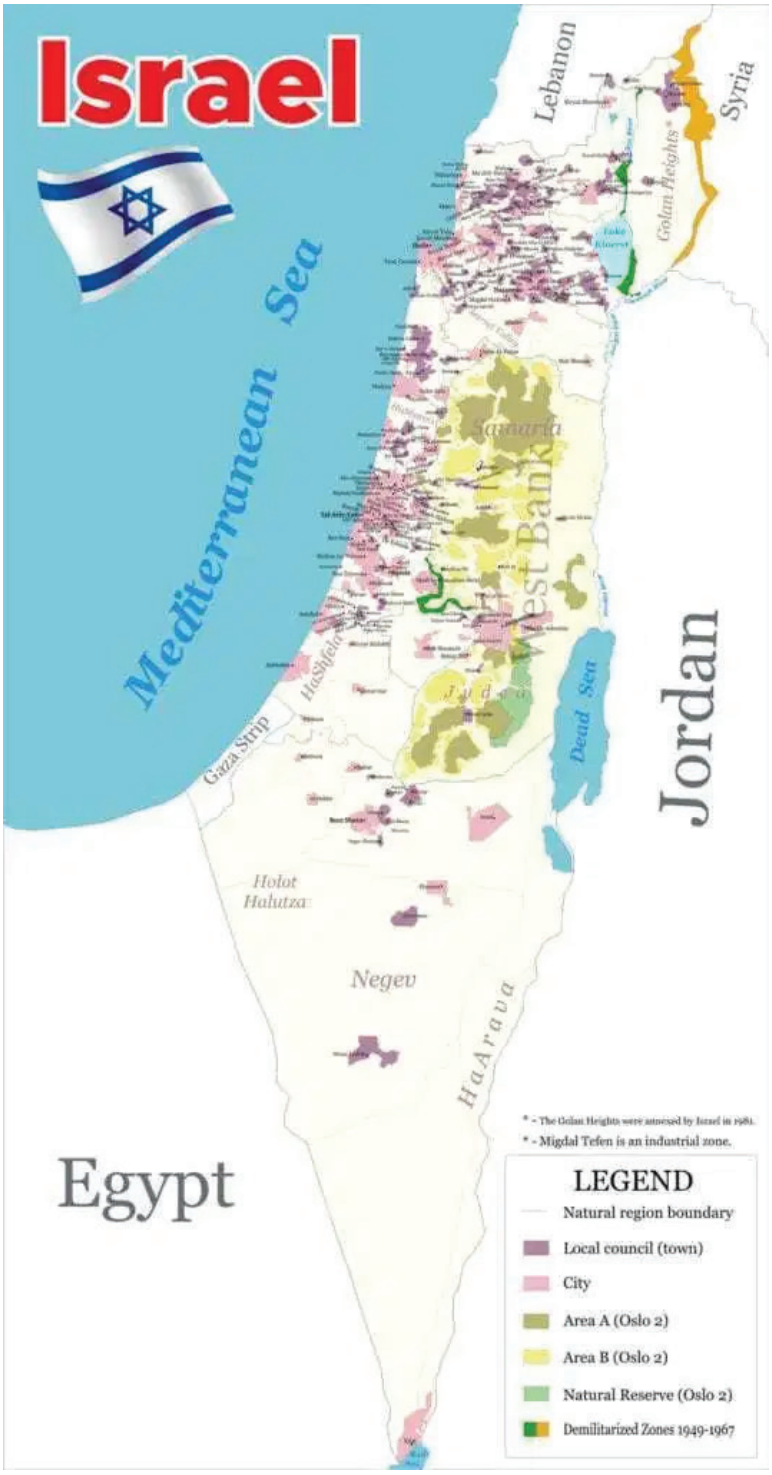
ZIM is the largest ship owner in Israel, we believe, and runs several services around the world. Could you kindly provide our readers with an update on where you run services, either with your own tonnage and/or in cooperation with partners. What are your main trade lanes and where do you feel that ZIM is particularly strong currently?

ZIM is one of the leading global carriers (currently ranked 11th in the world according to Alphaliner), operating over eighty vessels. ZIM's global reach extends to over a hundred countries, with a network of global and regional shipping services that connects to strategic main ports around the world. ZIM's shipping line network covers the following major trades:

- Asia – Africa
- Asia – America
- Asia – Mediterranean

- Asia – South America East Coast
- Intra America & Caribbean
- Intra Asia
- Intra Mediterranean And Black Sea
- Mediterranean – North America
- Mediterranean – North Europe
- Mediterranean – South American East Coast

ZIM has operational strategic cooperation with the 2M Alliance on the Asia-US East Coast, Asia-Pacific North West and Asia–East Mediterranean trades, as well as having a strong presence in the Intra-Asia trade and Med-US/Canada.



Is ZIM Lines a government owned company?

No, ZIM is 32% owned by Kenon Ltd. as well as several other financial institutions and ship owners (68%).

An 86-ton transformer loaded on the ZIM Monaco in Haifa Port, on its way to New York.

What flag states are being used for ZIM Line vessels?

Various flags, according to business decisions, are being used.

Our South China special cargo team handled 3 break bulk units shipped from DaChan bay terminal in China to the port of Novorossiysk in Russia.

ZIM Lines, I believe, generally accepts flat-racks and special equipment. How about break bulk cargo by container ship and OOG – is that something you carry on a regular basis? If so, are there any particular trade lanes where you mainly accept OOG and break bulk?

ZIM regularly carries OOG and break bulk cargo around the world. We have participated in many complicated projects transporting special equipment.

Ormat technologies, a leading provider of renewable energy power plants, is a veteran ZIM customer. For many years ZIM's special cargo experts handle the carriage of heavy and out-of-gauge Ormat Units. Last week, another 39-ton unit was handled by ZIM team, headed to Chile.

We have a dedicated, experienced team to help customers with finding solutions to suit their needs regarding such cargo.

Another special cargo challenge, successfully handled by our South China team: an Airport Boarding Bridge for an International Airport, in break-bulk and 30 special containers, with a total weight of over 374 tons, carried safely from China to South Africa. The Customer is CIMC Ltd., a world leading supplier of logistics and energy equipment,.

Many of our readers are project freight forwarders. How is best to get in touch with you if our readers are based in Asia, North America, India or South East Asia for a quote? Also, where are your regional headquarters located worldwide?

Customers can contact our local agents in their respective countries for any information regarding carrying such cargo. Please use the contact page on the ZIM website: https://www.zim.com/services/project-cargo

ZIM's Special cargo teams recently handled two special shipments/ a 105-tons transformer and high-value equipment weighting 67 tons

Some ship owners today wish to go ashore and provide, at least in theory, the whole chain for their customers. Does ZIM also provide quotes for inland destinations, or are you mainly a port-to-port carrier?

ZIM teams are in contact with our customers throughout the entire logistics procedure, starting from the designing process, making sure the manufactured part can be shipped on a container vessel, on through the planning and execution of the actual shipping process, until the cargo arrives safely at its final destination. For each shipment, an array of experts – project managers, ship's crew, land transportation specialists, surveyors and more – team up to handle the job in the best possible way. Optimal treatment of cargo is our top priority.

What's blue, long, and weighs 40 tons? These tanks were carried by our project cargo team from China to the Black Sea port of Novorossiysk.

How is best to get in touch with you personally?

Customers can contact our local agent in their country for any information regarding carrying such cargo. Please use the contact page on the ZIM website: https://www.zim.com/services/project-cargo

I can be contacted at:

Shvarzman Michael
shvarzman.michael@il.zim.com

Also, you can contact:

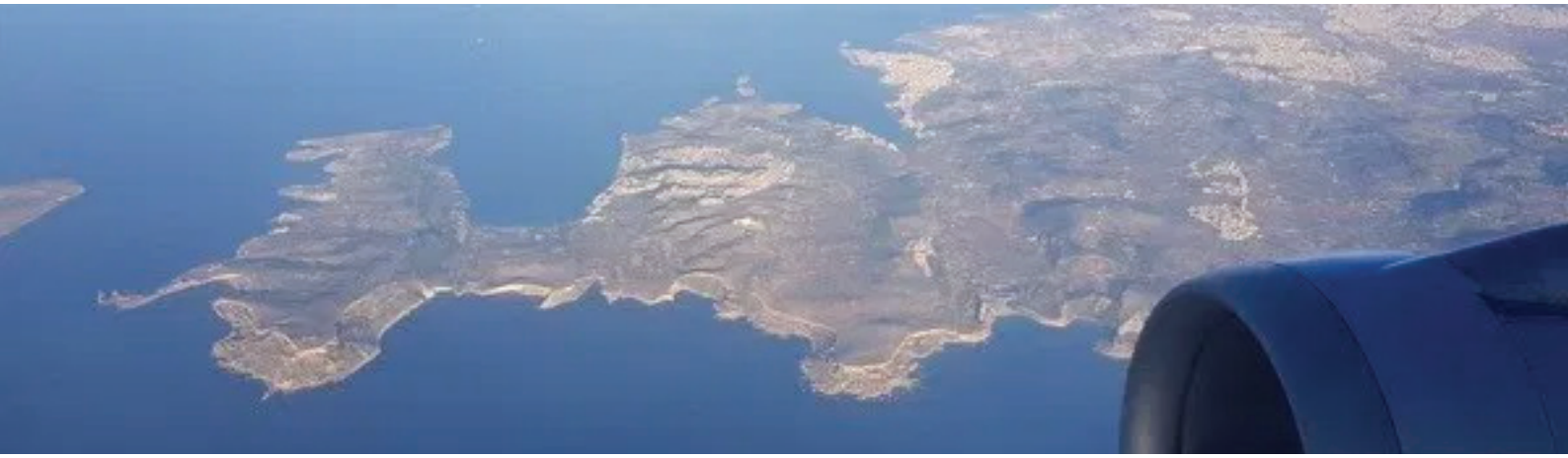
Ginzberg Yifat
ginzberg.yifat@zim.com

Shats Avner
shats.avner@zim.com

Editor's Note:

BBC Citrine – From Yangzhong to Labuan Uki – Ship loader, Mobile harbor crane

Another impressive load by BBC Chartering here shown in a video provided to us recently. BBC has a very size-able fleet and is highly ranked in dependability.



Editor's Note:

Malta is a small but very nice island located strategically in the Mediteranean. A huge container port well located and used for transshipment is located at Marsaxxlok. Here a great shot taken just prior to landing in clear weather at MALTA.

Editor's Note:

And here is a picture from the container terminal taken that day.

PROJECT CARGO Weekly

Wise Words

"Rather go to bed without dinner than to rise in debt."

– Benjamin Franklin

"Bees have honey in the mouth and a sting in the tail."

– Ancient Philippine Proverb

WEEK #05 – 2019

January 31, 2019

Editorial

Dear Readers,

It is Thursday January 31st and Project Cargo Weekly is here again. In the last few weeks, there has been a lot of writing about the Chinese conglomerate Huawei. Huawei has become increasingly popular with its mobile phones and is already starting to surpass some of the major players in the world in the field of mobile telecoms and communication networks. Now, many governments are beginning to voice concerns regarding Huawei's background in the Chinese military, but are they doing this from sour grapes or legitimate worry?

The Chinese government, like any other government, supports its own companies. They do this via business support whilst some western governments do it in another way. They let government agencies and so-called aid organisations do the job. I would recommend that you read a book called CIA: A Legacy of Ashes, which clearly explains the way in which the US has been involved in promoting their own worldwide influence, even helping to topple legitimate governments.

So the question for all of us is, are we in the West really so much 'cleaner' than the new giant rising in the East? We certainly spare no effort to try and gain access to their own market, but

once they try to develop overseas, be it in shipping, terminals, mobile networks, construction etc. we immediately start seeing danger. Yes, certainly in the cleanest water, there are no fish (as Mao Tse Tung once famously remarked), but my opinion is that no-one is clean and people claiming to be cleaner or pointing their fingers at others only results in three fingers pointing back at them.

What has France done in Africa? What is Russia doing in their sphere of interest, what did the Dutch do in Indonesia, what did Denmark do in Greenland and The UK in Kenya? So, we don't need to go far back in history to learn that it repeats itself in various ways. But crying wolf and being overly afraid of China is, to my mind, detrimental and we should look at our own history first, even recent history, before we whip up a storm about the Chinese taking over. I have no doubt that they are, in many ways, taking over, but it also has something to do with mentality, hard work, due diligence and ability to save. All areas where we in the West often come woefully short.

Right. Voicing opinions from my armchair is always easy, so perhaps I had better stick to something that I know a little about and introduce you to this week's interviews. We start off in a country that has an awful recent history, Cambodia. It is a beautiful country but no one has forgotten the 'killing fields' and the havoc that Khmer Rouge wreaked on this country. So, it is a marvel to behold that they are trying to develop and get out of the shadows. Fast forward to the present and we are meeting with a logistics company in Phnom Penh that is trying to make ends meet. They tell us about logistics to and from their country.

We then travel to the UK, whilst our EU passports still make for easy travel there, to speak to a UK based logistics provider that also has aircraft charter experience and has branches established not only in the UK, but also in China. Finally we take a travel break and speak to one half of the Portuguese businessmen duo that have established an online platform to buy/sell freight jobs that you may find interesting in today's online world.

We provide you with shipping news and, in particular, ask you to take note of SHIPNEXT which should be interesting for you. Also, note news on the development of railways in South East Asia. As usual we provide you with sector news and this week's featured photo and video both focus on Cambodia. Wise Words round it all off.

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Pandora Logistics
Pnomh Penh, Cambodia

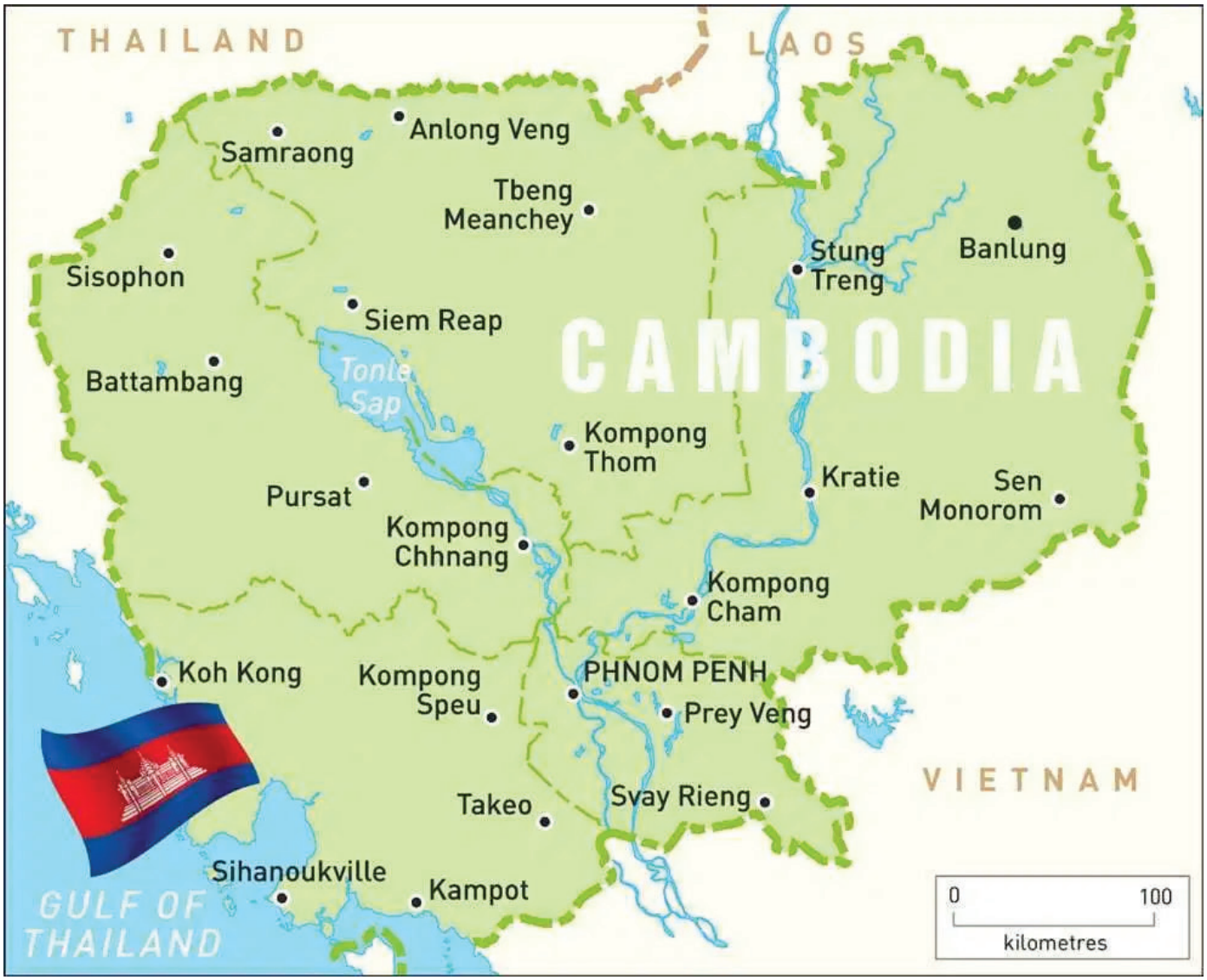
Interview with

Mr. Nhiev Kol
Owner

First of all Nhiev, could you tell us about your own experience in shipping and logistics? When did you start your career? What made you choose shipping as

your career and what do you like about your job?

Thank you for your question. I used to work for Maersk Logistics and CMA CGM about ten years ago. I also used to work for Ben Line agencies and used to be an agent for container vessels, multiple purpose vessels and break bulk agency vessels for project cargo and OOG cargo. I've been in logistics for almost twenty years and have enjoyed an exciting career in shipping and logistics.



What can you tell us about Pandora? Who chose the name and does it have a specific meaning? Who owns the company?

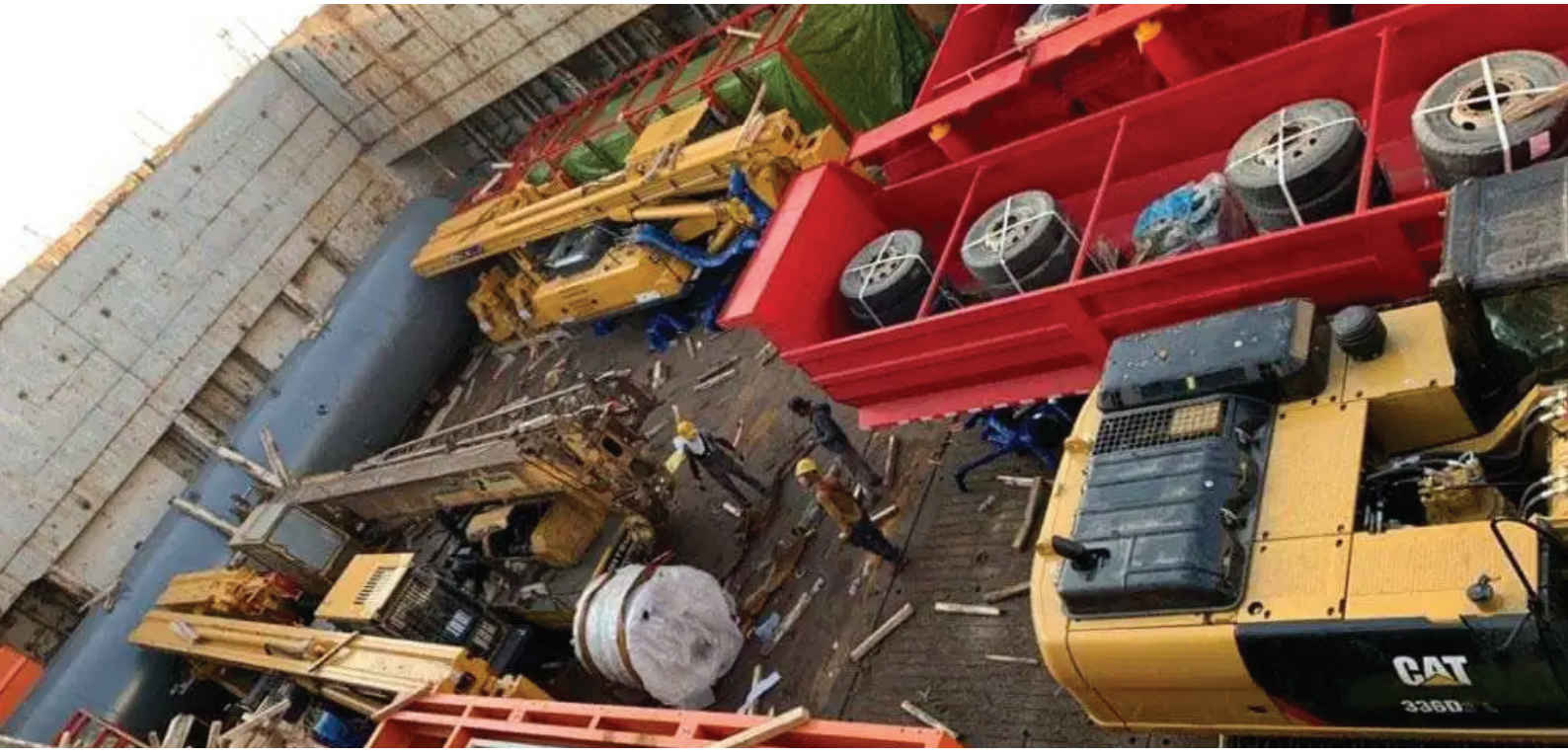
Pandora was a joint venture between three participants being myself, Ms. Sorn Piyou and Ms. Cathy Heng, to form up Pandora in 2017.

We, the three shareholders, decided on the name. Pandora is also the name of an international Danish-owned jewellery manufacturer and retailer founded in 1982, and so we realised that we needed to have a unique logo. This is because, as I'm sure you understand, it is very important to have a well thought out business identity to achieve good market recognition. A logo is a key design that a company puts on each product, so when it's unique and able to

signify our presence in the shipping industry, a strong logo can even turn viewers into customers.

Are you used to handling project cargoes in and out of Cambodia? Could you provide us with a few examples of photos of shipments you are most proud to have handled?

We used to handle many private and government project cargoes, like cranes, loading arms to support new port terminal projects etc. as per the attached pictures.



Cambodia is not a country that appears often in the news. I understand that the Chinese are very much involved in the development of the country. Is that correct? Can you tell us about the ports of your country that are mainly used for import/export trade?

Chinese investment dominates Cambodian business, including government projects, in the following ways:

- Most import delivered via Intra-Asia countries like China, Taiwan, Singapore, Malaysia, Japan and Korea to Cambodia. The main import commodities are clothes, garment textiles, accessories, bag materials, construction materials, machinery etc.
- The main exports are clothes (garment textiles), sports shoes, rice, processed woods, seafood and beer.

The balance between import and export is 60% to 40% respectively.

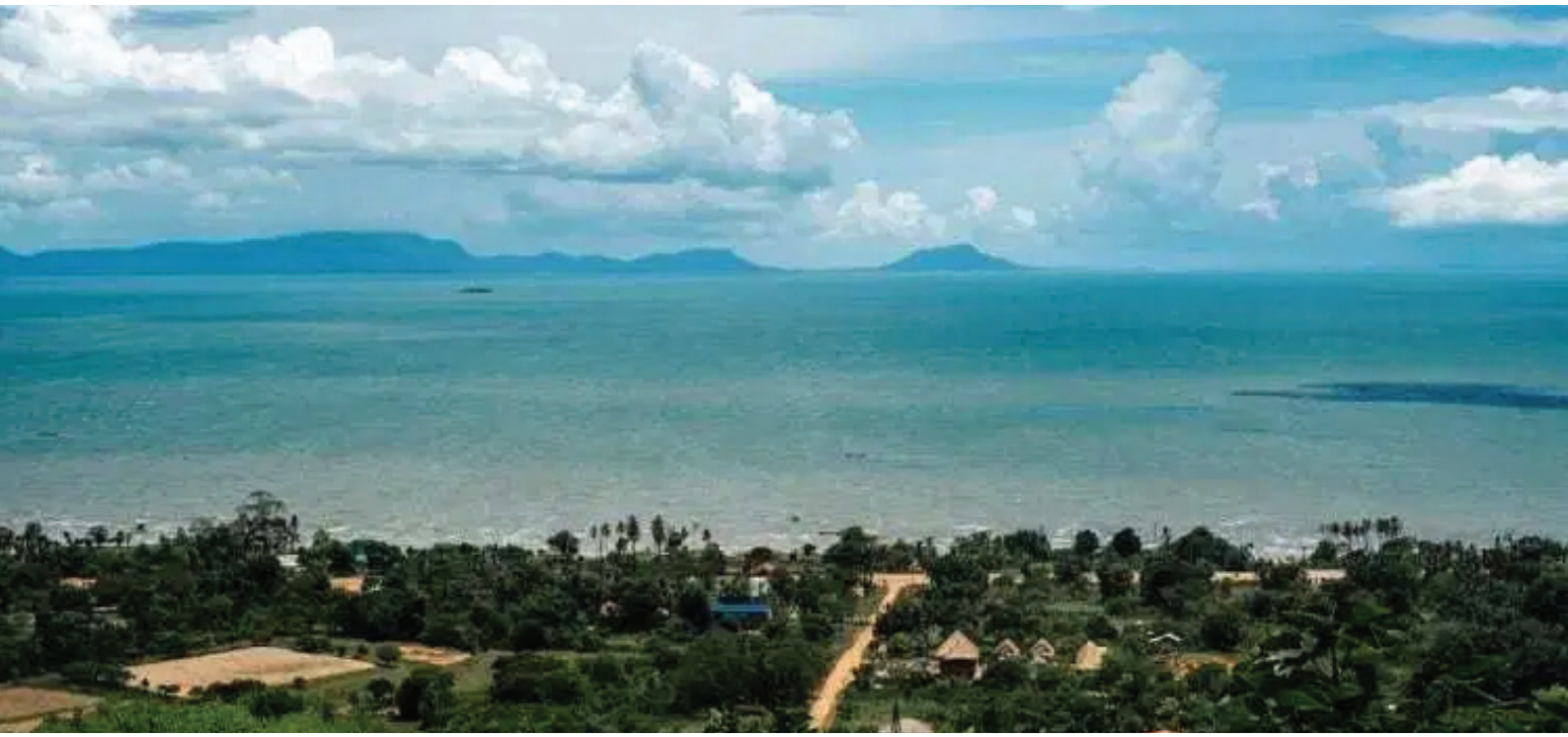
Tell us about customs clearance in Cambodia. Is it difficult to obtain? Are there any particular things to observe and think about in advance before shipping into your country?

If we correctly declare and provide full supporting documents, there is not much difficulty, unless there is inaccurate information on the documents. A few things to note are that used cargo is not allowed to transit via Vietnam to Cambodia. Second, scrap commodities are not allowed to be imported. Some used commodities are not allowed to be imported, like used TVs. The rest is pretty normal.

Cambodia has certainly been known for some violent history in the past, but it is also known for several famous sites such as Angkor Watt. Could you tell our readers about other beautiful spots in your country that are perhaps lesser known?

We have some other temples located in other places and several nice beaches on the islands along the cost of Cambodia, like Koh Rong Salem, Koh Dekol, Rabit island and Koh Kong.

Sihanoukville Beach



Kep Beach

In the landlocked areas, we have places to see river dolphins located in the Kratie province, as well another ancient temple as well. Beautiful Yeak Laom lake, created in a four thousand

year old volcanic crater, is now the deepest lake in Cambodia.

YeakLaom Lake

Kratie River Dolphin: photo by Jim Davidson

How to get in touch with you?

Seng Kol (Nhiev Kol)

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PROJECT CARGO Weekly

Featured Video

A video introduction to the Sihanoukville Autonomous Port, Cambodia

Editor's Note:

I am very pleased to see the development of Cambodia progressing. The country suffered a horrendous and horrible past but hopefully the country is moving forward now and in the future.

PROJECT CARGO Weekly

Featured Photo

Editor's Note:

Ferries on the mighty Mekong River, Pnomh Penh, Cambodia.

WEEK #06 – 2019

February 06, 2019

Editorial

Dear Readers,

It is now already February 2019 and the first newsletter of the month is here. I am preparing to get back in gear to travel again, after a long and relaxed time (more-or-less) at home in Stockholm. I shall be taking the direct flight on Emirates from Stockholm to Dubai on Friday, where I will attend the Break Bulk Expo. I have set up a number of meetings in the UAE The way I normally try to plan is to select a nice hotel that is cosy for meetings, a relaxed atmosphere and has or is near to good venues for food.

Doing things in this way means I can entice those that I'll meet to join me there. It also enables me to have between four and six meetings a day, without wasting too much time in traffic or traffic jams. If people are willing to come to you then, of course, you cannot be stingy. So, generally I do invite them for coffees, lunch and dinners etc. depending on the time of meeting.

What has become more and more evident, even as the Internet permeates our every day life, is that meeting face to face, shaking hands and looking people in the eye is the most important factor in creating trust. I also make it a rule to engage with both staff in restaurants and, above

all, taxi drivers, because who knows real life better than them? Taxi drivers and bartenders, wherever you go. Bartenders, in particular, seem to attract drunken confessions as the occasional evening drags into the early hours. Perhaps they help professionals by just lending an ear to the unhappy, lonely or sad traveller.

Travelling can be lonely too and my respect goes out to the vast majority of people who are on tough schedules, often in the back of the plane due to cost constraints, and who must be alert immediately after landing, irrespective of time differences. Perhaps business leaders should pay heed sometimes to their sales staff that do a hard job in the field, actually meeting customers upfront. Business leaders should see what happens outside their own bubble in the CEO's office, just as politicians, once in a while, should visit the countryside of the country/state to which they are pledged to represent. We have seen more that enough examples recently of both business leaders and political leaders being out of touch with reality!
For now, I'm looking forward to enjoying the Emirates airline's service, albeit in the back. Also, after suffering the minus fourteen degrees weather in Stockholm, warming up in Dubai for a few days sounds like a good plan to me!

Businesswise, this week we start off in The Big Apple, a megacity and cultural crossroads called New York. I, in fact, got married there once at the Danish Seaman's Church in Brooklyn and subsequently had dinner at the River Cafe. Awesome. We speak to a local New York-based project and logistics provider who tells an interesting story. We then proceed to a country famous for food, wine and spectacular scenery in South Africa. A freight forwarder there with European roots tells us their story.

We provide you with a variety of shipping news this week, including a few well meant important stories and pieces of information of which to take note. Also, besides the usual sector news, Video and Picture of the Week, we end our newsletter with Wise Words as usual. On a final note, I shall be present at the Break Bulk Middle East Expo in Dubai on February 11th and 12th and I can be personally found from 13:00-14:00 at the Hoegh Autoliners booth 1003, in case you wish to meet or propose an interview for PCW. I would be pleased to meet up for a coffee or a glass of wine, while talking about life.

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Sobel Network Shipping
New York, USA

Interview with

Mr. Brian C. Wills
President/CEO

First of all Mr. Wills, kindly tell us who owns the company, who started it and why did you name your company Sobel?

I am the sole owner of Sobel Network Shipping Co. Inc. and have been since 2015. I purchased Sobel Shipping Co. Inc. on January 1st, 2015 from Samuel Zekser. I had been in the business for almost twenty years prior to that and held numerous high level positions in several firms before meeting Sam. I was just an ordinary guy who was given an opportunity by a very special man. We quickly grew from four people to nine and never looked back. Sobel Shipping Co. Inc. was established in Downtown New York City back in 1949. The company was named after its founder, Hymen Sobel, and it's continued on ever since. The name remained the same until I purchased Network Brokers International on January 1st, 2018 and

elected to enhance the name to pay homage to Network and to rebrand Sobel. The newly formed entity is now Sobel Network Shipping Co. Inc. and we have twenty-three employees to cover every aspect of logistics. We remain one of the oldest brokers in the country.

Can you tell us about your main activity in shipping and logistics?

The company's roots started back as an old gritty downtown customs broker that was the core of the firm. When I purchased Sobel, I saw an immediate need to start the forwarding side along with exports. I quickly obtained both our FMC and NVOCC licenses, which changed the whole company. This was a pivotal move that completely changed the nucleus of the firm and started our immediate growth. We now offer air or ocean, fully insured, door-to-door turnkey logistics solutions for all our customers.

Do you belong to any global networks currently? Why do you think it is wise to spend money on that?

As matter of fact, we do. Once we started handling freight, I saw an immediate need to establish our own partners worldwide and setup long-term relationships. Although I enjoy reciprocating partnerships, I think it's most important to have a vetted, trusted partner that you know you can rely on. The networks take the time to vet these members and ensure that only the cream-of-the-crop are chosen. I also like the protection one gets from the umbrella that the network provides if one of the members becomes delinquent. Without these networks, you are basically taking the risk of either not getting paid or getting your freight held hostage. We currently belong to Cross Ocean, GAA, G7, WCA E-Commerce and WNA.

Could you provide us with some examples of shipments that you have handled?

We specialize in all aspects of trade and logistics. While we have gained experience in virtually every aspect of customs brokerage over the past several decades. We have developed a particular focus on serving the apparel, food, e-commerce and trade show industries. We have also handled project cargo to include the importation of oil factories and rail car bodies, to name a few. Again, we handle the smallest e-commerce shipment to the clearance of full tankers of olive oil.

You are located in a great city, New York. Tell us about the competition there? We know from overseas forwarders that trucking inland in the USA often can present a headache as costs can escalate rapidly. Could you shed some light on why this may be the case generally? Any rules of thumb that you can give our readers in case they have inland deliveries to make in the US?

The competition in New York can be fierce, but we have an impeccable reputation and continue to get several referrals per day. I strongly believe that conducting one's self in a professional and courteous manner is key to success in this very stressful city. The Sobel Network brand is definitely a key player in the New York market and we are continually growing at a very rapid pace. Currently, the US is experiencing a lot of congestion and waiting time at the piers. We are also experiencing a lack of drivers now that the electronic data log, which monitors how far and how many hours they can drive in one day, is mandated. The US also has fluctuating fuel costs, which can drive up the price and must be calculated back in the cost of the delivery. The winter in the port of New York/New Jersey tends to bring a lack of chassis, so the chassis pool can be depleted quickly causing delays and demurrage.

I strongly suggest that one has a very good partner here in the States that can keep you abreast of all of the issues at the current time. We at SNS keep our partners posted with any news or insight form the different ports so that they are fully aware of the current situation at hand. We also request delivery details as early as possible to secure any quote and to ensure that we

have truck men available at the time of delivery. Again, a strong, reliable partner is key to navigating the many perils here in the States.

Why did you choose a career in shipping and logistics? What do you like about it?

I was in college at the time and driving a DHL van part-time in Jamaica, NY, and the outskirt cities of the airport to include the five-town area. Mostly all of my customers were freight forwarders and customs brokers.

Fortunately for me, I totalled a BMW on the first day on my DHL route alone and was immediately terminated. Unable to get back into my van, I entered one of the customs brokers where the accident occurred and they offered me a job in their office to learn brokerage and logistics. I quickly learned the business and got my brokers' license at a very young age. The rest is history. I love logistics because each and every day is different and I enjoy the stress the most. I really enjoy having friends and colleagues worldwide that you can work with and get to know them and their culture. Logistics impacts our lives daily and people who are not in the business really don't understand what we do and what is entailed. It is a 24/7 career and globalization is a key element of our field.

New York is famous in itself for tourists worldwide, but could you enlighten our readers about other beautiful spots to see, shall we say, within two to three hours drive from New York City?

Absolutely! People do not realize that our state is not just New York City, but a vast country including beautiful beaches as well. One can head to upstate New York to experience our beautiful country with great hiking routes. They can visit such places as Lake Minnewaska and the mountainous region known as the Gunks in the Catskills. They can also head out east to Long Island and enjoy either side of the fork. On the north fork, we have our wine country and beautiful farmland waiting for you. On the south fork, there are beautiful beaches from the Hamptons up until Montauk at the end of the fork. We even have whales out on Long Island and an abundance of wildlife. We have far more more than just the diverse Mecca of culture that is New York City!

How to get in touch with you?

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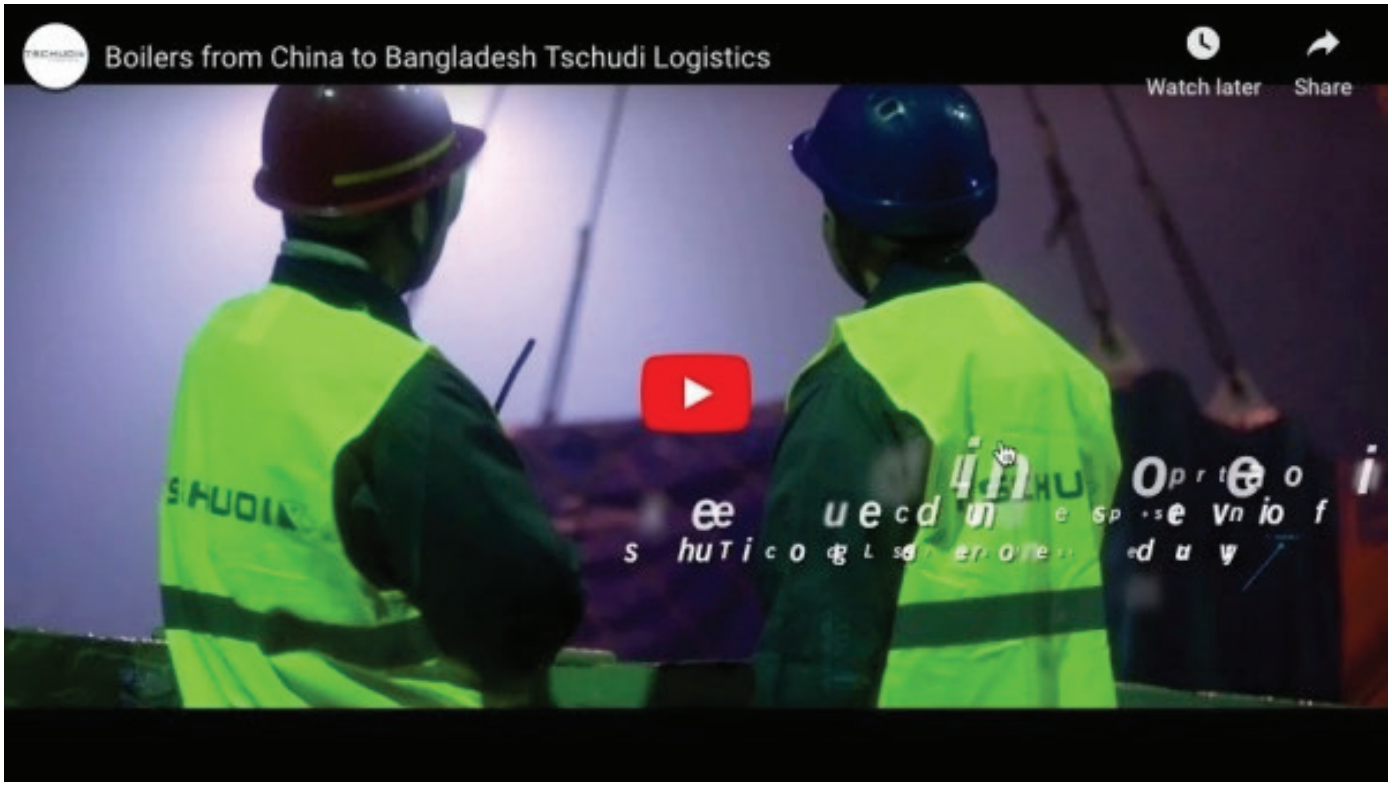
WhatsApp: +1 718-791-3666
Our website is: www.sobelnet.com

SOBEL
NETWORK SHIPPING CO., INC.

Editor's Note:

Boiler from China to Bangladesh by Tschudi Logistics. The cargo consisted of 15 boilers + accessories weighing a total of 836 tons. https://tschudilogistics.com/



Editor's Note:

Size matters and size mattered also 100 years ago or so. Here is a comparison between passengers ships back then and now. Gives a good idea about development – I suppose ice bergs are still of the same size though.

PROJECT CARGO Weekly

Wise Words

"The flower that blooms in adversity is the most rare and beautiful of all."

– The Emperor, Mulan

"Life is not holding a good hand: Life is playing a poor hand well."

– Danish Proverb

WEEK #07 – 2019

February 14, 2019

PROJECT CARGO Weekly

Editorial

Dear Readers,

Week seven has arrived and today is Thursday the 14th of February, 2019.

February 14th, of course, is Valentine's Day, a holiday (of sorts, though everyone will be at work) that represents love and being together with those you care for. After a busy week, I am looking forward to returning to see my children, the youngest of whom has a birthday today. So, I'd better organise the gift while I'm in Dubai airport and since it's also a shopping heaven, finding a great gift will be the least of my problems.

Many people claim that Valentine's Day is a soulless 'holiday' designed to sell flowers, greetings cards and chocolates. Those same people often say that they don't need a day to celebrate love, because every day should be that day. In reality, however, this is not the case. Many things can get in the way of remembering something so simple, and often people can get caught up in busy life choices, work schedules, travel etc. and forget the simple things, like just telling the people you love that you love them. I'm certainly aware of this, as I'm sure you are too.

So, I think Valentine's Day is a good thing; a day that we can use to take a few moments and tell those closest to us how much they really mean to us, before we shoot off to our next meeting or whatever else we have to do. Small things like showing that we care can make all the difference to a relationship. There's certainly nothing to lose and everything to gain from taking a few moments and making those special people feel the love. If everyone who reads this takes the time to call their significant other and tell them something special, I think there will be a lot more happy people.

Getting back to business, this past week I have been in Dubai for the Break Bulk Middle East exhibition and from the moment I stepped off the plane I was in meetings. Before the event started, I met with both contacts I have known for decades as well as others I was meeting for the first time. In the back of my mind, I always have a plan to introduce contacts to each other, especially those who don't typically cross paths. I find that people are surprised to learn how much potential business they can work on together. It's a surprise to almost everyone and reminds us not to arrive at a meeting with pre-conceived notions of what the other party has to offer or what they are all about.

Several ship owners invited me to large offsite parties, as is often the way these types of events go. It's always good to get a feel for the sentiment of the project shipping and forwarding market by speaking to many different people from the bottom to the top, from ship owners to service providers to brokers and agents, not to leave out my favourite sources of information, taxi drivers.

Now, to this week's PCW and I think you'll find some useful information included within! For this week's interviews, first, we travel to the gigantic country of Russia and speak to a long time logistics expert who explains the best ways to transport cargo across such a huge land mass. Next, we jet off to the west coast of the USA to look back over our discussion with an expert in import/export who has a wealth of useful knowledge to share. As usual, we also provide you with trade intelligence, before we round off our newsletter with both Video and Picture of the Week and Wise Words. Have a great rest of the week.

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Mortrans
St. Petersburg, Russia

Interview with

Mr. Oleg Prokoshev
Deputy Director

First of all Mr. Prokoshev, kindly tell us about the history of Mortrans. In the past there were few companies only involved in shipping and logistics in Russia and all of them were state-owned. What is your situation today, how is the market in Russia in general and are there both state and private players in the market?

Firstly, at time of the Soviet Union there were only stated-owned companies in the transportation and logistics market. But after 1991, a new era came with opportunities for private business. Accordingly, Mortrans Ltd. was founded in 1992. The company was founded by three people who previously served as deep-sea captains for the Baltic Shipping Company (a famous Soviet shipping company).

This year we will celebrate twenty-seven years in the market. For the Russian new market that's a long history and we've made it though all local and international crises and difficult times (like 1998, 2008 and 2014).

Mortrans Ltd. has twenty-three employees so we are a classified as a mid-sized company, but we're beginning to see more and more big (including state-owned) logistics companies in the market. These companies have advantages as far as tenders, financial possibilities for customer credit and providing bank financial guarantees are concerned. However, big and, especially, state-owned companies are clumsy and less reliable for customers' requirements and that's our opportunity to see customers' requirements through and react quickly. Moreover, often, big companies win projects and use us as a subcontractor. Thus, we get involved anyway.

Russia is a huge country and, although the Internet has been invented, tell us about how you handle cargoes into and out of Russia. Is it via the Black Sea or the Russian Far East? Is that possible for you?

Yes, that's possible for us; we work all over Russia. We have our head office in St. Petersburg and a branch office in Moscow. Also, we have representatives in Murmansk, Rostov, Novorossiysk ports and agents at the Far East's port (Vladivostok). Our main activities are in the European (Western) part of Russia. Importantly, that includes St Petersburg's port (including Ust-Luga and Bronka terminals), where we are. St. Petersburg is the main logistics gateway into Russia (and thanks to newly built terminals, the port is not congested and is well equipped).

Novorossiysk's port is the only Russian deep-sea port on the Black Sea coast and Novorossiysk is more congested, but we work for our customers' requirements there as well as in Murmansk port (the main port of entry for Arctic projects). In the Far East we use the assistance of our agents and the main difficulty is the seven-hour time difference. We need to make decisions in the morning in St. Petersburg to avoid loss of time due to businesses in the Far East closing. This is manageable, though, and if the customer needs our service in the Far East, we can do that without any problems, because despite the huge size of the country, we use the same language and the same way of thinking all over Russia.

Customs authorities in Russia are infamous for being inflexible and very strict. Can you update us on the current situation regarding cargo flow in and out of Russia? Could you also tell us how Mortrans can help overseas customers? Can you give us your best recommendations for dealing with customs documents etc. in Russia?

Thank you, that's a very good question! Yes, the customs authorities are inflexible and have a formal, very bureaucratic attitude to cargo owners (or forwarders as cargo-owners' agents). That's why they appear so strict. Customs has strict requirements regarding the documents that should be submitted for clearance. What's most important is proper and suitable paperwork, which is the key to success and smoothly obtaining customs clearance.

If you prepare docs in advance (before the arrival of the cargo) and the docs follow all the customs authorities' requirements, there should be no problems. But, if the cargo arrives at customs and the docs are not duly prepared, there will be headaches and extra expenses will result. We try to explain that to our customers every time and if the customer follows our instructions, customs formalities are not so terrible. Thus, our main suggestion is that if you are going to send the cargo to (or from) Russia, please find a good agent/partner in Russia and start all preparations (including paperwork) well in advance.

Could you provide us with some examples of cargoes that Mortrans has handled recently?

Business can be divided as imports, exports and local/domestic transportation.

If we speak about exports, they're mostly to markets like India, Latin America and the Middle East. Our latest shipment is the dispatch of energy equipment. As per the customer's requirements, we packed the cargo, lashed on a FR container and sent it to our customer in India (photos below).

As far as imports, they're mostly the importing of equipment for different building and/or renovation projects in Russia. One of our recent projects was the import of equipment and spare parts for building of a subway in Moscow. The cargo arrived to the Moscow region from China by railway. We arranged receipt of the cargo, handling it from the railway, through import customs clearance (with special attention paid to paperwork beforehand, as previously mentioned) and delivered it to the construction site within the Moscow city limits. That was big project, about half a year of transportation and about half a year of preparation. In total, it was about eighty truck voyages (see the below photos).

We handle a lot of domestic (non import/export) shipments. Mostly these are the delivery and handling of Russian manufacturers' equipment for Russian projects. That includes project cargo and general cargoes as well.

Below are some photos of project cargo handlings and transportations (for the newly built power station in Russia) – you can see the photos below.

And, of course, the arrangement of transhipment operations in ports. Below is a photo of our handling of equipment in the Bronka port (a newly built terminal in St. Petersburg).

Also we have a lot of air shipments, mostly from Moscow airports (SVO and DME) and that's one of the Moscow branch office's activities.

Railway transportation in Russia is vital for the country's economy. Can you offer railway solutions? We see many players in the market claiming to be able to handle railway transportation to/from and via Russia but there is also a lot of hype and many companies that don't actually have their own relationship, instead using someone else. Can you give our readers your advice on how to deal with railway transportation in Russia and whom to ask?

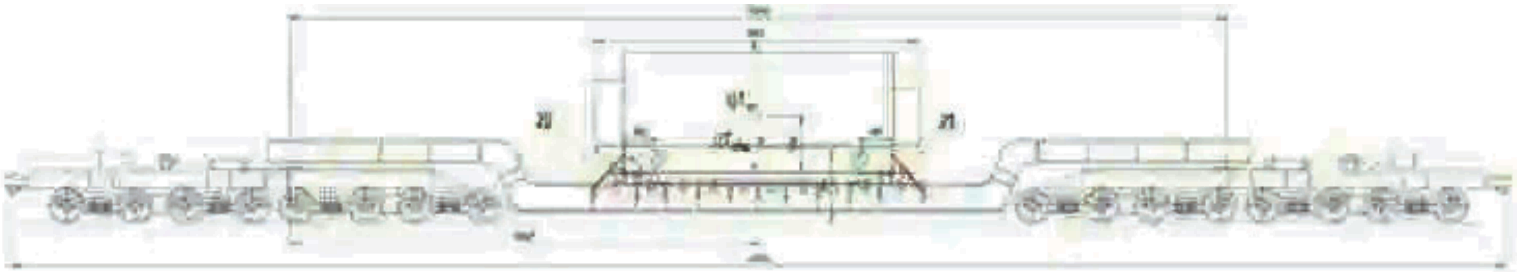
Railway transport is usually used for delivery of:

● General cargoes for long delivery (say, for thousands of km, for destinations like Siberia, for example) or for delivery to/from neighboring countries.

●Typical samples (just from our recent experience) are below.

● Bulky cargoes (like coal) like this, speaking frankly, is not our niche.
● For delivery of heavy cargoes (like transformers). We have performed those types of transportation.

Lashing scheme of a trafo on a special rail transporter:



Also, handling of the transformer onto a transporter.

One more railway transportation.

● In the last couple of years it's become more and more popular to use railway for delivery of cargoes from China. A project for the delivery of subway building equipment from China to Moscow (as I mentioned above) was just performed via railway.

As for how to deal with railway transportation in Russia, firstly, you need to find a professional partner in Russia with actual experience and knowledge. If you expect this from the beginning of your dealings with your contractor, you will come to understand whether they think and speak professionally or have the knowledge. But if you've read this interview, you'll be happier because you'll have found us, your professional partner for railway shipments within Russia and former Soviet Union states.

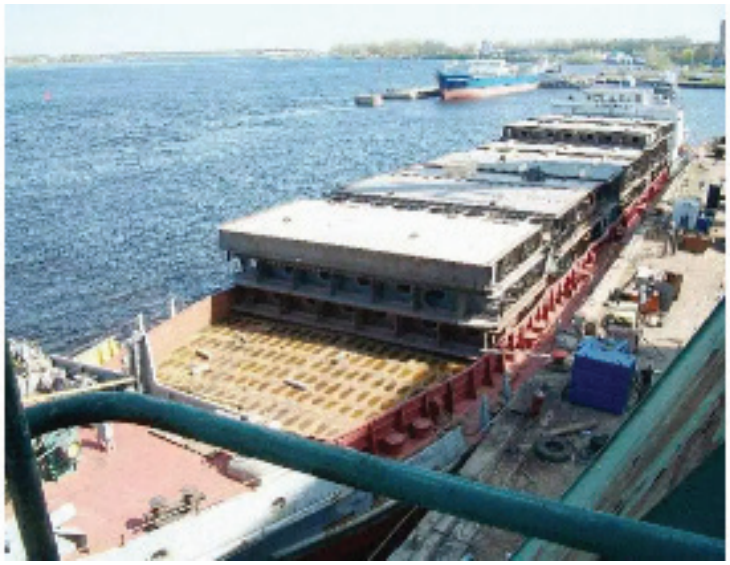
There is also a big river system in Russia for shipping and logistics, I believe, down to the Black Sea and further. Can you tell us more?

All rivers in the European part of Russia are connected via the system of channels. Thus, the Baltic Sea (from St. Petersburg) in the west, the Caspian Sea (from Astrakhan) and Azov/Black Seas (from Rostov on Don) in the south, Kama River (from Perm) close to the Ural Mountains in the east and the White Sea in the north, are all connected. Usually this mode is used for cargo that can't be transported by land (like project, heavy and out-of-gauge cargoes).

Inland waterways are open for the summer period only (from May until mid November in the north and from April until the end of November in the south). During winter the rivers are covered by ice, so there's no navigation at all.

Also, Russia has rivers in Siberia (the Ob, Enisey and Lena rivers). The Siberian rivers are used for the delivery of cargo to industrial projects in Siberia (like Tobolsk or Omsk). The Siberian rivers flow from the south to the Arctic Ocean and are not connected with the system of rivers in the European part of Russia. They can only be reached via the North Sea route (Arctic Ocean) and only during July, August and September, when they're free from ice.

River transportations area usual part of deals in project transport and we've performed a lot of river transportations (see the photos below).



Where are you from in Russia yourself? For how many years have you worked for Mortrans? How did you end up in Mortrans?

I was born in Murmansk and came to St. Petersburg at seventeen years old to study in the Maritime Academy (Faculty of International Transport Management). Thus, my activity fully follows my education.

I joined Mortrans Ltd. in my final year of education in 2000 and thus, this year I will celebrate nineteen years in the company. That's why the success of the company is very important to me; I've worked here for half of my life, gained a lot experience and always try to do my best for the good and successful future of the company. The most important conditions for the success of the company are pleased and happy customers and that's why the satisfaction of the customers is most important to me.

Russia is also a tourist destination. Could you tell us about some spots (besides St. Petersburg) that are worthwhile to visit in your region?

Many people visited Russia during the FIFA World Cup in 2018 and discovered that it's not as dangerous as they thought. Russia is very big and varied, being absolutely different in the north (where I was born) and in the south (close to Sochi and the Caucasian Mountains). Of course, destinations one and two for visitors are Moscow and St. Petersburg. However, not far from St. Petersburg we have very old and lovely towns like Pskov (just 300 km from St. Petersburg), which was founded in the tenth century and was the site of an old Kremlin and a lot of churches), and Velikiy Novgorod (just 200 km from St. Petersburg), which was founded in the ninth century as one of the first capitals of Old Russia and also has an old Kremlin and the Sofia Cathedral (built 950 years ago). That's the part of Russia that's unknown to most foreign visitors. Meanwhile, life in peripheral towns is cheaper than in St. Petersburg and Moscow, so that will be a very pleasant surprise for visitors.

How is best to get in touch with you?

By e-mail, phone, mobile or whatsapp.

Oleg Prokoshev

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MORTRANS since 1992
Project Cargo Forwarders

PROJECT CARGO Weekly

Featured Video

Editor's Note:

Breakbulk Middle East 2019 Official Recap

Breakbulk expo in an amazing country, UAE at the crossroads of global trade. Although prices have gone up significantly in the UAE overall it is still an awesome melting pot to visit.

PROJECT CARGO Weekly

Featured Photo

Editor's Note:

India and project cargo is growing big time. Here yet another example.

Neptune Container Line & Logistics Pvt. Ltd. successfully handled Over Dimension Cargo (ODC) at Vizag Port.

WEEK #08 – 2019

February 21, 2019

Editorial

Dear Readers,

It is Thursday and we are here again. The week past saw me visiting Dubai and the week ahead will see me visit Frankfurt, before heading to Hong Kong, Shanghai and Bangkok in mid-March. Meeting people gives you input, in particular when you have a chance to speak 'off the record'. The saying goes, "workers of the world unite", right? Personally, I would prefer to say "freight forwarders of the world unite".

It seems to me that many shippers nowadays are placing such stringent demands on the freight forwarders, coercing them into signing contracts that are beyond reason and include exorbitant liquidity damages. Why do the freight forwarders accept it? They are told to give them six months for credit, but freight forwarders should not finance shippers, bottom line, and don't have a banking licence! There are already shipping rules in place and rules governed by bills of lading.

To me, it seems to some extent that the only winners are the insurance companies, because both the freight forwarder and shipper will take out an insurance policy. It's also evident that many shipping managers nowadays have never actually seen a cargo ship. In short, they

simply lack knowledge of shipping and how the shipping world works. The concepts of rough seas and potential hurricanes being to blame for ships being late also appears to be beyond many 'shipping managers' comprehension. Rather, some seem to be experts in excel spreadsheets and power point presentations focusing on avoiding responsibility and boosting the bottom line, i.e. reducing the freight costs.

In addition, it doesn't help either to spend all your time listening too much to in-house lawyers, also with potentially no understanding of shipping. In short, these days the risks sometimes hugely outweigh the rewards for freight forwarders and the result is the knowledge that, "you sometimes get what you pay for". On the other hand there are, no doubt, some freight forwarders out there that should lose the licences they perhaps don't even possess. In my view, the 'shippingman', whether on the forwarder's or the shipper's side, is in short supply. Some have only seen meeting rooms, having never been aboard anything besides passenger ships, if even those. If we don't take a breather on occasion and come together to agree on some common ground, we'll soon be required to have a method statement just to go to the toilet.

Adding extra rules and regulations is always easy, but removing those same restrictions shows true leadership, especially when we think about politics. Our industry surely feeds a barrage of lawyers and insurance companies, at least, that much is evident both from the fees they can charge and the office buildings in which they are housed.
Today's newsletter includes a visit to Germany first. We talk to a very competent project forwarder, strong on wheels Europe-wide. They discuss the many rules that govern trucking of heavy lifts in Europe nowadays, so dealing with an expert is crucial. Next, we speak to a company in the Swedish city of Gothenburg, located on the west coast, that runs FCL and LCL services from Asia via rail. They explain how even Scandinavia can be reached nowadays by rail. Finally, we listen to the radio, or rather, we learn about a person also located in Gothenburg who produces a podcast about shipping. I am sure that possibly some out there may still not know exactly what a podcast is, so if you're unsure then before you read the interview, click here to see.

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Hegmann Transit
Sonsbeck, Germany

Interview with

Mr. Jan Schwittek
General Manager Projects

Mr. Jawi Janssen
Project Shipping Manager

Tell us about the history of Hemann Transit in Germany. Who owns the company, where are your headquarters located and what is your main focus in project cargo transportation?

Hegmann Transit Group was founded by Mr Karl Hegmann in 1920 and since that time it has continued to be owned by the family. The headquarters are in Sonsbeck, Germany ,close to the border with the Netherlands. We have a branch office at Wuppertal and have had our own terminal since 2017 in Wesel at the Wesel Dattel Kanal, right next to the river Rhine.

Hegmann Transit Group is very experienced with transporting and handling heavy-lift project cargoes with our trucking fleet with more than a hundred possible combinations of trailers.

Our main strength is European inland transport but we do plenty of handling via cranes and multimodal transport solutions worldwide.

Besides careful handling for direct clients, forwarders and brokers of different and several types of cargoes such as windpower, electricity, building materials and others, we are always looking for new solutions for our contractual partners.

I understand that you are very capable in German national heavylift transports. Can you provide us with some examples of cargoes that you have handled?

We regularly transport construction machinery for well known companies such as cranes, excavators and drilling machines. We also transport equipment for our wind energy partners.

Due to our wide-range of transport programs, it is difficult to name special cargoes or their

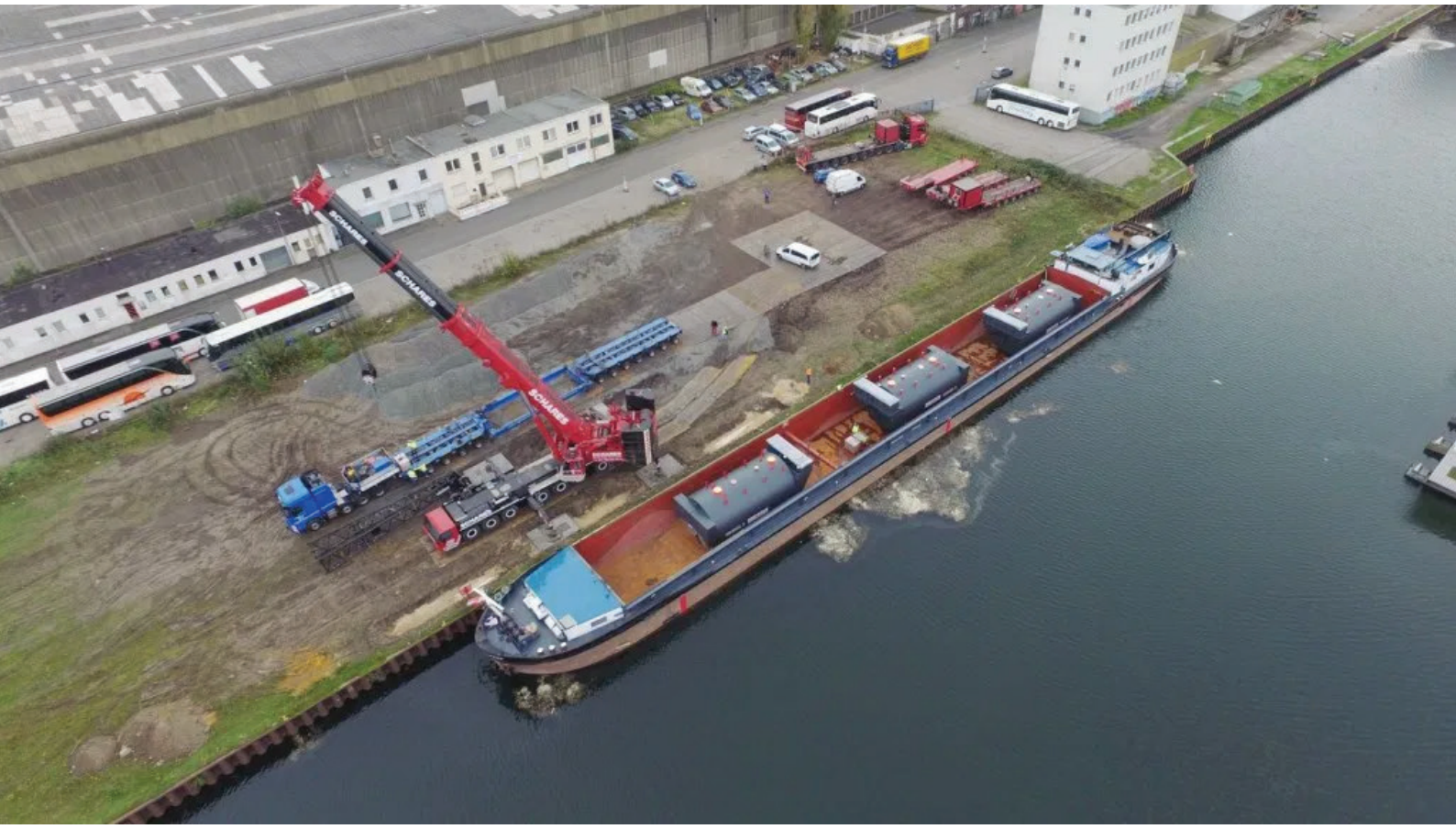
transport as all movements are done with same attention and precision. We recommend that you look at our website or social media channels to see our impressive catalogue of work.

If memory serves, there are strict rules and regulations for moving heavylift on German and other European roads. Please tell us how you deal with that, what kind of information do you need, what kind of time frames are required to obtain road permits and what kind of problems do you generally encounter with inland transport in Europe?

As all of the cargoes need to be handled case by case in regards to their size, weight and route of transport inclusive escorts, there is no definitive answer regarding all transports.

When clients ask for a transport, we always check, based on our experience, how difficult the transport might be and estimate a pre-notice for placing the transport until the time of transport. This enables us to organise all necessary permits, escorts and, of course, the correct trailers, trucks and experienced drivers.

For some standard routes, we have regular permits in hand. This allows us spontaneous transport in some parts of Europe.



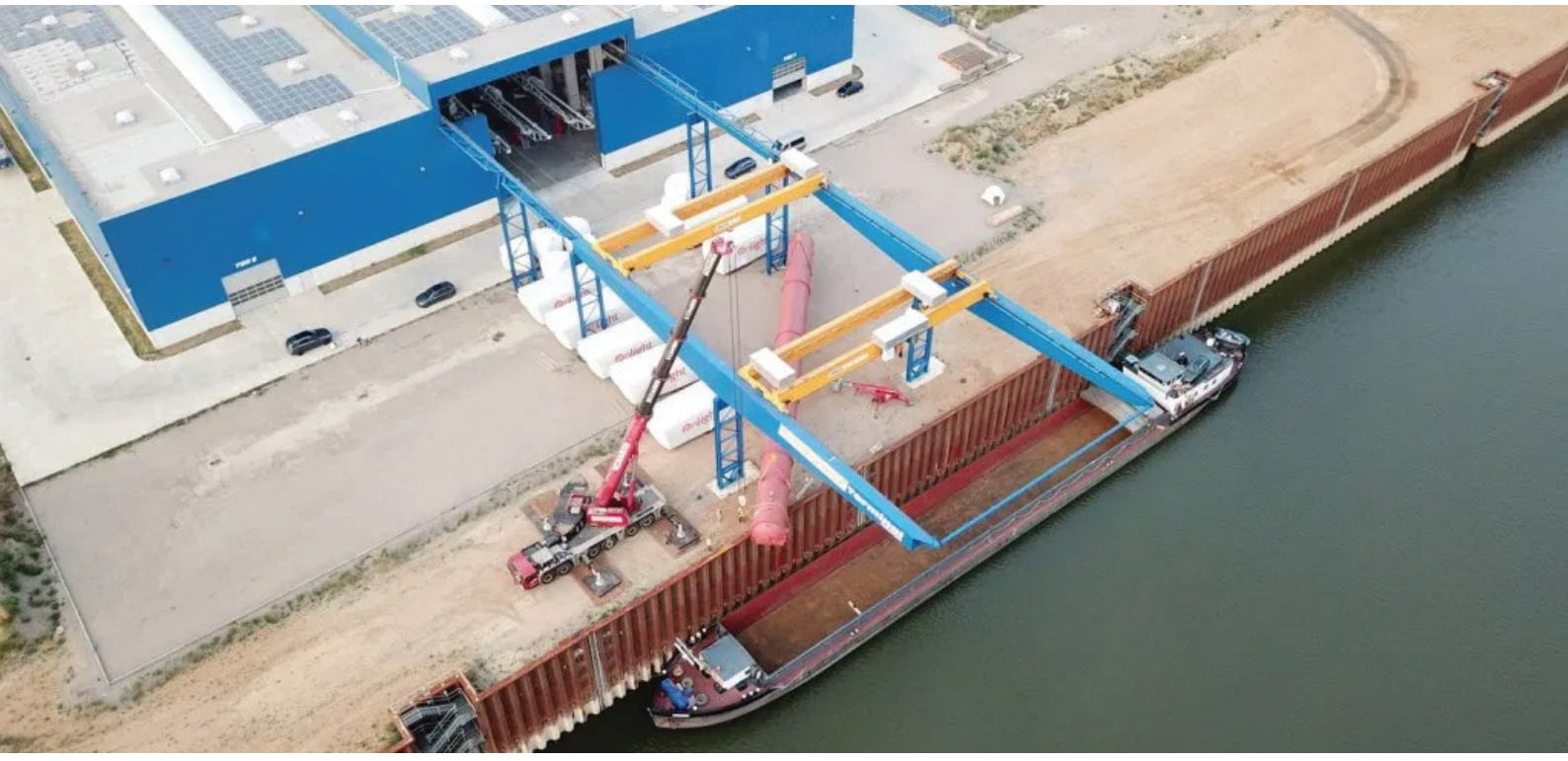
Are you able to handle Inter-European destinations as well as non-EU?

We are well experienced in the transport of cargoes outside of the EU. We always try to find a solution for our clients and we can proudly say that we are usually successful.

Tell us about your own background. When did you start your own career and what kind of experience do you have?

Jan: Actually, I joined Hegmann Transit as a trainee in 2008 and have worked there since then, participating in both small and big projects, in that familar atmosphere.

Jawi: I started my apprenticeship in 2002 at a well known owner for coasters. Since then I've growin working with yacht transports and many of the usual worldwide breakbulk transports.



What's the best way to get in touch with you?

You can contact us via our webpages:
http://www.hegmann-transit.com | http://www.schwerlast-terminal.de/

Alternatively, give us a ring on +49 (0) 2838 914 10

Hegmann Transit
Int. Spedition + Schwertransporte

PROJECT CARGO Weekly

Featured Video

TERA Group – PVC Plant Decommissioning Project – Kerteh

Editor's Note:

An impressive job by TERA group of Malaysia decommissioning a whole plant.

PETRONAS Vinyl Chloride Monomer (VCM) Plant Decommissioning Project at Kerteh – Tera Group has successfully completed the plant decommissioning project and transferred close to 16,000 freight ton of cargo ex project site to Kemaman Port for loading.

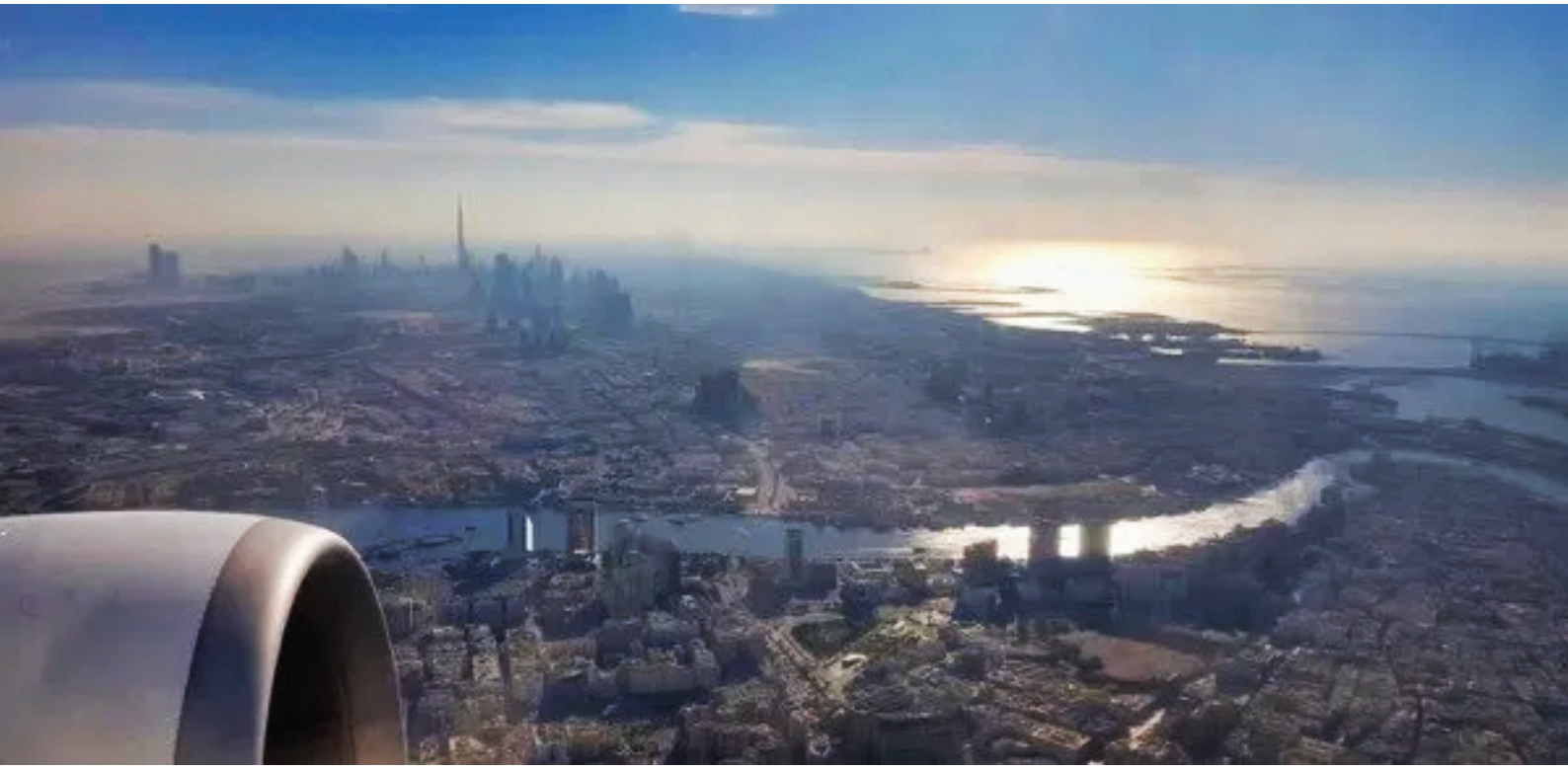
Among the dismantled items, there were some oversized & heavy units such as reactors, vessels, tanks & silos. After conducting detailed route survey, we have identified the best possible route to transport these oversized items which is close to 8 meters in diameter from the project site to Kemaman storage yard and finally to Kemaman Port for loading.

We started the journey ex project site around 2300hrs with police escort and arrived at the storage yard next morning around 0800hrs. It took 9 hours to complete the whole journey (approx. 45 KM). Traffic lights removal, electricity cables removal, telecommunication cables removal, tree trimming, road leveling and high-tension cables shut down were executed during the convoy. https://www.youtube.com/watch?v=mp_P5ze7xss

Featured Photo

Editor's Note:

Leaving breakbulk Dubai with a great view and of course on Emirates drink in hand!



WEEK #09 – 2019

February 28, 2019

Editorial

Dear Readers,

It is February 28th and the last day of the month. Again, one starts to wonder where the last two months went.

Today, I want to speak a bit about scams. In our online world, scams of all kinds are happening. Weekly, if not daily, we hear about identity theft, online banking fraud, phishing and whatnot. What concerns me the most are smart sales people calling unsuspecting older people, who might be from a generation when people were possibly more trustworthy. Even modern day business people may fall into the traps of these smart sales people on the phone trying to sell whatever. One scary example was uploaded to Youtube recently, concerning an American-run call centre in Manila that was running a defrauding scheme towards mainly Australian retirees. See this video for more info.

Of course. there's no doubt that in today's world, greed and thirst for profit often get the better of us. Banks don't help, as we all know they'll lend you an umbrella when it's sunny, only to ask for it back when it starts raining. Still, I cannot help but feel sorry for the victims of fraudsters, who these days come in all shapes and sizes. Just because someone wears a tie and claims to come from, say, Germany or Switzerland, that doesn't mean that they aren't crook-

so my advice is to watch out, no matter how well they can speak English.

After all, English is just a language (and I'd even dare ask, where would England be if their language wasn't the world's number one language?). So we must always pay attention carefully, no matter how nice English sounds when spoken well. Our own industry has also seen its share of scammers and fraudsters. I regularly hear that there's been a recent barrage of emails coming out of south China that begin 'dear friend', or 'hello sir, we are the best project freight forwarders in China' and offering ridiculous rates. They then keep the bills of lading and squeeze the unsuspecting foreign forwarder to pay more before release.

In Germany recently, a freight forwarder who owed money to several unsuspecting overseas agents tried to fold up his tent to start a new company. He would start it this time in his wife's name, leaving the former company and its debts to sink with the debt. So then, we all must be aware. Of course, here at PCW, we are more than happy to spread the word about fraudsters and scammers and to do our part to ensure that our readers don't fall into their traps like others before them.

Many fraudsters know that, up to a certain amount, people would rather forget a loss than to ask overpriced lawyers for advice. After all, one thing we can be sure of is that a lawyer won't pick up the phone for a minute without a charging for an hour. In my view, there should be a small claims court to efficiently handle such matters for the benefit of the many. Most of us would prefer to go the legal route over the 'Russian' way, so to speak.

In this week's edition of PCW, we start off in a beautiful country divided into east and west, by which I mean Malaysia. We speak to a local project freight forwarder that I have known for several years and he gives some insights into the solutions that he can offer to and from his country. We then pay a visit to Northern Ireland, a place very much in the news nowadays due to Brexit and the backstop that we hear about daily. We talk to a local and well-versed freight forwarder there. Staying on the British Isles, we talk with an NVOCC who offers services into Latin America. That is quite interesting because we don't come across NVOCC's covering that territory very often.

Until next time, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Trans International Logistiks
Kuala Lumpur, Malaysia

Interview with

Mr. Kuldip Seine
Owner

Firstly, Kuldip, please tell us how many years have you been active in shipping? What made you choose this as your career?

My career in the logistics/shipping industry came about by sheer coincidence. I was helping a friend secure a project he was chasing and I ended up securing the project, resulting in my being employed by his company and thus, my career started in 1980.

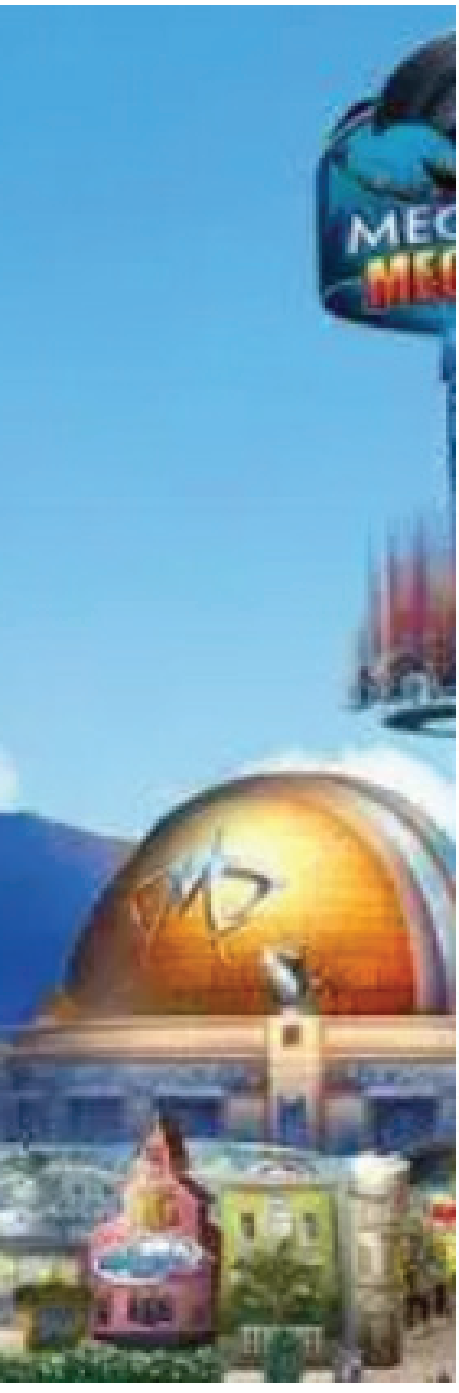
Since then, I have been involved in various logistics companies, such as Hermann-Ludwig, Panalpina, Transintra Shipping, Calberson, Haniel Transport, Thyssen Haniel Logistics and ABX Logistics. After those, I was the managing director and project director of Asia Pacific until 2006. During my tenure, I managed numerous projects in the various industries, including industrial manufacturing plants, oil, gas and petrochemical projects, infrastructure, construction and development projects, transportation projects, utilities projects in power and energy plants, telecommunication and waste/water treatment plants, etc.

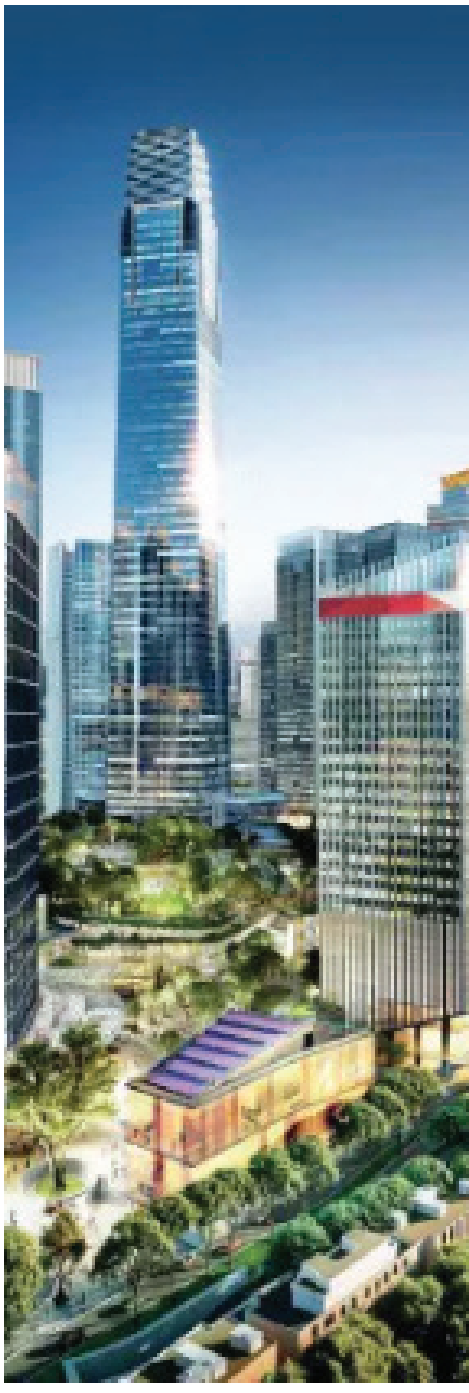
I have noticed from your excellent website that you are heavily into logistics for construction sites and major buildings. Could you please tell us more about this sort of work and what led you to such an impressive portfolio?

Trans International Logistiks, since its incorporation in 2007, has been involved actively in various construction projects. These construction, development and infrastructure sectors have very demanding requirements regarding logistics. As with projects in many other industries, construction projects run on very tight schedules. Such projects cannot afford delays as penalties are very high, bearing in mind that such investments run into the millions of dollars and every aspect of their constructions need perfect coordination from all parties working closely with each other to achieve the ultimate goal, i.e. to deliver the project on time.

One can picture mega construction projects, be they for iconic buildings or mixed developments, which entailed the involvement of professionals, be they contractors, suppliers or consultants of various expertise, which at times can mean hundreds of parties being involved and all working together as a team. Coordinating and managing the complete range of the project logistics services for the entire team for such projects is no easy task. It requires expertise from the best, as it leaves no room for error.

We were fortunate to be involved in the iconic Petronas Twin Towers project and, thus, learned that the demand for specialized logistics in this industry is very high. It made us focus on this industry. Since our success, we've been approached by a lot of companies to assist them in managing the logistics of their construction and development projects. We're also proud to have been involved in the Al-Reem Island mixed development in Abu Dhabi. It's not just Malaysia that's embarking on such projects, but all the countries in this region.





I have noticed from your excellent website that you are heavily into logistics for construction sites and major buildings. Could you please tell us more about this sort of work and what led you to such an impressive portfolio?

Sabah Ports:

- Sepangar Bay
- Kota Kinabalu
- Lahad Datu
- Sandakan

Sarawak Ports:

- Kuching
- Bintulu
- Miri

Labuan Port

West Malaysia Ports:

- Penang
- Lumut
- Port Klang
- Pasir Gudang
- Kuantan
- Kemaman

MISC has been a well known brand in container shipping in the past. I seem to recall from my days with Ben Line Containers that MISC was a part of ScanDutch then and I recall names like Bunga Permai, Bunga Suria etc. Where is MISC now and does Malaysia have a fleet of its own even for intra-Malaysia trade?

MISC has been restructured since then and now their core businesses are as follows:

- LNG Shipping
- Petroleum Shipping
- Offshore Business
- Marine & Heavy Engineering
- Maritime Education & Training
- Port & Terminal Services
- Integrated Marine Services

Their website states that, in 2011, MISC announced its exit from the container shipping business. The cessation of the liner business was approximately a year later. However, other Malaysian ship owners have always operated the intra-Malaysia trade. Western and eastern Malaysian container and break-bulk vessels mainly handle it, covering the main ports and tug/barge operations to the smaller ports.

Competition is tough in Malaysia. Can you tell us why you think people should choose Trans International Logistiks as their partner?

Trans International Logistiks Sdn. Bhd. is a project management company (PMC), specializing in the field of total global project logistics management, governmental matters, direct investment incentives, indirect tax exemption consultancy, free trade agreement (FTA) / ASEAN trade in goods agreement (ATIGA) consultancy for the capital expenditure industry.

Trans International Logistiks works with a network of global expert partners in their individual countries. These strategic partnerships allow us to manage our goal of providing enhanced transportation services through the use of qualified and approved systems and expert personnel. Our strategically located global partner network enables us to tackle even the most complex logistical challenges faced by our project clients, anywhere in the world.

Trans International Logistiks very much stands out from most of our competition due to our expertise in handling various governmental matters, including advising investors on the availability of direct and indirect investment incentives granted by the relevant government agencies.

Our core expertise has been in consultancy services on indirect tax exemption related to the application for exemption on import duties and sales tax, identifying free trade agreements (FTA) / ASEAN trade in goods agreements (ATIGA) and customs tariff classification. The services that we render have resulted in substantial savings for our clients on their capital expenditure (CAPEX).

To further facilitate smooth custom clearances, ensuring timely deliveries and barring any hindrances, we extend our capability in applying for and obtaining all sorts of import permits and approvals involving the various governmental regulatory agencies, on behalf of our project clients. These have been realized in substantial amounts of invisible expenditure savings, totaling in the hundreds of thousands.

Trans International Logistiks performs in multiple roles: as a project management company, providing total global project logistics requirements, tax consultancy and attending to governmental issues. The complexity of these endeavors compels us to maintain our **VISION** and **MISSION**: to deliver the **RIGHT materials** in the **RIGHT condition** to the **RIGHT place** at the **RIGHT time** and for the **RIGHT price** with the **RIGHT savings…EVERY TIME!**

Besides business, Malaysia is also very renowned as a great place to tour and even retire to. Could you enlighten our readers with some tips on lesser-known places to see that are off the beaten track?

There are a lot of hidden gems, i.e. tourist sites in both west and east Malaysia as there are fourteen states, each with their own cultures and characters. Thus, each of them has many unexplored sites.

Furthermore, each of them has different features and interests, for example hill resorts, diving spots, lakes resorts, trekking routes, parks, islands, heritage towns, etc. These are all easily found tourism sites or through the links below:

http://www.matic.gov.my/en/#
https://www.tourism.gov.my/

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XIN GUANG HUA – COSCO SHIPPING Lines (Greece) SA

Editor's Note:

More than 50 years ago COSCO launched its first ship it was called the Guanghua, not sure but I believe it was 1951 or something like that. Now the XIN GUANG HUA or new Guang Hua is here and one might say an impressive development in size, capability and this vessel was recently used to transport a section of the burnt out Maersk Honam. This semi-submersible is a marvel to behold.

PROJECT CARGO Weekly

Featured Photo

Editor's Note:

Visiting the COSCO breakbulk carrier headquarter early December I took a photo of COSCO's first vessel launched the mv GUANGHUA. An impressive ships model indeed and launched half a decade or more ago. After looking at this picture do proceed to watch the video of the week for the NEW GUANGHUA!

WEEK #10 – 2019

March 7, 2019

Editorial

Dear Readers,

It is Thursday March 7th, and that means Project Cargo Weekly is here again. I paid a visit to my native country of Denmark last week and I was pleased to be able to fly direct, avoiding transit in Copenhagen. This means it only took me four and a half hours instead of up to eight, door to door, from home to visit my parents.

When I was in Denmark, a country that I moved out of in 1986, I found out that our public transportation system still has many flaws that haven't been addressed for years. The upgrade of the local train into Aarhus (the second city of the country) from my hometown of Grenaa is more than two years late and – guess what – is already exceeding budget. Thanks to this, I had to take a 'fast bus' that covered the sixty kilometres in one hour and twenty-five minutes. Well, it's a good thing that I am not prone to stress, but certainly more could be done in parts of my country in terms of transportation and planning.

We are famous for many things in Denmark, including renewable energy, democracy and happy people. However, in recent months, we've also regrettably become infamous for our money laundering, most recently with another bank (besides the notorious Danske Bank) being accused of acting as a conduit for illicit worldwide money transfers out of Russia and

CIS. Let's see what happens on that score. I suspect that, as usual, the buck will stop at a certain level and the higher ups will get away with a golden handshake, as we have seen so many times in both business and politics in recent years.

Still, on balance, Denmark is a wonderful country and it is indeed a nice place to live. It is very supportive of people with handicaps too. People say that you can judge a country on the way it treats its less fortunate, handicapped or addicted people. Speaking of addiction, I came across quite a sad movie clip on the South China Morning Post website recently (see here) and if we are talking shipping, it seems that the drug fentanyl is being shipped regularly from China to the US, where there's apparently a big market for such drugs. If the video is truthful then I sure hope that treatment is available in the US without astronomical costs and that China uses its usually strong intelligence services to stop this deadly trade.

Regarding our business interviews this week, we are very fortunate! First of all, we have an interview with a Danish logistics giant. They have grown immensely in recent years and now can be regarded as being in the same league as the usual suspects of Swiss and German origin. They seem to have managed their mergers and acquisitions very well indeed. We then leave Denmark but stay in the Scandinavian region as for the first time we've had a chance to interview a real shipper. Freight forwarders, logistics providers, shipowners etc. would not have much business unless someone had some cargo to move around the world! Consequently, it was indeed interesting to interview a big Gothenburg-based Swedish trader about handling very large shipments worldwide and dealing with forwarders and carriers of all sorts.

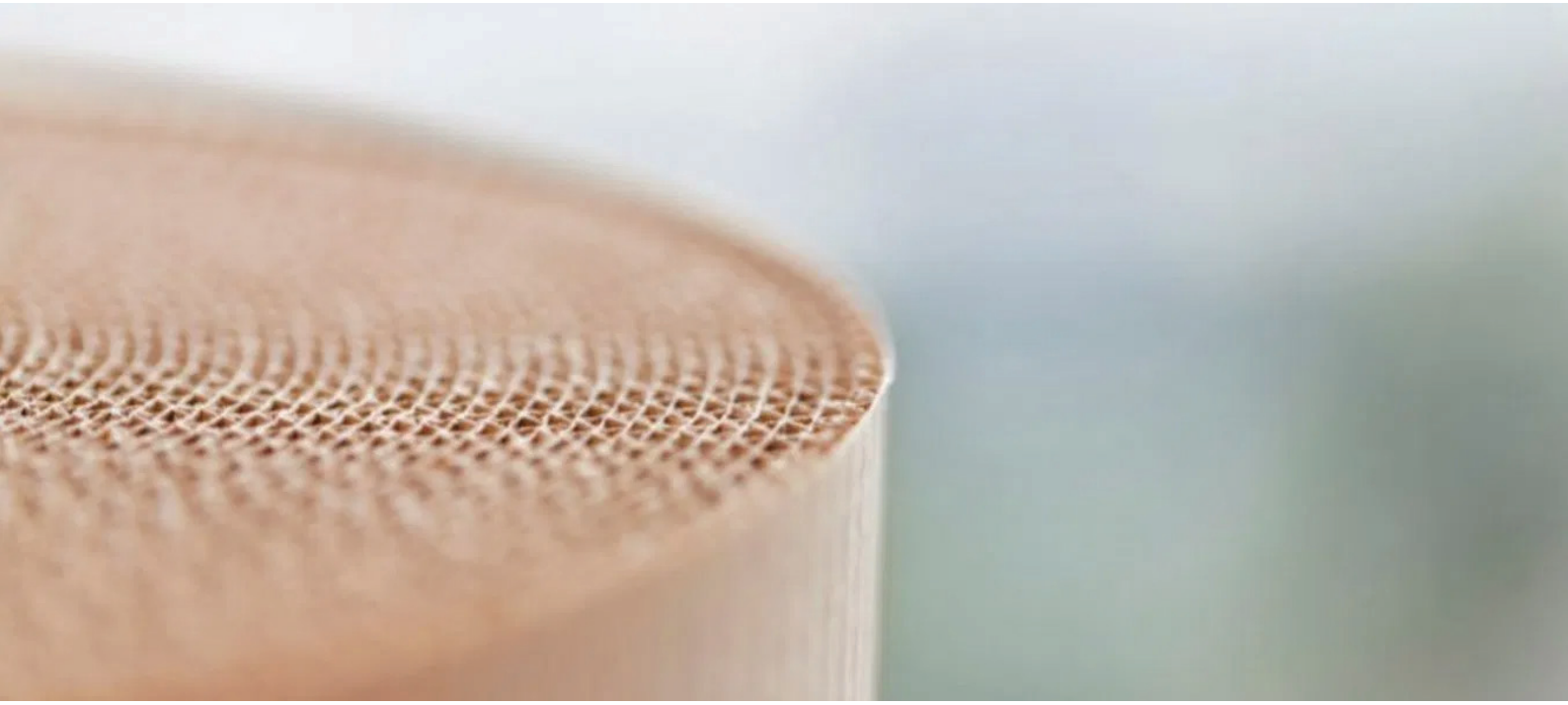
I hope you will find both interviews interesting to read. We finish the newsletter with not only shipping, but also airfreight news. There is now a new book out about the history of Antonov that you may want to consider purchasing. They are known for having the world's largest capacity cargo freighters and, with a proud past and an active future, they would certainly be worth reading about. I was on board an An-124 several years ago when I was logistics manager for an Ericsson joint venture in Beijing and you really do feel small inside one of those. Link here

Finally, we round off our newsletter with the usual Picture and Video of the Week, as well as Wise Words, just in case you didn't find any wise words in this editorial.

Until next time, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Ekman & Co.
Gothenburg, Sweden



Interview with

Mrs. Marna Edmark
Vice President

Firstly Marna, could you please kindy explain what type of company Ekman is and what you ship around the world? Could you also enlighten our readers a bit about the history of Ekman & Co?

The Ekman family founded its first business in 1663, selling iron and timber and in 1802 Ekman & Co AB was incorporated. Ekman was one of the pioneers in Swedish production

and export of pulp and paper and the first Swedish trading house to operate in China, when opening an office in Shanghai in 1914. Through the years Ekman has operated in various businesses and in the early 1980's business focus shifted to forest related products.

Ekman is a global sales and marketing organization strategically aligning buyers and sellers of forest products around the world. We make international trade easy and profitable for partners in more than 100 countries.

With global presence and local excellence, we add value throughout the business process by offering competitive purchasing, strong financial solutions and efficient logistics. Ekman has more than 300 employees in 40 offices worldwide and handles around 4.5 million tons of forest products every year.

What kind of quantities do you ship in a year and do you mostly use breakbulk or container vessels?

We ship approx. 4.5 million tons of pulp, paper, bio and recovered materials. The majority of these are shipped in containers and some by bulk and trucks. The Ekman Pulp Division is the world's largest independent pulp trader, present in all major geographic areas.

As a shipper, do you find it useful sometimes to utilise freight forwarders, or do you prefer to deal directly with shipowners?

That all depends on what the contracted terms are, as well as the final destination. In certain parts of the world we can only use forwarders and in others only carriers. But in order to be

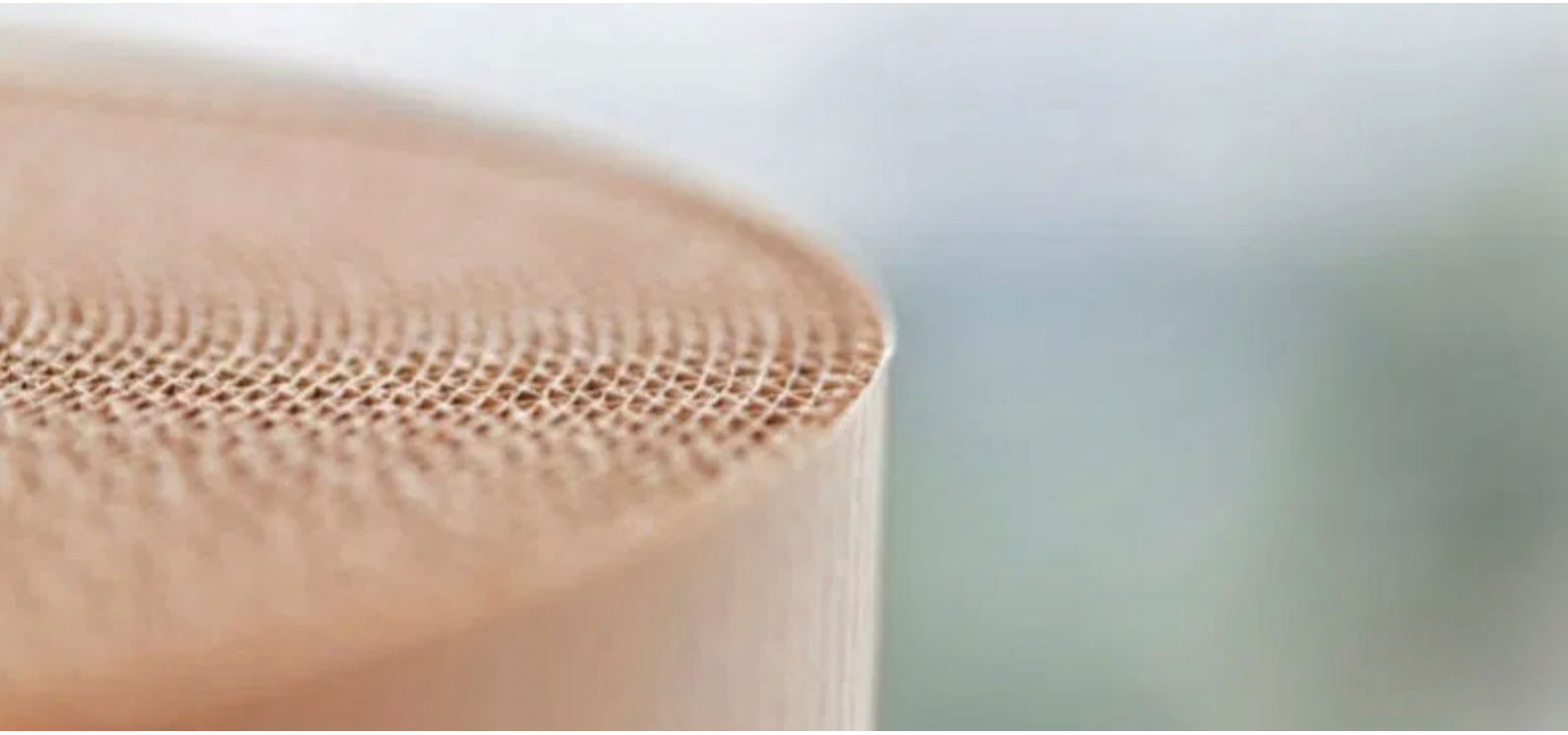
flexible and always maintain the best service towards our customers, we utilise both forwarders and carriers.

There are many shipowners out there, though there are not as many of them sailing in alliances or groups. How do you choose which shipowner to use?

Our nominations are based on rate levels, service, local representation and availability.

Marna, please tell our readers how you ended up as V.P. of logistics in Ekman & Co and how come you chose a career in logistics in the first place?

I started at entry level in the import department of P&O Containers immediately after I finished my studies. I then worked my way up through different positions within shipping, freight forwarding and co-loading companies. Before I joined Ekman & Co, my last position was as export department manager at Geodis. During my years in shipping, I have worked in Rotterdam and, more recently, in New Delhi for 2.5 years as a Trade lane Manager. My main experience is in Operations and Sales.



Business Areas – Paper and Packaging

What do you like most about your job?

The wide spectrum of work duties, involvement in all sides of the business and the fact that I don't know what kind of logistics challenges each day will bring.

Business Areas – Recovered Materials

In your opinion, what has changed over the years? What do you think of the approach of modern freight forwarders and shipowners towards you, the real shipper?

During my years in freight forwarding, one change that I've noticed is that freight forwarders and carriers are working more towards sustaining a relationship with their customers. Freight forwarders offer more value for their customers, such as complete supply chain solutions, 4PL etc.

Business Areas – Bioenergy

Do you have any good advice for youngsters looking to become active in logistics on the shippers' side?

Be patient and learn the basics. Also, be open to working in different areas of the logistics business in order to create understanding and gain knowledge and experience.

How to get in touch with you?

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www.ekmangroup.com

Launch of DOC 8500 'Maersk Connector'

Editor's Note:

There is always something special about launching a newbuilding. Here is a very nice video from the GALATI Shipyard of Romania portraying a launch a couple of years ago of a Maersk newbuilding.

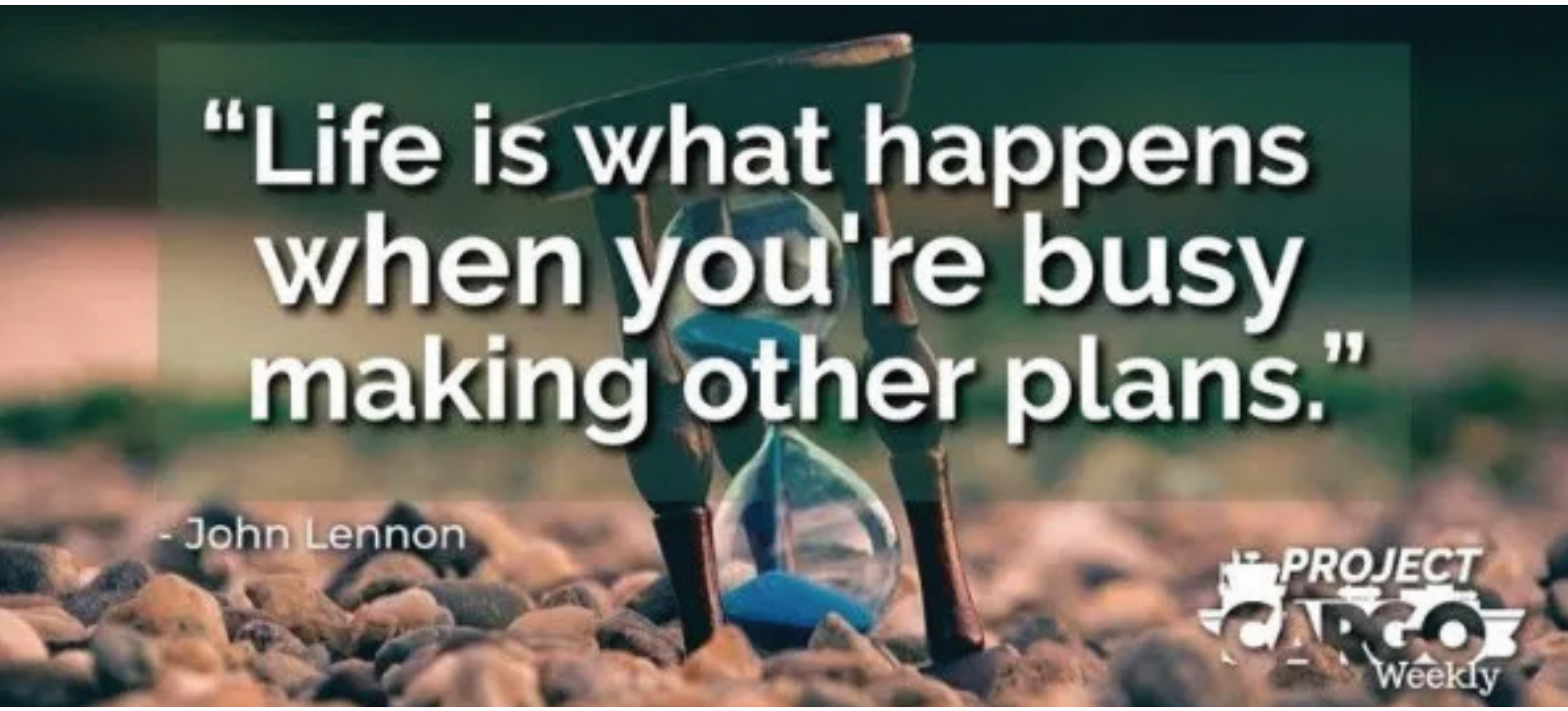
Editor's Note:

Another heavylift piece shipped onboard a containership as breakbulk this time from the US to the Middle East. Work done by DT Project America.

DT Project America delivered a rotor weighing 63 metric tons with dimensions of 1229 x 272 x 272 cm from door Charleston, North Carolina USA to Port of Jeddah, Saudi Arabia.

DT Project loaded the cargo as breakbulk on a container ship allowing the customer to deliver the cargo on time to the receiving site. www.dtprojectamerica.com

Wise Words



WEEK #11 – 2019

March 14, 2019

Editorial

Dear Readers,

It is Thursday again and Project Cargo Weekly has arrived. In two days, I am leaving for my Asian tour which will include visits to my favourite city of Hong Kong, then Shanghai to join the Breakbulk Expo there, then finally with a week in Bangkok before heading back to Stockholm, Sweden.

It turns out that there are now new rules governing Chinese visas enabling you to stay up to 144 hours in China as a business person with an onward reservation. That is indeed good news because we all know how complex it can be to get visas nowadays, in particular when you have to leave your passport for a few days with some obnoxious (often) clerk behind the usual Fort Knox windows that seem to exist at most embassies and consulates around the world. Furthermore, opening hours must of course be designed to cause maximum inconvenience to the people requiring a visa. I wonder if there is a special rule amongst embassies and consulates of the world that their main function is to make it troublesome for people by having very short opening hours.

I lived many years in Beijing and often wondered what actually went on in the Sanlitun District, where embassies were located side by side and the only constant was the occasional lim-

ousine going in or out of the compound. I'll never forget the time I visited the Swedish consulate in Singapore. It was just after Suharto was overthrown in Jakarta and the city was 'on fire', as CNN would have said. A Swedish guy was there trying to get a new passport and assistance with a ticket home because his bank account had been frozen.

There was a long discussion and, to no one's surprise, there was no help available. I recall I made a rash decision after listening to his ordeal and brought him to a local travel agent downstairs, buying him a one-way economy class ticket back to Gothenburg. He was a retired ABB worker and I could tell that he was trustworthy. He later refunded the ticket cost to me with a glowing thank you note. Yes, sometimes we should not be too afraid to reach out and help others and what I did was follow my gut feeling. More often than not a gut feeling is the right one!

Changing the subject and regarding my being from a slightly older generation, I came across a very interesting article this week in SCMP about detox. Now, I know a thing or two about detoxing, but I never imagined that I would ever be talking about a 'digital detox'. However, this is perhaps by far the detox many of us need the most. Quality time with children is being lost – some kids have even drowned whilst their parents are busy on their mobiles at the beach – and we have seen many other scary examples of digitalisation taking over our lives. Read this article for more info.

Whilst we are on the subject, I hope and pray that we will never be so digitalised that we are unable to fix problems ourselves in the good old-fashioned ways. I am thinking about the terrible loss of life from the Ethiopian Boeing 737MAX airliner that went down a few days ago, just shortly after a similar airplane in Indonesia did the same. It is said that pilots in the US last year had already warned of the fact that the airplane was too automated and not fully developed, so they had to struggle to take back control of the aircraft. I respect technological developments, but I don't respect a rushed development jeopardizing safety. Perhaps taking a step back once in a while is sorely needed, more than protecting the ever more important bottom line.

Businesswise this week we start off in Germany and speak to a shipping agent and project freight forwarder in the lovely city of Hamburg, before we fly to Nairobi, Kenya where we interview a local freight forwarder who's also able to provide transhipment to neighbouring countries. We then cross the Indian Ocean and land in Mumbai, India. After testing their curry of course, we pay a visit to a local transportation company that has inland experience in this vast and quickly developing country. We provide you with shipping news, sector news, wise words and don't forget our photo and video of the week as well.

Incotrans
Hamburg, Germany

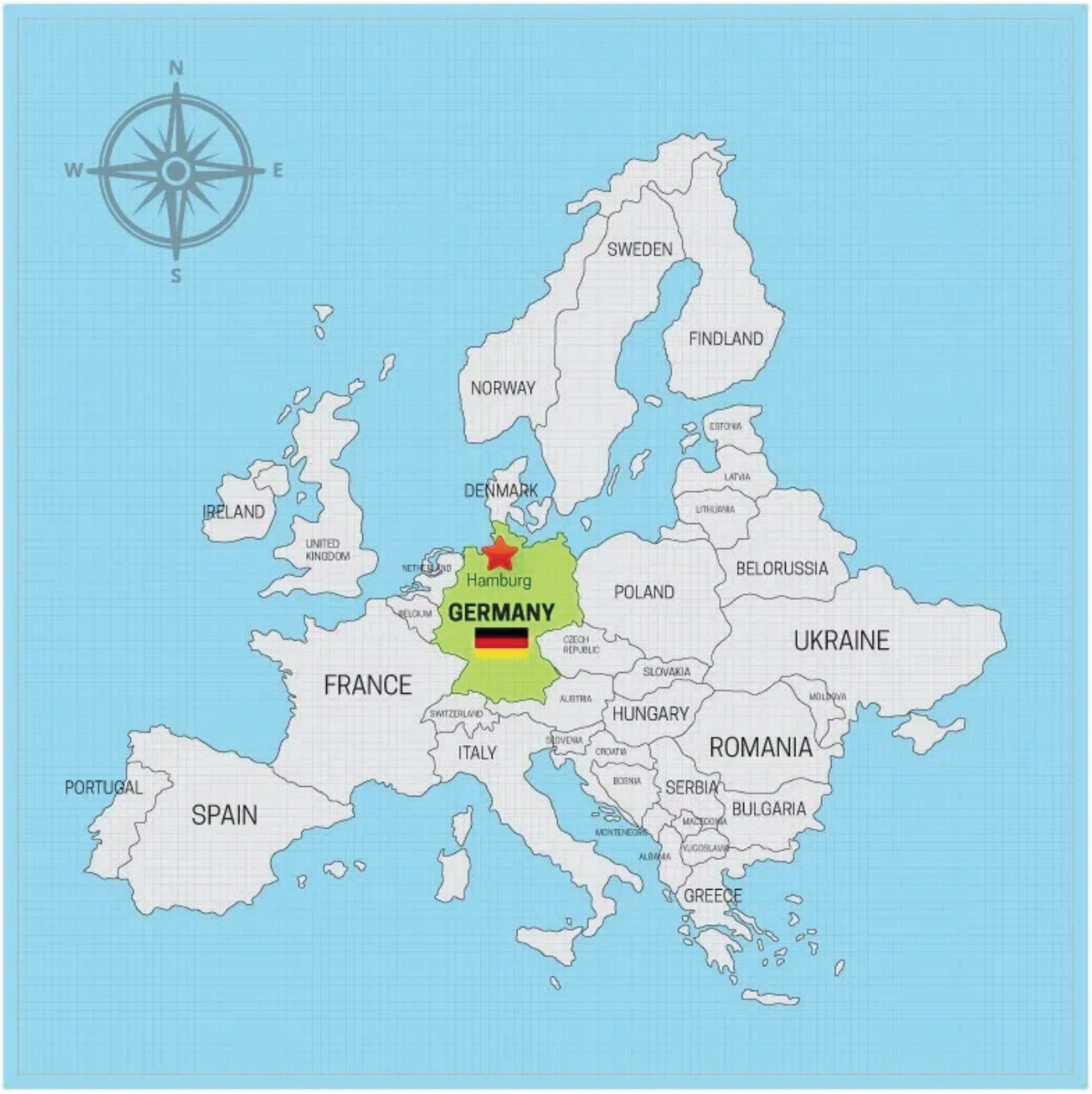
Interview with

Mr. Torsten Bender
Managing Director

Firstly Torsten, could you tell us a bit about the history of Incotrans? I understand that your roots date back to the eighteenth century?

Yes, it's true that the roots of our company date back to the eighteenth century, when the original version of this company was founded in the Netherlands. Incotrans developed liner services from the continent to both sides of the USA, the US Gulf and Central America. Its own ships were employed but it also co-operated with other carriers, such as ACL, which was part of the group. This led to a gaining strong experience in the container trade as well as in ro-ro and breakbulk shipments. Nowadays, Incotrans is a privately-owned shipping agency offering liner agency services as well as port agency services.

Apart from those agency services, Incotrans does offer logistic solutions for enquiring customers as well brokering services, particularly in the fields of breakbulk and project cargo. Our strongest focus is always on a solid customer relationships and service. Over the course of time, Incotrans has developed into an agency that is well connected in Germany, Austria and Switzerland.



Has being a liner agent changed that much compared to the past? Some shipowners have now opened their own offices in many ports, thus not relying on the traditional liner agent. Is that a trend that you can confirm or is it changing back again?

You're right that nowadays the number of liner agencies is decreasing. The trend of shipowners opening their own offices was once only true for container lines, but these days we also see a number of MPP owners opening up offices in various places over the world. This is also the case here in Hamburg and it's hard to conclude whether this is good or bad for clients.

Remember, we're also seeing a consolidation in the forwarding world and we have seen traditional broker houses merging or disappearing. Shipping and logistics are going through a period of transformation in general.

In the past, the shipowner used to concentrate on the operation and running of a service using his agents' intelligence and local knowledge. Today, the shipowner is trying to perform two different jobs at the same time. What is lost is the intermediary, who can offer solutions if problems occur.

Besides being a liner agency, please tell us a bit about your other activities. You're a shipbroker as well, correct? Elaborate, if you will for our readers, on what kind of service that entails in today's market.

Our other activities are cargo brokerage and cargo surveying activities and we are a worldwide broker for breakbulk and project cargo. Together with the respective clients, we define what exact service is required in this field.

This ranges from finding shipping solutions and booking space on vessels to market analysis for specific requirements. Another activity is surveying cargo and supervising loading and discharging. We did such a job for a German wind turbine producer, supervising the loading, lashing and discharging of components for a project in the North Sea. Our focus was on the documentation of the entire operation as well as reporting to the customer. This assignment kept our supercargo busy on the coast for around eight months.

For example, last year we offered, at the request of one of our closer clients, a full Ex Works transport solution from Mexico up to India. A dismantled press of some thousand tons and heavy lifts had to be picked up in the inland of Mexico and we offered to handle the local trucking via our local contacts, including port handling and booking the ship space up to India.

Do you sometimes handle project cargo? Could you provide us with some examples of cargo that you successfully have handled recently?

As I previously mentioned, handling project cargo is our main activity. We are kept very busy with project cargo in Latin America and Africa. Besides the Mexico-India project I mentioned, last year we transported diesel engines from Denmark and Germany to the USA.

We regularly carry mining equipment as well as railway cranes and power generation components. For one of our principals, we actively carry this kind of cargo to Thailand on a regular basis.

Recently we did ship power generation equipment from Germany to Latin America with maximum unit weight of 185 mt.

I believe that competition, particularly in Hamburg, is fierce. How do you ensure that you're the first choice among equals?

Our aim is to support our client with good service, whilst at the same time offering reliable schedules. This is a daily challenge, but that is the fun of the daily routine. Our goal is total client satisfaction with our service, ensuring that customers feel comfortable returning to us for their next cargo booking.

We provide our clients with an expertise acquired over many years of experience in the break-bulk shipping world, which also includes consultancy on charter party issues, for example. We try to assist the client with finding the right transportation solution well in advance. That also includes going to the port and seeing the cargo after it's been delivered so that we can assess whether the cargo matches with what has been booked.

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www.liburniamar.hr

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What do you like most about your job? What is the biggest change in shipping compared to ten to twenty years ago?

We very much enjoy quality contact with clients and principals and we still believe that this is of high importance.

The biggest change is definitely the style of communication. It's much easier today to communicate with people all over the world. In the past the telephone was a very important tool, whereas nowadays one can stay in touch via e-mail or social media communication. But visits to clients still play an important part of our daily routine.

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Incotrans

PROJECT CARGO Weekly

Featured Photo

Chipolbrok MV Qian Kun Aden Project

Editor's Note:

Not every day we get project cargo pictures from the port of ADEN in war-torn Yemen. Nice shots here from mv Qian Kun of Chipolbrok discharging at ADEN en-route to ASIA.

Chipolbrok's MV Qian Kun made a voyage to the port of Aden beginning in Antwerp, half of vessels space was loaded with power station equipment for the 'Petromasila Aden Project' including heavy units of 2 x 177mts and 2 x 206mts, the remaining space was filled by general cargo.

This project is the second largest in Yemen after the construction of Balhaf LNG terminal. The cargo receiver is Petromasila which is the Yemeni government's largest petroleum and power company. The cargo enjoyed top priority and all operations including waiting for berth was finalized within 4 days plus a few hours. http://www.chipolbrok.com.plt

PROJECT CARGO Weekly

Featured Video

ANEMOI Flettner Rotor System working well on MV Afros Sailing

Editor's Note:

Innovative ways of saving fuel are constantly popping up. One of the first trying it was the now defunct Beluga Shipping but it is now again being tried using "wind-turbines" onboard a modern cargo vessel to make use of the (still) free of charge wind energy.

WEEK #12 – 2019

March 21, 2019

Editorial

Dear Readers,

It's Week 12 and Thursday, which means that Project Cargo Weekly is once again in your inbox and hopefully not in your spam box.

I am writing this editorial from Hong Kong and, as you might know by now, it's one of my favourite cities in the world. I have a long history with Hong Kong as I first arrived here in 1986. Two years later, I got married here in St. Margaret's church in Happy Valley with a good view of the Happy Valley race track. It was some years then still, until the British handover of Hong Kong to China, which took place in 1997. Many Hong Kongers were worried about becoming part of China back then, even under the 'one country, two systems' concept developed by Deng Xiaoping.

In fact, so many Hong Kongers managed to get Canadian passports that the people of the Canadian city of Vancouver began to call itself Hongcouver. Anyway, once you get addicted to Hong Kong – the handy size, the ease of doing business, the proximity to potentially the world's largest market – you cannot help but want to return to the city to continue doing business and hopefully earn more money. It's a loud place but I believe sometimes that Chinese people need the noise and cannot live without it.

Sitting here in 2019 and looking back to 1997, there is of course no doubt that Hong Kong has changed but so has China overall, at least to a foreign eye. It's impressive to say the least and Hong Kong's economy has certainly benefitted from the influx of cash-rich Chinese people or tourists, of which there are plenty from the mainland now. Try and stand in line at the Louis Vuitton store here in Tsimshatsui and you will know. Here are a few shots that I've taken during my Hong Kong trip, which might whet your appetite for visiting.

I hope that the local SAR government in Hong Kong and Beijing will continue to keep the difference and develop the 'one country, two systems' measure for the future so that Hong Kong doesn't become 'just another Chinese megacity'. Time ultimately will tell. One thing for sure though is that cost levels are going through the roof, not least in housing etc. so that's something that needs to be addressed by anyone pretending to care about the interests of Hong Kong.

To business, then, and of course we have some interviews for you this week. We start off by visiting the small country of Lebanon, a country that has a long and sometimes troubled history, but also a reputation for clever business people spread out worldwide. We talk to a local shipping agent also with a very long and distinguished history in the field of logistics. We then head the way of many Lebanese folks, i.e. to France and it's here that we speak to a local project freight forwarder that is active and highly specialised. Finally, we visit the industrial engine of Europe that is Germany and talk to a very reliable project freight forwarder with solid experience in the trucking of oversized pieces in Germany.

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

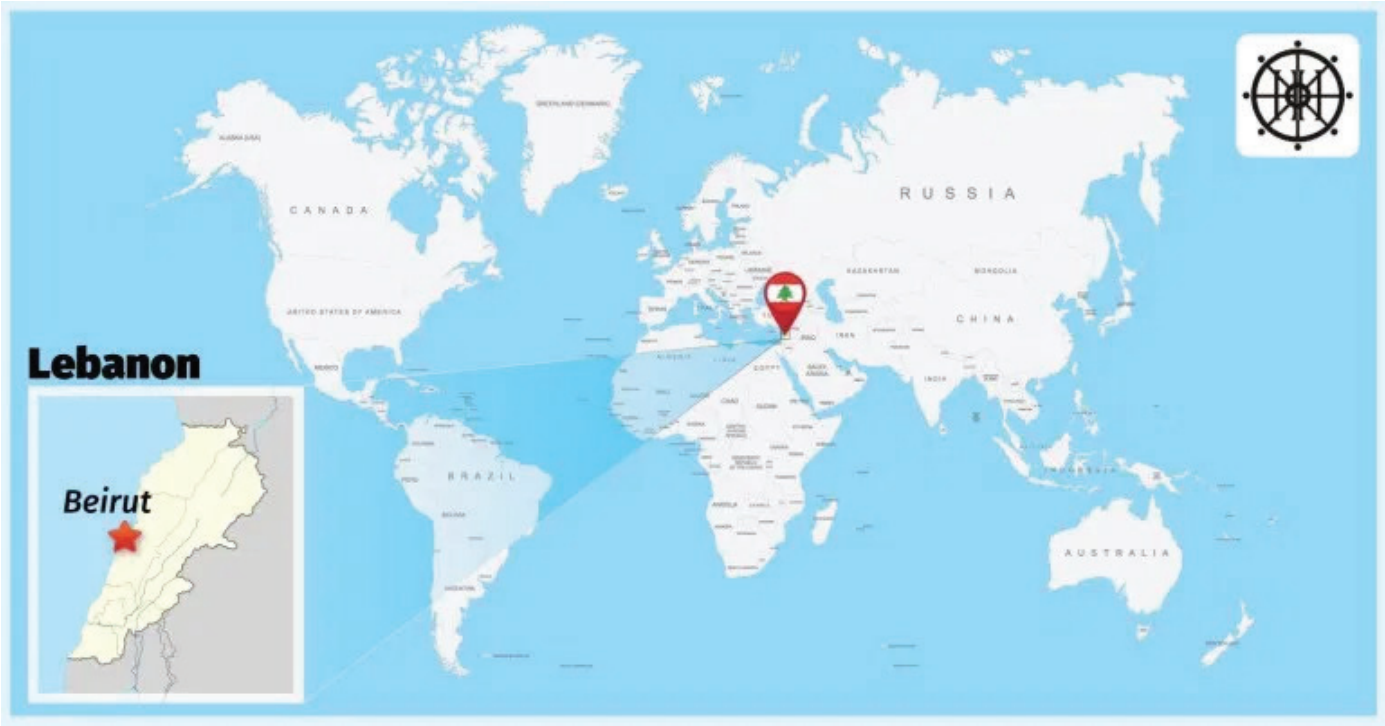
Henry Heald & Co.
Beirut, Lebanon

Interview with

Mr. Sami Khoury
Business Development Manager

Sami, could you first tell us a little about the history of Henry Heald? When was your company first established, who owns it and from where does the name originate?

Henry Heald & Co. was founded in Beirut in 1837 by an Englishman from Leeds named Henry Heald, hence the name. The great grandfather of our current majority shareholder (chairman of the board and managing director, Ms. Harriet Joly) went into partnership with Henry Heald's nephew and purchased the remaining shares in the company from the nephew's heirs upon his death. Harriet Joly has dual British and Lebanese nationality, more than thirty years of experience in the shipping industry and has led the company to becoming the number one ro-ro importer into Lebanon for the past several years.



Nowadays what is your main shipping activity in Beirut? Besides Beirut, what ports are generally used in Lebanon for project cargo import and export?

The main activities into Beirut are containers and ro-ro traffic, although we do also have some bulk cargo, notably steel and SBO, as well as project cargo.

The recent appointment of a new government, after many months of political deadlock, has created a new climate of confidence and major projects (such as the offshore oil and gas exploration and the creation of three wind farms in North Lebanon) are now moving forward and are likely to generate major project shipments into Lebanon. After Beirut, Tripoli Port (North Lebanon), is Lebanon's second largest port and has developed rapidly in recent years due to its geographical location. The third port for project cargo is Sour (Tyre) in South Lebanon.

Aerial view of Beirut Port

Lebanese people have indeed settled all over the world and established successful businesses, since they have a keen entrepreneurial spirit.

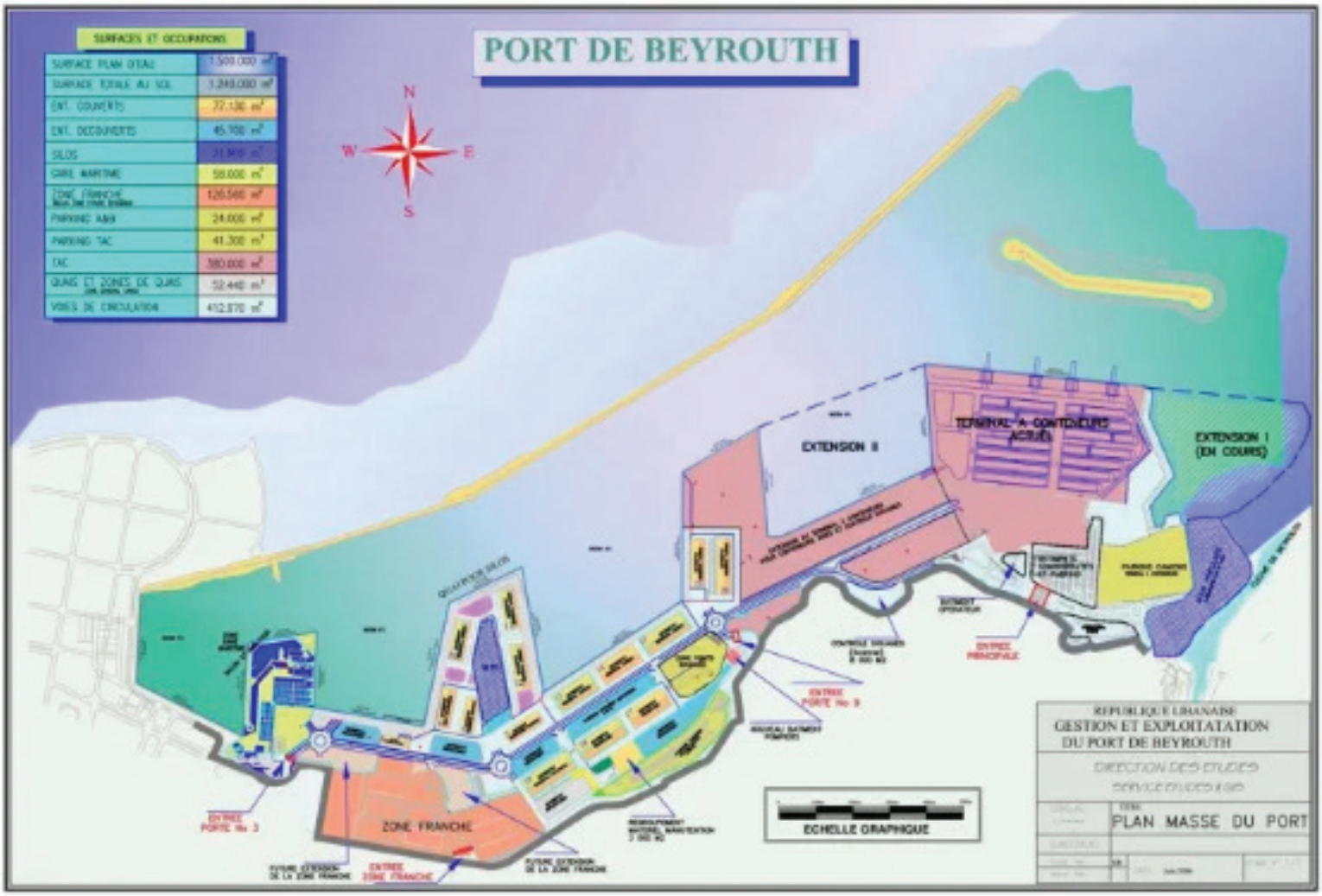
Regarding the current political situation in Lebanon, the country is working to overcome the political divisions and the recent establishment of the new government is helping the economy to recover from months of stagnation. This is allowing numerous projects to go ahead, most significantly the offshore oil and gas exploration, where licences have been granted to a consortium comprising Total, Eni and Novatek for two blocks. Furthermore, the awarding of licences for a further four blocks is currently under preparation.

I understand that you have been, and currently are, acting as shipping agents. Can you tell us a bit about the shipowners that you currently represent in Lebanon?

One of our major activities is ship agency and we cover all the ports in Lebanon. Our main principals in Lebanon are NYK ro-ro, Hyundai Glovis, UECC, Brointermed, EMP/BBC Chartering and Varamar. Within our group of companies, we also have a second shipping agency dedicated to WWL, also representing ARC. We represented Nordana Line for some thirty years until they terminated the service to the East Med and were also agents of SOL and Niver Lines who used to operate regular services to the Med, now working with TransPro-Con. We are also Stevedores, experienced in handling all types of vessels and cargo, with a strong emphasis on ro-ro and project cargo.

Do you belong to any networks internationally at the moment? If so, why?

We represent the Scandinavian Near East Agency, Worms Services Maritimes, Sharaf Shipping and EMP Marine in Lebanon to increase our ship agency portfolio. We are agents of Yusen Logistics for container shipping and JF Hillebrand for beverage logistics, with a view to growing our freight forwarding capability. We belong to FONASBA in order to uphold professional standards in ship agency and we are very happy to join Cross-Ocean as a project cargo network, which we believe is a perfect fit with our expertise in ro-ro and project cargo handling in the MED.



What's the best way to get in touch with you?

Email Address: sami.khoury@henryheald.com
Land Line: 00961 1 585 676 / 7 / 8 – Extension 121
Mobile Line: 00961 3 236 036

Midstream operations at Western Anchorage in Hong Kong

Yangming vessel filmed by a passenger while onboard CMA CGM Christophe Colomb in the Bay of Biscay

WEEK #13 – 2019

March 28, 2019

Editorial

Dear Readers,

It's week thirteen and Thursday, so you know what that means. I am currently in Asia and still got a few days in Bangkok before I return to the cold north in Stockholm, Sweden. I visited Hong Kong and most recently Shanghai, where I attended the Breakbulk expo (see photos here). The event was good, although noticeably smaller than previous Breakbulk Asia events. Several shipowners seem to have saved the costs by having their own booths and focusing mainly on being present at the Breakbulk expo in Bremen that will take place in May.

In my view, one can never meet enough people in our business, but on the other hand if there are too many expos then you just end up mainly meeting those whom you already know well. Whilst it is important to keep your contacts, you also need fresh air, even in your business relationships. How are you to learn anything new otherwise? It seems that the Bremen expo will be huge this year and let's hope that the air conditioning works during the event, as last year there was a glitch during one of the days that happened to be one of the hottest days in Bremen. Sweaty shipping people, many of them in suits and ties, are not necessarily a pretty sight, but naturally there was help in the form of cold drinks, potentially enabling the Bremen BNP to increase by several percent.

As mentioned, I am right now in Bangkok, Thailand and it is always a nice place to visit. It's the land of smiles indeed, not to mention excellent, affordable and quality food, reasonably priced body massages for tired feet (for example) and overall good shopping. Bangkok has become more popular in recent months and several more condo blocks are shooting up with many investments made by mainland Chinese people, keen to have a place outside their home country. As for China, there is no doubt that the Chinese president, who could now very well be president for life, is tightening the screws and control of both country and people.

You're all welcome to speak to me on both expo days in Bremen between 13:00-14:00 at the Hoegh Autoliners booth. I am open to talking with anyone and am more than willing to support and interview anybody wishing to make a contribution to the world of shipping that many of us love, but that even more people don't understand. Many of those people in power whose rules we are forced to adhere to lack knowhow about what the shipping world entails, as well as how wide-reaching and vital it is to the global economy. On another note, I am sure that you all remember the TV series, Sex and the City. Well, now there's a new spectacular series/soap opera about Brexit coming up. It's called Brussels and the City and will star many interesting characters.

Business this week is also interesting.

First of all, we visit Iran, a country whose strategic location in the Middle East, between East/West and Central Asia, is second to none. Iran has many very clever people and, come to think of it, in many ways it's a country with a long history of trade. Although sanctions are in place, they cannot last forever and sooner or later this mainly young population will impact many around the world. We speak to a local project freight forwarder there and next we pay a visit to the land of The Pampas and great steaks. Yes, you've guessed it right, its Argentina. The country is on the up again after a few messy years caused by incompetent politicians, but it is indeed well worth a visit. After speaking to our expert there, we visit Belgium, the country famous for arguably the best French food and speak to a freight forwarder with offices in Africa. Of course, when it comes to Africa, trusting your forwarder is paramount. Finally, we bring you a bit of shipping news as the weather has created havoc in several places and, besides our trade intelligence that you may find interesting, we provide you with Wise Words to round off our newsletter.

Until next time,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Pishbar International Logistics
Tehran, Iran

Interview with

Mr. Hamid Jafaripour
Owner

Firstly Hamid, please tell us a little about your own story. When did you start working in logistics and what made you choose this as a career? Also, I understand that you actually lived in Sweden for a while?

I found my future in logistics through my uncle. When I was a child, he owned ten to twelve trucks that operated over the Khorramshahr/Tehran and Iran/Europe routes during the Shah

times. I liked his job but working in logistics required me to study in Sweden. I lived in Sweden from 1983 to 1993 and planned to study an engineering discipline at university, but our consultant suggested that I study transport engineering at Chalmers University of Technology in Goteborg. He said that studying that subject would involve learning business techniques that would be helpful.

I came back to my country in 1993 for family reasons and started to work in a railway organization. I worked in rail for two years and then went to Sousanguerd, a company that owned 350 reefer trucks. Their main activity was shipping frozen meat and chicken from Bandar Abbas to newly independent and formerly Soviet (CIS) countries.

In 2000, I bought Pishbar from my father's friend and I am still working there today.

Can you tell us more about your company, Pishbar, and elaborate a bit on your main activities in shipping and logistics?

Pishbar was established in 1970 and at that time Iran was a rich country with many project investments. Pishbar was a Panalpina agent from 1976 to 1979 (the revolution years) and participated in many oil and gas and power plant projects.

After my arrival at Pishbar, we began the transit of cargo to CIS countries like Azerbaijan, Turkmenistan and Uzbekistan. Our main activities are now the shipment of project cargo for Iran and CIS countries by truck and rail, but we are also active in sea freight transports from Bandar Abbas to the major ports the world over.

Iran has a fantastic location in the Middle East. It only takes a quick look at the map to notice your country's strategic position. Can you perform transhipment via Iran to CIS or Russia and other states? Do the sanctions that have been placed on your country influence your way of doing business to/from Iran and to/from other destinations via Iran?

Yes, Iran's location is the best. Cargo bound for many neighbouring countries regularly goes through Iran to Afghanistan, Iraq, Azerbaijan, Armenia, Turkmenistan and other CIS countries.

There are many cargo transport companies within those countries that operate through Iran for their import and export cargoes. During the last decade, only our company shipped cargoes averaging 300 x 40' from Bandar Abbas to CIS countries and approximately 100 x 40' for their export cargoes through Bandar Abbas to the major ports in India and the Far East. Also, this is not including project cargo!

This situation continued until the first sanctions for nuclear weapons from 2009 to 2015. It was finalised with an agreement between Iran and the 'P5+1' countries in 2015, but the US left the agreement last year and started new sanctions against the people of Iran. I don't have any exact statistics about how the sanctions influenced the country as a whole, but our company lost eighty percent of our transit activities through Iran. This could be true in other countries as well.

Some new routes to CIS started after the Iran sanctions with double or triple rates and transit times. Iran has good infrastructure with a high standard of equipped ports and roads. It also has very low fuel prices, all of which make it very competitive in terms of overall cost and shipment times.

Iran has many ports. Which ports are mainly used for project cargo? Chabahar port seems to be a special port that facilitates trade between Afghanistan/India/Iran, even in the face of sanctions. What can you tell us about this?

Yes, there are many ports in southern Iran, but the main ports are Bandar Imam and Bandar Shaheed Rajaee/Bandar Abbas. Most of the oil and gas projects that are located in the south west of Iran are handled at Bandar Imam port. Shaheed Rajaee port (formerly Bandar Abbas) is the main port for project cargo and is a well-equipped port.

Chabahar port is a new port in south east Iran and is for the development of the country's less developed south east regions. This port is very close to Afghanistan and Indian companies are investing for facilities and equipment for the port to aid their export cargo to Afghanistan. The US has no sanction at this port for Indian export cargo to Afghanistan, but it doesn't help with Iranian import because the banks will not co-operate.

How is the situation nowadays with IRISL (Islamic Republic of Iran Shipping Lines)?

The IRISL vessels are fully booked for Iranian import and export and they have a lot to do and their container rate increased a lot. IRISL carry many containers for container lines who do not care about the US sanctions and also carry their own containers. Their break bulk vessels are regularly fully booked but the bookings should be for full vessels, not just a part of vessel's capacity.

Could you provide us with some examples of project cargo you have handled? Also, could you provide us with some recent pictures from some of your major ports?

We were involved in many projects in Turkmenistan and Azerbaijan for Petronas, Dragon Oil in Turkmenistan and Caspian Shipyard in Baku, but from 2008 to 2010 all break bulk shipments from Bandar Abbas to the Yoloten gas field in Turkmenistan were shipped through our company. It took approximately 950 trucks and most of them were OOG trucks from over thirty tons up to eighty-eight tons that were allowed to pass the mountain near Turkmenistan. The project belongs to the Hyundai Engineering Co.

In 2017 our company shipped all the heavy machinery to build Ashkabat's new stadium for the Asian games from Ashkabat to Jebel Ali.

A recent project we completed was for the Babolsar gas power plant, shipped from Amiabad port beside the Caspian Sea to Babolsar. The project consisted of three heavy gas generators (135 tons each), but the capacity of the bridges on each axel was five tons so we used twenty-five axle trailers. The generators' route was from Finland to Amirabad port and the vessel moved from Finland to the Caspian Sea via river through Russia. This was a project that we were glad of our chance to get after the nuclear agreement and free sanctions. Still, we should wait and see what the political situation will be in the future.

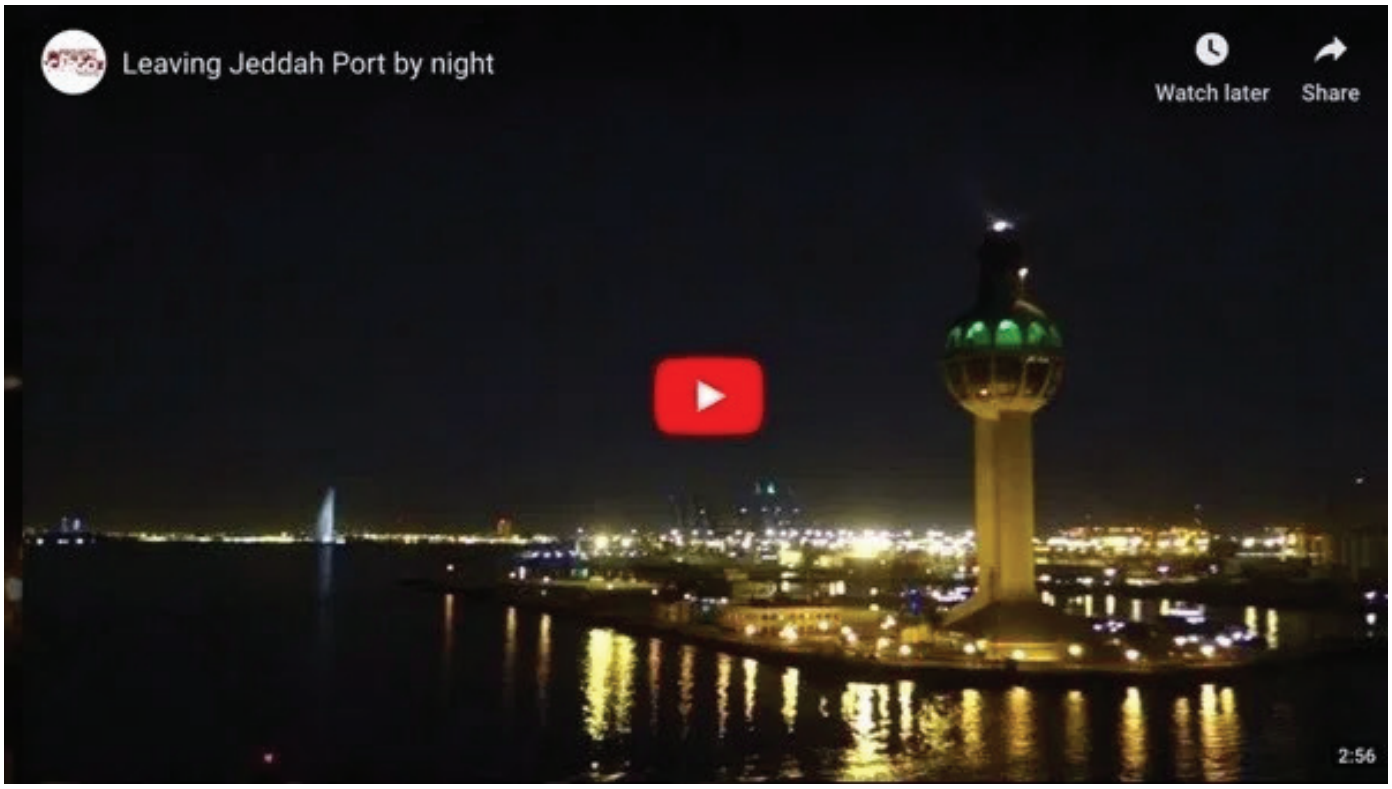
How to get in touch with you?

I can be contacted in the following ways:

hamid@pishbar.com
Tel: +98 21 88321280
Fax: +98 21 88309133
Mobile: +98 912 3002512
www.pishbar.com

PISHBAR
INTERNATIONAL LOGISTICS COMPANY

Exiting port of Jeddah, Saudi Arabia at night



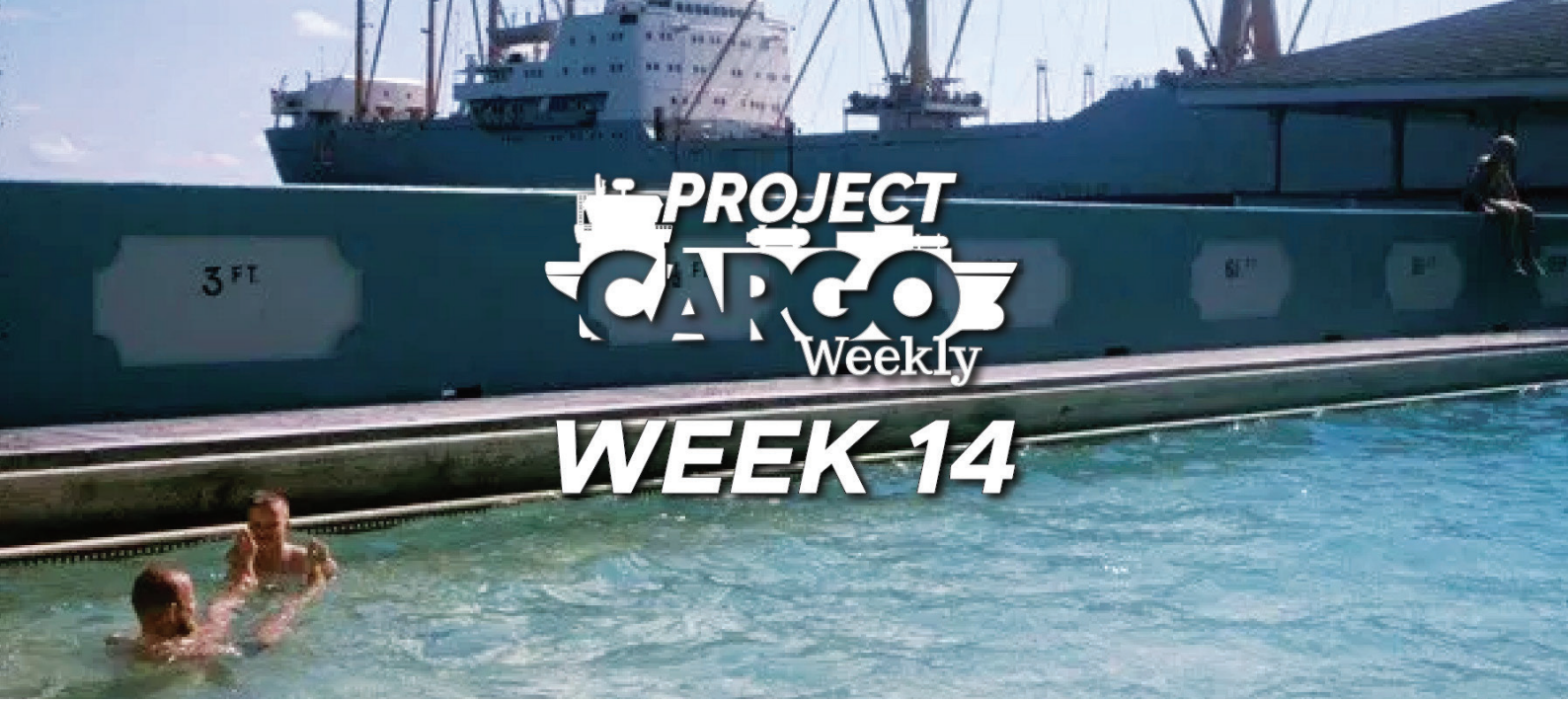
Breakbulk Asia in Shanghai

Editor's Note:

Breakbulk expo in Shanghai was on last week. Had the chance to discuss in depth with the director of COSCO Guangzhou in charge of their breakbulk tonnage and learning a lot about their expansion plans. Once COSCO get their marketing right worldwide they will be an even more formidable force in the field of heavylift and breakbulk shipping globally. They will according to reports set up a new European office soon to control all quotes in/out of the "old continent" so keep an eye open for that.

Wise Words

"A GREAT MAN IS ALWAYS WILLING TO BE LITTLE."
- Famous Quote / Unknown
PROJECT CARGO Weekly



WEEK #14 – 2019

April 4, 2019

PROJECT CARGO Weekly

Editorial

Dear Readers,

It is Thursday April 4th and we are here again, like clockwork. For me, the month of April is a month when I have promised to stay at home as I have been warned that my failure to do so will result in grave consequences. I suppose many of us might have found ourselves in the same boat or situation, trying to balance the needs for a loving and active family life with an active active business life that sometimes requires you to travel and meet contacts in person.

I believe that finding the balance between our business and family lives is perhaps the most horribly difficult challenge that I have come across. There's no doubt in my mind that it was a major contributing factor to a couple of divorces that I've been through previously. Firstly, as many of us know, divorces never come cheap. Secondly, they take a very long time to recover from, especially when there are children involved. There are many good books to read on the subject, but no book can really prepare you for the reality, can it? Anyhow, one does need to understand the ways that money is earnt and how a business is run. Unfortunately, in big business these things cannot be achieved through getting home at 4pm, doing half the laundry, half the dishes and providing enough steaks in the freezer. So yes, I do feel for quite a few business people who are caught up in the rat race and the hamster wheel, trying to

reconcile business and private lives. One thing that long flights are good for is granting us time for contemplation in peace and quiet. Well, mainly.

Besides having had time to think about that, this past week I've had time to think about the question of what container ship owners wish to do in the field of freight forwarding. It doesn't seem to be very clear at all. I mean, several global container ship owners have access to (either fully owned or separately branded) logistics outfits. However, almost all of those relationships end in appalling results or suffer from incompetent management or lack of in-depth ownership support. Still, perhaps now the tide has started to change, because going ashore is becoming the only alley left for ship owners looking to make a decent return on investment. It's still early days and time will tell, but it'll be an interesting battle between the ship owners who want to be end-to-end providers and those logistics giants who've been working with them. My hope is that there always will be room for the innovative, fast and service-minded companies in our business. If history is any guide then I should feel confident, however nowadays cashflow rather than shipping skill is sometimes the deciding factor in awarding business, so who knows. The digitalization of our business is developing too. With more-or-less smart software promising to solve all your problems, we may all be out of a job one day. I still doubt it though, so clinging to project or niche cargo of all kinds is, in my view, a long-term bet.

Businesswise, this week I decided to republish a few interviews that I conducted earlier. You will learn about Africa, Brunei and the USA from them and I hope that you will still find them interesting to read or re-read. Also, given the fact that we now have many new readers, according to our database, we should be finding new fans. I must also admit that this does give me a few days to get back on track from a fourteen-day Asia trip with its follow up and what not, enabling me to prepare fresh interviews for week fifteen.

Naturally, we provide you with both trade intelligence and shipping news as well as an interesting photo and video of the Week, before ending with Wise Words for us all.

Until next week,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Navitrans
Nyon, Switzerland

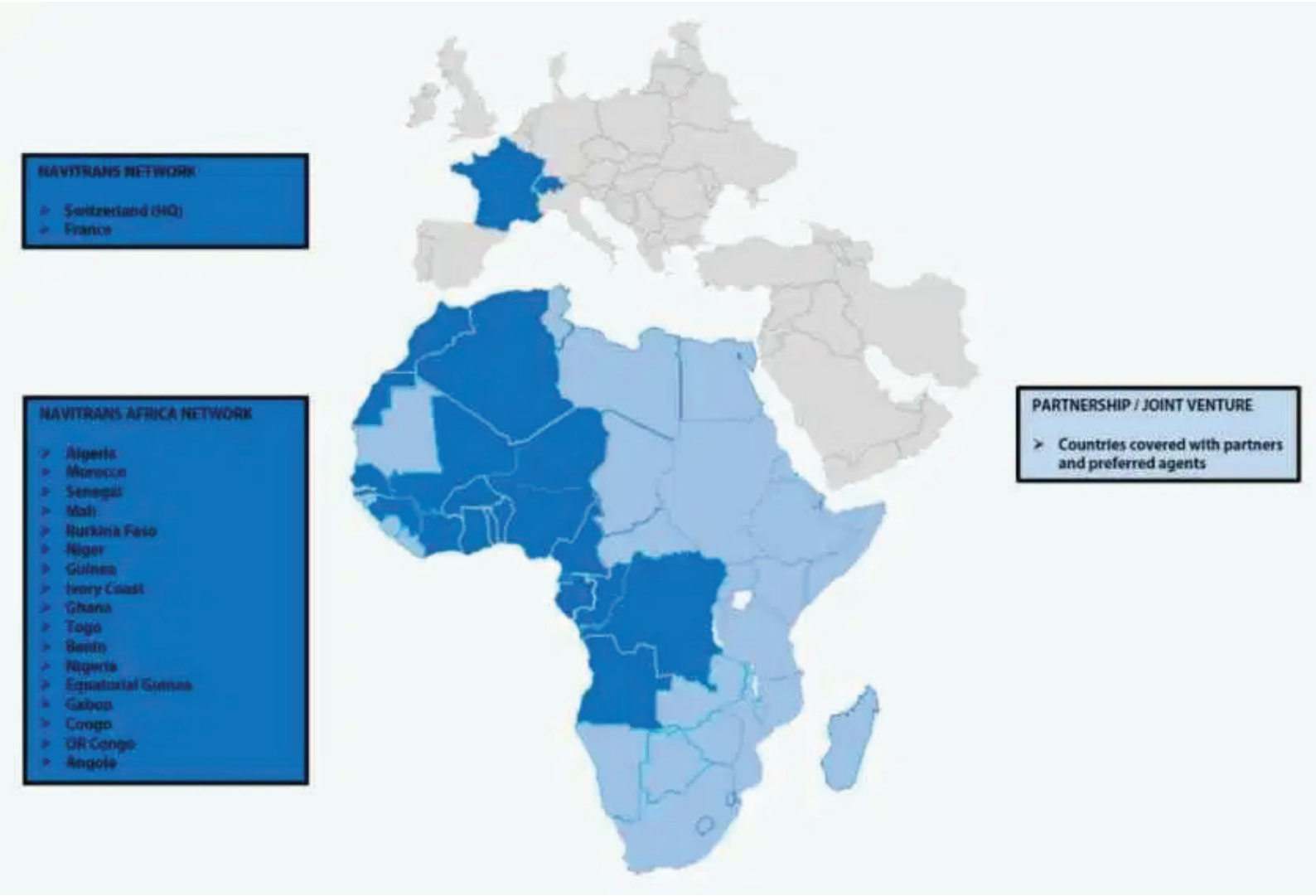
Interview with

Mr. Loïc Adigard des Gautries
Chief Commercial Officer

Tell us when Navitrans was established, who owns the company today and where you are headquartered?

Navitrans was established in 1979, initially created to provide liners representation in a few west African countries.

Since Navitrans take over in 2015, partial at first stage, Navitrans has grown tremendously, growing from 8 countries to 20 in two years. We are a fully private company and owned by Mr and Mme Vedrine. Navitrans head office is located in Nyon, Switzerland, in the canton of Vaud.



What are your main activities in Navitrans – we understand that Africa is very much in your focus?

Africa is clearly at the heart of our operations and day to day developments: 18 out of our 20 countries covered are in Africa.

Navitrans has always been, since day one, linked to Africa and will continue to be.

Our vision is to be the most sought after and respected service provider in the Marine, Freight Forwarding & Project industry in Africa.

Services provided by the Navitrans Group are many and allow our clients to focus on their core business.

Permitting to use one single partner across the whole logistic chain (from ship agency, husbandry and procurement to freight forwarding and custom brokerage), Navitrans has helped to build up significant savings, considerably simplifying communication and streamlining processes.

Our vessel MV LAETITIA V when the vessel was in Singapore before the mobilisation to Africa.

Africa is a huge continent and very diverse, in which parts of Africa would you say that you are best able to solve problems for your customers?

We are supporting our clients all throughout Africa, using our own offices or third-party agents carefully selected and vetted.

Navitrans is present in many countries and has very strong offices notably in Ivory Coast, Ghana, Nigeria, Equatorial Guinea, Cameroon, Gabon, Congo, DR Congo and Angola.

Using it's logistics and intra-Africa market know-how, Navitrans has been able to successfully develop a strong area of services, matching the needs of our customers and partners.

To solve client problems it is compulsory to have the right tools and sharp know-how. Experience, strong management and operational teams, limiting to the maximum sub-contracting are key to the right service to our customers and their projects.

We are not afraid to dedicate staff and/or teams to projects and add assets to meet client requirements.

By trusting the Navitrans group, our clients have made the choice of long term partnership and dedicated services, matching their needs.

Kobelco dismantled crane loaded in Durban, South Africa destined for Port Gentil, Gabon

I understand that you have built a landing craft vessel tramping between various ports in the West African region – can you tell us more?

Navitrans has never been shy of investing to create additional integrated services.

Our clients have been pushing us to create new solutions in Africa, allowing them to improve their supply chain, alternatives to the current market and limits of it.

The vessel is brand new since it was launched in the end of 2017.

Its strengths are:

- Large capacities (cargo on deck and liquid bulk in holds)
- Manoeuvrable (bow thruster, fenders and very low draft)
- Reliable (new and designed for the West Africa market)
- Flexibility (spot market, no fixed schedule, regular calls in main ports)
- Multi-purpose (ability to carry cargo on deck and liquid bulk in its tanks)
- Offshore deliveries for bulk cargo.

The vessel is currently trading regularly between Abidjan, Ivory Coast and Luanda, Angola.

We have also been spot chartered out of these perimeters with calls in South Africa, Namibia or Mauritania.

A heavy lift – part of a larger project in the Ivory Coast to the USA

What are the main problems that logistics companies face generally in Africa or the parts of Africa that you serve?

Operating in Africa requires strong know how and resources to meet with the requirements and deadlines.

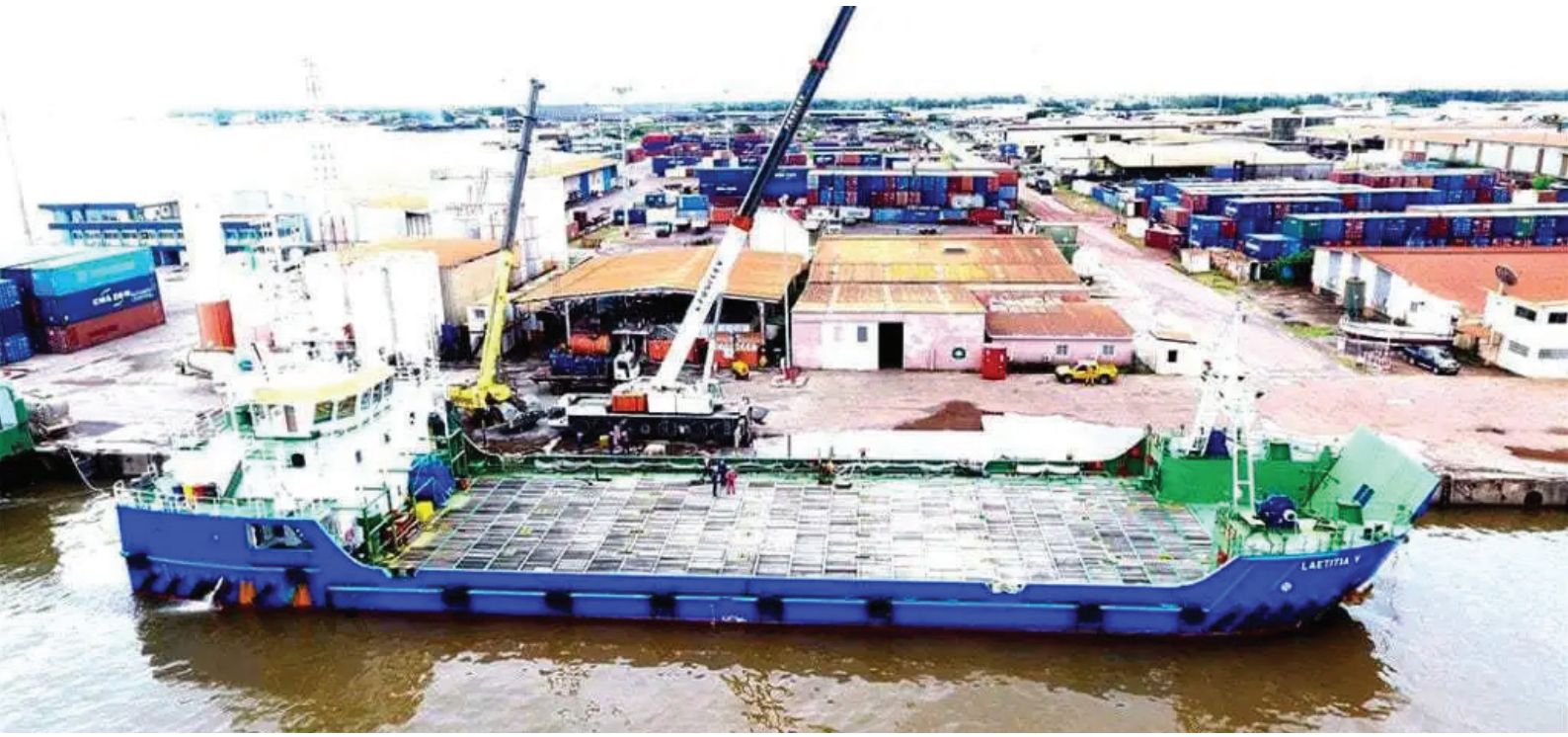
We are often see communication issues within same client entities or between suppliers and end clients.

Every country is different and the lack of communication and knowledge can have seriously impact the supply chain fluidity and fines can be very high if the processes are not strictly

followed.

Working with the right agent is the key to prevent misunderstandings and issues when cargo arrives in-country.

Navitrans has decided to invest in assets and our own licences, keeping under control the key aspects of the supply chain and making sure that every single step is in-line with defined processes and regulations.



Navtrans landing craft vessel currently trading regularly between Abidjan, Ivory Coast and Luanda, Angola

Do you have your owned offices located in Africa and if so where?

With 18 countries ranging from Algeria to Angola, including land locked countries linked to West Africa main ports, we cover already a very large part of Africa with own offices.

The key hubs are of course covered with Algeria, Senegal, Ivory Coast, Ghana, Nigeria, Gabon, Congo and Angola.

Main ports to land locked countries as well (Togo, Benin, Cameroon), covering always both ends to control perfectly all the steps of the cargo transfer including border clearance. Accessing Mali, Burkina Faso, Niger, Chad and Republic of Central Africa are key to projects, notably construction and aid relief.

Last but not least, we also cover markets such as Guinea, Equatorial Guinea and Congo DR, aiming to offer global solutions to (but not limited to) our mining and oil & gas customers.

Of course, we do handle hundreds of projects across Africa and we have been performing global door to door projects in Mauritania, Namibia, Ethiopia and Kenya recently to name a few.

A full deck of casings for an oil & gas major, from Soyo, Angola to Takoradi, Ghana

When did you yourself start your career in shipping, Loic? What made you enter the Africa trade?

My father was a ship agent with three agencies in South of France. I had the opportunity to learn early the values of hard work, discipline and ethics. Values that are matching perfectly the ones we have at Navitrans.

I had the chance to meet with Alain Vedrine, Navitrans CEO, in his previous venture and gained experience in Africa, notably in Nigeria and several other countries.

Navitrans is a big family and the team spirit and excellence are key values. I do recommend every highly motivated and eager-to-learn person to apply for jobs at Navitrans, a great learning school with a clear future as market leader.

How to get in touch with you?

It is pretty easy to reach out to Navitrans.

First of all, via Navitrans website www.navitrans.com

We also have a generic email address to reach out to us under sales@navitrans.com

And finally, we do publish on our LinkedIn page a lot of infos on our new offices openings / solutions: https://www.linkedin.com/company/navitransgroup/ or Navitrans SA in the search cell.

We look forward to any enquiry and would like to thank you for the opportunity to present our group and its African network.

PROJECT CARGO Weekly

Featured Photo

Relaxing in Kingston

Editor's Note:

The editor here relaxing in the swimming pool nearby mv Thyra Torm, alongside in Kingston, Jamaica. The year was 1968 and I was 5 years old. Note the heavy derrick onboard the Thyra Torm quite a heavylifter in its day which likely is why it was chartered to K-Line as I vaguely recall.

PROJECT CARGO Weekly

Featured Video

How Container Ships Work

Editor's Note:

A rather nice and simplified explanation of container shipping can be viewed here. You may show to anyone not well versed into the in's and out's of modern container shipping and worldwide trade, such as some shipping managers perhaps that actually never were in port or onboard but still "know a lot" about shipping….

WEEK #15 – 2019

April 11, 2019

PROJECT CARGO Weekly

Editorial

Dear Readers,

It's Thursday April 11th and we have hopefully arrived in your inbox. Britain should apparently have left the EU by now but surprise, surprise, it has been delayed, much to the dismay of those of us who believe in democracy. Politicians who are elected to fulfil the wishes of the people seem to mostly be busy stalling or delaying the inevitable.

Here in Sweden, a democratically elected party with almost twenty percent of the votes are shunned by the eighty percent majority and instead of standing up for their own beliefs, they will bend their beliefs in order to keep the twenty percent out, even declining to negotiate on a case by case basis with them. I fear that all this will result in proof that, although we're a democracy in name, in reality it doesn't matter whom you vote for because the vote will have little meaning in practice. Soon, we are going to elect our representatives to the European Mickey Mouse parliament in Brussels. It was reported last week that only twenty percent of the EU politicians elected from Sweden were willing to account for the $5000 a month they get for 'office expenses' which, of course, is in addition to their virtually tax free $10,000 a month salary.

Of course, cost control was never high on the agenda in the EU, although they like to pass

laws that make it more difficult for everyday people to make a living, or even cover their cost of living. Once politicians are in their ivory tower, elected, they lose all sense of reality and contact with the outside world. In Denmark we had scandals of this nature too, with EU politicians signing up for meetings in Brussels (to collect the benefits of attendance), but then not in practice actually attending, instead flying home for the weekend. The protests we are seeing in many countries are just the beginning, but the mainstream media in Europe continuously call out anyone who's against such practices, or against the ever-increasing control by EU laws. How about taking a breather and actually looking into whether the protests have some merit?

Trump was elected, much to the dismay of Hillary Clinton, who hardly ventured outside the big cities into the heartland. Brexit became a fact, much to the surprise of David Cameron and most others, including the mainstream media who, again, got it all wrong. My advice to most journalists is to get away from their desk, travel into the countryside and try speaking to the (still) majority of people who live there. Yes, this does mean you must travel outside your comfort zone of the big cities. Still, I think it was Winston Churchill who said it that, in spite of all its flaws, democracy is still the best system there is. What we are witnessing is most likely simply that the pool of candidates is getting poorer than ever. Most of them have no kind of actual business or practical work experience.

The EU is a gigantic failure in its inability to deal with problems that many people face on a daily basis. Here, I am not talking about the free roaming using your mobile, but rather the free roaming of thousands of people who (legally or illegally) wish to make Europe their home. However, I do have hope because one of our great leaders in Germany told us 'wir schaffen dass', so I believe we are heading towards brighter times.

Turning our focus to the world of business, we start off with a visit to the country of Georgia, located by the Black Sea. It's a beautiful country with great history, food and wines and we speak to a local project freight forwarder who tells us about their business. We then travel to Belgium and speak with a company that are very strong in Africa, before we continue our flight to the port city of Qingdao, China, where we learn more from a local project freight forwarder about transportation to/from China. We have shipping news for you, some interesting videos and also trade intelligence that you may find interesting. As usual, we finish off by providing you with Wise Words, just in case this editorial didn't have any..

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

CAUCASTRANSEXPRESS
Tblisi, Georgia

Interview with

Mr. Gia Danelia
CEO

When was CaucasusExpress established and who are the owners?

CaucasusExpress was established at 1999 and is owned by four physical persons (myself owning sixty-one percent and the other three making up the remaining thirty-nine).

Georgia is located in the Black Sea. Can you please tell us about the main ports in your country and which ports are generally used for moving project cargo in and out?

The main ports are POTI and Batumi, but in 2020 Anaklia, a third one handling deep water vessels, will be launched.

Is customs clearance difficult in Georgia? Are there any rules of thumb that you could give our readers when handling shipments to Georgia?

Is customs clearance difficult in Georgia? Are there any rules of thumb that you could give our readers when handling shipments to Georgia?

Customs clearance is actually very easy in Georgia. All customs procedures can be completed within a day, except for in special cases such as military, dual purpose devices or ADR that might need additional revision and confirmation from the appropriate state bodies.

In cases of out-of-gauge cargo, special escort services can be considered.

Your country is in a very strategic position, between Russia, Turkey, Armenia and Azerbaijan. You also have direct access to both the Black Sea and the Caspian Sea. Are you able to organise transhipment via Georgian ports into the Caspian Sea? Can you tell us how this is accomplished?

The commonly used routes used are Baku to Kuryk or Baku to Turkmenbashi and vice versa. As for the means, the best options are either ro-ro (for transport by truck, low boys etc.) or ferry. We have our own branches in Baku and both Central Asian ports.

What is the current political relationship like between Georgia and your neighbouring countries? For example, do you see regular traffic between Georgia and Turkey?

Georgia has very stable and animated traffic with its neighbouring countries and Turkey is one of the most animated.

Do you have experience in handling project and oversized cargo? Could you provide us with a few examples of your experience?

Since 2001 we've completed numerous projects every year. This means we've had near constant traffic through Turkmenistan and Uzbekistan. Over the years, we've gained a lot of experience in carrying construction equipment and parts for several oil and gas plants.

I know from experience that Georgia has excellent food and produces some of the best wines in the world. Could you inform our readers about some of the region's famous wines and also tell us about any places you'd recommend the would-be tourist should visit while in your country?

Yes, Georgia is a famous producer of wine. Some of our most famous white wines include Rkaziteli, Tsolikauri and Chinebuli, while some great reds are Saperavi, Kinzmarauli and Mukuzani. In fact, Georgia is one of the oldest wine producers in the world, actually having produced wine for over eight thousand years!

Caucasus Mountains

How to get in touch with you?

My phone number (also for WhatsApp and Viber) is **+995 599 329329**.
You can also contact me via email at gd@cte.com.ge

High Altitude Happy Hour Onboard Emirates

Editor's Note:

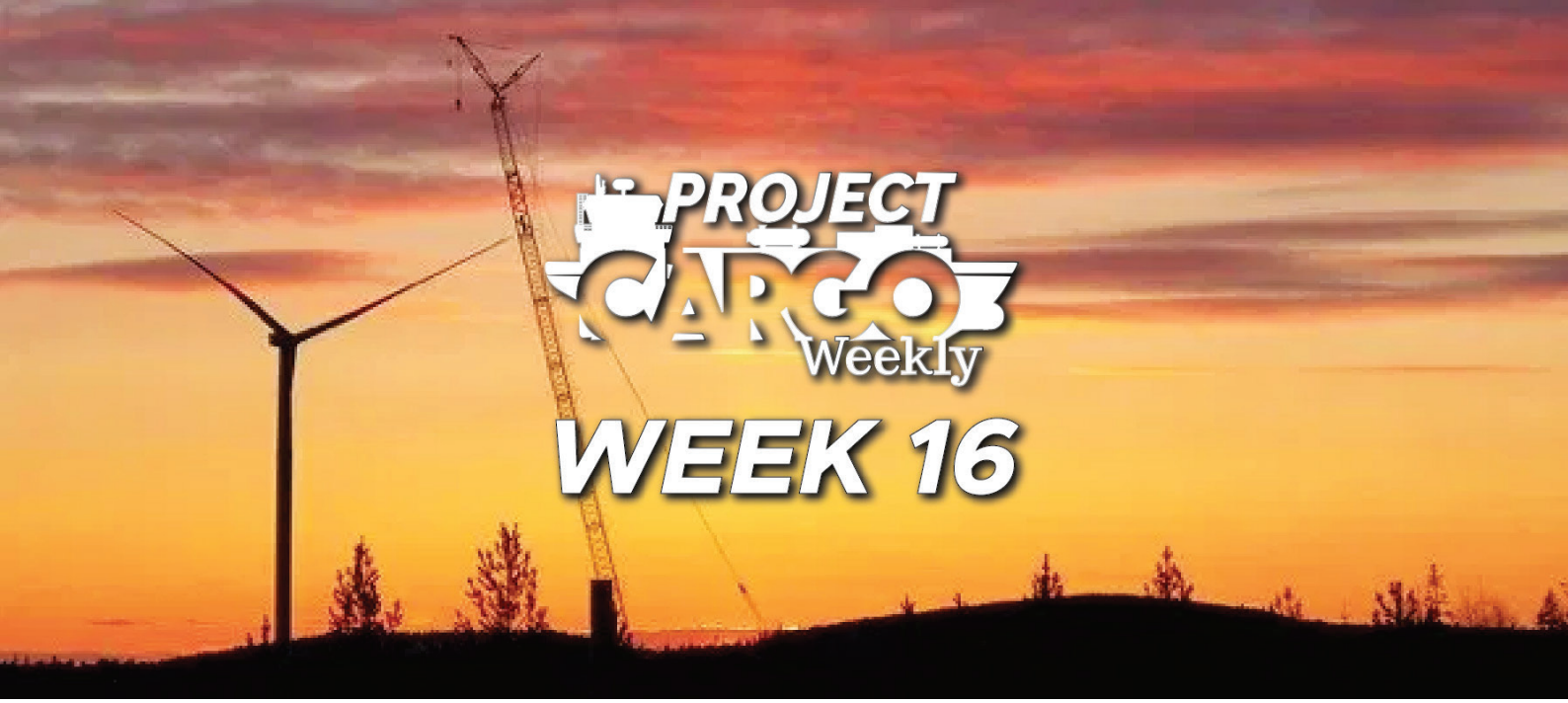
Your editor taking charge for a couple on minutes onboard the Emirates A380 from Hong Kong. Business and First class has a bar area – perfect place to mingle and meet in the sky.

Hong Kong / Beijing by Train in 9 Hours

Editor's Note:

One has to be impressed by the infrastructure of China nowadays. The US and Europe are lagging far behind in the development of their rail networks and the EU, as usual, still cannot agree on standards or how to work properly together seamlessly between the countries in order to live up to their LOFTY green goals of moving transport from road and air to rail.

In China however nothing is a problem and nothing is discussed forever. 9 hrs from Hong Kong to Beijing by fast train. If you calculate 3 hrs by flight, 2 hours in advance at the airport and 1 hr or so to the airport the difference is perhaps max 3 hrs in total AND you can work during your train trip. I have to try this when in Asia next.



WEEK #16 – 2019

April 18, 2019

Editorial

Dear Readers,

It is Thursday again and already 18th April 2019. This week, I've been planning my holiday for this summer. I've got a deal with my wife that allows me to take a long break every two years and it needs to be well planned because we have three small children that also need attention in particular during the summer holidays. This year is the second year in the cycle and so I opted to book myself as a passenger on a container vessel, together with my seventeen-year-old daughter who is keen to join and whom will then be traveling along with her 'old man' for the third time. We've booked passage with the CMA CGM travel agency on board the containership, mv CMA CGM Chopin, sailing from Singapore on June 29th We'll be calling at Port Kelang, Fremantle and Sydney before disembarking in Melbourne about three weeks later. This year also marks the sixtieth year since my father, a mate onboard a Danish tanker (Dansborg), arrived in Fremantle in 1959.

Some questions I usually get when telling people about container ship holidays I have planned include, "But are you not bored onboard? How is the food? Can you walk around everywhere on the ship?" My answers are simply that I don't get bored and that I like to read books but never seem to get the time for it in my normal life. Also, the food is plentiful, and

I can walk around everywhere on the ship. Of course, the main advantage for me is getting some quality time with my daughter. We are not slaves to the internet when aboard the vessel, we can enjoy some spectacular views as there is no light pollution and, more often than not, it's just you, the ship and the 360-degree view of the horizon all around you. I daresay that three weeks aboard a cargo ship is equal to two months of detox in a Buddhist monastery or similar. If you are in shipping and like it, it's a done deal. Many people don't even know that it's possible to travel by cargo ship as a passenger on many worldwide routes. You can take a look at: www.cross-ocean.com/oceanvoyages and view some of the routes available, or just contact me for further information.

So, Project Cargo Weekly will be off the grid during the month of July, but I shall of course provide you with nice pictures and a comprehensive trip report after the voyage.

On another note, I would like to say that work and holiday are not everything in life. Art is also important and although opinions differ a lot about what constitutes art, I would like to recommend you take a look at these paintings from an Indian friend of mine who, at least in my opinion, manages to put colours together that really lift your spirits when entering the room. I have chosen a few of her paintings for my condo in Bangkok and my residence in Stockholm. If you are interested feel free to contact the painter Rupali direct via her Instagram or her email.

Right. After all that talk about holidays and paintings, it's time to ensure that it can all be financed! So, I had better get back to business. We start off this week talking to a company in Sri Lanka. Sri Lanka, formerly known as Ceylon, is a beautiful island south of India that's

famous for tea and scenery but also a relatively troublesome history. Now though, that is all past and the country is moving forward. We of course, speak to a project freight forwarder in Colombo who tells you more about the island and business there.
We then fly to the Persian Gulf and a small country called Kuwait. Kuwait is not often in the news nowadays, but it still has a strategic location in the gulf, as most of us in shipping know. A local freight forwarder tells us more.

Finally, we head to one of the most widely-known countries for great food and wine, Italy. Although there are many countries with such a reputation, a favourite that normally keeps the level regarding the food and wine is Italy. Anyway, we talk to a project freight forwarder with a lot of experience in moving heavy cranes and other equipment in and out of the country. Finally, after our shipping and sector news, we come to a conclusion with Wise Words and wish a Happy Easter to all who celebrate it.

Until next week,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

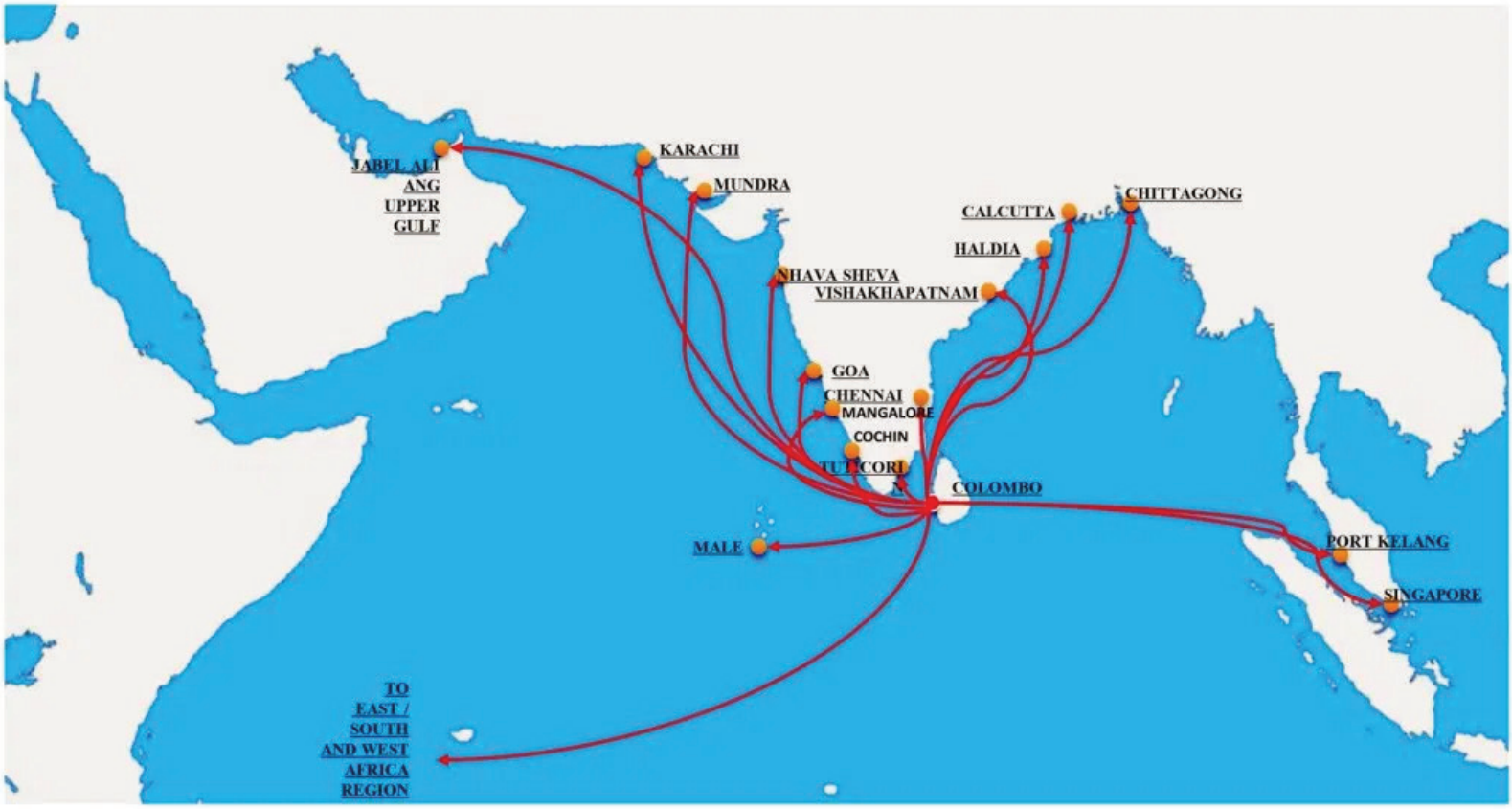
Lanka Shipping & Logistics
Colombo, Sri Lanka

Interview with

Mr. Saliya Senanayake
Chairman

First of all, tell us about the current situation in Sri Lanka politically and economically? The country is stable and developing as far as we can ascertain from the media, tourism is booming, and investments are pouring in is that a correct assessment? How is the relationship with India and China currently?

Since the end of the Insurgency in 2009, the country has been progressing, though not as fluidly as we expected. Much of the infrastructure that was damaged or delayed due to thirty years of strife has been rebuilt. Foreign investment has begun in many areas. The tourist arrivals have risen significantly over the past few years and it has become a booming business all over the country. Sri Lanka has been named as the top destination to travel by worldwide media.



There have been many important investments from Chinese and Indian companies in the construction and transportation sectors. Now there are expressways connecting Colombo to many parts of the country including the ports and airports, with more roads, railroads under construction. The port city project right next to Colombo port is the largest ever foreign investment received by the country worth US$15 billion. In the future it hopes to attract more than US$30 billion worth of investments. It seems China and India are competing in the country for influence for obvious geopolitical reasons. Sri Lanka would be smart to attract more investments based on the rivalry of these Asian giants, in addition to Japan, Korea and Middle Eastern countries as well as the West. Also, as a developing country, it should try to improve domestic political stability and take measures to overcome corruption to improve economic growth, since it has great potential.

When was Lanka Shipping & Logistics established and who are the owners?

Lanka Shipping & Logistics (Pvt) Ltd (LSL) was established nearly ten years ago with the vision 'to be one of the leading service providers in Transportation and Logistics Services in Sri Lanka with regional presence'. We believe our promise is our most vital product. Professionalism has been the key word. Balancing empowerment and interdependence gives us strength. We believe in transparency in our dealings with our customers, principals and stakeholders.

LSL is a family owned company under my chairmanship, but we have always been on the look out for ways to enhance the product with various initiatives and adding professionals in to our management team.

I have had a long and illustrious career in shipping and logistics, holding key positions in local and international companies with senior positions in the UK (5 years) and Dubai (15 years) . I returned to Sri Lanka fifteen years ago with a wide knowledge/experience as well as a worldwide network. I am a fellow of the Chartered Institute of Logistics & Transport and a past International VP of CILT. Also a Post Graduate Diploma in Port & Shipping Administration from University of Wales (UWIST).

My son, Ana Senanayake is an Executive Director of the company and is getting geared up to take over the business. He was educated in the UK (Graduate of Warwick Business School) and worked in Investment Banking for six years in the UK and Singapore before deciding to join the family business in 2013. His decision to pursue his professional career in the industry is supported by him obtaining Chartered membership in the Institute of Chartered Shipbrokers (ICS) as well as The Chartered Institute of Logistics & Transport (CILT).

LSL has a wide range of services, which include Sea & Air freight forwarding, 3PL and 4PL

solutions, Project cargo handling, ship/port agency and ancillary services (inclusive of Cruise & Naval vessels), Ship Chandelling and bunker supplies, marine logistics and offshore support services, line, NVOCC and feeder agency services and BPO solutions for the shipping and logistics industry.

Other sister companies of the Group represent a leading Container Feeder/ Common Carrier and a leading Regional Liner carrier. The group also has an IT company with specific focus products.

Sri Lanka has a strategic position, close to the main artery of East-West trade. Has Colombo become the transshipment port or hub that many thought it would become? Can you tell us the names of some of the main shipowners that call Sri Lanka directly (whether Ro-ro, container and break bulk)?

The location of Sri Lanka has given it a distinct edge in the maritime industry. Most carriers use Colombo port as the key transshipment hub in south Asia. This geographical location, capacity, efficiency and the professionalism of the community has attracted carriers to make use of it to transshipment, bunkering and many other maritime activities.

Colombo has been one of the fastest growing hub ports in the world, with double digit growth over the years. Port throughput has exceeded 7 million TEU. The major challenge now is to enhance the capacity before demand exceeds capacity. The Colombo South Terminal has the depth and crane capacity to handle the largest container vessels in the world. The government is about to announce the plans to equip the east terminal with gantry cranes (it has already got a 440-meter quay length and eighteen-meter draft) and also to expand the berth up to 1.2 km as planned. A further expansion is the West Terminal with 1.2 km berth at deep draft is planned and interested parties are awaiting the announcement. Each of these developments will add nearly three million TEU in additional capacity to the Port of Colombo.

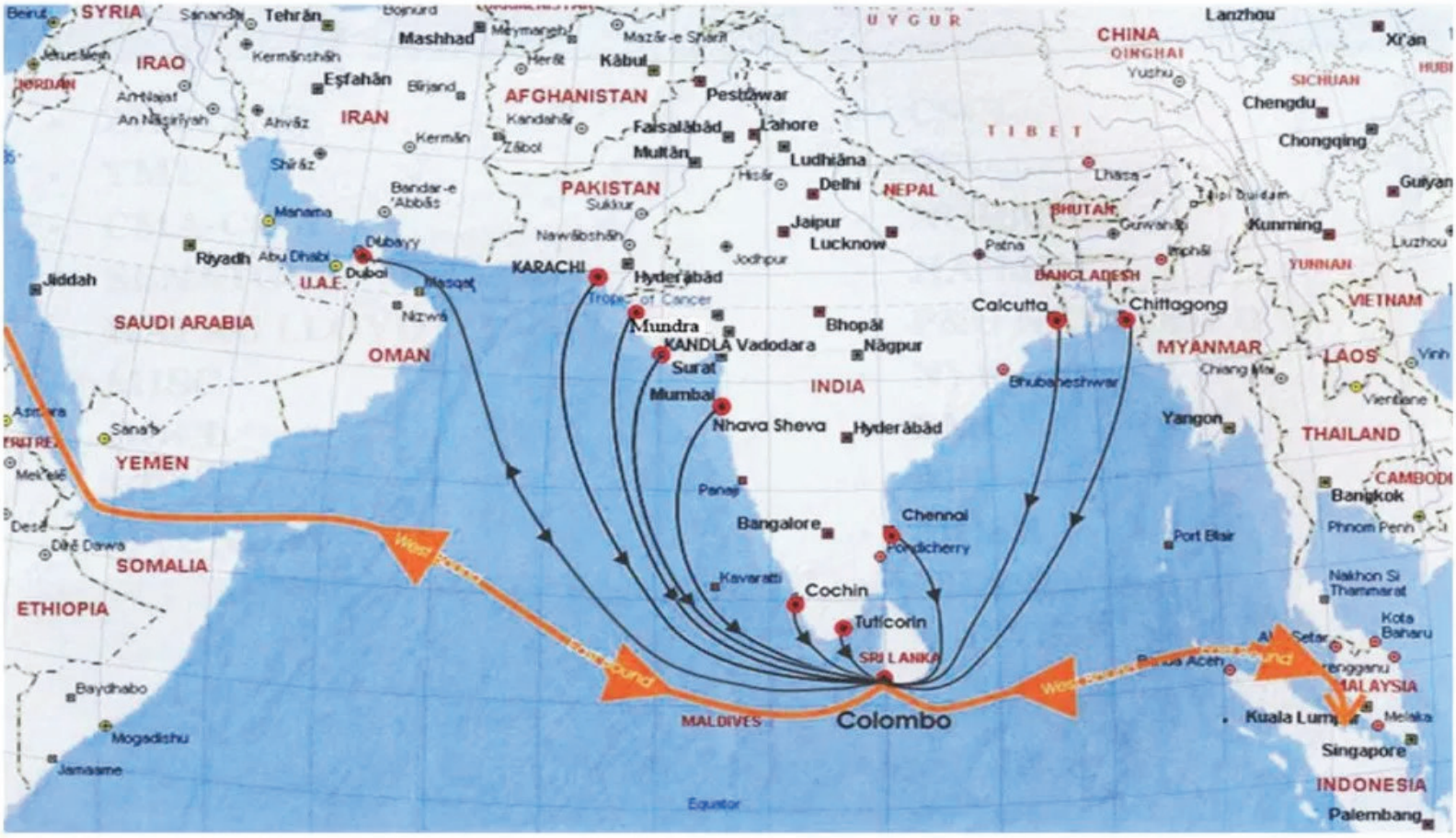
All the major container carriers of the world call at the port of Colombo and it's also supported by a large number of regional carriers and common carrier feeder operators.

Among them are :

- Maersk Line (Container Carrier)
- MSC Line (Container Carrier)
- CMA-CGM /APL (Container Carrier)
- Evergreen Line (Container Carrier)
- COSCO/OOCL (Container Carrier)
- Hapag Lloyd (Container Carrier)

- The ONE (Container Carrier)
- NYK (Ro-ro)
- K Line (Ro-ro)
- Mitsui OSK (Ro-ro)
- Hyundai Glovis (Ro-ro)

These are some of the carriers operating in Sri Lankan ports for their operations.



At Lanka Shipping & Logistics, I believe that you are used to handling oversized and breakbulk cargoes. Could you provide us with some examples of that?

You're right, we are and below are few examples:

1. Hydropower Project o/b Main Contractor. We have handled the below items in break bulks and oversized cargo consignments. Water Turbine/Gate Vales/Portal Crane/Gate Hoist
2. Rework operation of 09 Transformers at Port of Colombo
3. Export shipping of 2 Nos of 60 Ton Drilling Rigs to Saudi (Transportation of 2 x 60MT drilling rigs and accessories from site to Port of Hambantota and shipment to Saudi Arabia)
4. Transportation of 3 units of Regen wind turbine generators ex Sri Lanka to Germany door on repair and return basis.

Tell us about the main ports in your country. Colombo and Hambantota are different ports, right? Could you elaborate for our readers so that we can learn more about your country?

Sri Lanka is an island nation blessed with many sea ports around it. Colombo, Galle, Hambantota and the east coast port of Trincomalee (which is the second largest natural harbor in the world) are the four main commercial ports on the island.

- **Colombo**: as mentioned earlier is a major container hub port. Hence it has limited capacity for break bulk of bulk handling, except for petroleum. Colombo has also an ever-increasing demand from cruise liners and this has increased tremendously over the past couple of years, so now a dedicated cruise terminal is planned. It has also facilities for calls from foreign naval vessels that tend to call regularly.
- **Galle**: the basin and berths are limited in capacity and draft. Hence, there is now a plan to focus on it as a leisure port for luxury yachts with a planned marina etc. However, Galle (OPL) continues to be a major service port with nearly 800 launch services/month off port for various services including crew logistics/spare part logistics/sea marshall embarking and disembarking etc. The potential remains high with nearly 300 ships passing by the port of Galle every day on the East-West and North-South routes.
- **Hambantota**: is located in the deep south and right at the door step of the trade routes from east to west and vice versa through the Indian Ocean. With the addition of this port, Sri Lanka's maritime strength has grown to the extent of competing with the world's elite (and not only regional competitors). Hambantota's position in the vast Indian Ocean is the most substantial advantage and we as Sri Lankans are hoping to reap the harvest of this major advantage by adding capacity for handling cargo and increasing facilities to work at sea in Sri Lankan territorial waters.
- **Trincomalee**: This is the second largest natural harbour in the world, and the available water and land area is about ten times as much as the port of Colombo. It is presently identified to cater to bulk and break bulk cargo, ship lay-ups, cruise and other tourism activities and is open to various developments which have been overdue. Trincomalee boasts of an oil tank farm consisting of 101 tanks built during the British colonial era. Indian Oil Company is presently using fifteen tanks and many plans have been mentioned on how the rest of the tanks will be allocated. Trincomalee is also used for ship-to-ship transfers and other special operations including project cargo shipments.

Apart from that, being an island nation, we try to reap the harvest from the ocean. Fisheries are a major income to the country. A lot of fishery harbors have been purpose built and operate around the island.

The Maldives are famous for scenic islands and atolls. Is it possible to handle cargo to the Maldives via Sri Lanka?

Sri Lanka has close political and biz relationship with the Maldives and is the most preferred location for handling transshipments to the Maldives. There are regular main line and feeder

container vessels connecting Malé through Colombo. Many Sri Lankan shipping and logistics companies have a presence in the Maldives and provides a variety of services.

Cargo service include FCL/LCL/transshipment/by sea and air freight.

Customs clearance is a problem in many countries. How about Sri Lanka?

In Sri Lanka customs clearance is not a difficult process as long as shipping documents are handled correctly.

The customs department has given guidelines with the HS (harmonized system) governed by a tariff to each item. If all are in order there is no difficulty in arranging customs clearance. The industry and port/customs etc. are working closely to develop the single window concept and are following closely in implementing the best practices of the more efficient ports of the world.

Can you tell us a few words about the history of your island? I recall in my young days there was a shipping company called the Ceylon Shipping Corporation. Ceylon then changed to Sri Lanka. Could you elaborate please so that our readers know a bit about the recent developments in your beautiful country?

A teardrop-shaped island cast afloat in the Indian Ocean, Sri Lanka is filled with cultural and natural treasures.

Sri Lanka has a history that goes back 2,500 years. The country has a rich culture associated

with Buddhism and Hinduism. Indians, Portuguese, Dutch and the British have all left their marks here, making for a delightful mix of ancient cities, monuments and grand colonial architecture.

Sri Lanka was named Ceylon by the British who controlled the country till 1948 and the British had a profound impact on the education, culture and legal systems of the island. In February 1948, Ceylon, as it was known, became an independent member of the British Commonwealth and changed its name to Sri Lanka. Since then, Sri Lanka has emerged as a multicultural society where people of many ethnicities live together in harmony. Also, Lanka's fortunate position in the Indian Ocean in the middle of the maritime Silk Road from China to Europe, made it a hub for ancient trade.

Lanka has indigenous products of high export value such as precious gems, pearls, tortoise shell, valuable wood, textiles and spices, especially cloves, cardamom pods, pepper and cinnamon. In the colonial era, Ceylon was introduced to cash crops such as coffee, tea and rubber that were cultivated mainly for export, and now with value addition.

It is a coincidence that you referred to the Ceylon Shipping Corporation (CSC), the national shipping line of Sri Lanka. I started my career as a Management Trainee at CSC in the seventies and served for fifteen years. CSC took the lead to develop shipping services connecting the Country's main trading areas. I was one of the leading players in the Containerisation drive of CSC, with the first ever full container service between South Asia and Europe in 1980. For various reasons, the success story did not continue and presently, CSC has a low key presence in the industry. Many nostalgic and exciting memories remain among the many professionals produced by CSC, who have contributed towards the development of the industry over the years.

There are many freight forwarders in Sri Lanka. What advantages would you say that customers gain when dealing with your company?

Customers benefit from our professionalism and personalized service, with competitive pricing and a finger on the pulse of the industry. Also, our expertise in certain sectors and understanding the customers' needs and pain points. Furthermore, top management that is well connected within the shipping community, hence their recognition improves. We provide end-to-end services, customs brokering and other value-added services.

How to get in touch with you?

You can contact me and my team through the below contact info:

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LANKA SHIPPING & LOGISTICS (PVT) LTD

EFG Scandinavia has started the second phase of a major construction project in the North of Sweden

Editor's Note:

A beautiful picture from the North of Sweden where a big a amount of windturbines are being erected. Read more…

Port Kembla Pilot

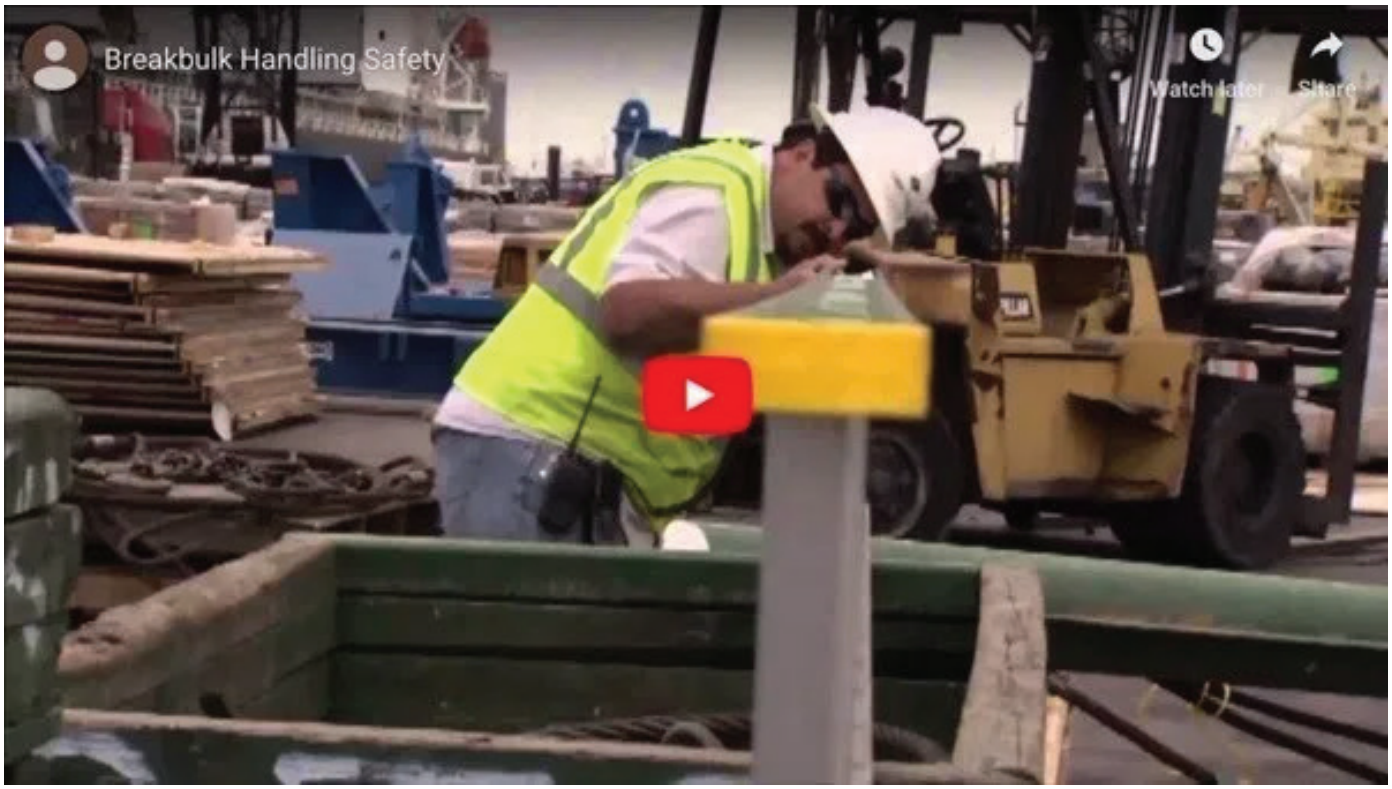
Editor's Note:

Pilots guiding ships in and out of ports are vital to the safety of shipping. Here is a nice video depicting and honouring pilots at the port of Kembla, near Sydney, Australia. Enjoy it !

Breakbulk Handling Safety

Editor's Note:

This video is very instructive as it is made especially for the people who actually do the manual work attaching the crane to the heavylift cargo when being loaded or discharged and it tells almost all you need to know about proper procedure, safety and planning. Excellent for the sales person to watch and learn from!



PROJECT CARGO Weekly

Wise Words

WEEK #17 – 2019

April 25, 2019

Editorial

Dear Readers,

It's Thursday 25th April and the last issue before we celebrate as workers of the world unite on May 1st next week. Hopefully we are in all your inboxes and, if not, I hope you all remembered to check your spam folders as well.

Generally, we are all inundated by daily emails and I must admit (being editor-in-chief of this newsletter) that I, or rather, we, must share some of the blame for the inbox and email pollution that we all face. I recall a time when I worked as a logistics manager (and not very well by the way) at the mobile telecom company Ericsson's joint venture in Beijing. It struck me that when anyone either replied to all or bcc'd some twenty people in the same email string, it meant that, often, the person really wanted to be noticed.

Perhaps that is what we are coming to as a society, the drive to be noticed, not only through email, but also via social media, Again, I can point no fingers because three of them are pointing back at me. Still, without arrogance, I believe we should be proud of what we do and focus on solving problems head on. But only with people who are involved, rather than cc'ing in a bunch of people, just to demonstrate how 'active' we are.

You can't judge a dog by its hair and that means that sometimes people put in twelve-hour days but aren't at all efficient. Also, being constantly distracted by the plainsong of social media is makes one less efficient than someone who can focus, concentrate and finish one task at a time in an eight-hour shift. It was reported and, I suspect, it's probably old news but many apps on our smartphones can monitor our movements down to the detail. Did you ever try to google your own name? There's no doubt that our data is up for grabs and is readily for sale to anyone by anyone.

The UK's Cambridge Analytica and other similar companies around the world need to be given rulesets so that we regular users aren't exposed to undue monitoring and surveillance. Mr. Edward Snowden from the US, now languishing in Russia, can certainly tell us a story about the NSA in America, but I believe that China's public security bureau and Russia's FSB can similarly provide fuel to the fire surrounding surveillance, control and for what purpose this information is being used. Of course, I do like being able to know where my kids are thanks to tracking devices, but I also hope that the wife doesn't have a tracking device on me when I claim that I am on a business trip or in a meeting, as we all know what that could mean, right?

Regarding surveillance, I don't know where we are headed but I find it scary indeed that if we allow AIs or software to become so complex and powerful that it overrides human instinct, we may have more than a couple of Boeing 737MAXes on our hands, or another Viking Sky failure. Things have become so technical that even the guys running these systems can't master everything. It is time that we questioned those in authority who are sitting behind screens. Double check with your IT guys, check with others to get second opinions, double check the diagnoses you get from your doctors and dentists and ask more than one bank when you seek a loan etc. It's a bit like that line from All the President's Men where the guy said to, "forget the myths the media has created about the White House, the truth is they are simply not very bright guys". Food for thought indeed regarding our overall interactions with authorities of all kinds in the IT age.

Turning to business this week, we first visit the great city of Shanghai. We have interviews with two local project freight forwarders each with their own special strengths in project freight forwarding. As you all know, we always need to check carefully when dealing with Chinese freight forwarders as there have been many scams involving companies, particularly located in Shenzhen. I believe that most of you have received the email reading 'Dear Friend, best rates for you' and so on, on a weekly basis. However, if you read the interviews we have for you, you'll discover a couple of very reliable companies in the greater Shanghai area. We finish off by talking to a network, also based in China, that's focused on linking up Chinese and foreign freight forwarders, enabling you to better control with whom you are doing busi-

ness. Finally, we end our newsletter with shipping news, sector news and the Wise Words that you may find useful.

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

TPL Projects
Shanghai, China

Interview with

Mr. Winston Xing
C.E.O.

Winston, first of all, please tell us about yourself. When did you start your career in shipping and freight forwarding? Why did you choose this kind of career? Are you, yourself, from Shanghai?

When I graduated from Nanjing University in 1990, I happened to get a chance to work for an Italian forwarding company in Shanghai. At that time, the forwarding business was quite new in China and, frankly speaking, I knew absolutely nothing about shipping and forwarding. I decided to take the chance because I would earn a relatively higher salary in the market. So, I moved from my hometown Nanjing to Shanghai in 1990 and set up the first representative office in China for Saima Avandero.

It was an exciting and magical time in the early 1990s in China. There were a lot of opportunities and you could start a new job without any experience or background. You had to do everything on your own and you had to learn everything by practicing. It was quite different from today's industry.

I had been working for several big European forwarding companies for fifteen years when, in 2015, I decided to try something new and set up a new project forwarding company in Shanghai.

What does the name TPL mean and who owns the company?

TPL is the acronym of Trust Project Logistics. ‘Trust’ reflects our philosophy and company culture, in that we believe trust is the most important thing in our business. We want to build up trust externally in our relationships with clients, vendors and partners. In the meantime, we also want to build up trust internally inside company. ‘Project’ reflects our core business and target market.

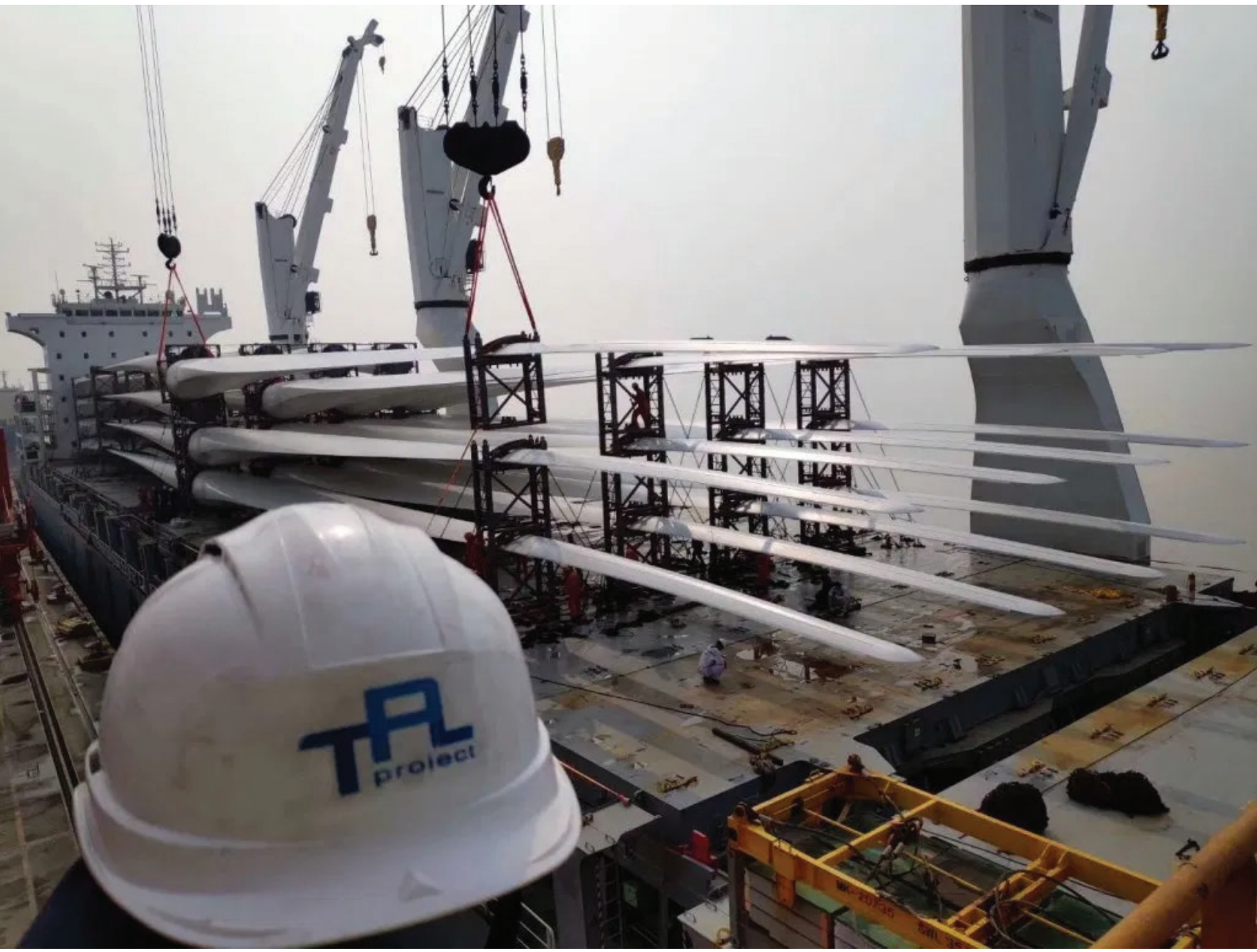
There are total of six personal investors in TPL Project, including myself. I am the major shareholder and I am the only one among investors who actually works in the company too.

Do you have much experience handling project cargo? Could you provide us with some examples of cargo that you have handled recently?

In my twenty-nine years in the forwarding business, I have dominated and handled a lot of big projects in China and overseas. I actually focused on project business in 2005 and in the last company where I worked I created and managed a very successful and professional project team. So, I have accumulated a wealth of experience in project handling and management.

At TPL Project, we focus on project business specifically. Nowadays, wind energy projects are our core business and most of the international manufacturers are our clients. In the past two years, we have handled more than 1,800pcs of blades from China for our clients.

People can see what project cargo we have handled recently by heading to www.linkedin.com/company/tplproject or visiting our WeChat account, TPLProject.



There are so many freight forwarders in China and very often competition in China is focused on price. How do you ensure to stand out from your competitors?

In my opinion, if you want to survive against competition and stand out from your competitors, you must have something that others do not have. You must know your advantages and disadvantages and you must have a very specific strategy regarding target market and target clients from the very beginning, then stick to them all the time.

We all say that projects are a people business and it's true in my opinion. Fortunately, we have a very professional and assertive project team at TPL Project. All our staff have been working together for many years, so we know each other very well and share the same philosophy and working style.

Our target clients are multinational companies because we believe that we can provide them

a ‘European Standard Service with Local Experience and Price’. Furthermore, we believe that this is what they are looking for in the Chinese market. All our staff have worked in international forwarding companies, so we know how they deal with big companies and big projects. Our communication skill in English as well as our service level meet the European standards too.

Meanwhile, our decision-making process is simple and direct and we are also very flexible in negotiation. We can secure our position and market share with these advantages and our strategy has worked very well so far, as our achievements in the past three years demonstrate.

Do you belong to any international networks at the moment? Do you find it useful to be part of a network?

We just joined the Cross-Ocean network on April 1st 2019 and that is the only network for us. We always knew that sooner or later we’d need a network to support our business and we are looking forward to cooperating with other members in the network to develop project business together.

There is a lot of talk about trade war between the US and China and that China's economy is slowing down. What is your opinion of the current market situation?

As the head of a project forwarding company in China, I don't feel any negative influence from the trade war between the US and China. The US is not a traditional project market for China and long term, I believe that the US and China can make agreements to avoid a trade war, because these two countries cannot leave each other out.

Economic fluctuation is a normal situation in every country, including in China. I am still very optimistic about China's economy in the long run and I do not think we should worry too much about it. Comparing the trade between the US and China, I actually pay more attention to the Chinese 'One Belt and One Road' strategy. That is more important for project business.

Can you also organize inland transport in China? How about customs clearance in China? Is that difficult nowadays?

Yes, we do inland transportation in China. In fact, that is our main business and our daily operation now.

Regarding customs clearance in China, overall it is much easier than in the past. But everything still depends on the quality of clearance documents, especially for import customs clearance. You should check the documents beforehand to make sure they are in order and meet the requirements of customs. I think that's the situation in every country.

We actually have a dedicated expert on customs affairs who worked as a customs broker before. His main job is to check out the documents before they are handed over to customs. This is a critical step to ensure smooth clearance.

What are TPL's plans for the future?

We just completed our third year at TPL Project at the end of March 2019. I am very proud to say that we have achieved all the goals outlined in our business plan, though it wasn't an easy journey, especially for a new company in a tough market.

Now it's the beginning of our fourth year at TPL Project and we are making our new plan for next five years. The plan is still under discussion internally, so I cannot give many details. Generally speaking though, we'll continue our business model and strategy, strengthen our core business and, in the meantime, diversify our focused business and aim to triple our business scale in terms of revenue and profit by the end of 2023.

What's the best way to get in touch with you?

I can be contacted in the following ways:

- Tel: +86 21 3372 8855
- Mobile: +86 13501768458 (WeChat)
- E-mail: winston.xing@tplproject.com

PROJECT CARGO Weekly

Featured Photo

Giant CUNARD passenger vessel in port Kowloon with Hong Kong skyline as backdrop

WEEK #18 – 2019

May 2, 2019

PROJECT CARGO Weekly

Editorial

Dear Readers,

It's Thursday 2nd May and we're here again. Spring has finally come to us here in the north of Europe and, from where I am sitting (Stockholm, Sweden), I can see through the living room windows that trees and flowers are blooming. Sadly, so are the sneezing and coughing and I do feel sad for the very many that have problems with allergies in spring. Breathing even can become difficult, so the only instant remedy is popping tablets for it. Stimulating the pharmaceutical industry seems to be the order of the day.

Speaking of pharmaceuticals and tablets, I had a scary experience recently involving my father. He was prescribed some blood pressure medicine, but apparently it had the opposite effect and he became very weak overall. It was only after changing medication and forcefully 'speaking' to his local doctor that he got the proper diagnosis and prescription. I am not asking that every doctor be a specialist in every field, but sometimes it does feel like we're Guinea pigs and if you have a problem, you'll just be prescribed this-or-that medicine.

Look at the opioid crisis in the US, where pain relief medicine is creating long-lasting cravings and addiction in users. No one seems to care about the root problem, or how to address

it. The pharmaceutical industry wields enormous power around the world and, although millions are needed for research and development, there is no doubt that billions are reaped from making deals with doctors and countries where stringent control on medication is lacking.

As I mentioned in the editorial last week you should never be shy to question your doctor and confront them with second opinions. If something doesn't seem right then, it normally isn't. Don't be afraid of what is perceived as authority by the older generation. We, who are still a bit younger, have a duty in this digital, IT-connected world to help and research for our parents and to back them up when they go for a check-up. You might even want to join your parents when they go to the bank as men in suits there can, at times, be unreliable and untrustworthy.

In today's newsletter we have some interesting and slightly different interviews for you. We start off in Casablanca, Morocco, setting of the classic movie and the infamous Humphrey Bogart misquote, "Play it again, Sam", that never actually featured in the movie at all. We are, in fact, talking to a shipowner and operator who's just opened a new breakbulk coaster service between North West Europe and Morocco. They are also project freight forwarders and no doubt you will find their introduction interesting.

Next, we stay on the high seas and indirectly touch on the problem of piracy. Around the Horn of Africa, piracy has historically been rampant and is now frequent around Guinea and Nigeria. We interview a former high-level executive of a large Scandinavian shipowner and victim of a hijacking in the area a couple of years back. With that and other incidents in mind and addressing the root cause, an organisation called Fair Fishing was established in order to give the locals in Somalia and Puntland an alternative way of life.

We finally speak to a consultant here in Sweden representing the HK SAR government in Scandinavia, promoting business and investments in the great city of Hong Kong. If you are ever considering an Asian base, Hong Kong is without a doubt the place to be, with its location close the huge market of mainland China.

On another note, before my closing remarks, I would like to remind you all that you may reach me at the AntwerpXL breakbulk conference from 7th-9th May. I shall be at booth B42 on 8/5 between 09:30 and 13:00 in case you wish to meet up personally. Also, on both 22nd and 23rd May, you'll find me from 13:00-14:00 at booth F10 at the Breakbulk Expo in Bremen. Finally, I'll be chairing the CLC Projects network conference in Prague, taking place on 25th-26th May, where already a record no. of more than ninety participants shall be present. I just hope that I've got enough business cards printed for all these May events, as Theresa said, postponing it again.

We round off this week's newsletter with shipping news, sector news and Wise Words and we've also got our featured picture and video of the week to share with you. Finally, kindly make a note if you are one of our many advertisers, that the last issue before the summer is published on June 27th and the first issue after summer will be published on August 8th.

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Idea Shipping
Casablanca, Morocco

Interview with

Mr. Reda Benjelloun
Managing Director

Reda, firstly, please tell us about the history of Idea Shipping in Morocco. How was it founded and who are the owners of the company today?

Idea Shipping and Global Forwarding is a family owned business and has been since 1976. It was founded by Captain Mahmoud Benjelloun, a first Moroccan sea captain. He represented the golden generation of officers of the Moroccan merchant navy who had been able to accede to the higher functions of the sector, notably by being part of the general staff that had participated in the Moroccan acquisition, or Moroccanisation, of Comanav.

Are you originally from Morocco Reda? How and when did you start your own career in shipping?

Yes, I am Moroccan. I started my career in shipping eighteen years ago, but to be honest it really started when I was born, destined to follow in the footsteps of my father and work alongside him.

Morocco has several ports. Casablanca is, of course, famous for the Humphrey Bogart movie, but could you tell us more about the ports in your country? Which ports are mainly used for different kinds of shipping, be it project cargo, bulk or otherwise?

Moroccan has many ports and they are all very much active. They are Casablanca, Jorf lasfar, Mohammedia, Safi, Agadir, Nador, Tanger Med 1 & 2, Laayoune, Dacha etc. They all work with bulk, general cargo and container shipping.

I also understand that you have recently started a new regular shipping line between North Continent and Morocco known as Camabe Line? What you can tell us about this new line regarding ports of call and types of tonnage? Also, what kinds of cargo do you mainly carry in the market?

You're right about Camabe Line. I started our new short sea liner service from Antwerp to Casablanca, but it is mainly for cargo from the north of the Continent to North Africa. This partnership was created with the Dutch Group, Vertom. It is a breakbulk liner service working with all types of cargo including project, steel, timber etc.

Here is a detailed presentation of the service sent to all our customers.

Is congestion a problem in Moroccan ports? What is customs clearance like?

There is no congestion in Moroccan ports, or if there is, it is very quickly resolved.

We work three shifts a day, so the rotation is quick.

CAMABE LINE

03/03/2014

How is best to get in touch with you?

My email is arbenjelloun@ideamaroc.com and I can be contacted on the phone or at fairs such as Antwerp XL, Breakbulk Bremen, etc.

Idea Maroc is introducing a new Breakbulk liner service in partnership with Dutch Group Vertom.
The service name is CAMABE LINE with one to two vessel calls per month from the port of Antwerp to the Port of Casablanca. (Download Press Release Here)

PROJECT CARGO Weekly

Featured Photo

Air separation unit to Temirtau / Kazakhstan

Editor's Note:

An impressive shipment into the country of Kazakhstan via the Caspian Sea port of Kuryk, shows that anything is possible. Courtesy of www.vtg.de

From June 2018 till date VTG shipped over 12.000 FRT of equipment from Europe, Korea, China and Turkey to the ArcellorMittal steelworks in Temirtau / Kazakhstan.

The most challenging units were the 5 main components of coldboxes, the biggest measuring 4000 x 500 x 580 cm and weighing 150 tons. VTG teamed up with ALE Kazakhstan to get the job done.

After shipping the equipment from the German port to the Caspian sea port of Kuryk it took 3.800 kilometers of roads along cities like Atyrau, Uralsk, Aktobe, Astana up to the jobsite with a transit time of more than 70 days. www.vtg.de

PROJECT CARGO Weekly

Featured Video

First Container Ship – ONE MINATO

Editor's Note:

One which is the joint Japanese shipping conglomerate with its distinctive pink colours celebrating here their newbuilding from a yard in Japan. I hope that their economic future as ONE is as rosy as their ships colour.

PROJECT CARGO Weekly

Wise Words

WEEK #19 – 2019

May 9, 2019

PROJECT CARGO Weekly

Editorial

Dear Readers,

It's Thursday 9th May and we are here again. This week's newsletter comes to you while I am in Antwerp attending the AntwerpXL breakbulk expo, so since I'm in the middle of it at the time of publishing, I will provide you all with a bit of info next week. Meeting face to face always will be better than just using emails.

What I would like to address today are a couple of items that have irritated me for some time now. Both relate to excessive pay, whether it be for executives who are unable to do that for which they were hired (but whom are still afforded a gigantic parachute when they get kicked out), or for politicians abusing the system that they helped create to vote for themselves. We just had an almost seven-day strike among the pilots of SAS (Scandinavian Airlines System) and, although they already are paid twice that of the average hospital nurse, that still isn't enough for them.

The strike is now over, with the cost to the airline being perhaps USD60,000,000, all told. Airline pilots, of course, have huge responsibilities and should be handsomely rewarded, but being greedy without any thought for the current market situations for both the airline and other workers (train drivers, sea captains etc) seems unfair, at least to me. The pilots certainly

didn't get a note of sympathy from the general public.

We have the EU parliament election coming up in about a month's time. Some 754 delegates are to be voted in and if you've got a minute, spend it reading this BBC report on the remunerations that are currently in force. You'll surely conclude that you'd better cast your vote correctly. You can read that here. Add this to the usual EU travel circus once a month between Brussels and Strasbourg that costs the citizens of Europe about 150 million euros a year. Read about that here if you like. Besides the cost of it all, what about the hype from politicians about being the 'greenest'? How does 150 trucks going between from Strasbourg and Brussels every month sound to you from an environmental perspective? For starters, MEP delegates should do something about this. That would show the public something!

Gordon Gekko's statement in the 1984 movie Wall Street, that "greed works" shows an attitude that is firmly back and has been for a few years. Inequality is growing and I believe we will be facing more yellow vests in the future. The gap between the average worker and the high-flying politicians full of lofty goals and TV sound bites is becoming insurmountable.

Business this week should remain interesting, considering the interviews we have in store for you. We start off talking to Big Blue about their services into East Africa, an area that is developing rapidly, especially around the Horn of Africa. Next, we proceed to another East African state famous for natural scenery. The country we're visiting is Tanzania, and we interview a local freight forwarder in Dar Es Salaam. On the way back to Europe with Emirates via Dubai, we stop over on the island of Malta and talk to a local freight forwarder with strong links in shipping on the very well-located island in the Mediterranean. As usual, we've got sector news, shipping news and Wise Words and, as always, we wish you an excellent weekend ahead.

Until next time, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Maersk Line
Copenhagen, Denmark

Interview with

Mr. Esben Flinker Noergaard
Vertical Lead, Special Cargo

Maersk is well known globally, so I'd like to focus on a certain area, i.e. your services into the East Africa, specifically the Horn of Africa. With a focus on Djibouti and Ethiopia, can you enlighten our readers a little about your services from China, Southeast Asia and Europe?

To Djibouti, we have weekly services from both China and South East Asia, as well as from Europe. From northern Europe and the Mediterranean, your cargo reaches its destination with only one transshipment (Salalah or Algeciras) and transit times are roughly between fifteen and twenty-five days.

Cargo from Southeast Asia takes around twenty days to reach Djibouti with one transshipment (Jebel Ali or Salalah). From China it takes slightly longer (about thirty days).

As always, there are many possible port combinations and our global network with weekly

sailings allows us to serve our customers from many different origin ports.

Are you able to accept OOG and breakbulk cargo into Djibouti? Also, are you able to organize inland transport to Ethiopia?

The short answer to your questions is yes. For ocean transportation, we accept both OOG and breakbulk. In fact, our customers can request rates online for both.

Inland to Ethiopia operates more on a case-by-case basis for OOG (and breakbulk). We are always asking our customers to approach Maersk Ethiopia directly for advice, as the customs clearance to Ethiopia in particular is governed by specific rulings. You can read more on our website via this link: https://www.maersk.com/local-information/ethiopia

Could you provide us with some examples of OOG or breakbulk cargo that you have shipped into East Africa?

Yes, certainly. We recently moved a number of trucks on flat racks to Djibouti. Besides the ocean transport, Maersk also was in charge of the loading, lashing, blocking and bracing of the trucks onto flat racks.

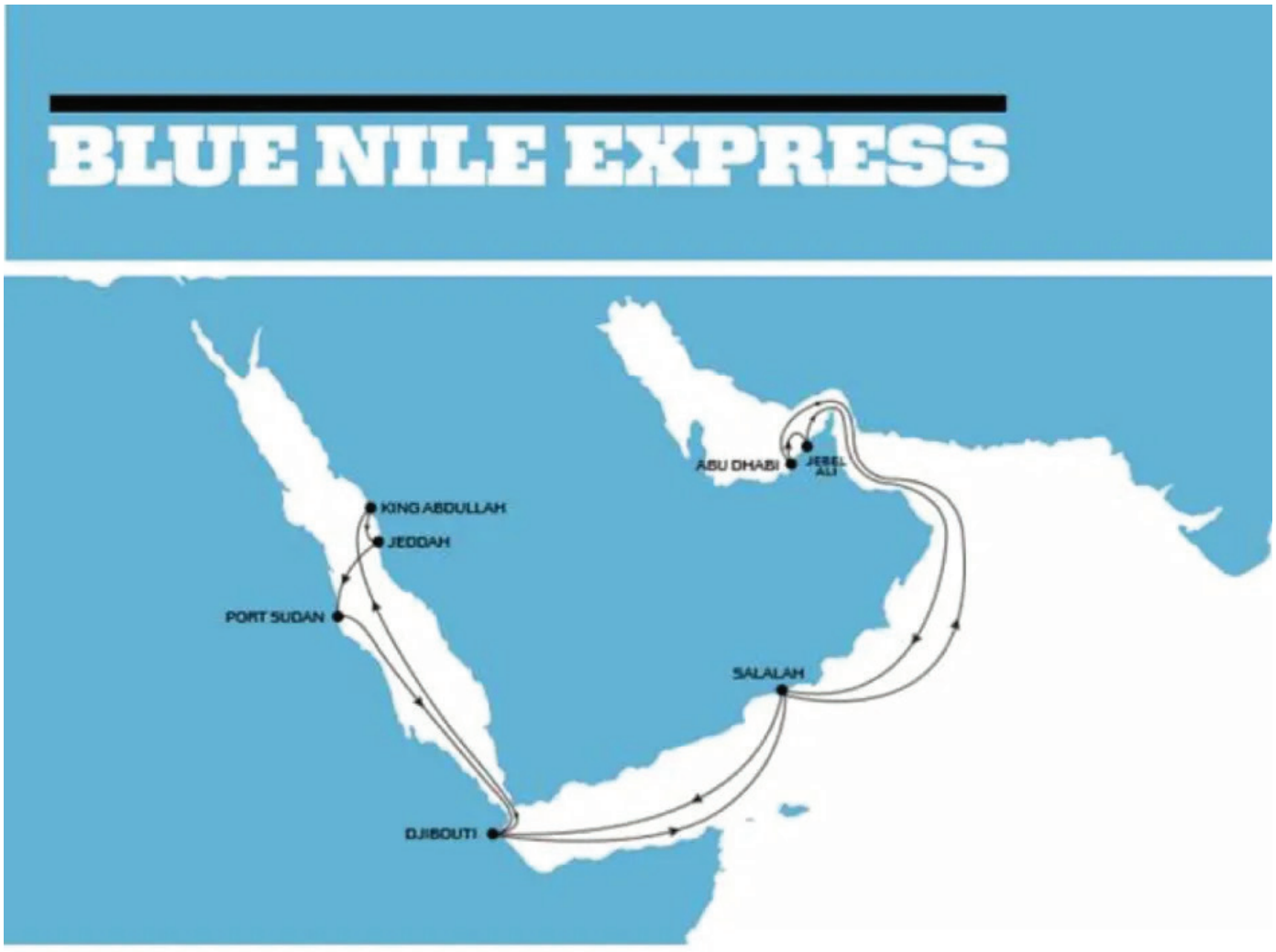
Many of our customers appreciate the additional services we can provide. Together with our high service frequency and reliable schedule, Maersk provides a very competitive alternative to the conventional Ro-Ro and break-bulk carriers.

I can also give you an example of this 35 mt propulsion module we moved as break bulk from China to Mombasa. The way we handled it was to load it using a bed of flat racks and position the piece athwart of the vessel. An easy operation, but of course we treat every operation with utmost care.

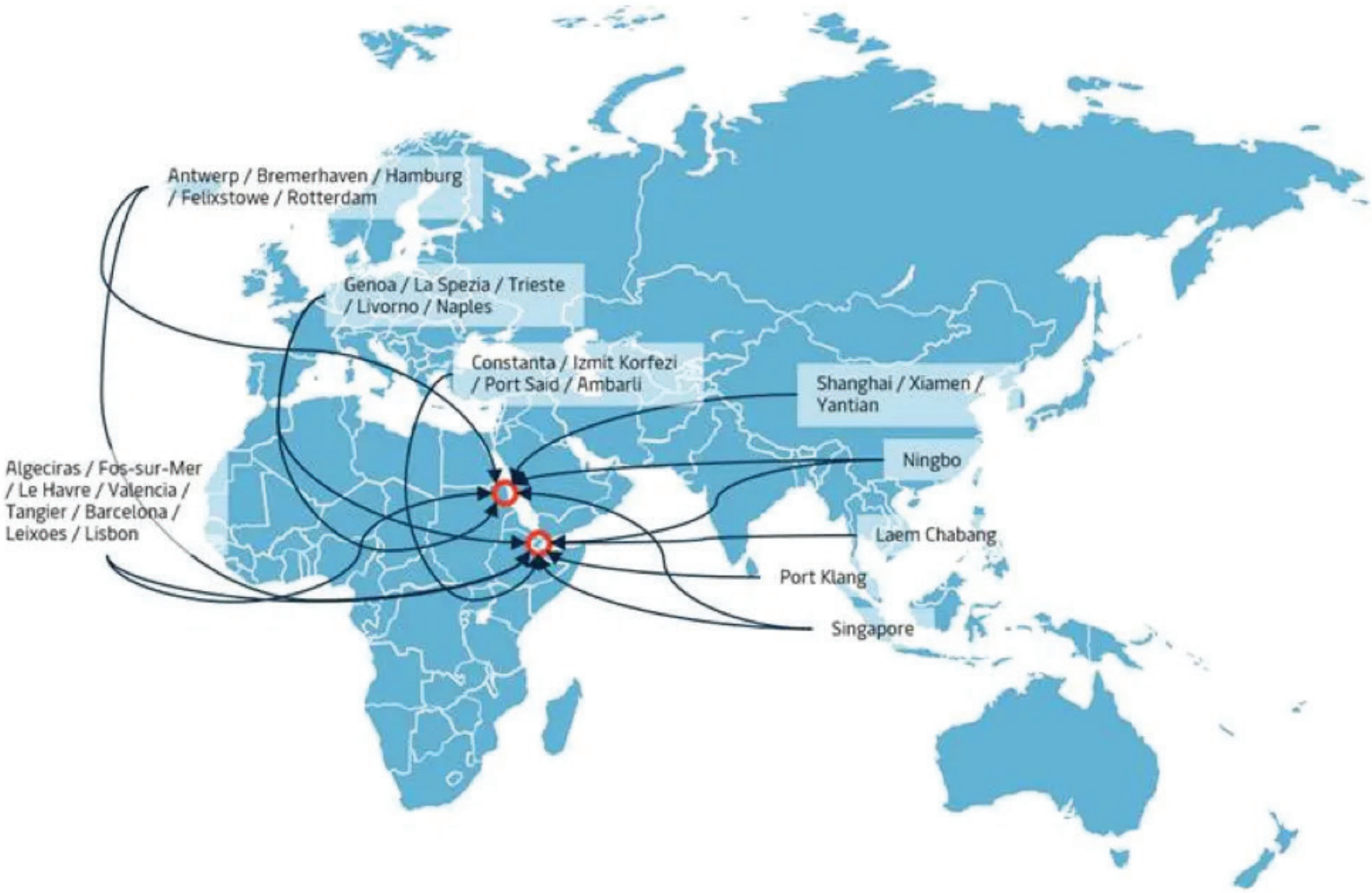
Do you also serve ports in Sudan and Somalia? Can you tell us more?

We offer services both to Sudan and Somalia. In fact, we recently launched our new bi-weekly feeder to Mogadishu from Salalah, which takes about five days.

As to Djibouti, all major Northern European ports are connected to Port Sudan via Saudi Arabia and take around twenty-five days. The Mediterranean ports are slightly faster with a transit time of twelve to twenty days, depending on the origin. With only one transshipment you can get to Sudan from Ningbo, Shanghai, Xiamen and Yantian. South East Asian ports connect in Singapore, from which Sudan is only one transshipment away.



Port	Arrives	Departs	Transit (Days)
JEBEL ALI, United Arab Emirates	Wed	Wed	--
SALALAH, Oman	Sat	Sun	3
DJIBOUTI, Djibouti	Tue	Tue	5
KING ABDULLAH, Saudi Arabia	Thu	Fri	8
JEDDAH, Saudi Arabia	Fri	Sat	9
PORT SUDAN, Sudan	Thu	Sat	15
DJIBOUTI, Djibouti	Tue	Wed	20
SALALAH, Oman	Fri	Sat	23
ABU DHABI, United Arab Emirates	Tue	Wed	27



In order to get a quotation from Asia, Europe or North America into East Africa, especially if:

– customer is located in Southeast Asia
– customer is located in China
– customer is located in The Mediterranean
– customer is located in Northern Europe
– customer is located in North America

Can you tell us whom to approach?

We want to make it just as easy for our customers to request rates and book special cargo as it is to book regular dry cargo. Therefore, we are constantly increasing our online capabilities and urge our customers to go online, where they can request rates and place bookings 24/7, no matter where they are located. Just follow this link:

We are also very happy to interact with our customers via email and phone, of course. Our customers can either reach out to their local sales representatives or approach one of our regional special cargo team members who can then guide them.

Customers in Africa can reach out to Francisco Soriano Morancho at francisco.soriano@-maersk.com.

Customers in Europe can reach out to Daniel Meewes – daniel.meewes@maersk.com

For customers in Asia Pacific it is Ivy Fei Fei Zhong – ivy.fei.fei.zhong@maersk.com

For customers in USA it is Kalliopi Pahountis – kalliopi.pahountis@maersk.com

For customers in West Central Asia it is Morten Berg Thomsen – morten.bergthomsen@-maersk.com

In order to save time, can you tell us what you always need in order to make a quick freight indication?

Again, we always urge our customers to go online for quotes. That way they will get the quickest response. On our website they just need to fill out a simple form and by doing that it's much easier for us to pick up the shipment details.

As mentioned earlier, customers are also able to request rates over email, it will just take a little longer for us to reply.

Maersk has been frequently in the news recently in particular concerning the new strategy going forward. Will that generally affect your relationship with freight forwarders?

Our ambition is to become the global integrator of container logistics. We are building more product offerings and creating more ways to serve the needs of our customers, many of whom are forwarders. Customers (including forwarders) will be able to choose Maersk to handle a larger scope of the logistics chain incl. inland, lashing and customs clearance to name a few. The immediate benefits for them are that they save resources, time and costs. In fact, this valuable proposition is directed at forwarders and, in fact, many of our initial wins this year have come through cooperation with our forwarding customers, as we have been able to work together to add value for the end-customer.

Providing additional logistics services is not a new direction in the industry in general. Many carriers have been providing these services for many years on a smaller or larger scale. Carriers have also been owning forwarders at the same time as forwarders have been acting as carriers for many years, running ships and even owning ships.

So, to answer your question, I think our direction will have a positive effect on our relation-

ship with our customers (incl. forwarders) as they will have more products from which to choose; products that will ease their everyday lives and create more certainty for their logistics chains.

What are the advantages of considering using Maersk as carrier into East Africa?

Maersk is the most reliable container carrier and we offer fixed weekly products from all main regions. We are very dependable and can be trusted as we stick to the rates and products we offer. We have been operating in Africa for more than fifty years and, with our own agencies and offices across East Africa offering strong local differentiators, we can assist the customer should any issue occur.

For our customers, we have made it very easy to get a quote and book cargo online. This is available for both Out-of-Gauge and In-Gauge via Maersk.com. Our customers can even combine their OOG and IG bookings with their standard dry bookings to cater for projects containing all types of cargo. Making these features available to our customers is a sign that Maersk understands the importance of project cargo and shows how much focus there is on this sector.

Another sign of Maersk understanding the importance and sensitivity of projects is the fact that all Out-of-Gauge cargo has rolling priority. This really creates security for our customers and helps them deliver their projects.

Security in the operation itself is important, but security in pricing is also very important. For Out-of-Gauge cargo, we have a standard thirty days' validity on all quotes. If you get a quote from most of the conventional carriers, you'll most likely receive the quote for a specific sailing. With a quote from Maersk, you can use that quote for any sailing within those thirty days. This brings true value to the planning of your shipments.

Another major strength of booking special cargo with Maersk is our equipment availability. We have one of the largest and most modern fleets of special equipment in the industry, something that gives our customers comfort in us and in our ability to deliver as promised.

How is best to get hold of you?

You can get a hold of me via email esben.noergaard@maersk.com.

Other than that, feel free to reach out to any of my colleagues in the regions mentioned earlier.

MAERSK

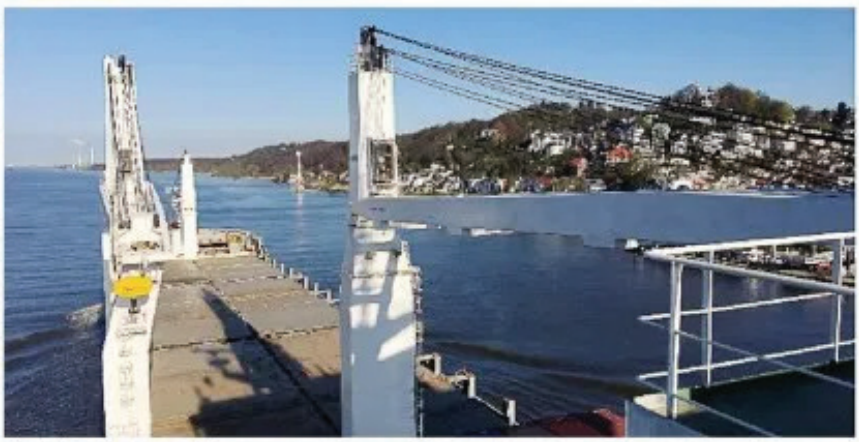
Editor's Note:

Having been part of the founding of Martin Bencher Scandinavia in 1997 it is a pleasure always to see that the company continiously is developing their capabilities in moving project cargoes not only by sea but also increasingly to inland locations. Here one example of valuable engines from Finland to factory floor in the US.

"CHIPOLBROK SUN" voy. 78 – View from a bridge

Editor's Note:

A beautiful view here from the bridge onboard mv Chipolbrok Sun a breakbulk liner vessel operating between Europe and China.



Panama Canal – Miraflores locks

Editor's Note:

3 vessels at various levels seen here at the Panama Canal. Very impressive indeed and shows the difference in water levels between the locks.

WEEK #20 – 2019

May 16, 2019

Editorial

Dear Readers,

It is May 16th, Thursday and we are (hopefully) in your inbox once again.

Before, I start with my usual tirading about this and that, I am very excited to tell you all that Project Cargo Weekly is announcing the release of the **PCW mobile app**, on which you can find our weekly newsletters and all our interviews. The app also offers the option to search for past interviews and it is totally free of charge.

You can download the app from the play store for Android or the app store for iOS.

Android App on Google play

Download on the App Store

Please kindly download it, test it out and feel free to send me any feedback, good or bad, so that we can improve it if necessary. At a later stage we may allow brief ads in the app, so if you are interested please be quick and contact the undersigned. We will allow a max of four companies worldwide to place an ad in our app, just like we allow four ads in our weekly newsletter.

Now, on with the editorial. Last week, I had the pleasure of attending the AntwerpXL break-bulk conference. Visiting Belgium is always a real pleasure and one of the highlights in visiting this rather small European country is enjoying the food, wine, beer and, not least, chocolate. It simply seems that wherever you go and in whatever restaurant you spend your hard-earned euros, the food is generally of very high quality. Actually, some people have previously told me that the best French food in the world can, in fact, be found in Belgium. They have a great selection of beers, they know which wines are suitable for whatever you order, and they know how to make exquisite chocolate desserts. So, for those reasons among many more, I would hope there'll be more than one AntwerpXL event a year going forward. To watch the show's highlights, check this out.

View the AntwerpXL show highlights

AntwerpXL was a good conference. It is a kind of 'restart', as the traditional breakbulk Antwerp moved to Bremen two years ago and will likely (thanks to bidding, I suppose) stay there. As we at PCW always applaud healthy competition, we appreciate and support that there is an alternative back 'home' in Antwerp. Whether scale is the same as quality in terms of expos remains to be seen and here the jury is still out. However, I do find that both the management, availability, the whole IT system and its contact with visitors leading up to and after the AntwerpXL event is to be highly recommended. Cost is another factor of course, and there is a limit to how much expo organisers should be allowed to charge for a booth, but as we all know, business is business. We from Project Cargo Weekly will certainly be present at the next AntwerpXL expo that takes place on 21st-23rd April 2020.

Communication is key and I just bought the latest Huawei P30Pro mobile phone, not because my wife is from China, but because I am amazed by the sheer power of the zoom that this mobile's camera has. Since I'm going on a ship trip at the end of June and this capability will be useful on the high seas, I thought it best to start learning about the phone well in advance. The developments in communication are incredible, with barcodes, scanning, tracking devices and whatnot becoming things to which we must all get accustomed. For example, I can track my son's whereabouts, which is important as he is diagnosed with autism, meaning that he can sometimes be off in his 'own world'. But of course, tracking can be used both for good and bad purposes. However, thinking to the US's overt paranoia about what the Chinese might do with Huawei, I'd say that one shouldn't throw stones while living in a glass (White)-house. We only must ask Edward Snowden about his experiences with the US government on that matter. Perhaps competition is what the US is afraid of when it comes to Huawei and that

that China is increasingly shedding its copycat image. Let's see what happens, but it'd be good for us all if the two biggest trading nations could shed the rhetoric and just get along. For further reference about the enormous opportunities (good and bad, I suppose) that the coming G5 network will provide, read this article.

Businesswise, today we first have an interview with a reputable law firm, based, as so many are, in London. Now, most of us generally prefer not to deal with lawyers, but for those of us who've been through several divorces and business disputes, we all know that having a good and competent lawyer can make all the difference. We then travel to Ningbo, China. It is a city just south of Shanghai with excellent port facilities and, although a bit in the shadow of Shanghai, it is certainly worth your while to consider talking to a solid project freight forwarder there, just as we have this week. Finally, we travel to Dalian, one of my favourite cities in Northeast China. After our intake of seafood and Maotai (rocket fuel), we speak to a local freight forwarder, whilst we are still coherent. Naturally, we provide you with trade intelligence and shipping news and finally round off our newsletter with a featured video, a featured photo and wise words, in case you didn't find any above.

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

LMA Legal
London, UK

Interview with

Dr. Miquel Roca
Managing Partner and Solicitor

We met at the AntwerpXL expo last week, Miquel. That should tell me that you are a maritime lawyer, but please tell us about what kind of law you practice. Do you have a special field of law in which you feel particularly experienced?

As a maritime lawyer, I specialise in all legal aspects of marine affairs. I advise my clients on charter parties, project cargo, heavy lift, logistics contracts, commercial contracts and disputes and of course, London Maritime Arbitration.

Who are the owners of LMA Legal?

As with any other law firm, we have partners at many different levels, as well as associates and junior lawyers, all of whom possess a high level of expertise in maritime law. I am currently the Managing Partner in the firm.

When did you start your own career as a lawyer? Also, why did you choose this career path?

I only became a lawyer to be a maritime lawyer. I must admit, I find general law quite boring. If it were not for the ships and this industry, I wouldn't be a lawyer. In fact, before I became a maritime lawyer I worked as a stevedore in a sea carrier company as well as at a Port Authority, all of which gave me a fantastic insight into the industry, which I can now apply in my day to day work assisting my clients.

Many of our readers are small or medium sized companies and, of course, in a perfect world there would never be a conflict of interest and thus never the need of a lawyer. Sadly the world isn't like that, so I suspect that many of our readers would like to know whether you also cater and serve smaller, even individual, companies and/or persons?

Sure, we do. We have services and prices for all sizes of companies. For example, at AntwerpXL we launched our flat monthly fee legal rate, under which for a small monthly fee, clients can ask us unlimited legal questions. Also, we can review contracts, clauses, help them draft emails or letters – anything related to the breakbulk and maritime industry – without having to worry about the cost of expensive lawyers. It is a superb service at a very reasonable price.

As we all know, there are many law firms out there. What do you think makes your company the right choice?

Yes, there are many options out there. What distinguishes us from the rest, firstly, is our contractual compromise to always respond to a client's queries within twenty-four hours. We know that time is always a factor in this industry, so we adapt to it. I am not aware of any of our competitors offering such a promise.

Secondly, we provide very sensible and commercial advice that allows clients to avoid having to go to courts or arbitration. We believe that legal services are not supposed to be used as firemen once the fire is already blazing. Rather they should be used as prevention doctors, working with the clients and assisting them in being as protected as possible. This avoids any unnecessary legal costs being incurred in future disputes.

You are based in London. If a client has a case in, for example, Argentina, does that mean that you would delegate that to an Argentinian partner, or would you take on the case yourself? Can you please explain to our readers about how the world of law works across borders and in a global economy?

There are no borders in maritime law. Most, if not all, of the charter parties and logistics contracts are subject to English law and London Arbitration. Consequently, we have clients all over the planet and assist them all from London. Also, some clients have in-house lawyers

and we work with them, as they do not always have permanent contact with the law as it is applied in the latest cases in courts and arbitrations.

Do you have any good rules of thumb that you could share with our readers regarding what to be careful with nowadays in international and global shipping?

A strong contract makes a company strong in performance. Some companies use template contracts, or stick to the same one they have been using all their lives, etc. This is dangerous. We draft tailor made contracts to each client and it is advisable to review them on a case to case basis. We also draft bill of lading clauses and proforma charter parties to carriers and charterers to make sure they fit perfectly into their business. It is better to spend a little bit on prevention doctor-lawyers than to spend a fortune on firemen-lawyers.

Finally, what's the best way to reach you for further information?

I am on LinkedIn and Twitter (@Miquel_ro) and am always available by e-mail at mroca@lmalegal.co.uk.

LMA
London Maritime Arbitration
www.lmalegal.co.uk

Featured Video

Editor's Note:

Sunset over the Indian Ocean onboard CMA CGM Christophe Colomb.

Featured Photo

Editor's Note:

I was aboard the CMA CGM Christophe Colomb in the Red Sea when I took this picture of another CMA CGM vessel passing us northbound.

WEEK #21 – 2019

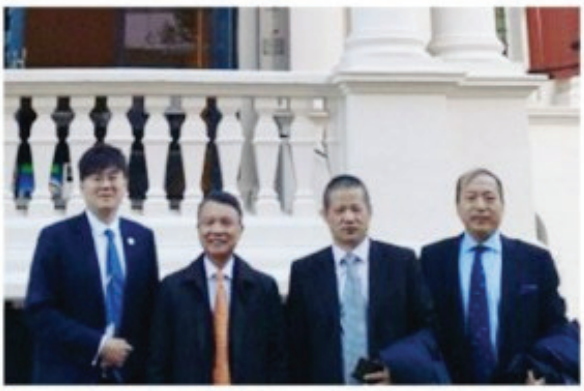
May 21, 2019

Editorial

Dear Readers,

It is week 21 and Thursday 23rd May. Last week, I visited the port of Rotterdam in connection with the inauguration of COSCO Heavy Lift and Specialized Carriers' opening of their new European head office there. See below.

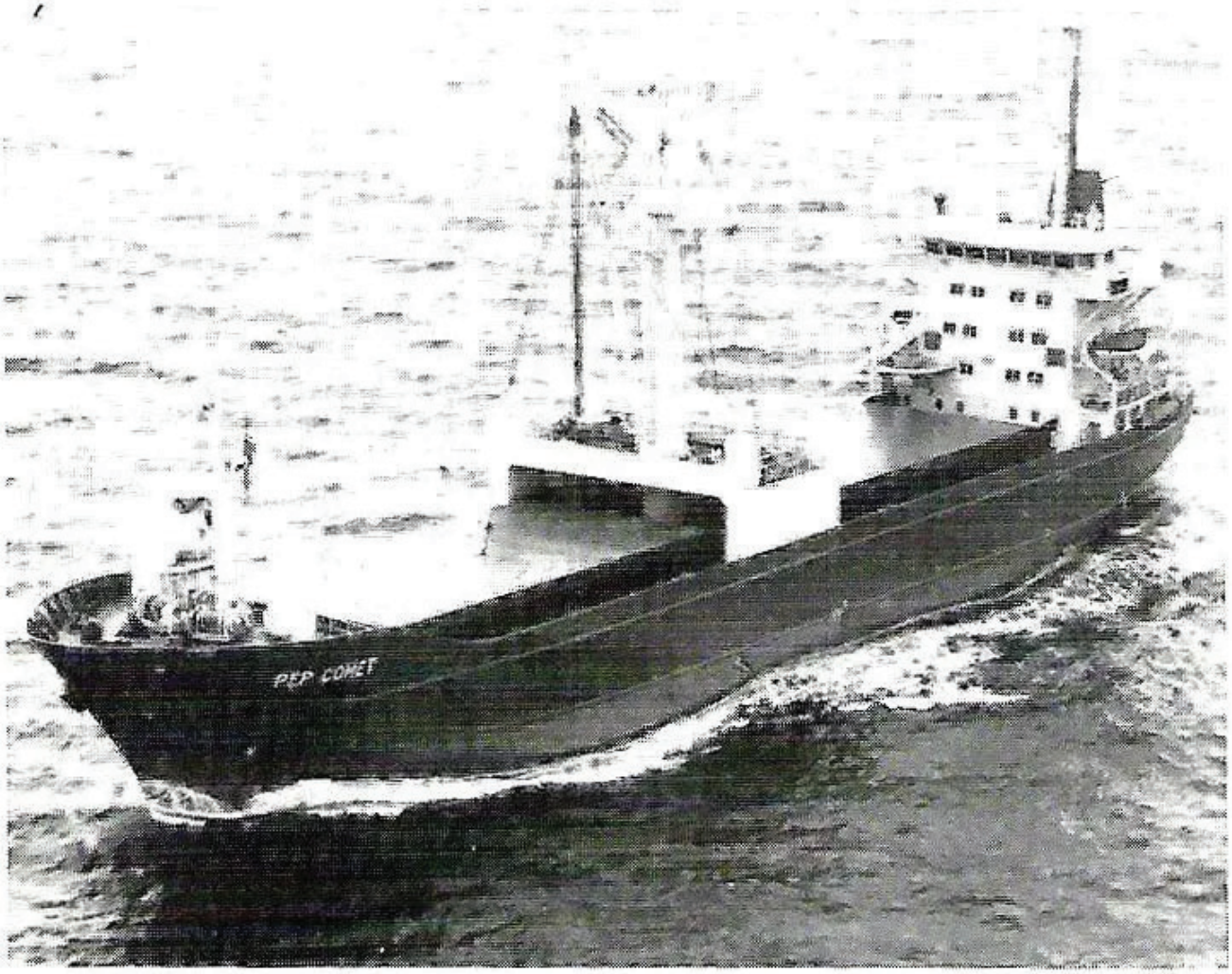
It coincides with the fortieth anniversary of the friendship between Rotterdam and Shanghai. Thus, a lot of events are planned to mark this. Generally, Rotterdam is a gigantic port and they are very big in containers, oil, bulk etc. However, in some ways, they've missed out on the breakbulk and project cargo sectors. This means that many consider Antwerp to be the port of choice. both forwarders and shipowners. It seems lately that Rotterdam is waking up to deal with this challenge. Since both Rotterdam and Antwerp share similar inland possibilities via the river to the hinterland, it remains to be seen who will come out as the ultimate winner.



We at PCW are sure there's room for both though and competition is always healthy, both regarding ports and when it comes to breakbulk expos. Also, as we have seen time and time again, once you have a near-monopoly, you can become lazy, complacent and arrogant, which is only human, I suppose.

Rotterdam is a port that both my father and I visited many kilos (years) ago. That was when I was young, and my father was a mate on the Pep Comet, a vessel from the Danish shipowner Pepnautica. I can recall playing football in the cargo hold as we were alongside in the port of Schiedam, Rotterdam in 1980. I distinctly remember the ball bouncing back and the sound it made in the empty cargo hold. My football career never really did take off but at least I can say that I have practiced in an unlikely training ground.

I took quite a few nice pictures of Rotterdam, though it has changed a lot in the last few years. Areas that were once riddled with drugs and prostitution have now been transformed into swanky, liveable areas, consisting of apartment blocks with river views. With the location by the river, the port almost starts in the city itself. How things change, and fast!



»PEP COMET«, P/R Alboship II, R/A Pepnautica, tørlastskib – shelterdæk, Ørskovs Frederikshavn 1977, Norske Veritas, 1.164 nrt, 1.599 brt, 4.235 tdw, 98,95 m oa, 15,80 m, 5,73 m, 260.000 cbf bale, 290.000 cbf grain, 2 luger, flush mellemdæk, 2 bomme à 10 to – 2 kraner à 10 to – 1 bom à 75 to, 180 TEUs, B&W Alpha V23Lu 16 cyl., 2.320 hk, 9 to IFO 30 cst, 13 knob.

The evening before the COSCO event, we had an excellent seafood dinner and I couldn't help but take some pictures of the dishes we enjoyed (that you'll see below). I've deliberately omitted the wine they served, as I've promised the wife that I'll stay off alcohol for a year. As I'm now three months in, I didn't want to ruin any illusions. The official story has it that I stuck to water and seem to have finally grown a backbone. Details of the restaurant can be found here.

I will refrain from including any political statements in this week's editorial. This is because I am busy preparing for Breakbulk Bremen and chairing the CLC Projects network's global conference in Prague immediately after. So, you are safe this week!

As I am in both Bremen and Prague this week, I have chosen to republish three interviews that we've previously included in the past. I hope you will still enjoy them. Again, don't forget to download our Project Cargo Weekly app which is now readily available on both iOS and Android!

I wish you all a great week and next week "I'll be baaack", as the heavily-accented Austrian terminator said in that movie, some years 'baaack'.

Until next week. I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Eukor Car Carriers
Hamburg, Germany

Interview with

Mr. Ulrik Sorensen
Commercial Manager

Tell us about the EUKOR RoRo service from Europe to Asia.

EUKOR has various services/trades depending on which market in Asia one is looking for. For certain countries such as China and Korea, we have at least a weekly sailing from Sweden, Germany, Belgium and the UK. For Taiwan, Hong Kong, Japan, Malaysia and Singapore we have a bi-weekly service. Certain countries such as Indonesia, Brunei, Vietnam, Philippines and Thailand are serviced via transshipment in Singapore.

EUKOR Morning Champion at Swedish West Coast

What is the ramp capacity generally for your vessels and the max width/height that may pass through the opening?

Due to different vessel classes/types it varies, but the majority of the vessels in our fleet have a ramp capacity of 150 tons, a door height of 5.15 m and a door width of 7~8m.

Eurkor vessel berthed in Hong Kong. Photo taken by the editor of PCW

Who are the owners of EUKOR ?

EUKOR Car Carriers Inc. is owned 20% by Hyundai Motor Company and Kia Motors in Korea. The remaining 80% is owned by the Wallenius Wilhelmsen Group which consist of Wallenius in Stockholm and Wilhelmsen in Oslo.

Can you provide us with some examples of high and heavy cargoes that you have handled onboard your RoRo vessels?

EUKOR has carried a huge variety of high and heavy cargo over the years. The list is long and besides the usual suspects such as generators, steel reels/plates and machinery we have also shipped aircraft parts, helicopters, trains, wind mills and even a whole amusement park.

Do you also provide services for high and heavy cargo from Asia to Europe, and if so, please share which are your main load ports?

Yes, we do provide services for high and heavy loads from Asia to Europe. Main ports of loading are listed as follows:

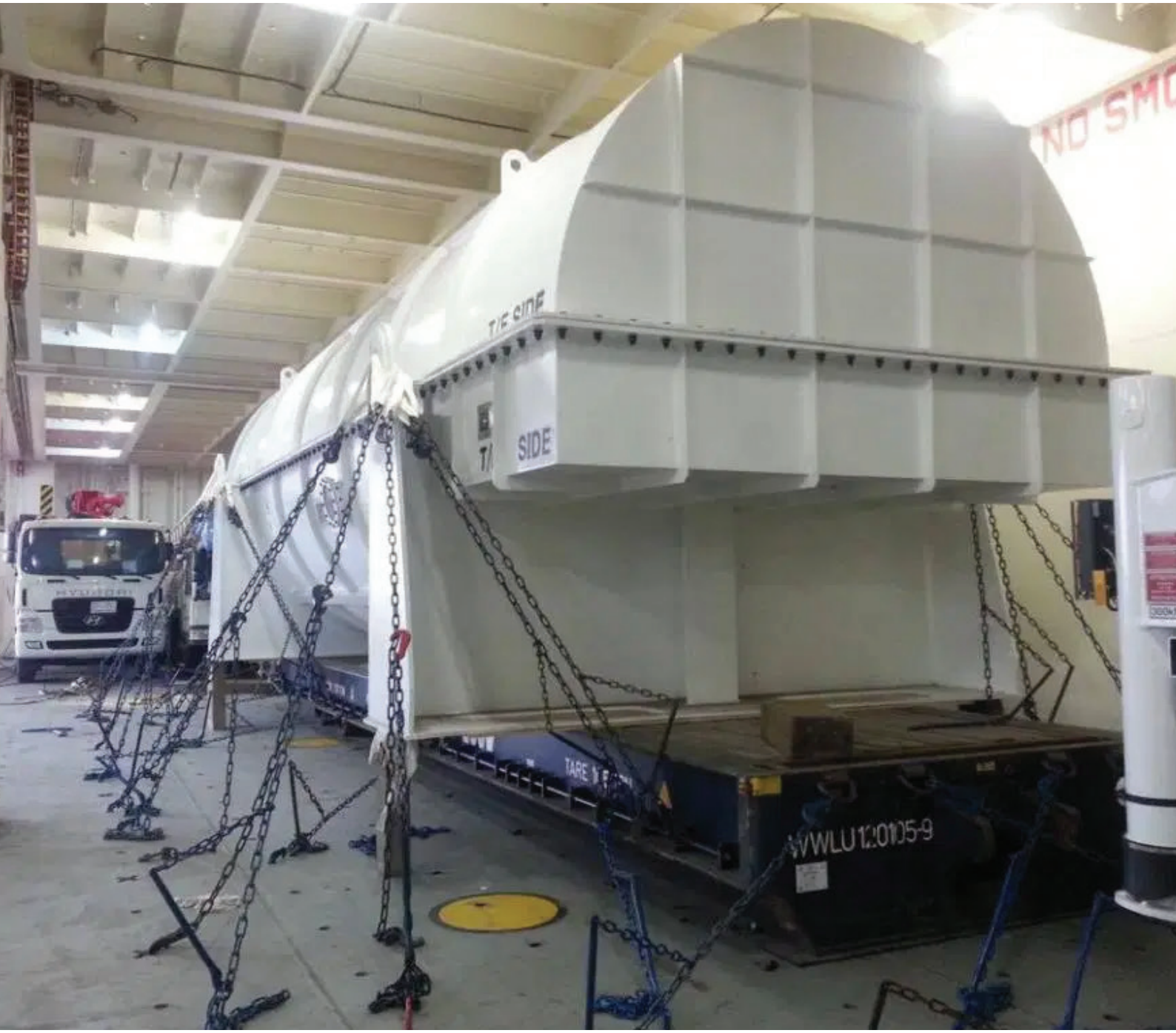
KOR

- Incheon
- Pyeongtaek
- Gunsan
- Mokpo
- Kwangyang
- Masan
- Ulsan

JPN

- Hakata
- Moji
- Kobe
- Sakai
- Nagoya
- Toyohashi
- Hitachinaka
- Kisarazu
- Yokohama

- Dalian
- Xingang
- Yantai
- Qingdao
- Lianyungang
- Shanghai
- Xiamen
- Huangpu



Are you able to accept shipper's own containers on board as well?

Yes, but they will have to be loaded onto a roll trailer (mafi).

Why is RoRo a good solution for moving high and heavy cargoes? It was traditionally for moving rolling stock and cars etc. only I believe?

RoRo vessels were indeed originally developed for the purpose of transporting cars, but have turned into something completely different over the years. Their main purpose is still for the transport of cars, but other rolling cargo such as mobile cranes, busses, trucks, excavators and break bulk cargo either lose or on our roll trailer equipment.

The benefit of using RoRo vessels compared to the conventional break bulk carriers is that the cargo can be driven on board under much faster, cheaper and safer conditions than being loaded with cranes. Heavy breakbulk is securely lashed in order to handle equipment from port to port, therefore there is less lifting involved.

This increases safety and quality of service. With RoRo, cargo is kept on climate-controlled fully sheltered decks with no risk of water or humidity for the entire sea voyage. Unlike conventional tramp carriers RoRo liner service operates with higher frequencies and scheduled timetables providing customers with reliable services.

Tell our readers a bit about yourself. Why, or rather how come you chose a career in shipping? Where did you work before and for how many years have you been active in RoRo shipping?

I am a 44 year old Dane, married to a Swede whom I met in Turkey back in ’99. Since then we have lived in Italy, Morocco, Denmark, England, Sweden, Norway and since 2010 we have been living in Germany with our three children.

I originally come from a small village in Denmark and I knew from an early age that I wanted to travel the world and shipping seemed to be one of the ways to do just that. I started my ship-

ping career as a trainee with Maersk, but ended up in the RoRo industry by coincidence.

After I left Maersk I worked as a tour guide, in a container line agency and for a special vehicle provider where my first contact with the RoRo industry began. I joined Wallenius Wilhelmsen Logistics in Stockholm in 2005, but moved to Oslo in 2008 to work for UECC, which is 50% owned by Wallenius. I joined EUKOR Car Carriers Inc. in 2010 at their European HQ in Germany. In connection with a structural change in both EUKOR and Wallenius Wilhelmsen our European HQ was moved to Stockholm last year and is placed in the same office as what is now known as Wallenius Wilhelmsen Ocean.

How to get in touch with you in EUKOR for more information or a quote if you are: aa/ based in Northern Europe? bb/ based in The Med? cc/ based in Asia?

Suggest to take a look under Contact us / Global Network on our homepage:
https://www.eukor.com/

For Freight rate enquiries and cargo information, please contact rate@eukor.com

More information about offices, please visit:
https://www.eukor.com/ek/homepage/04_ContactUs/offices.do

EUKOR Car Carriers Inc.
We deliver

PROJECT CARGO Weekly

Featured Video

Editor's Note:

Liverpool is famous for the Beatles, but it also has an expanding port and a major hub for ACL/Grimaldi's ro-ro service to North America. Although I am an Arsenal fan, Liverpool seems to be doing better than us this season! Enjoy the video here.

Editor's Note:

This close-up shows the size here at Portside, alongside CMA CGM Rigoletto and a hatch cover being lifted onboard. Seeing it right before your eyes is awesome.

WEEK #22 – 2019

May 30, 2019

Editorial

Dear Readers,

It is Thursday 30th May and the last issue before entering the month of June. I'm sure it's been a hectic month for many involved in project cargo and shipping. As for me, first I attended the AntwerpXL conference from 7th-9th May and then the following week I attended the opening of the new COSCO Specialized Carriers European office in Rotterdam 15th-16th May. This was followed by my attending the Breakbulk Expo in Bremen from 21st-23rd May and then finally chairing the global network meeting of CLC Projects in Prague, Czech Republic from 24th-26th May.

I just went through the business cards that I accumulated during all these trips and I counted a total of 180. Networking is indeed paramount for all of us in business and, although smart devices, social media, mobile phones and the like seem to encroach more and more in our daily lives, still nothing beats meeting face to face.

I will dwell a bit on the Breakbulk Expo in Bremen, which was certainly worth the while attending. It is still by far the biggest of them all and you're generally bound to meet people from all corners of the world. However, there's also no doubt that due to the excessive costs,

perhaps I'll reduce my attendance at these events in future. As several attendees remarked, why attend all the breakbulk expos just to meet the same faces again and again? While we always need to maintain relationships, we must also forge new ones too, otherwise our business will ultimately begin to stagnate. It seems to me that the best ones to attend remain AntwerpXL and Breakbulk Bremen. Additionally it's worth an occasional visit to one of the regional ones in Houston, UAE or Shanghai, depending on your sphere of interest.

As far as I am concerned, Breakbulk Bremen came out the clear winner regarding number of new connections made, whilst AntwerpXL came in second. However, from other points of view, i.e. size of expo, time available to speak with attendees and quality of food and drink, AntwerpXL unsurprisingly came out way ahead of Bremen.

Competition is something we must all face in life. So too must expo organisers and thus I urge anyone planning an expo to hang in there, be a little humble regarding price structure and try to be less greedy about everything from food to electrical items that exhibitors may need. These changes would attract far more than just the usual suspects to attend these events. Furthermore, like in business, whilst I respect every global player in shipping, you sometimes also need to realise that size isn't always best and doesn't always guarantee quality.

Above are some photos from the event in Antwerp and below are some from Bremen. Hopefully the pictures encapsulate the good mood and festive atmosphere at both events.

In Prague, where I finally attended the CLC Projects global network meeting (see here), I was the moderator of the event. I must say that Prague is a wonderful city, apart from the tourists that overwhelm it (as I understand) daily. Still, it is income for some, but I do start to understand the feelings of many locals in quite a few places worldwide stating that they are tired of hordes of tourists roaming the streets with loud voices and constant camera clicking. Aside from the trade war between the US and China, there also seems to be a war over how noisy each of the two nations' tourists can be. They seem to equally compete in tourist hotspots (such as Prague) over who can be the loudest during breakfast and who can be the loudest during check-in. Also, both groups seem to portray an ignorance of the outside world that I have seldom seen or heard about. Didn't they learn about appropriate travel behaviour at school?

Still on balance, the trips this month were fantastic and now it's back to basics, which in my case means looking after a couple of boys whilst the wife is in China with our daughter. I just had a crash course on how to use the microwave and how to warm up pancakes for breakfast. Being editor and chairman certainly leaves me with a lot to learn about normal modern life it would seem.

As for business matters, today we start off talking to a company, or, rather, two companies joining forces in the Adriatic region of Europe, i.e. Comark in Slovenia and Liburnia in Croatia. They tell us more why have found that in business, sleeping together is better being than sleeping alone. The former Yugoslavian countries are developing rapidly and there is a lot of strategic interest, also from overseas, in this part of Europe.

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Liburnia & Comark
Rijeka, Croatia

Interview with

Mr. Marin Skufca
CEO

Mr. Branko Butala
CEO

Although we have spoken to you before, perhaps you could reiterate the quick rundown of the history of Liburnia and Comark respectively?

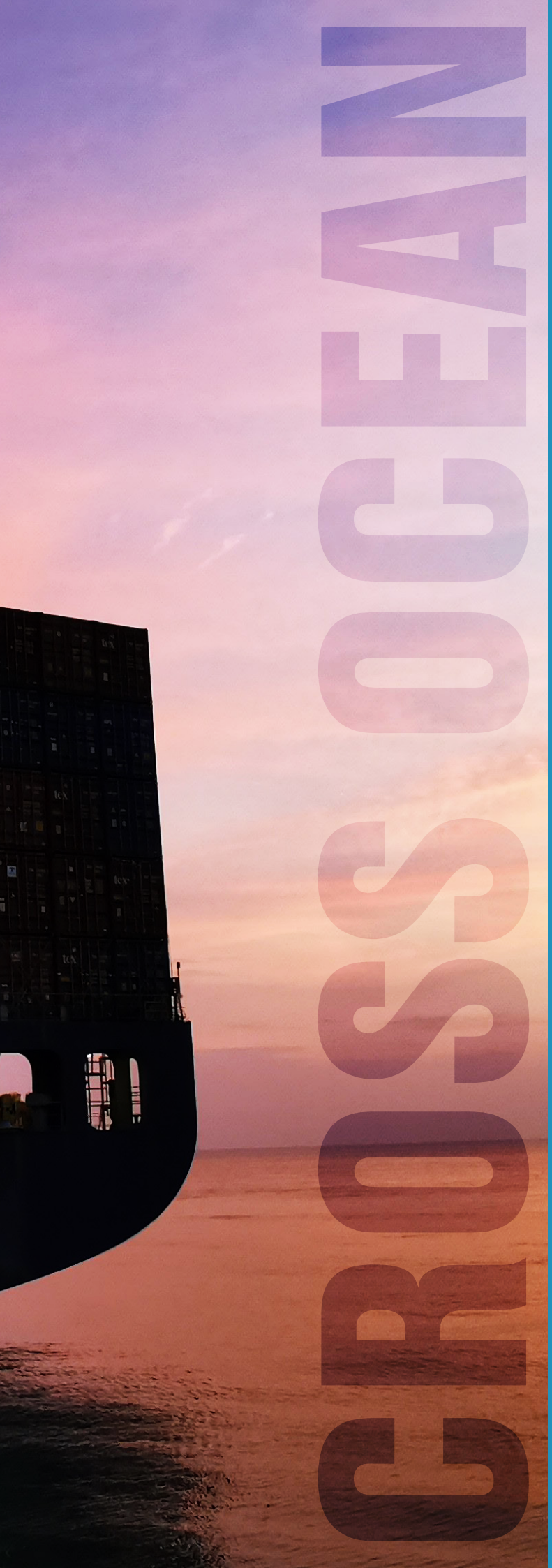
Both companies have, since the very beginning, been very focused on project cargo and heavy lift. Liburnia started in 2004 as agents and brokers. Project forwarding came a bit later to adapt to clients' needs and gain better control of the cargo flow. Comark originally started its work in 1992, first specialising in oversized road transport. However, in 2009 the current owners took over and the Comark service became much wider, offering also multimodal transport and seaworthy packaging. In 2014 Comark opened a new company in Rijeka, Croatia.

The companies were competing but were also highly respectful of each other's achievements. Notably, the connections between the owners and personnel have always been very good. After a short discussion, we realized that there were a lot of opportunities for synergy and so we decided to combine.

I understand that you are active in shipbroking and chartering and that you recently opened an office in the Netherlands under the Liburnia brand. Additionally, it seems to me that Comark is strong in the areas of seaworthy packaging and trucking. Is this the case?

Liburnia's greatest expertise lies in competitive worldwide chartering and brokerage. Our office in the Netherlands was opened in November last year and it was busy right from day one. We're currently looking to employ more people. Liburnia projects and chartering is managed by Karim Thys, who is also the partner in the company.

Comark is a boutique, specialising in land and sea multimodal transport. The sea part mainly via Ro-Ro and container vessels (with 95% of the cargo being OOG).



CROSS OCEAN

AIR & SEA PROJECT FORWARDING NETWORK

www.cross-ocean.com

If we do it on breakbulk vessels, we rely on Liburnia's experience and knowledge. Seaworthy packaging is a product we've been developing for seven years. We have two packing facilities in Slovenia and Croatia that are, geographically speaking, very well positioned and equipped. What we pack, we transport and vice versa.

Am I correct in my knowledge that you are formally joining each other? Can you tell us why you believe this is a marriage made in heaven?

Mainly because of our relationship. Without honesty and open relations, every marriage fails. We've known each other for many years and now we've decided to combine our strengths. As mentioned, when we compare our specialities it's easy to see the synergy. No company in the region can offer so many activities controlled in-house. Our goal is to be recognised for our quality, not only in the Balkan region, but on a much wider scope.

What are the main benefits of this new joint venture for customers?

Today's clients are looking for single-point solutions and simplicity in work. Simply put, we deliver that. We're still small enough to be flexible and, at the same time, big enough to handle the biggest projects. Also, we have in-house control of the cargo's entire flow from factory to foundation.

Will you also keep working as separate entities? Also, do you have any plans for further expansion abroad outside of your headquarters in the Adriatic region?

Yes, we keep on working as separate entities. The marriage is made through Comark Croatia, where we (Liburnia and Comark Slovenia), share ownership 50/50. On the group level, we share each other's expertise. Comark Croatia focuses on Land and Liburnia on the sea. But, both companies can offer complete solutions separately. We have a lot of friends and fantastic agents in almost every country in Europe and, for the time being, there's no need to expand abroad.

I noticed your presence both at the recent AntwerpXL and the Breakbulk Expo in Bremen. Do you feel that it was worthwhile?

It is always worthwhile to attend these conferences. We will continue to support them with our presence in the future.

What's the best way for interested readers to get in touch with Liburnia/Comark respectively?

Liburnia:
liburnia@liburniamar.hr
+385 51 703540
https://www.liburniamar.hr

Comark:
info@comark.hr
+385 51 568352
http://www.comark.hr/

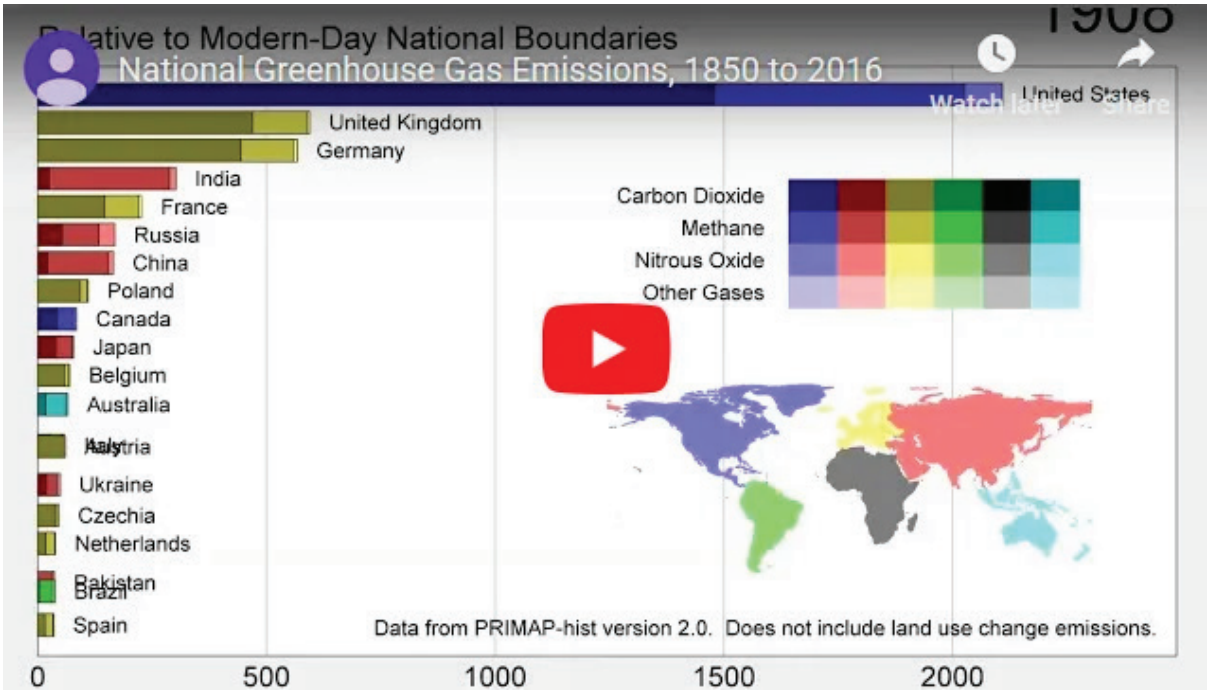
Featured Video

Editor's Note:

Discharging at the Port of Callao, Peru. I was onboard MV Lutetia of Hamburg Sud coming from Hamburg. The voyage took thirty-two days.

Editor's Note:

Everyone, even in shipping, talks about CO2 emissions and we seem to be reaching climate hysteria. Someone is bound to make good business out of all this, but this is still an interesting video of the timeline over the last 150+ years for you to watch.



PROJECT CARGO Weekly

Featured Photo

Editor's Note:

A wonderful day at Rotterdam recently. It's a gigantic port indeed.

WEEK #23 – 2019

June 6, 2019

PROJECT CARGO Weekly

Editorial

Dear Readers,

It is Thursday 6th June. Summer, at least here in Europe, is fast approaching and this week is special for me in several ways. First, it was on 4th June exactly thirty years ago that the clampdown on the students' democracy movement at Beijing's Tiananmen Square happened.

I was in a car that day in 1989, driving from Stockholm to Copenhagen, when suddenly my then-wife (from Hong Kong) started crying. She had been listening to the radio and, as I was not paying attention to it, I asked what had happened. She told me about the Tiananmen Square clampdown on the students' movement; indeed, a moving time that also cost Zhao Ziyang his power and elevated Li Peng as the hardliner for several years in China.

Also, this week, my native country of Denmark goes to the polls in our national election. Luckily, we have not (yet) parked our brains in Brussels and with the EU and thank goodness for that. A total of thirteen parties have been arguing amongst themselves and selling their 'products' to the Danish electorate. It is interesting to note how many promises are made during an election campaign and it can sometimes be a bit like a kindergarten. Still, on balance, a system that has democracy is still superior to the alternative and I do appreciate living

in a free and open country.

Scandinavia is part of the group of countries that are probably the most equal and where everyone (willing and able, that is,) has a reasonable chance to secure a quality life. One of the major topics during the election campaign has been the competition over who is the most 'green', meaning environmentally friendly. I'm getting a bit tired of listening to the phrase 'climate change' lately and my take on this issue is that there are dragons arguing in the kindergarten and unless we get them to play along, whatever minuscule amendments we make to our way of living won't amount to much. Let us see what happens, I suppose. The jury is still out on this matter but there is no doubt that many so-called 'experts' on climate change and green guidance have golden days ahead.

In three weeks exactly, I shall be landing in the Lion City of Singapore and thus commencing the start of my five-week-long Asia trip, most notably with the trip onboard CMA CGM Georgia (name changed) from Singapore to Melbourne together with my seventeen-year-old daughter. She is almost a deckhand at this point and it is her third trip aboard an international cargo vessel along with her old man. Don't forget to check out www.cross-ocean.com and click 'ocean voyages' to see what routes are available worldwide. Do consider it as it's a fantastic way of getting away from it all whilst recharging your batteries. Having said that, don't forget to download our app so you can bring Project Cargo Weekly with you everywhere.

Back to business. This week, we start off speaking to a company in Singapore that provides heavy lift and special equipment for OOG and special transports. Considering their good reputation on the market, you may be well advised to speak with them. Next, we visit the country of Spain. Besides the tapas, toreadors and siestas, they still work hard, even though it is the land under the sun. We speak to a shipowner/shipping agent with a focus on West Africa, but who is also able to serve the Med trade and other locations. Finally, we revisit the country of Brazil and re-publish an interesting interview with a project freight forwarder located in Curitiba. Brazil is a gigantic country and has continuous project cargo moving in and out. It could perhaps become even bigger if their customs clearance system was modernised. Yes, you do need a solid contact there to ensure your project will be successful, in terms of logistics.

We have interesting videos this week, as well as fascinating shipping news and, of course, trade intelligence too. We round off our newsletter with Wise Words and, until next week, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Bok Seng Group
Singapore

Interview with

Mr. Vincent Teo
Senior Director

First, I'd like to ask about the name Bok Seng. Is it a family name, or does it mean something else? When was the company established and can you elaborate a bit on its history?

Bok Seng is the name of the company's founder. The company was established in 1975. The company started out as a civil engineering company mainly focusing on the construction business. Over the years, with a growing fleet of trailers, the company evolved into a transport company then into a total logistics service provider with two main business divisions, namely the integrated and project logistics divisions.

The Integrated Logistics Division is comprised of the following services:

1) Conventional Trucking
2) Container Trucking
3) Container Depot

4) Contract Logistics
5) Warehouse and Inventory Management

Project Logistics Division is comprised of the following services:
1) Specialised Mover
2) Heavy Lifting
3) Heavy Transport
4) Marine Logistics
5) Heavy lifting/transportation and marine transport engineering

Bok Seng also attained the ISO9001:2015, OHSAS 18001:2007 and ISO14001:2015 certifications.

We met at the Breakbulk expo in Bremen. You had a booth there and I wandered past it and made a stop. Would you say that it was worthwhile to be present at the expo with own booth?

This was the second year that Bok Seng participated in Breakbulk Europe in Bremen as an exhibitor. We have also participated in other editions of the Breakbulk exhibition, such as Breakbulk Asia in 2018 and Breakbulk China in 2016 and 2019.

Breakbulk exhibitions are a good opportunity for friends and associates in the industries to gather in a single location to meet, catch up, discuss business opportunities, and make new contacts. Breakbulk Europe provides a good platform to reach the project logistics community in Europe and allow us to showcase our strengths and capabilities to different stakeholders in project cargo.

It also allows us to meet up with the European representatives of our clients in Southeast Asia. This gives them a first-hand understanding of the service provider (Bok Seng) that their counterparts in Southeast Asia are engaging for their projects.

Singapore has a strategic position in the main shipping lane of the world, so your location is perfect. What can you offer overseas customers? Also, regarding said customers, can they be direct shippers, freight forwarders, shipowners, or a mix of them all?

Bok Seng has a wide range of customers, they can be direct shippers, freight forwarders, consignees and shipping companies. We serve customers from the offshore and marine, oil and gas, infrastructure, and ports and shipyard industries.

Bok Seng has offices, yards, and operations teams in various Southeast Asian countries, such

as Malaysia, Thailand, Indonesia, Myanmar, Cambodia, Vietnam, and Brunei. With our network in the region, we can offer customers complete door-to-door logistics services from one country to another within the region. Other than providing the equipment to handle customers' cargo, our experienced operations and engineering team (mechanical, civil, and naval architects), with the use of engineering software, can conduct surveys and provide customised technical proposals for the safe handling of customers' heavy lift cargo.

You are asset owners, I believe. Can you tell us more?

Bok Seng has a comprehensive range of shore and marine assets, including prime movers, trailers, mobile cranes, crawler and mobile cranes (up to 750 ton), synchronised jacking systems, hydraulic skidding systems, self-propelled modular transporters (SPMT), conventional hydraulic trailers, waterfront yards with private jetties and tugs and barges (up to 330ft length). With our equipment, we can handle cargo up to 4,000 tons within the Southeast Asia region.

BOK SENG LOGISTICS
6416 - 1999

Although Singapore's location is unrivaled, the size of the country is still limited. Do you also do heavy lift and other jobs outside Singapore?

Bok Seng has undertaken projects in Singapore, Malaysia, Thailand, Cambodia, Myanmar, Brunei, and Indonesia.

Could you provide us with a few examples of jobs handled both inside and outside the Lion City?

Project Name: Leviathan Project
Services: Heavy Haulage (Loadout)
Cargo: 2,200-ton Module
Equipment: SPMT (108 axle lines)
Date: September 2018
Location: Singapore

Project Name: BASF Lemongrass Project
Services: Heavy Haulage
Cargo: 320 ton, 50m Process Column
Equipment: SPMT (72 axle lines)
Date: April 2016
Location: Malaysia

Project Name: Wheatstone LNG Project
Services: Weighing, Tug and Barge and Heavy Haulage (Loadout)
Cargo: 1,300-ton Module Loading Platform
Equipment: Tug and Barge, SPMT (88 axle lines)
Date: September 2015
Location: Indonesia

Project Name: Keppel Fels Jackup Rig Project
Services: Tug and Barge and Heavy Haulage (Loadout)
Cargo: 2 units of 1,200-ton Module Loading Platform
Equipment: Tug and Barge, SPMT (60 axle lines)
Date: December 2016
Location: Thailand

What's the best way to reach you for further information?

vincent.teo@bokseng-ipl.com
www.bokseng-ipl.com

BOK SENG

PROJECT CARGO Weekly

Featured Video

Editor's Note:

Onboard CC Andromeda berthing at Westport Port Kelang, edging in beside another CMA CGM container vessel at night time.

Editor's Note:

Landing in Malta is always a pleasure, in particular when the weather is good, which is mostly often the case on the island and when flying over the Marsaxxlokk Container Terminal.

PROJECT CARGO Weekly

Featured Photo

Editor's Note:

"Anchored outside the Suez Canal. Chivas, peanuts and a view. Life could be worse."
–From a passenger onboard the CMA CGM Christophe Colomb.

WEEK #24 – 2019

June 13, 2019

Editorial

Dear Readers,

It's Thursday 13th June and here we are in your inbox. Luckily it is not Friday 13th (that was a scary movie!), but happily enough, Friday is right around the corner and the weekend is fast approaching for many of us. The week that's passed since our last newsletter has, at least for me, been uneventful.

My main focus has been on contacting content providers for this newsletter and trying to advise people that it is worth placing a banner ad in PCW. I must admit, selling advertising isn't easy nowadays. Several potentials told me that they felt it could be a waste of money to place a banner ad. What I can see from the banner ads that we currently have in PCW (with only four permitted per issue) is that often, the links to videos are clicked more. That may be a good tip for the would-be PCW advertiser.

Advertising overall seems to have been almost overtaken by social media nowadays. Facebook, WhatsApp, LinkedIn and (let's not forget) WeChat in China are all becoming forces to be reckoned with in the field of marketing. This isn't only for companies but also oneself. I can see that headhunters worldwide are scouring these forms of social media for the right people to fill their vacancies. PCW also regularly posts copies of our interviews on LinkedIn.

With the combined contacts of my two partners and me, we reach about 33,000 contacts on LinkedIn alone. That's in addition to the 40,000+ receivers and subscribers of PCW.

Please allow me to do a little bit of advertising in this editorial for the PCW app. It's totally free and can be downloaded here for both iOS and Android.

Politically speaking, I don't have many comments to make regarding the past week. The only thing is that I heard that President Trump (for once) got something good out of China. He reportedly visited the Great Wall recently. Of course, he remarked that he needs a wall like that in the USA because he didn't see a single Mexican over there. It seems that the current US President will pick fights with anyone.

However, in a global economy, it's dangerous to point fingers at people, as often, two fingers will point back at you. Perhaps this adage, together with a lesson in geography and the histories of various countries, could be useful to the current administration. Maybe reading the book Legacy of Ashes about the CIA should be mandatory for any politician who claims to be morally right.

Businesswise, today we start off interviewing what was originally an Icelandic company in the high north of the Atlantic. However, we talk to a representative of their office in Aarhus, Denmark. They offer interesting project and break bulk solutions, even to places such as inland Russia. We then visit another island, the UK, and speak to a real expert in moving oversized pieces around the world. Finally, we visit a country whose population endured severe hardship under Stalin's reign of terror. Now they are the independent country of Ukraine. We talk to the director of a business that is developing fast and moving forward, also as an expert in the field of project logistics and shipping, with their easy access to the Black Sea.

With our usual shipping news, trade intel and wise words, we wish you a great weekend ahead and, until next time, I remain,

Yours sincerely,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Samskip
Aarhus, Denmark

Interview with

Mr. Kenneth Nielsen
Branch Manager

Kenneth, please tell us about the history of Samskip. I understand that your origins are in the North Atlantic country of Iceland?

In Aarhus, Samskip handles its vessels' last port-of-call before they move northbound with cargo from Continental Europe to the Faeroe Islands and Iceland. This is our main business and the central tradeline we serve with our vessels. This has developed into a pan-European business and we handle cargo across Europe now with our vessels and our own trains.

Our vessels have their own cranes and there are some vessels with Ro-Ro capabilities. There's a strong and knowledgeable organisation behind the operation and we are constantly expanding our skills and our presence throughout Europe.

Greenland
ICELAND
Finland
Sweden
DENMARK
United Kingdom
Ireland
Poland
Belgium
Ukraine
France
Romania
WI
MI
ME
NH

Kjøllefjord
Båtsfjord
Havøysund
Hammerfest
Vadsø
Kirkenes
Oksfjord
Alta
Skjervøy
Tromsø
Finnsnes
Harstad
Svolvær
Bodø
Sandnessjøen
Rørvik
Kemi
Oulu
Kokkola
Umeå
Holla
Trondheim
Kristiansund
Gjemnes
Molde
Ålesund
Ikornnes
Sundsvall
Måløy
Florø
Mäntyluoto
Rauma
Bergen
Sauda
Oslo
Moss
Haugesund
Drammen
Larvik
Fredrikstad
Brevik
Katrineholm
Helsinki
Kotka
St. Petersburg
Ust-Luga
Tallinn
Moscow
Oxelösund
Kvinesdal
Nässjö
Riga
Varberg
Almhult
Grangemouth
Aarhus
Helsingborg
Klaipéda
Malmö
Belfast
Hull
Gdynia
Gdansk
Dublin
Immingham
Lübeck
Swinoujscie
Waterford
Cork
Poznan
Kutno
Warsaw
Tilbury
Sheerness
Antwerp
Brzeg Dolny
Ceska Trebova
Gliwice
Prague
Ostrava
Ptten
Zlin
Ludwigshafen
Mannheim
Singen
Munich
Vienna
Kosice
Dunajská Streda
Budapest
Melzo
Padova
Trieste
Novara
Bologna
Gijon
Bilbao
Santander
Vigo
Vitoria
Perpignan
Zaragoza
Barcelona
Bari
Pomezia
Istanbul
(Pendik & Ambarli)
Leixoes
Madrid
Valencia
Lisbon
Izmir (Çesme)

Do you have experience in handling project cargo? Could you provide us with any examples of this?

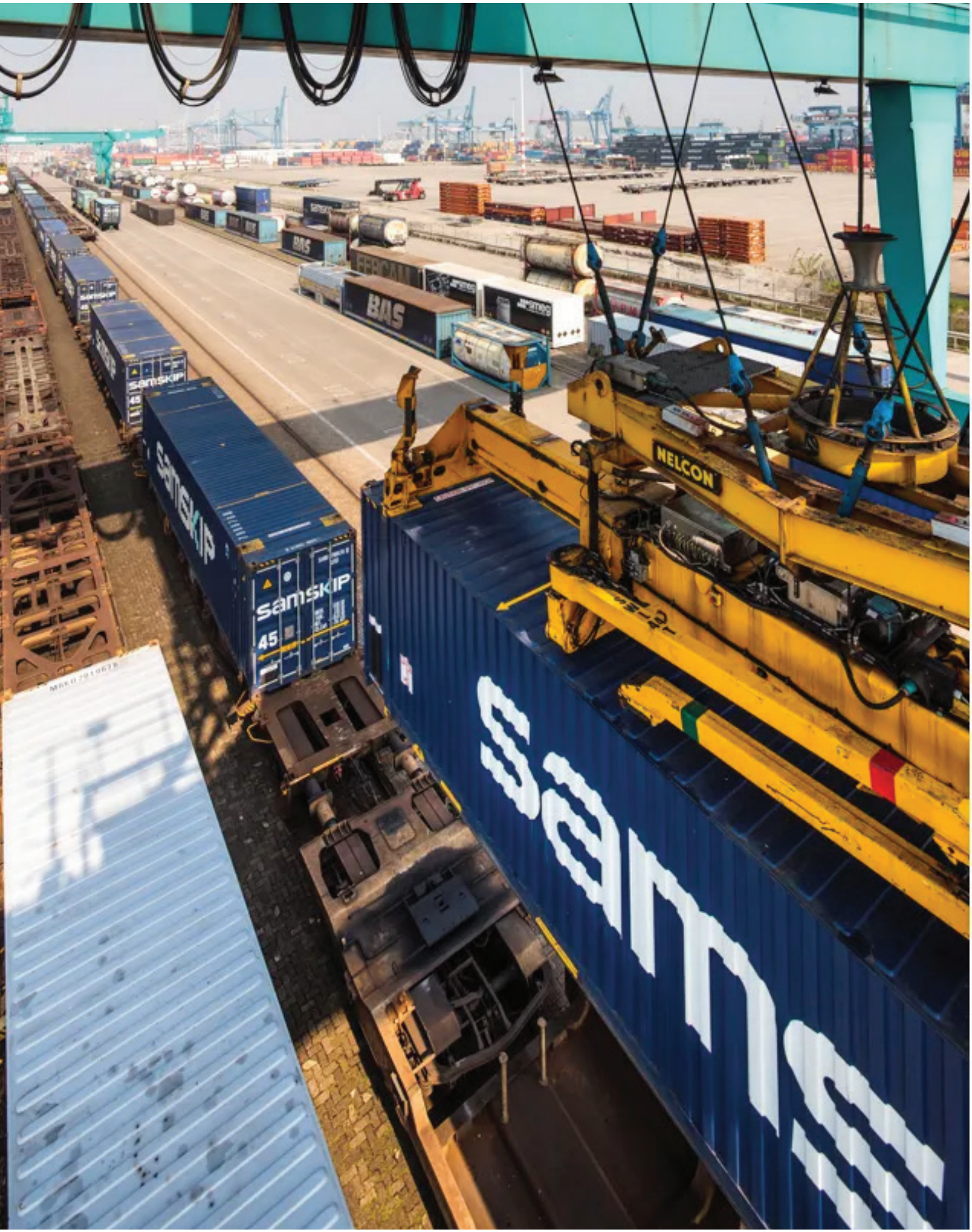
We handle all kinds of cargo for our vessels at the port of Aarhus. We deal with everything from boilers as bulk cargo to busses on Flats to LCL cargo. We move all these through our warehouses and pack them for the Faroe Islands and Iceland.

Are you also a shipowner? What kind of liner or shipowner services do you provide currently in the market?

Yes, as I said above, Samskip has its own vessels and they are all used in the European waters. The vessels are used for liner services as well as in less regular routes, almost in tramper-like services.

I understand that you were based in Asia until recently. How is it to be back in your native country of Denmark?

I am happy to be back in Denmark and, after more than twenty years in Asia, there is a huge amount of catching up for me to do with family, friends and business.



How do you view the current market?

The market is still good and we expect a very good 2019 for Samskip and Aarhus.

How to get in touch with you?

Sent me an email: kenneth.nielsen@samskip.com

I always reply as fast as I can.

samskip

Editor's Note:

In order to secure your project cargo business, you need often to fly a lot. I kind of like Paul Lucas' travel reports on aeroplanes around the world. It's no secret to anyone that airlines in the US are greatly lacking when held to the standards of service that we see in Asia or even Europe. Enjoy this piece (or don't) about a recent business class experience.

Editor's Note:

Size does matter. Here is the world's largest bulk carrier that was recently launched in China. Used mainly for the transport of iron ore between Brazil and China, it's an impressive ship seen from any direction.

Editor's Note:

Trucking in the north of Finland, very close to, or exactly by, the Finnish/Swedish border is also possible as you can see in this impressive video from Finland-based trucking company, Silvasti. They've made themselves specialists in moving oversized pieces around in Scandinavia and Russia.

PROJECT CARGO Weekly

Featured Photo

Editor's Note:

Getting caught in-between is never a pleasure, be it privately or in business. However sometimes it cannot be avoided as you see here from a picture taken onboard a breakbulk vessel loading transformers in Rijeka, Croatia.

WEEK #25 – 2019

June 20, 2019

Editorial

Dear Readers,

It's Thursday again and 20th June 2019. This is the second-to-last newsletter before the summer break that lasts until our next issue, due out on August 8th. Eight, as you may know, is a lucky number, especially for the Chinese. So, let us hope that we will have also have plenty of readers in China on that day.

I'm visiting my native country of Denmark this week, mainly to see my parents and to let them see a couple of their grandchildren. 'East, West, home's best' as they say, and I suppose we cannot escape where we come from although my having left Denmark in 1986 when I was twenty-three does make it all-the-more difficult to move back. One may even say that living in Sweden is almost the same, but still there are striking differences overall.

I visited London as well for a couple of days as Ryanair has a direct flight to London Stansted. London is what I call daylight robbery in terms of prices and it has been for years. The overall costs in London are excessive, be they for train, taxi or hotels. But still, tourists keep on pouring in. I was lucky though to be able to speak to a few natives born in the UK during my two nights' stay there. I mainly went there to see my two oldest working in the city (still a financial centre and hub of the world) and showing the two youngest the world's largest toy store:

Hamley's on Regent Street. This Friday it is again back to Stockholm and 'normality'.

In politics this week the focus is still very much on the recent spat between Iran and the USA about explosions in the Middle East, but also about the protestors in the hundreds of thousands coming out in Hong Kong and protesting the extradition bill recently introduced by the local administration. It hurts to see my favourite city of the world in the throes of protestors and riot police. I hope that consensus will be found, the bill will be taken off the table and life can get back to normal, because ultimately that is what Hong Kong is about: business, the rule of law and a geographical position in the world that is second to none. Let us not forget the local Hong Kong population though. It seems to me that the 'great powers' of the world often claim to have the locals' interest at heart as a pretext to interfering in the affairs of the places. Speaking of which, just give a thought to the state of Libya. Are they better off or worse since the west intervened there? Or was the real reason not to bring democracy but find oil?

Business-wise, we have this week some very interesting interviews for you. We start off by speaking to AAL in Singapore, a well reputed and modern vessel ship owning entity that is increasing its involvement in the Europe trade big-time. We then talk to another reputable company, i.e. their independent engineering division in Germany that offers services to anyone in need of port captains, stowage experts and the like. It's a service that is often out of in-house reach for smaller companies, so do take heed of this. Finally, we interview an expert from the insurance world, a world that is incomprehensible to most of us, particularly when it comes to dealing with the fine print of an insurance policy that you thought covered you, only to show that you have just fallen between two chairs and that this event is not covered thanks to this and that. This expert may guide you in avoiding the pitfalls.

With shipping news, trade intel and wise words etc. we leave you in peace. Until next week, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

AAL
Hamburg, Germany

Interview with

Mr. Marc-Oliver Brockmann
Commercial Manager, Europe

AAL calls regularly in Europe, so can you tell us more about your plans in this regard? Also, could you elaborate for our readers on whether the service is liner, semi-liner or tramp and perhaps a bit about your overall plans and port call rotation?

We operate a Europe – Far East Service, offering fixed route sailings and flexible port calls between the north of the continent (ARA range and Baltic), Middle East, South East Asia and the Far East. The service currently employs three 19,000dwt S-Class vessels (700t max lift) and provides a thirty to forty-day frequency. The route is usually via the Med, but we can sail via West Africa or PG/Middle East, depending on cargo flows. We aim to soon establish monthly calls from Antwerp, Rotterdam, Hamburg and one or two additional loading ports in the Med.

Besides the Europe – Far East Service, earlier this year we also began looking into other

trades ex Continent, again depending on cargo opportunities for the tramp vessels we have operating along the European coast. Under consideration are trades across the Atlantic to the Americas, as well as Africa and Australia.

Can you tell us more about the types of ships in the AAL Fleet?

AAL has invested significantly in designing and building next-generation multipurpose heavy lift vessels. This deep understanding of the ships we operate and the industry sectors within which our customers work is integral to helping us optimise the fleet's performance and meet the needs of our global shippers. Depending on the type and volume of cargo, any of our vessels could be deployed in Europe at any time – comprising our 31,000dwt A-Class Vessels, 19,000dwt S-Class vessels, 33,000dwt W-Class vessels and 25,800dwt G-Class vessels.

We 'carry it all' for our customers – a huge variety of cargo types from heavy-lift project cargo, to breakbulk, steel and dry bulk commodities and all at the same time. With cargo flexibility core to their design, high equipment specification and multiple stowage configurations on deck and under in secure holds, our vessels combine significant cargo intake (max 40,000 CBM) with solid heavy lift capability (max 700mt). Today, AAL leads the 'mega-size' multipurpose vessel segment (30,000 + dwt), offering our customers the highest economies of scale on every sailing and for any parcel size.

Today, the unique make-up of this fleet places AAL in pole position within the 'mega size' (30,000+ dwt) MPV segment, offering shippers leading cargo in-take, the highest economies of scale on every sailing and extreme heavy-lift capability (max 700 mt).

What about your agency network and marketing setup for your European service? Can you elaborate on the structure?

In Belgium, Netherlands, France and Spain we work with exclusive agents. De Keyser Thornton NV, Antwerp is our agent in Belgium, Netherlands and France – while in Spain we work with Maritima Davila Group.

AAL has its own branch offices in Italy, Finland and Hamburg but we also work closely with our colleagues in Houston, HQ in Singapore and other offices around the world.

Whom to ask in Europe and Asia for rates on the AAL service?

Cargo enquiries can be sent to commercial@aalshipping.com or chartering@aalshipping.com

Could you provide us with a few pictures of the ships that you intend to put regularly into the European service? Could you also perhaps provide us with a few examples of cargo that you already handled and delivered to or from Europe?

The AAL Kobe (31,000dwt / 700t max lift), discharging four Chinese-made Rubber Tired Gantry Cranes (RTGs) in Europe (Port of Felixstowe) (2019) – each unit measuring 32m x 14m x 30m and weighing just under 200 t.

The AAL Singapore (31,000dwt / 700t max lift) transporting two giant Seaport Passenger Boarding Bridges (SPBB) – measuring 32 metres long and weighing 205 tonnes each – from point of assembly in Europe (Barcelona) to PortMiami in 2018.

Finally, what can you tell us about the history of AAL?

AAL is a leading breakbulk and projects heavy lift operator and one of the multipurpose sector's most awarded carriers – a shipowner and sector innovator with extensive maritime pedigree. We have twenty-five years' experience in operating tramp chartering and liner services that serve the world's most dynamic industries (like oil and gas, mining, energy, infrastructure and forestry) and provide trusted solutions for some of their biggest and most demanding billion-dollar projects around the world.

Today we employ one of the largest and youngest multipurpose heavy lift fleets in the sector, managed by a multilingual team of chartering, operations and engineering professionals working out of fifteen regional offices worldwide – from the Americas, Europe and the Middle East, across to Asia and Oceania. Whether handling spot cargo, or longer-term/multiple sailings employment, we understand the importance to all stakeholders of time and cost efficiency and can be trusted to deliver.

We were the first global carrier to employ large 'mega-size' tonnage in the tramp charter market, offering significant cargo intake volumes and competitive economies of scale to our customers large and small.

E-mail: europe@aalshipping.com
Web: https://www.aalshipping.com/

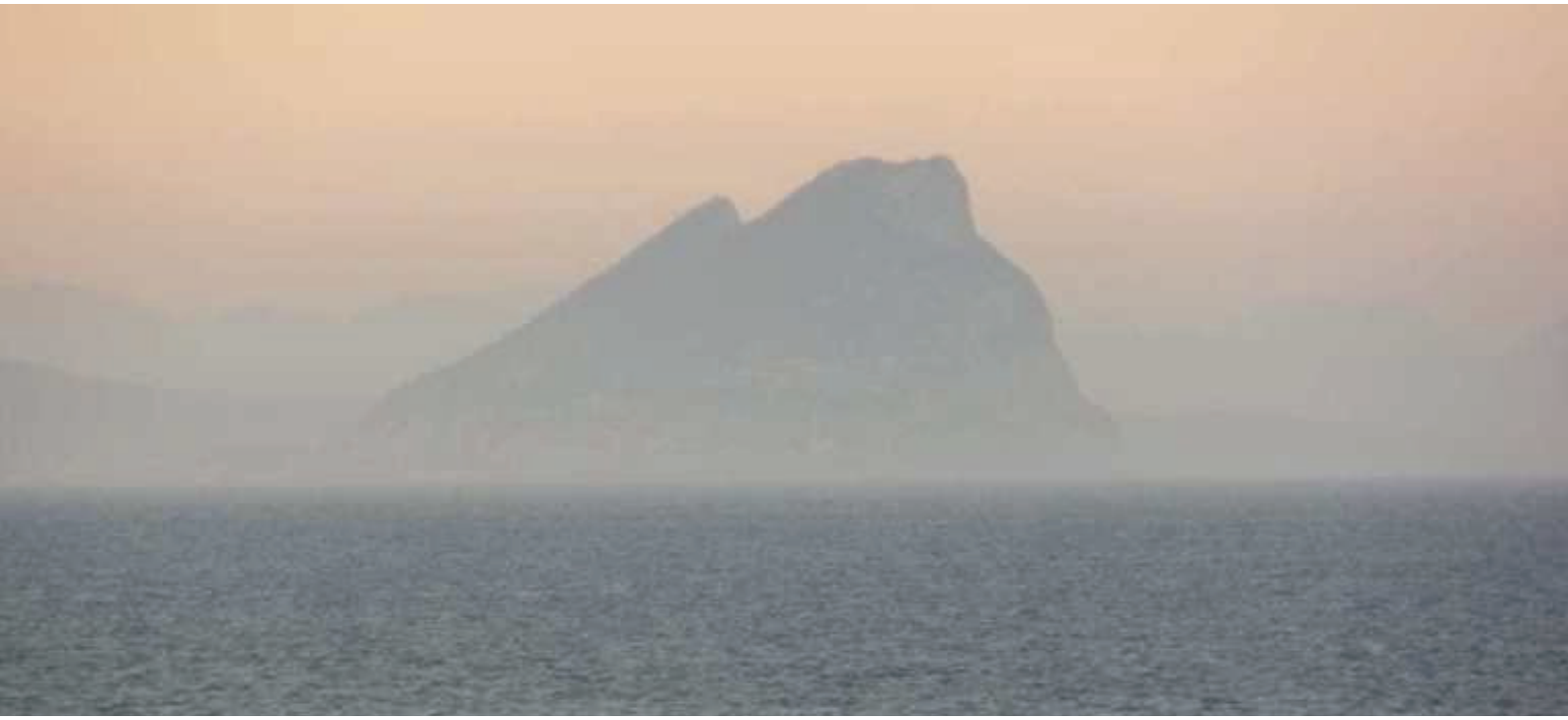
AAL powered by partnerships

PROJECT CARGO Weekly

Featured Photo

Editor's Note:

For many a seafarer, this is a wonderful sight. When you see this rock, you know you're close to Europe or Africa (whatever your preference may be). Here's a well-known British outpost in Spain that we hope will remain so, in line with the wishes of its inhabitants. For those of you who didn't guess it yet, it's Gibraltar.



PROJECT CARGO Weekly

Featured Video

Editor's Note:

Here's a very impressive video showing the Russian nuclear-powered icebreakers in action in the Arctic.

WEEK #26 – 2019

June 27, 2019

Editorial

Dear Readers,

It is week 26, Thursday 27th June and, as I have been told, there are 52 weeks in a year. This means that we're half-way already through the year 2019. A wise man once said that it's not the years in your life, but the life in your years that we should treasure, and I have been giving this a lot of thought. With the constant feeling that time is running faster than ever, even more so as we grow older, it's best not to postpone what you would like to do but instead just do it, as the old Nike commercials said.

Most of you are aware that as this newsletter is being published I shall be in the Lion City of Singapore for a couple of days before boarding a container ship as a passenger sailing to Melbourne. Although it's hard to leave one's kids and even wife behind to realise a dream, it must be pursued whilst one is still able to walk up the gangway. I believe we need, no matter in what kind of relationships we are privately, to all get our own private time; time to reflect, to miss one-another and to even be without the mobile phone and its constant reminders about things that are immaterial and unimportant in real life. Taking a trip on the high seas to Australia helps me get away from it all and, while it may dismay some, it may also please others not to receive our weekly newsletter for a few weeks, though of course, I hope not.

There are not many container or breakbulk lines left that take passengers nowadays, so I do owe it to recommend to anyone who'd wish to try it to consider CMA CGM and its affiliates, which includes their traveller's club in Marseille offering routes worldwide. Alternatively, you can click on www.cross-ocean.com as in the menu there you'll find Ocean Voyages. There you can find various videos filmed on freighter cruises around the world. I have taken such trips since 2005, with the first trip being from Malta to Khor Fakkan, UAE. Now being allowed to travel every two years, I am already contemplating where to go in 2021. I have looked at Shanghai to Pointe Noire, Congo as a potential trip. Let's see.

With summer starting now, I also realise how fortunate or, rather shall we say, spoiled we are here in the northwest of Europe, with no less than five weeks' vacation a year hereof mostly three weeks in one go. That is a mere dream for many people around the world, so perhaps we in Europe do need to take a breather and appreciate what we have before it's gone because it won't be around forever unless we start changing our attitude to work. In many places, the costs of doing business, paying for rules and regulations and keeping the bureaucracy at work has reached astronomical height. Not least to fulfil the green wet dreams of many in the political elite that cannot get enough green legislation pushed down hard working people's throats.

There is a life outside the cafe latte discussion clubs of the capitals and big cities, where most people still work and live. What they need should be acknowledged. We all care about the environment, but just because you shout louder about it doesn't mean that others don't feel the same way or want the same targets met if it's done with everyone on board. The squeaky wheel always gets the grease, as the saying goes, be it in business, politics or most certainly, in the green lobby. One scary example was recently here in Sweden where a couple was charged for not feeding their baby properly. They wanted their baby girl to be a vegan from birth and she almost died in the process. Talk about stupidity, arrogance and fulfilling one's own ideals at the cost of others!

Businesswise, this week before the summer holidays we start off in Slovenia, a beautiful country in the Adriatic region where we speak to a Europe-wide reaching company offering seaworthy packing solutions which are certainly needed by most in import/export, let alone transports. After that, we fly to Shanghai and meet up with a local company involved China-wide in lashing/securing of project cargo aboard ships and offering various commodities as well in this field. Finally, we end up in the country of the Maple Leaf, i.e. Canada, and we speak to a modern and versatile project forwarder covering not only this huge though sparsely inhabited country but also covering many other parts of the globe with project cargo solutions.

We finish off with shipping news, trade intel and the usual wise words. PCW will be back on

8th August, but for now, I wish you all a great summer and leave you with a short message that everyone should pay heed to when considering the sales department's results and what must be done. It is likely true, but certainly a reminder that sales must be done consistently to secure business and that giving up is not an option.

See below, and until next time, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Port Star Rigging
Shanghai, China

Interview with

Mr. Frank Fan
Marketing Manager

First Frank, please can you tell us about the ownership of Shanghai Port Star Rigging (SPSR) and when it was established?

SPSR was established in 2008. Its predecessor was the largest ship dunnage wood supplier in Shanghai, which was established in 1992.

Can you tell us about the various kinds of equipment that you produce for the shipping industry? Please can you elaborate on the most popular products that you produce?

Currently, we specialise in designing and manufacturing lashing and lifting equipment, like lashing chains, wire rope, turnbuckles, shackles, dunnage wood etc. and all kinds of steel construction like lifting beams, weight spreaders, flat racks, storage bins, boat cradles, pipe cradles etc.

How can a customer be certain of the quality of your products?

We have a very effective quality control system and horizontal/vertical testing devices in the factory. We also have an ISO9001 quality management system certification and IACS classification certification.

Can you tell us about your references in the shipping business, by which I mean those whom you have supplied that are involved in heavy lift shipping?

Based on the highest quality products and best services, we built a good working relationship with our customers, like Swire shipping, Spliethoff, Chipolbrok, BBC Chartering, SAL Heavylift and Biglift etc.

I understand that you also do lashing, securing and dunnaging. Can you tell us more?

We have 102 professional workers and three chief officers. Also, we have professional engineering and technical teams. Also, we are currently on top of the lashing industry in China.

Your company is Shanghai-based, but can you do LSD work at other ports in China? Can you provide us with some examples of LSD jobs that you have successfully performed?

Yes, we can do LSD work all over the country. Here are some examples of LSD jobs that we performed.

BBC Chartering “MV BBC RHINE” Lashed Wind tower at Taicang port on 11th June 2019.

G2 Ocean MV STAR LYGRA Lashed 27pcs of wind blades at Dalian port on 16th June 2019.

BBC Chartering “MV BBC CENTURY “Lashed about 3500CBM Breakbulk/pieces of equipment at Shanghai port on 16th June 2019.

Zeamarine “MV VECTIS OSPREY” Lashed about 11000CBM wind pieces of equipment at

Shanghai port on 5th June 2019.

Spliethoff "MV Happy Dragon" Lashed 18000CBM Breakbulk/modules/pieces of equipment at Zhangjiagang port on 12th June 2019.

Can you tell our readers a little more about the advantages that you are able to provide for shipping companies?

Yes, here are some of the advantages we can offer:

- We are based at the main Chinese ports. Our headquarters and factory are in Shanghai and we have branches and warehouses in various Chinese ports. These include Tianjin, Dalian, Qingdao, Lianyungang and Huangpu which means Port Star can serve you 24/7 with fast action and delivery, directly onboard. This includes properly preparing customs clearance for goods etc.

- When it comes to cost saving, we provide landing equipment services from vessels. We can transfer to our warehouse in Shanghai, or our branch warehouses in main ports like Tianjin, Dalian, Qingdao, Lianyungang and Huangpu. We only charge the transportation costs, with no storage charge and with security in the warehouses to keep the pieces of equipment safe.

- We provide sorting and culling services for slings, sorting the damaged ones and packing those in good condition. We also test the good slings, do inventory reports equipment sorted and regularly report to the shipping companies.

- We have a factory for wire slings, web slings, metal, steel construction etc. We make slings to the standard and test every batch to fit the specifications. They must be twenty meters long and with a capacity of 300 Tons.

- We have the technical equipment and can provide training if necessary. The main purpose of the training is to explain how to use the slings and equipment correctly and safely. It's also to explain the best way to collect pieces of equipment in the discharging ports and storing equipment onboard properly etc.

- We provide rental service of spreader lifting beams. Customers may borrow them to use and take to the discharging port and return them when vessels return to Chinese ports.

What's the best way to get in touch with you for a quotation?

My contact info is as follows:
PIC: Frank Fan
Tel: +86-21-60296567
Mob: +86-15901814670
E-mail: frank.fan@portstar-rigging.com

PORTSTAR

Leading Integrated Material & Service Provider

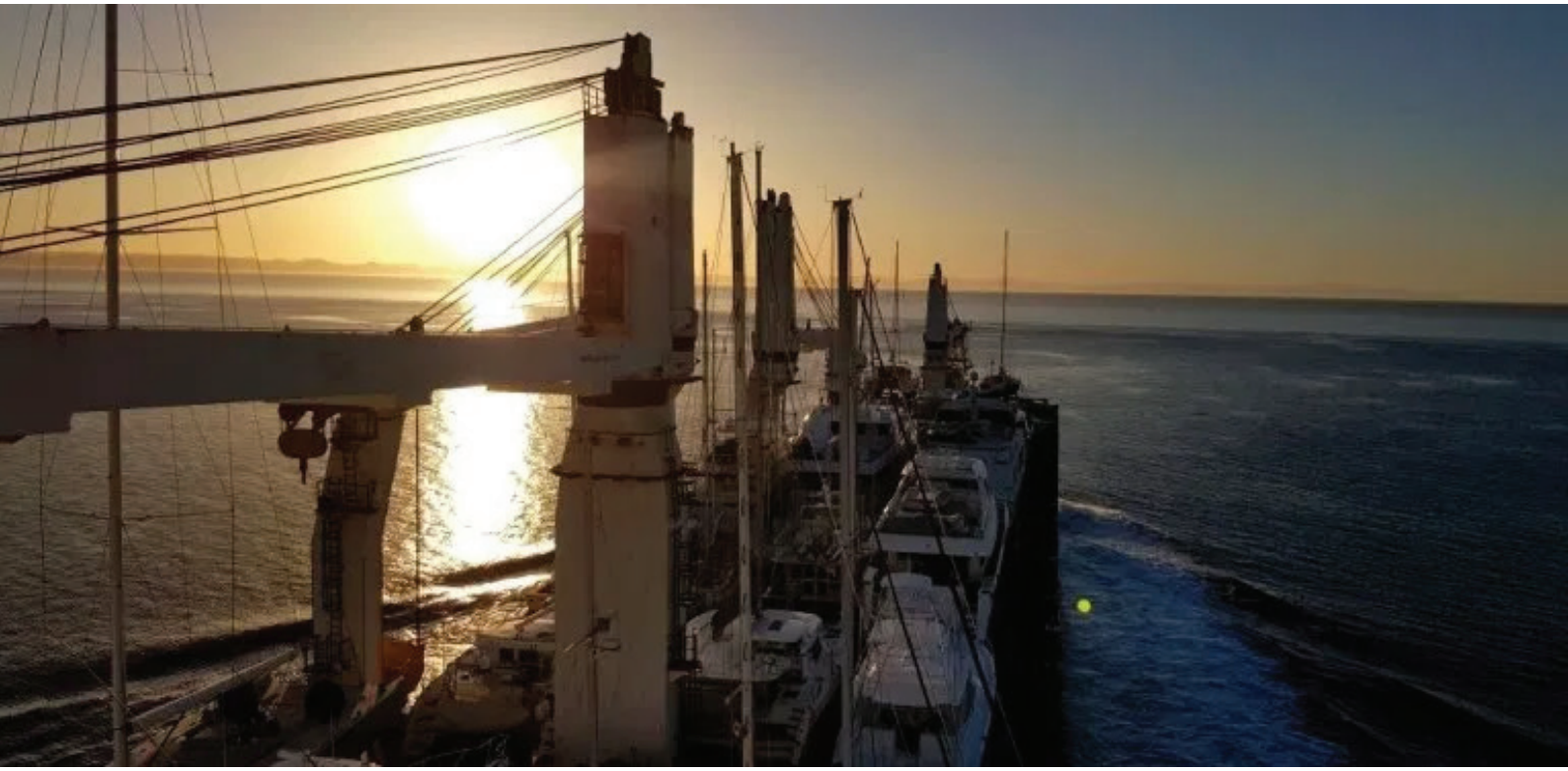
Editor's Note:

I was in Malta a few years back and I saw a Maersk Line feeder on the horizon for days on end. It turned out that it was the filming of Captain Philips, with Tom Hanks, that was taking place. Malta is a great place for film making and other movies that have been shot there include Troy and parts of Brideshead Revisited, for some examples. Anyhow, here comes a newly released and perhaps more truthful depiction of the events leading to the resolution of the piracy attack on the Maersk Alabama.

Editor's Note:

CP's multipurpose vessel is seen here with yachts loaded aboard. Hopefully, she will not encounter severe storms like what happened recently in the Med where a multimillion euro yacht was lost overboard. Against the weather, no-one has any real power. All that can be

done in advance is preventative measures, exercising seamanship and avoiding saving on lashing costs.



PROJECT CARGO Weekly

Wise Words

WEEK #32 – 2019

August 8, 2019

Editorial

Dear Readers,

Friends, it is Thursday 8th August 2019 and it is (almost) the first Thursday after the July holidays, so hopefully Project Cargo Weekly is back in your inbox. I hope many of you have enjoyed, or perhaps still are enjoying, the summer holiday. For those of you who aren't, I hope that you've had at least some time to take it easy in your jobs. I feel fortunate to have spent the major part of my holiday aboard a container ship sailing from Singapore to Melbourne, together with my seventeen-year-old daughter, on what was was her third trip along with her old man as a passenger on board such a vessel.

The ship, called CMA CGM Georgia, sails in the liner service of ANL between South East Asia and Australia on a thirty-five-day round trip calling the ports of Singapore, Klang, Fremantle, Sydney, Melbourne, Adelaide, Fremantle and Singapore. We had exactly twenty-one days on board and disembarked at Melbourne. It was a fantastic experience and although we had some rough weather during the transit through the Tasman Sea, with up to eight or nine-meter swells, overall, we had a very memorable journey. CMA CGM is one of the only container ship owners left nowadays offering this style of travel. It's travel without stress, without shopping malls and without loud tourists flocking to the many restaurants and asking

(often in American accents) where in the world Denmark is located.

So, if you want peace, quiet and the ability to read books and enjoy the spectacular ocean views day and night, then this kind of travel is for you. I have compiled a wide range of photos and from the trip and you can enjoy many of them here. The cost is around €110/passenger/-day, including all meals. During the trip and the usual stays in ports, which average between twenty to thirty hours, I was able (of course) to meet contacts, business people and others important for my work, so in that way it was a good combination. The vessel had a Chinese captain and chief engineer and there was even a Chinese lady cadet/trainee working in the engine room – now that is not seen every day. Other officers and crew were from Sri Lanka and, thus, we had fantastic cuisine on board with a mix of Chinese/Sri Lankan dishes, much to both mine and my daughter's liking. Take a look at www.cross-ocean.com **and click 'Ocean Voyages'** to see more videos from the trip and see what other routes are available. Feel also free to write directly to me at any time for tips and guidance on this.

After several stopovers in New Zealand and visiting Wellington and Auckland as well as Hong Kong and Bangkok on the way back, being ashore again reminds me to get back to work in order to earn enough for the next trip (which according to the deal I have with my wife will be is in two years' time). Being back also bombards me with the daily news trickling in again. It's the usual stuff about trade wars, explosions, unrest, shooting galleries in the US and political bickering and infighting in the bloated bureaucracy of the EU to get onto the everlasting gravy train there. It almost makes me want to book another trip right away. Still, I guess we all feel that we sometimes need a holiday after the holiday to rest up, right?

We start again with business in this week's issue and first we naturally interview a project freight forwarder located in Sydney, Australia that I met at La Perouse park, just off the Port of Botany, Sydney. From them we learn all the information on their expertise. We then visit the giant country of Brazil which has a company involved in container trading worldwide. After that, we finish off by visiting my native country of Denmark and the now-defunct ship-yard of Lindoe, where Maersk built many of their mega vessels that are well known world-wide for design and durability. We learn from them about the new plans now that the shipyard is no more. We, of course, continue our tradition with shipping news and trade intelligence for the active salespersons in your company. Further, with featured pictures, video and wise words to round off this issue, we hope that you will continue to find Project Cargo Weekly a worthy read in future.

Before I conclude this first editorial after the summer holidays, I wish to notify you all that on the 16th August we will publish our inaugural newsletter called *Project Cargo Weekly Lei-sure*. It focuses on interviewing friends of the undersigned, people from the shipping industry

and others with stories to tell about their favourite travel destinations, hobbies and activities when they are not at work. Hope you will enjoy this too, so please take note and mark in your calendar to check your inbox (and spam folder) to see if you receive it on 16th August. We will even have stories on the best and worst travel experiences, which are often the most fun to read.

Wishing you all well and until next week, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

PROJECT CARGO Weekly

Interviews

CTO Global Logistics
Sydney, Australia

Interview with

Mrs. Bronwen Grabe
Project Manager

Tell us about the history of CTO Global Logistics. Where are you currently located worldwide with own offices, and who are the owners?

CTO is a long-standing brand of excellence in the international shipping industry. CTO Group is an International Freight Forwarding Company, which was founded in Milan in 1974 by Mr. Francesco S. Uria with the name of Compagnia Trasporti Oltremare, an exotic Italian name remembering the trades of the old merchant ships.

Since the very beginning, CTO's DNA is the natural easiness to operate in the world as the only playground, developing international tailormade solutions to our clients, with dedication, passion and flexibility.

In over 4 decades the Group has intensified its activities by opening its infrastructures abroad, first in the Far East region in the 80s and 90s and subsequently in South America, Europe and Australia. Today the Group boasts a widespread presence in Italy, Germany, Hong Kong, Brazil, China, Korea and Australia.

CTO Global has developed a complete supply chain solution through years of satisfying customers' needs for any specialised Projects and General Cargo. Not only does CTO Global provide world-wide multi-modal freight forwarding it also offers Customs Brokerage & Consultancy, Quarantine Services, 3PL, Local Transport including Transparent Technology.

How about your career in shipping and logistics? When did it start and how come you ended up in this line of business?

In 2006, I started my first role within the freight forwarding industry as an export sea freight operator for a company which was then called Halford Yong, which has since been acquired by Mainfreight. During my first two years within the freight forwarding industry, I managed to master the skills of Import/Export Sea and Air Freight.

It was at the end of 2007 when I started a new position at a project freight forwarder, handling shipments of steel strapping which were used by the aluminium smelters to load/unload the aluminium ingots to/from the bulk ships.

Not long after I started my new role, I knew that Project shipping is what I wanted to do and soon my job became my passion.

It has now been over ten years that I have been in a project shipping role and during these years I now have a demonstrated history in the negotiation, tendering and management of multimillion-dollar projects within Australia for the Mining, Construction, Renewable, Oil & Gas and Infrastructure sectors and have worked with some major stakeholders over the past decade.

What do you like about this job?

The best part of my job is that no day is the same.

I love the challenges that come along with shipping large over-dimensional cargo and finding the solutions. On completion of each project, it is also very rewarding to see the result and the benefits and impacts it each project has for the country.

Could you provide our readers with a few examples of project cargo that you have moved? is there a specific project that you are proud of having handled in particular?

Below you will find some images and articles of some projects that I have handled. To answer your question, I am very proud of every project I have handled, especially knowing that these projects will have such major impacts and benefits to our community and our environment. It is also very rewarding to drive along the roads and see the results of making all the hard work even more satisfying.

West Melbourne Terminal Station Upgrade Project, I have been awarded the contract to handle the logistics of 3 x 165t Transformers + 1200m3 of Oversized Cases of which the second unit will be arriving into Melbourne on the 25th August 2019.

https://ausnetservices.com.au/en/Projects/Terminal-Stations/West-Melbourne-Terminal-Station

Stockyard Hill Windfarm – For this project, I have handled the logistics of 1 x 05t Transformer tank + Cases and 4 x 115T transformers which were shipped from China/India to Geelong and Melbourne Port in Victoria, Australia.

The 305t Transformer Tank made the headlines in Australia as this was Australia's largest ever transformer.

https://www.esdnews.com.au/ausnet-services-is-transforming-victoria/

https://www.aalshipping.com/aal-delivers-largest-ever-transformer-aussie-windfarm/

http://www.mastermariners.org.au/news-australia-nz/3306-aal-delivers-largest-ever-transformer-to-aus-windfarm

https://www.thedcn.com.au/mega-freight-arrives-in-geelong/

https://www.heavyliftnews.com/aal-and-toshiba-transformer-transport-to-australia/

https://regionalroads.vic.gov.au/news/superload-coming-through-south-western-victoria

Bayswater Power Station upgrade secures additional energy supply for NSW – 305 T Generator Inner Cage and 130 Over-Sized Cases at 600 T / 1500 m3

https://www.agl.com.au/about-agl/media-centre/asx-and-media-releases/2018/february/bayswater-power-station-upgrade-secures-additional-energy-supply-for-nsw

TOSHIBA
NMF

Victoria Roads Upgrade – 1300 Tons / 3000 CBM of Steel Beams from Vietnam to Melbourne

https://1drv.ms/v/s%21AjUc1xXYR-1DaAMztAEC3zrfpWU

Crane

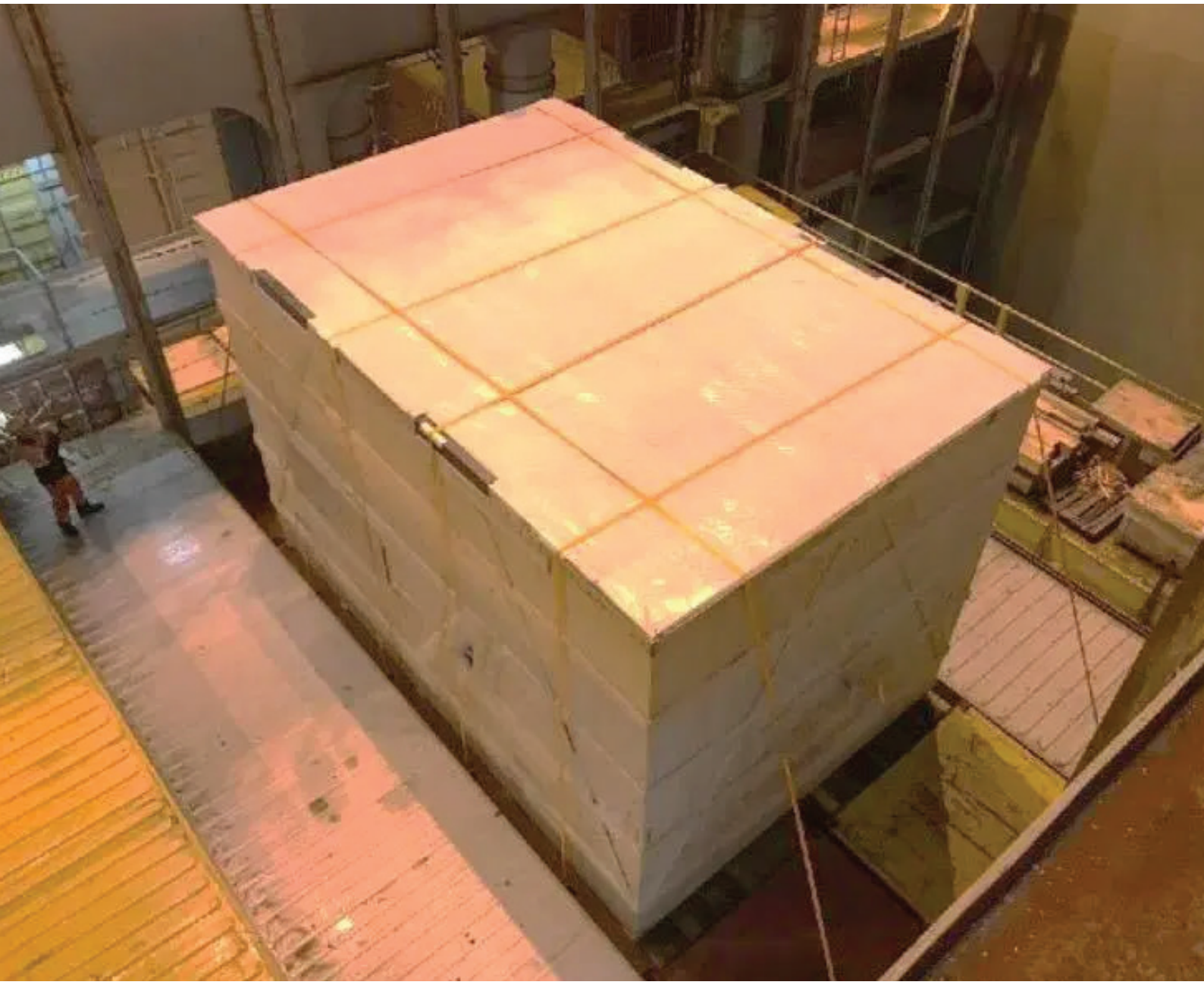
CTO are pleased to share the successful transfer of a mobile harbour crane (MHC) with a weight of 313tns.

The crane was moved from the pier of the Port of Vila do Conde in the North of Brazil to a river barge. The operation was performed using two cranes from a breakbulk vessel working in combination to lift the MHC, load it on board, rotate the vessel and unload the equipment on to the barge.

You also will find the link to our mowie of the last project shipment for Heineken:
https://youtu.be/fFXVefnyeGo

Ambev:

POD: Rio de Janeiro
OOG piece – Brewing equipment
Dimensions: 695 x 460 x 476 cm
The over dimensional crate was shipped from the Port of Antwerp to the Port of Rio de Janeiro as breakbulk cargo via a container ship. Time constraints meant the arrival at the port of Rio de Janeiro coincided with the Rio de Janeiro Carnival period and thanks to the high standard of assistance from the CTO team, the item was successfully delivered to the importers plant safely, on time and within budget.



Are you a member of any networks currently or do you find members on a case by case members to work with abroad?

CTO Global – Australia, belongs to Cross Ocean Network and TPF. CTO Global – Brazil belongs to PLA and PCN & PPG.

What are the biggest challenges in being a project freight forwarder nowadays in your own words?

In Australia, and especially in Victoria, I find that the road authorities are our biggest challenges to overcome. Just to give you an example, it took the Victorian Road Authorities more than ten months to issue us a permit to move the 305t Transformer from Port to Site. A bridge assessment only was up to AUD20k each, there were about nine bridges we had to assess and then there was the traffic management fee, which came to about AUD 600k.

How to get in touch with you?

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Editor's Note:

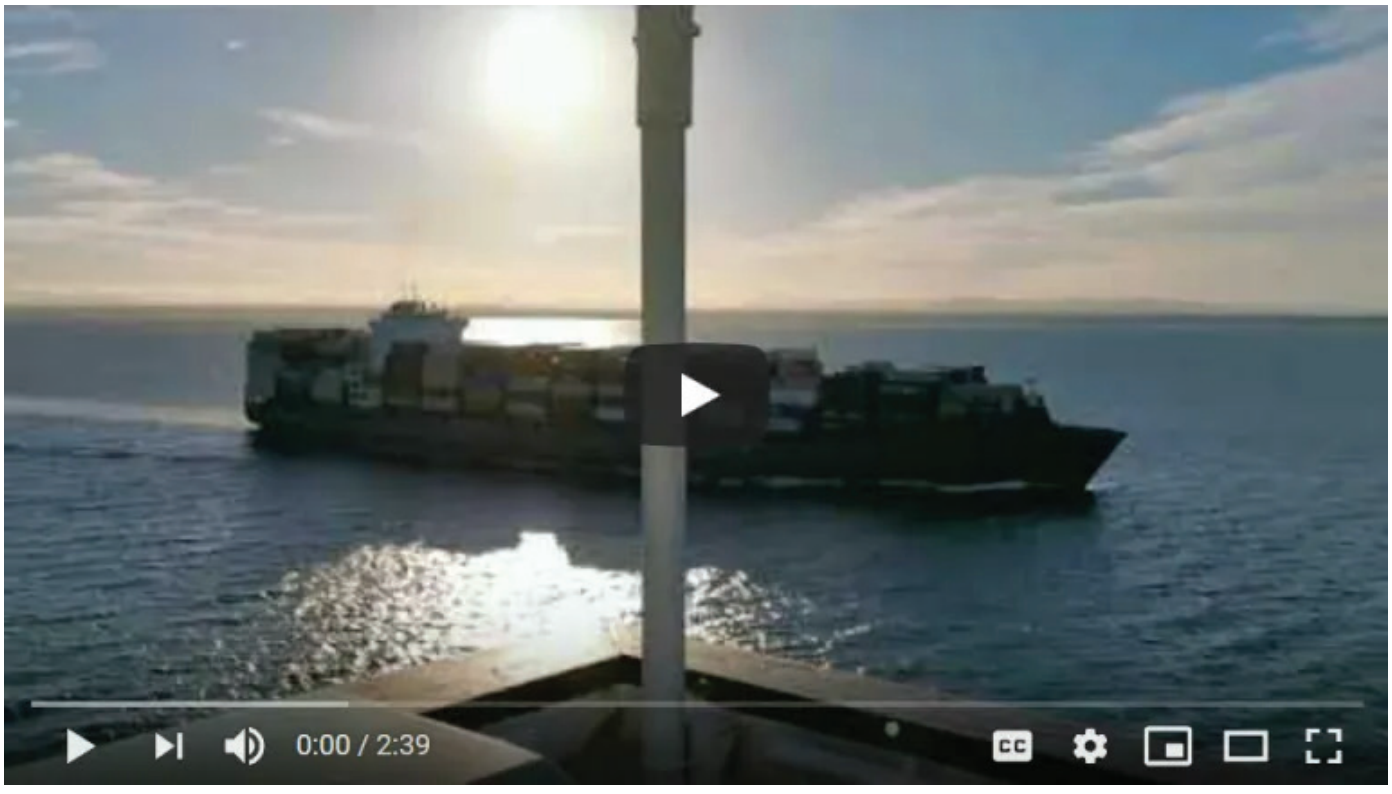
Seeing the skyline of Melbourne from CMA CGM Georgia with a containership meeting us is SHIPPING.

PROJECT CARGO Weekly

Featured Video

Editor's Note:

Approaching the Melbourne skyline to occupy the vacant berth that the approaching container vessel left behind.



WEEK #34 – 2019

August 22, 2019

PROJECT CARGO Weekly

Editorial

Dear Readers,

It's Thursday 22nd August, and we are back with another weekly newsletter. Here in Stockholm, Sweden, where I am residing, the schools have now started again after a very long summer holiday. Frankly speaking, I believe that the kids are particularly glad to get back to school, as it seems that the last two to three weeks of the almost ten-week long holiday simply becomes too boring and there is only so much you can do to keep young children entertained, I guess.

Time, after all, goes by fast and before you know it, your children are grown, are always busy and hardly have time for you. I have some experience in this field since I have children of ages ranging from of three to thirty, so sometimes I feel like I need to be a child, a teenager and an old and wise at the same time. Not easy. Still, for most of us, the main thing in life is to make sure that our kids are doing well and that we steer them clear of drugs, crime and a lot of other traps that exist in our so-called modern, western world. I praise and respect all those out there doing their best every day to fight for their children's well being. May they all be successful in their endeavours.

On the great political front, there hasn't been much happening, except it was said this week

that US President Trump wanted to buy the world's largest island, Greenland, due to its Arctic proximity. However with Greenland being an autonomous territory with solid ties to Denmark, together with the Danish prime minister calling the idea absurd, President Trump decided to cancel his otherwise planned visit to Denmark in early September. Taking candy from a child is not that easy and this instance shows that the elevators in the White House don't go to the top floor. I wouldn't be surprised if this administration even struggled to find Greenland on a map. I would remind our readers to read two books that further inform about the US, more so than many others. One is CIA: A Legacy of Ashes and the other is The Great Deformation, about how Wall Street hijacked Mainstreet and was never held accountable. Still, on balance, at least the US has a leader, just like China. I don't know who the leader of the EU is.

Business this week is, of course, our focus in this newsletter. We start in a country of colours and contrasts, i.e. India and we speak to a reputable logistics services provider with a long history there. We then jet off to the country of the Kiwis and the All Blacks. Yes, you guessed it, New Zealand. There, we get some input from a local project freight forwarder telling us more. Finally, we speak again to a company based in India, but with Saudi roots, i.e. the agency of Bahri. The ro/ro shipowner has services to and from India, a service that perhaps isn't that well known. Of course, we conclude this issue with our usual shipping news, trade intel and wise words.

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

PROJECT CARGO Weekly

Interviews

Velji Dosabhai & Sons
Mumbai, India

Interview with

Mr. Prashant Popat
Director

First, could you kindly elaborate a bit on the history of Velji Dosabhai?

Allow me to take this opportunity to share with you the journey of myself and Velji Dosabhai & sons Pvt. Ltd, also known as VDSPL by our tech-savvy and SMS generation.

VDSPL was founded by my great grandfather Mr. Velji Dosabhai in 1925. Like all success stories, it was never smooth sailing and my father Mr. Natvarlal Devchand had to put in a lot of effort to streamline the business to suit changing times and modalities of the trade.

We had a modest start in this business, starting an office under a tree just outside the Custom House at Ballard Pier, which was later upgraded to table space in Masjid Bunder, with a staff of three people. The shipping bills during those days were handwritten, duties and rates manually calculated and thereafter noted by the customs. Those were the times when cargo was moved into the port area on handcarts and he used to commute by cycling.

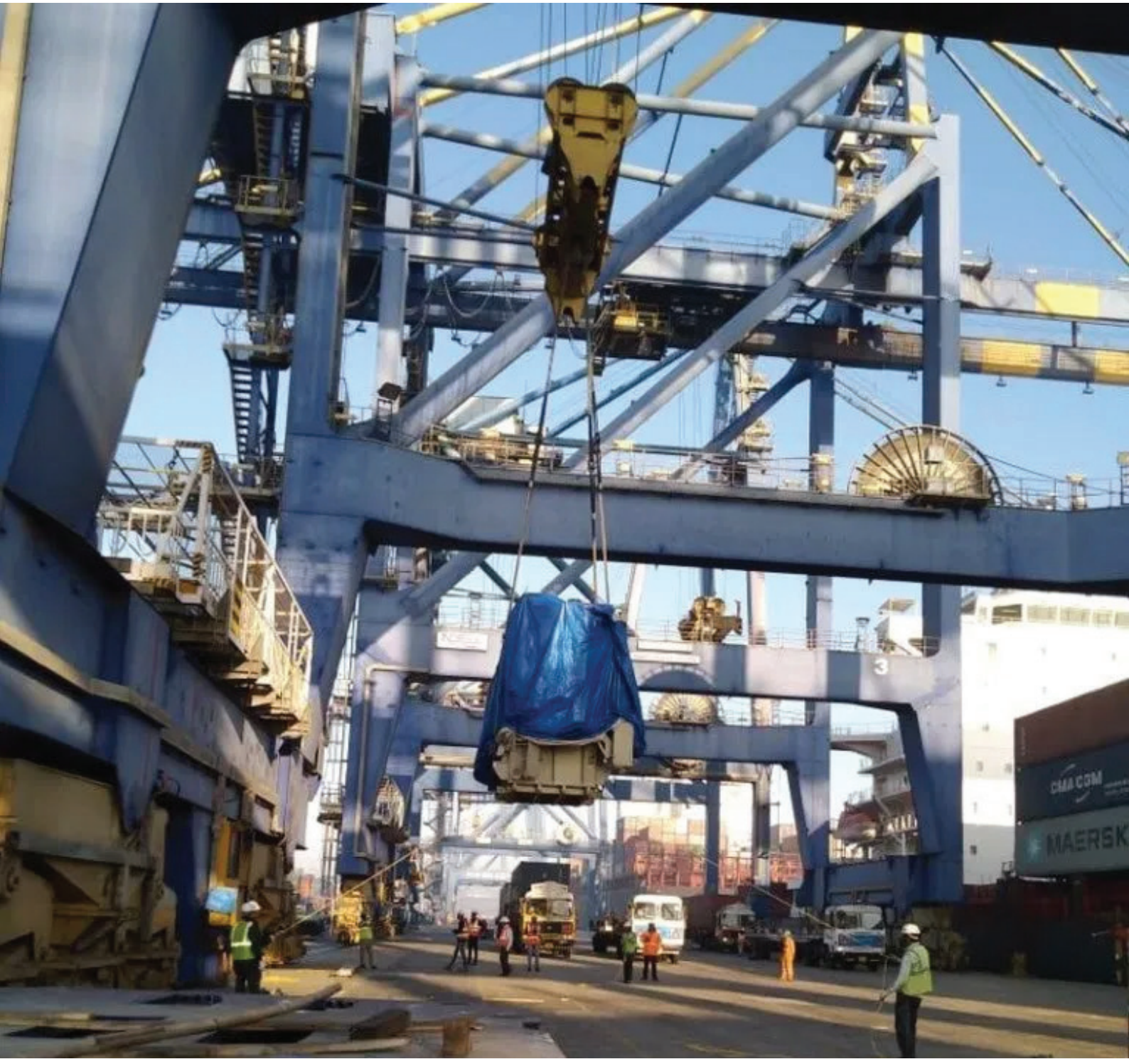
By 1973, he had put together a team of focused professionals and who were competent enough to handle the exports of processed goods, which had just started to boom. In no time, VDSPL was one of the top Custom House agents handling hand tools, sporting goods, auto and cycle parts and machinery from all the manufacturing cities of India.

Over some time, freight forwarding and brokering was incorporated in the business model to ensure that the customer could get a one-stop service for all their needs. Further, the need was envisioned for a transport service to compliment the CHA and Freight Forwarding business and so, in 1980, Trishul Transport Company was established, with a single matador at that time. It was a dedicated transport unit for VDSPL shipments, thus making the company self-reliant. Today, Trishul Transport has over 200 truck-tailors and five branch offices, overseeing the clearing, forwarding and transport groups, with twenty branch offices covering major sea and airports in north-western India and five overseas offices. Today, VDSPL collectively employs over seven hundred people within the group. The journey of VDSPL is nothing if not an example of sheer conviction, persistence and hard work. VDSPL Group is a globally diversified organisation with a strong Indian ethos. It’s a journey that began from working under a tree, all the way to the 16,312 sq ft office in Mumbai, India, where the company

is currently headquartered. The journey continues.

There are hundreds, if not thousands, of freight forwarders in India. What makes you stand out?

It's our roots, which are nearly a hundred years old. Our having the same business principles and ethics ever since then makes us stand out from thousands of forwarders as even today, for us, relationship and word of commitment holds more value than anything else. This is reflected with our client base, most of whom have been our associates for the past four decades. Many of them are the third and fourth generation in their business, like us. Moreover, most of our staff strength is from thirty years together with many of them. Many who have retired from their services left their children working with us. So, the company's culture, principles and ethics are very much infused in every one of us and this helps us stay fully committed, with tailored and personalised services that we offer to our clients.



Apart from this, VDSPL is self-reliant, having our own CHA License which was issued in 1925, our own fleet of 200+ truck-tailors, our own warehousing spaces at most of the locations, IATA, and dedicated trained staff members with the most adapted tools to provide the best services to the clients. We have fantastic relations with major shipping and air services, and can provide the most competitive rates and the most thoughtful service via India (any ports) to any ports in the world.

VDSPL has been at the forefront for using the latest and state of the art technology to ensure a faster turnaround of the shipments, having developed an in-house ERP system that keeps a complete track of the shipments and related documents. The system sends automatic alerts by e-mail and SMS to the customers at every stage, so that the customer is well informed of the status of the shipments. Alternatively, the customer can also check the status of their shipments via IVRS and web tracking on a fully operational mobile website and app. All information and tracking services can be now availed from any Android and iOS-based smartphone, which is of great value to the trade at large. This is yet another first in the industry.

VDSPL's customers have the option to directly speak to a centralized customer service department which can be accessed through a toll-free number. This reflects that all processes in the company are customer-centric, the way it should be in the service industry, and all of this helps us stand out amongst the thousands of other forwarders in India.

I understand that you have a solid experience in handling project cargo. Could you provide us with a few examples?

Though routine, project cargo has always been part of our business, with our handling many OOG shipments by sea and air freight. We would like to share this particular project shipment that we handled of Electric ARC Furnace from Mundra to Durban, wherein we executed this shipment live onboard operation which had nine pcs of Ladle Refining Furnace on 2×40' FR + 1×20' FR + 1 PC of Transformer Break Bulk; all on the same vessel.

And very recently, we did another Electric ARC Furnace from Mundra to Durban, which had 15 Pcs of Top shell, water-cooled roof, header, power unit, Extraction elbow, Shell, Back Structure, Swivelling, Roof spare, Roof header, Shell spare and Scrape buckets all on 7×40' FR on CMA CGM Vessel.

India is a country of many things, but one of the things that logistics workers have noted, especially in the past, has been the lack of effective infrastructure. Can you update our readers on the current status on the overall state of infrastructure?

That is correctly noted, as lack of infrastructure has always been a challenge for logistics movement, with bad roads and bottlenecks etc. and for the Indian economy. However, it is

becoming a thing of the past and with the Modi-led government, we see that there are a lot of changes and planning is already underway, with many projects already completed, numerous in-process and many in the pipeline.

A recent survey will surely help you understand how things are changing and how it will look in future. The infrastructure sector is a key driver for the Indian economy. The sector is highly responsible for propelling India's overall development and enjoys intense focus from the government for initiating policies that would ensure time-bound creation of a world-class infrastructure in the country. The infrastructure sector includes power, bridges, dams, roads and urban infrastructure development. In 2018, India ranked 44th out of 167 countries in the World Banks' Logistics Performance Index (LPI) 2018

Market Size: Foreign Direct Investment (FDI) received in Construction Development sector (townships, housing, built-up infrastructure and construction development projects) from April 2000 to March 2019 stood at US$ 25.05 billion, according to the Department of Industrial Policy and Promotion (DIPP). The logistics sector in India is growing at a CAGR of 10.5 per cent annually and is expected to reach US$ 215 billion in 2020.

Investments: India has a requirement of investment worth Rs 50 trillion (US$ 777.73 billion) in infrastructure by 2022 to have sustainable development in the country. India is witnessing significant interest from international investors in the infrastructure space.

Government Initiatives: The Government of India is expected to invest highly in the infrastructure sector, mainly highways, renewable energy and urban transport. The Government of India is taking every possible initiative to boost the infrastructure sector with announcements in Union Budget 2019-20 that has given a massive push to the infrastructure sector by allocating Rs 4.56 lakh crore (US$ 63.20 billion) for the sector. Communication sector allocated Rs 38,637.46 crore (US$ 5.36 billion) to the development of post and telecommunications departments. The Indian Railways received an allocation under Union Budget 2019-20 at Rs 66.77 billion (US$ 9.25 billion). Out of this allocation, Rs 64.587 billion (US$ 8.95 billion) is capital expenditure. Rs 83,015.97 crore (US$11.51 billion) allocated towards road transport and highway. Rs 3,899.9 crore (US$ 540.53 billion) to increase the capacity of Green Energy Corridor Project along with wind and solar power projects. Allocation of Rs 8,350.00 crore (US$ 1.16 billion) to boost telecom infrastructure. Allocation of Rs 888.00 crore (US$ 110.88 million) for the up-gradation of state government medical colleges (PG seats) at the district hospitals and Rs 1,361.00 crore (US$ 188.63 million) for government medical colleges (UG seats) and government health institutions.

Achievements: The following are the achievements of the government in the past four years:

The total national highways length increased to 122,434 km in FY18 from 92,851 km in FY14.

India’s rank jumped to 24 in 2018 from 137 in 2014 on World Bank’s Ease of doing business – “Getting Electricity” ranking.

Energy deficit reduced to 0.7 per cent in FY18 from 4.2 per cent in FY14.

Number of airports has increased to 102 in 2018.

In the future:

India's national highway network is expected to cover 50,000 kilometres by 2019. National highway construction in India has increased by 20 per cent year-on-year in 2017-18.

India and Japan have joined hands for infrastructure development in India's north-eastern states and are also setting up an Indian-Japanese coordination forum for the development of the North-East to undertake strategic infrastructure projects in the northeast.

Is customs clearance in India troublesome? How can you best prepare if you are located overseas and have a delivery to make to India?

Not really, with everything now going electronic, the customs release of a shipment can take anywhere from twenty minutes to several days, depending on circumstances and the custom broker one appoints. For example, once your customs broker has completed your entry for customs and transmits the data, it takes about twenty minutes for the Canada Border Services Agency (CBSA) to receive it. Import clearance time depends on the availability of the appropriate documents and payment of clearance charges or duties if any. For general commodity, which does not require any lab test etc., if the customs broker has checked all the documents thoroughly and all is filed in advance and applicable payments done on time, it should ideally take no more than three days for the shipment to be cleared and moved out. To answer the second part of your question, contact VDSPL!

Does the Shipping Corporation of India still exist, or is there no Indian 'state' shipping company nowadays?

It's good to know that you are aware of SCI and its history. To answer your question, you could say it's a mix of both. However, the Shipping Corporation of India is very much an active body and office at the same building at Nariman Point. The reason I say it is a mix of both is that, unlike before, SCI is now into Coastal and Feeder Services, Total Logistics, Container Freight Stations (CFSs), Terminal Development/Management, Shipbuilding, Dredging and Offshore Supply Vessels. Sailing through for nearly five decades, The SCI remains committed in its endeavour to be the flag bearer of the nation.

When did you start your career in logistics? Why did you choose this career?

I started my career at Velji Dosabhai & Sons Pvt. Ltd. in the year 2000 and the reason I chose this as my career was mainly that I had to take this company ahead and make it global as the fourth generation of Velji Dosabhai & Sons Pvt. Ltd. The company is in its ninety-fifth year and I've been a part of it for nineteen years now. I want to take this company to new heights, crossing the landmark 100th year in business.

SWL 40T
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STEVEDORING

How is best to get in touch with you?

You can reach me at prashant@veljidosabhai.com

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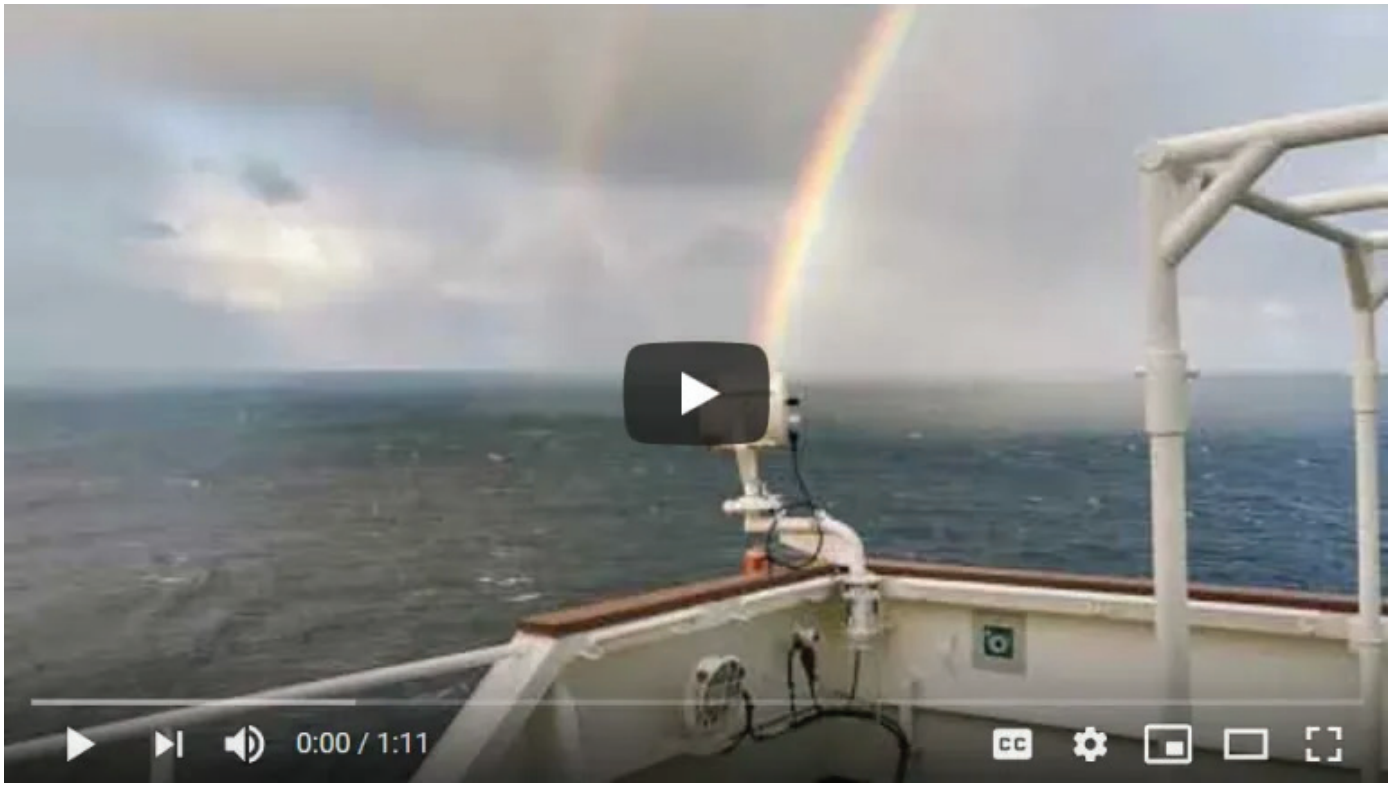
PROJECT CARGO Weekly

Featured Video

A Beautiful Rainbow Clearly Visible In The Indian Ocean From Onboard M/V CMA CGM Georgia

Editor's Note:

We all try to reach for the rainbow but we will never really catch it. However it almost seemed like it was within reach here when seen in the Indian Ocean heading for Fremantle recently onboard the CMA CGM Georgia. The scenery on the ocean is second to none and simply has to be experienced for real.



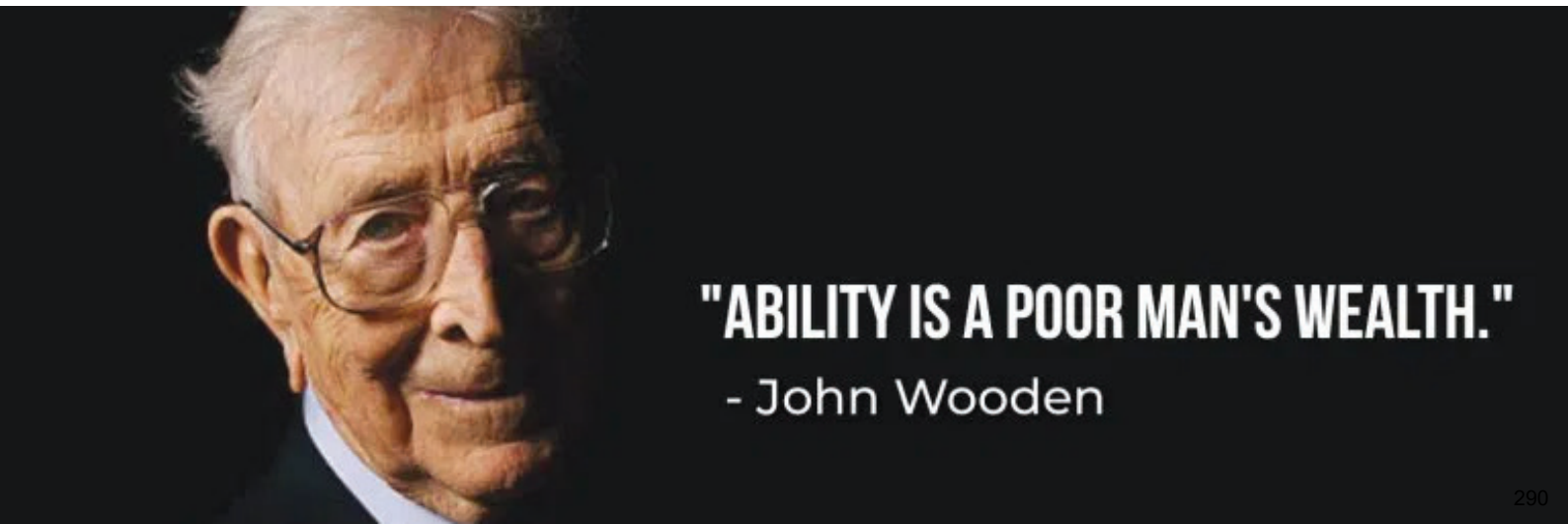
Featured Photo

Editor's Note:

Close up of a flatrack loaded with project cargo (Sany from China) taken in Singapore. The picture surely shows how useful it is to use flatracks for moving heavy and oversized cargo on containerships.

PROJECT CARGO Weekly

Wise Words



WEEK #35 – 2019

August 28, 2019

Editorial

Dear Readers,

It's Thursday 29th August and the last Thursday before September 2019. This also means we are now down to four months left in the year and if anyone could tell me where the first eight months went then I would be happy to hear from them. Traveling is living, I was told, and certainly I do have some practice at that, but it does require a patient and understanding 'better-half' at home, which I am lucky to have had over the years in general, so thank you to my current and ex-wives!

I travel by train whenever possible, not because I am greener than the next man, nor because it's fashionable nowadays, but simply because with fast trains in many places, particularly in Europe and China, it allows you much more time for work and business. Take, for example, a trip I am making today to Gothenburg. It will take three and a half hours by train, arriving at 11:55, just in time for my lunch meeting at 12:15. After that I have meetings at 15:00, 16:30 and 18:00, with a train back at 20:00 that arrives at 23:45. Although it's a long day, it's efficient because you can work on the go, stretch your legs occasionally and even speak to a co-passenger when he or she lifts their nose from their mobile phone, so overall it's a good and efficient system, at least for me. Here is a photo of my work desk on the train today.

On 19th September I will do the same, visiting Copenhagen to see a few VIP contacts, including Maersk Line. China has an impressive rail network, in fact I believe nowadays it's the world's largest and its really something good to try. We cannot avoid having to fly sometimes of course, but if there is something remotely compatible then train is always my first choice. In politics this week, we saw the G7 leaders meet in Biarritz, although I fail to see how they can call themselves the world's most important economies. Certainly, a couple of them don't belong in that league anymore. You remember the good old statement from Inspector Callahan, A.K.A: "Dirty Harry" to Capt. McKay when Capt. McKay says, "do you know my record, do you know who I am?" to which Harry replies: "Yeah, you're a legend in your own mind!" This applies well to some of those at this meeting. Still, let us hope that they do what they were elected or chosen to do!

As for business this week, let me first remind you about the interesting event taking place in Sweden next week, the Baltic Ports Conference in Stockholm on the 4th through the 6th of September, where keynote speakers from around the region will gather to discuss the future of shipping in the Baltic region and a visit to the brand-new deep-water port of Stockholm|Norvik will take place. See more here.

Now, back to this week's PCW. Regarding interviews this week, we start off in a very famous place, widely known to be beautiful, glittering and filled with millionaires, i.e. the country state of Monaco! Here we speak to a shipbroker with excellent connections who informs us, among other things, that there is shipping business abound in Monaco. We then travel to the island country of the Philippines and get to know a freight forwarding company with their head office on the beautiful island of Cebu. Finally, we take another look at an interview with a well-connected Indian freight forwarder who has a very international outlook. Of course, as usual we provide you with selected shipping news, trade intel and wise words and we trust that you will enjoy this edition of Project Cargo Weekly!

Until next week, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Marine Chartering Services
Monaco

Interview with

Mr. Fulvio Carlini
Co-Owner

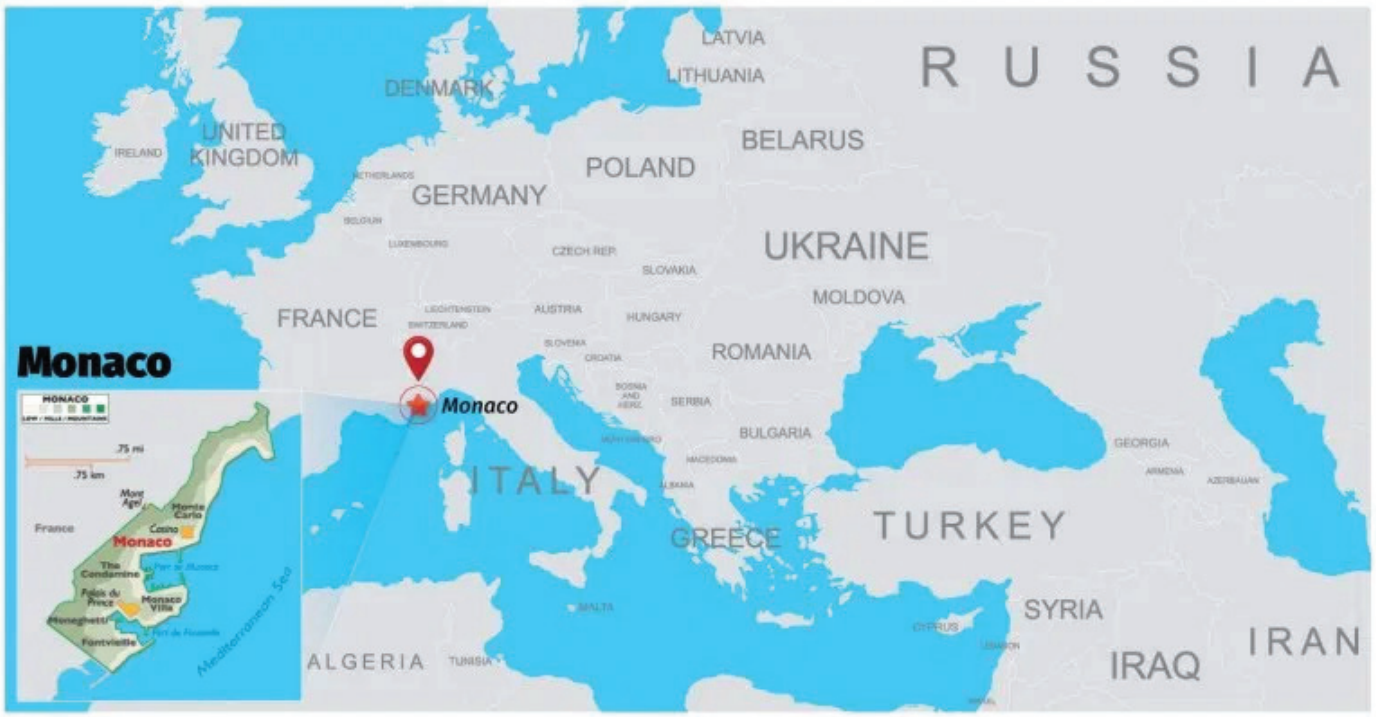
First, Fulvio, please tell us how you ended up living in Monaco. I believe you are Italian, correct? Could you please elaborate on your career in shipping and how you acquired skills in chartering?

I am indeed Italian, and I spent all my life-based in Italy, in between Savona, my hometown, and Genoa. I have always been travelling a lot, visiting places and meeting people, and most of my activities are based on personal knowledge.

Five years ago, I had an opportunity to move to Monaco, which is a good shipping place, very international which I like. I also enjoy the advantage of being close to Italy, where I still have relatives, and this gave me another important opportunity, i.e. to leave my Italian company, Multi Marine Services in Genoa, to the full management of my son Simone, which gave him the possibility to grow on his own and out of my shadow. It worked well. After all this time, I can say I enjoy working and living here in Monaco, even if not all that shines is gold, and

that's something we must always remember! This move has also given me the chance to meet new contacts and work in a different environment, meeting with different people in the business, and developing my career in shipping.

I started working as a shipping agent with my father when I was just over twenty and after few years, I decided to become a shipbroker, a goal I achieved after working and studying quite a lot. First, I became a member of the Institute of Chartered Shipbrokers in London thanks to my passing the seven exams in three years, whilst I was of course working. Later I obtained the qualification of Fellow of the Institute. I kept working developing good skills in short sea traffic, with steel and project cargo being my specialities. Eventually, I became the Chairman of the Shipbrokers Committee in FONASBA (www.fonasba.com), the World Federation of Ship Brokers and Agents, which allows me to be in contact with many colleagues and to participate in works with other important associations like BIMCO, where I have a seat in the Documentary Committee.



Who owns Marine Chartering Services and is Monaco a good place for shipping business?

Marine Chartering Services is owned by me and my wife Gabriella, who is a shipbroker as well. The company was created after a few months we moved here. As I said before, Monaco is a good place for shipping business, as it gives a lot of contacts because there are many ship owners based here, which means very good access to the industry. In Monaco, we also have conferences and meetings, which helps facilitate meeting people. Also let us not forget, Monaco is a place that people like and are willing to visit for one or more of the many events happening here.

Tell us about your team and could you share a couple of the success stories that you have had in chartering?

Our team is very small. Gabriella and I have been working all our lives in this business and thanks to the many contacts we have around the world, we have clients almost everywhere. Just to give some examples, we chartered with COSCO one of the first ships that sailed from China to Europe (France specifically) with a big parcel of windmills. We passed via the Arctic route, which shortened the trip by almost a week. We chartered several ships that moved a big windmill plant from northern Finland to Safi, in Morocco. Further, we also moved several TRAFOs around Europe and pieces of machinery from Uruguay to Colombia for a big French Construction group. We are now also pursuing a possible activity connected with the building of the Peninsula in front of Monaco.

Our day-to-day life sees us very busy with the management of Conti Carwil Ltd, a company we own with the Conti7 group from Antwerp, which provides liner services from the Mediterranean, Portugal and Antwerp to Morocco, which is a very important destination country for us.

Are you currently part of any networks or global organisations? If so, why?

As I mentioned before we are BIMCO members, as well as members of the Monaco Chamber of Shipping and, of course, of CLC Projects! It is important to be part of such organisations to be kept updated on rules and regulations, as well as to provide our contributions to their work.

Personal relationships are also paramount for you, I believe. How do you go about getting such relationships?

As I said before, a personal relationship is almost 100% of our business. People don't choose a shipbroker for economic reasons, after all, we all have almost the same costs as commission which is paid to us by the ship owners, but because people know us. Confidence is the most important factor in our job. Professionalism is basic, people need shipbrokers because they need to have professionals who can to handle their business properly and safely.

Monaco is famous for rich people, James Bond, etc, but is it also a place for 'normal people', so to speak? Also, is there a de facto shipping business or community established in Monaco?

Monaco is famous as a place for rich people, first because of its fiscal terms, which allow resi-

dents to not pay personal taxes. But to be a resident means to have a place to live, and Monaco is also the most expensive place on Earth for housing costs. This means that for ‘normal people’ as we are, almost all the fiscal advantage we have is eroded by the cost of living, i.e. renting an apartment (to buy is impossible unless you are fabulously rich). There are many people like us in Monaco, which helps to create a shipping community that meet and gather together quite regularly in the Propeller Club, or in a bar in Fontvieille where almost all of us end up quite often at the end of a busy working day.

What do you believe is the strength of Marine Chartering Services?

Our strength is the capacity to look for the right carrier in each specific case, thanks to the huge wealth of experience and the great network of contacts we have been able to build. We are here to serve and to give quick answers to people who are looking for professional Ship-brokers in any kind of dry cargo.

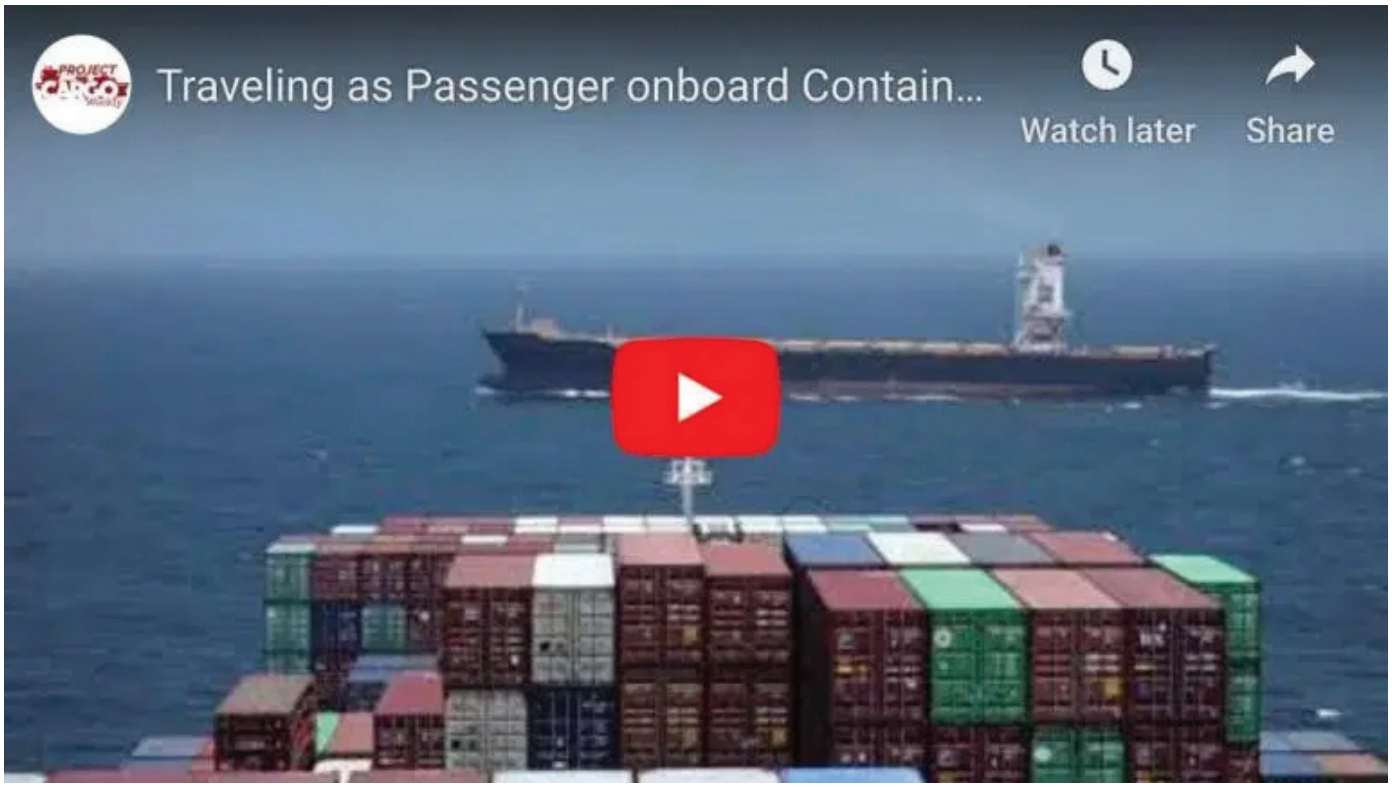
What's the best way to reach you?

I am contactable via the following:
Office: +377 (87) 074272
Mobile: +33 (6) 40627669
E-mail: f.carlini@marinecharteringservices.com
Website: http://marinecharteringservices.com/

MARINE CHARTERING SERVICES

Editor's Note:

Filmed from onboard CMA CGM Andromeda, an empty PIL container vessel passing our bow as we were waiting for clearance to enter the port of Qingdao, China.



A.R.T. Logistics Energy Project

After a year of preparation work, route planning and coordination with shippers, the consignee and local authorities, came the 35 busy days during which ART Logistics' professional project team in Kazakhstan coordinated the transportation process over the course of 24 hours.

The project was successfully completed, involving telescopic and modular trailers. Seven units have been delivered safely to their final destinations in Tengiz and Aksai, West Kazakhstan.

That's how ART logistics carried out one of the largest logistics projects in Kazakhstan's energy sector in 2019.

View Website: http://www.art-businessgroup.com/

WEEK #36 – 2019

September 5, 2019

PROJECT CARGO Weekly

Editorial

Dear Readers,

It's Thursday 5th September and a new month has begun. Brexit seems to be at the forefront in the mainstream media (again) and I think most people have now started to almost ignore whatever is written about it because there are so many signals coming in from everywhere and so many scenarios being played out in the media by experts in this or that. In my simple view, isn't a referendum supposed to mean something? Or is it the new style of democracy, vote and keep on stalling and voting again until you get the result you want? I doubt that the world will go under just because Britain leaves the EU without a deal. Perhaps it is for the best and the whole Brexit farce also regrettably reveals the weakness of democracy nowadays, where no one is really in charge.

Hong Kong, my favourite city, is also in the throes of violent protests that now seem to be going on and on without anyone taking charge and only disruption and chaos following. Vandalising and stopping trains from leaving, or airports from working has nothing to do with democracy or freedom of expression. I recall living in Indonesia in 1998 when Suharto was ousted and CNN kept stating that Indonesia was in flames every thirty minutes, whilst it was only a part of Jakarta. But they themselves managed to destroy the tourism industry for years

to come.

I believe the only real power nowadays is the media. They seem to be able to create chaos with their one-sided reporting. Of course, when it comes to Project Cargo Weekly you can always at least trust to reflect the editor's opinion and no other.

'There's no such thing as a free lunch' is an expression we all know in the business world or any world for that matter, and the same applies here with PCW. We have now been going along online for about two years and believe the time is ripe for introducing a modest subscription fee to our newsletter. It will be rolled out starting from September 12th, with a fee of USD 10 a month, or USD 100 a year.

Long term is always better, as my ex-wife once told me. We will continue to provide shipping news and trade intelligence for free, and only the interviews themselves, where we provide about three in each issue, will for subscribers. Still, given that we provide about 125 interviews a year, and thus each one will basically cost less than a dollar, hopefully, makes it remain worthwhile for you, at least I hope so.

In today's 'free lunch' newsletter, we start with a US flag shipowner (yes they do indeed exist and are alive and thriving) in Houston, who provides us with an interesting insight into what they can do with their heavy-lift ships. We then visit the island nation of the Philippines again and speak to a local freight forwarder based in Manila, before we finally end up in Shanghai where a project freight forwarder who has been around for years tells us his story.

We provide interesting shipping news, trade intel for the active sales staff that you hopefully have, and we round off the newsletter with featured videos, a featured photo and wise words.

Please enjoy as usual, and as always, bear in mind that you are always welcome to write to me for any reason, or to make any direct comments, at bo.drewsen@projectcargo-weekly.com

Until next week, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

US Ocean
Houston, Texas – USA

Interview with

Mr. Will Terrill
President and C.E.O.

What can you tell us about the history and ownership of US Ocean, LLC?

US Ocean, LLC started operations of modern, multipurpose vessels under the US Flag in 2002 as an affiliate of Intermarine, LLC. US Ocean was part of Intermarine until April 2018. The company now operates as an independent business but continues to maintain a relationship with ZEAMARINE.

When Intermarine began to engage in US flag operations, the focus was on cargo that were financed by the Export-Import Bank of the United States. Intermarine wanted to provide customers that utilized EXIM with modern heavy-lift capable vessels that had the same capabilities as those operating in the international sector, along with exceptional customer service;

Since the US Flag business began operations, the company has:

- Expanded the fleet to 6 vessels;.
- Increased the size, capacities and capabilities of the fleet:
  - 8,000 dwt to 20,000 dwt.
  - Lifting capacity from 400 mt to 900 mt.

- Increased bale.

● Offers the only commercial vessel under the US Flag with Lo/Lo, Ro/Ro and Flo/Flo capabilities (M/V Ocean Jazz).

● Diversified the business and the fleet for the carriage of military cargo preference cargo as well as humanitarian aid goods.

Vessels in the fleet are commercially viable, but also maintain a greater level of military utility than the original vessels that the company started with under US Flag. The company has the youngest fleet under the US Flag international trade and is a privately-owned US citizen's company engaging in worldwide operations.

Tell us about the practicalities in today's world of the US flag requirement. Does it mean that cargo between US ports may only be carried under US flag vessels? Can you give us a few examples please?

Our business is focused on US international trade and not domestic trade. While our company, as a US citizen-owned and operated enterprise, meets the ownership requirements for the domestic trade, our vessels are built internationally and therefore are not eligible for USA/USA trades. The domestic trade is known as the Jones Act.

The US Flag International Trade is critical for the country's national security needs. As a US Flag operator, we provide the United States government with access to:

- Mariners
- Vessels
- An international network

The US Flag International Fleet also provides economic security to the United States. Without the US Flag International Fleet, the country would be entirely dependent on international registered vessels for all foreign trade.

The US Flag International Fleet and the national and economic security policy that is fundamental to the fleet is supported by the following programs:

Cargo Preference —

Military Cargo Preference Act of 1904

Cargo Preference Act of 1954

PR-17 (Stating that goods financed by USEXIM be carried by US Flag vessels, so long as such vessels are available and the rate for such vessel is reasonable).

Maritime Security Program

Let's say that there is cargo to be moved but there no available US Ocean ship in position in the schedule. Do you have agreements with other shipowners? Can such cargo still be carried under your bill of lading?

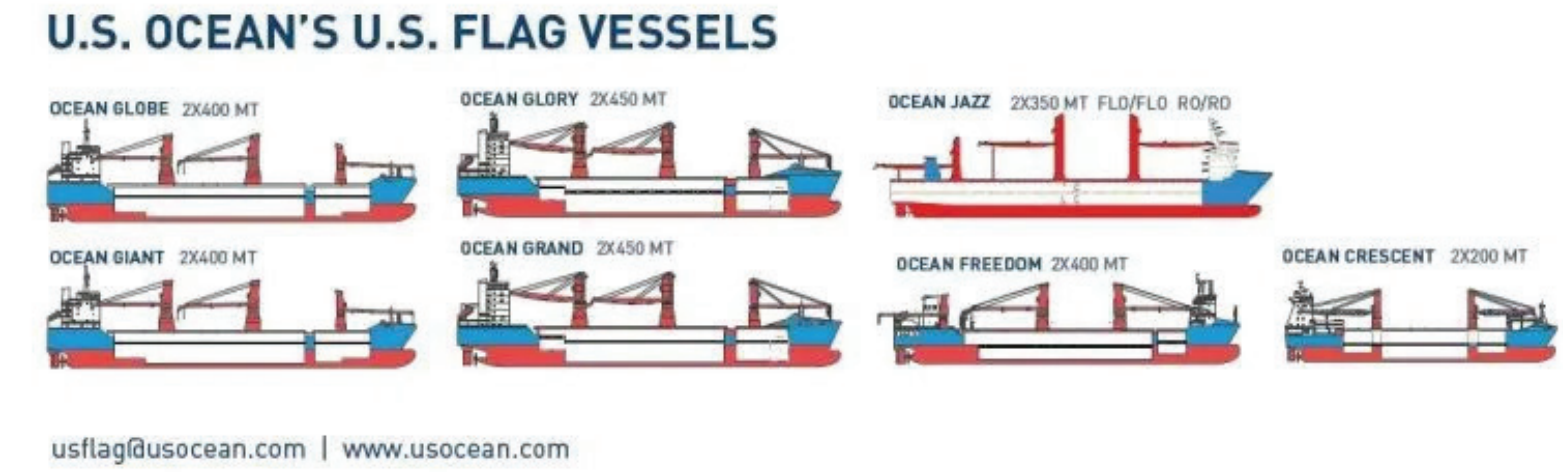
At the end of the day, US Ocean is a logistics company and we are engaged with cargo movement on land, over river, at sea and occasionally, by air transport. We are generally engaged in transport to remote or austere regions. Because of our fleet, the vessels that we operate are not dependent on port infrastructure. In many cases, we may deliver the equipment or components to facilitate infrastructure development.

Our network is built around the movement of oversized and over-dimensional cargo, transit to remote locations and complex movement of goods. The logistics moves that we perform reflect our specialisation of operating in remote regions or complex movement of goods.

Do you also carry commercial cargo that is not bound by US flag requirements?

Commercial cargo is an important part of the cargo mix and for fleet operations. Cargo Preference goods and carriage is necessary for sustaining the US flag international fleet, but we also use our international network for the carriage of commercial cargo that make sense for the company's fleet.

Could you provide us with some pictures of the ships in your fleet, examples cargo that you have carried etc.?



OCEAN GIANT

OCEAN FREEDOM
NEW ORLEANS LA

Aside from being a US flag carrier, what kind of open competition commercial activities do you offer in the market? Do you run any liner or semi liner service, or do you tramp your available vessels?

US Ocean vessels are engaged in worldwide transport and do not operate in a liner trade.

When did you start your career in shipping Will? What made you choose this career?

As a kid, I loved being on the water and have always been interested in boats and travelling by water. During and after college, I sailed on schooners and became interested in commercial ships. I ended up going to law school and practiced maritime law in the private practice for eight years. I joined Intermarine in 2006 as the company's in-house attorney and gained a lot of exposure to the business of shipping. In 2009-10, I was offered the opportunity to lead the US Flag group and jumped at the chance.

How should potential customers contact US Ocean?

For any inquiries please contact:

Leah Cook
VP, Marketing
US Ocean, LLC | www.usocean.com
2900 North Loop West | Suite 1100 | Houston, Texas 77092
Tel: +1 281 885 3500
Email: usflag@usocean.com
www.usocean.com

PROJECT CARGO Weekly

Featured Photo

Editor's Note:

Onboard CMA CGM Georgia towards Fremantle. A beautiful day at sea.

Editor's Note:

Evergreen, for many years, hasn't been at the forefront when it comes to supersized container vessels. However, they have now entered the race and this week's video is of one of their largest and newest 20,000 TEU giants.

Could Alaska Be The New Center For Global Trade?

WEEK #37 – 2019

September 12, 2019

Editorial

Dear Readers,

It's Thursday 12th September and we are here again with our weekly newsletter. I have just booked my final trips for the remainder of the year and, although there are so many conferences that one should attend, it's simply not possible to be everywhere, when one considers both time and travel cost. I shall be attending the www.cross-ocean.com and the www.clcprojects.com network conferences that take place in Bangkok on 8-9/11 and in Cebu on 16-17/11 respectively, but before that, I will attend the global FIATA conference that takes place in Cape Town, South Africa between 30/9 and 5/10.

I have visited South Africa a couple of times before. The first time was in 1968 when I was a youngster aboard MV Thyra Torm on charter to K-line coming from Yokohama to Durban, then later in life as I was chairman of the Martin Bencher Group and finally now, I return as the Editor-In-Chief of Project Cargo Weekly.

It's a beautiful country indeed, which although having been colonised, has incredible potential if properly managed. This time I will make sure to visit the Cape of Good Hope. I fly with Emirates and have a stopover in Dubai on the way, so I have arranged meetings with contacts

in Kuwait, Abu Dhabi and locally in Dubai.

Yours truly at five years old in a pool near MV Thyra Torm in Kingston, Jamaica, circa 1968.

On trips such as these, I always try to book myself in at a central and high-quality location, which makes it acceptable for people to meet me instead of me having to go to their premises. This method, if properly executed, allows me to have about five meetings a day and enables me to help some of the people I meet to also meet each other. In other words: true networking. Tiresome, of course, but efficient.

I have met many people who have travelled the world, even lived years abroad, but still haven't managed to see or learn anything because they stuck to their compounds and only surrounded themselves with their own people, perhaps those people who only say 'yes all the time. Comfortable of course, but hardly enlightening in life.

In today's newsletter, we introduce the first edition under the new subscription model. I hope that you will find it worthwhile and not cumbersome to sign up long-term. We first interview gentleman from a Hamburg-based German shipbroker called HBB. They have a lot of break-bulk experience worldwide. We then visit the Lion City, a.k.a. Singapore, and interview China Navigation, which has a very long history in the region. Finally, we turn to a software provider called Wisetech and hopefully you will find their interesting information to be wise; none of us can run away from digitization, the question is only how to find the balance of actual know-how, combined with a sufficient degree of modernisation. We, of course, provide our

shipping news, trade intelligence and wise words free for you to peruse.

Don't forget to contact me directly if you have questions, comments or suggestions.

Until next week, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

PROJECT CARGO Weekly

Interviews

HBB Hanseatic Breakbulk
Hamburg, Germany

Interview with

Mr. André Milschus
Founder and Managing Director

Andre, we met first many years ago in Shanghai, didn't we? What were you doing in Shanghai at the time? Tell us about your career up until establishing Hanseatic Breakbulk (HBB).

That is indeed correct; we both met for the first time in person on board the mv "Leopold Staff", which was importing paper machinery from Europe to Ningbo. You were at the time

working with Martin Bencher and I was doing my overseas internship with Chipolbrok Shanghai office.

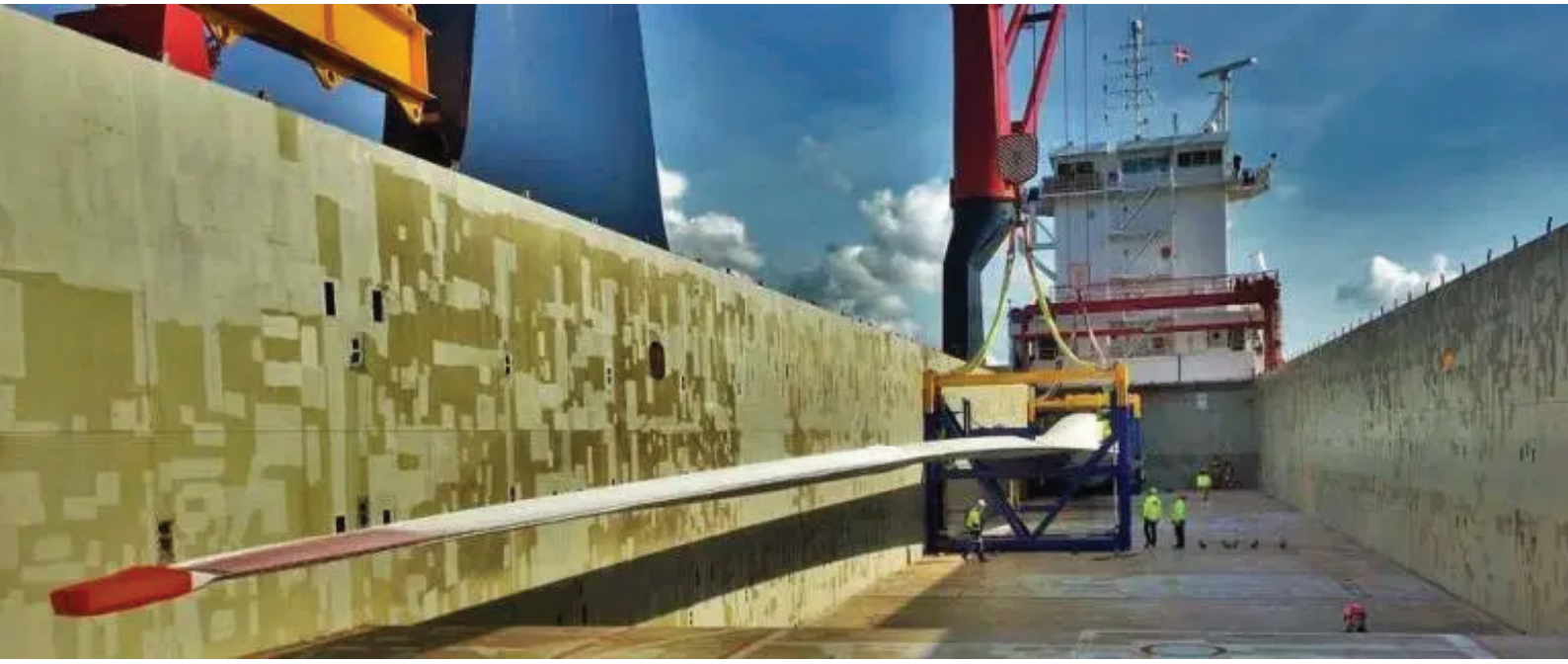
The time in Shanghai followed by another 6 months in Hong Kong, was among the most crucial and direction paving experiences in my professional career, both were an integral part of my 4-year full-time B.Sc. course called “International Transport Management”, that I finished in 2003. The basic knowledge and rules that I learned during my 2 ½ years pre-graduate apprenticeship as a shipbroker in Hamburg were a great foundation, whilst working abroad. Moreover, the cultural experiences that I gained and the feeling to establish oneself in an ever-changing environment made me gain confidence and knowledge day by day. I continued my career with a 4-year stay in Houston working for Rickmers-Linie in their line management department. I then returned to Hamburg in 2009 to set-up a European representative office for SE Shipping Lines Pte. Ltd together with a friend and colleague at that time.

At the end of 2011, I had the honor to work for a short period with Beluga Shipping in Bremen, leading quickly to the new startup of what is known today as Hansa Heavy Lift. To have a key role in setting up the commercial and operational structures of such a new company specialized on lifts of over 1000 metric tons u/w, gave me both satisfaction and extensive further [engineering] knowledge. All that finally led to the moment, when it was the right time to establish my own company Hanseatic Break Bulk on the banks of the river Elbe starting from 2015.

What can you offer the potential customer, who is in need of a reliable broker & consultant and do you work worldwide?

I always used to say, if you want to sell logistics services around the world, you must have first-hand experience! That means I do operate worldwide but try to focus on countries and areas where I have spent time working or have lived.

My team and I are considered brokers+ service providers for our customers. We do not work like traditional agents or brokers do. Each of our customers receives chief medical treatment for their inquiries, a result of our small company size but a high degree of experience and specialization of our team. Our customers are carriers, forwarders as well as large international construction and offshore companies. They use HBB because they consider us a trusted and experienced part of their logistical team. We are small enough that we do not have a hidden agenda or a huge machine to feed. We simply do what we can do best, which is assisting in the execution of shipments and operating vessels of different types and lifting capacities, ranging from tug+barge concepts to 1000ts+ heavy-lift vessels. We help our customers find the best ship for their requirement and to point out eventual pitfalls in a logistic contract; all to avoid unnecessary stoppages, misunderstandings or detention situations along the transportation chain.



Many shippers and even freight forwarders sometimes believe they have skill enough on their own to deal with the shipowner or deal with a given charter party – tell us about your experience in this field. Is there a market for an independent consultant as well when shippers/forwarders believe they "know it all"?

That indeed is a trend we also recognize. The answer is not quite so straightforward. The fact remains that the main skills of a good broker apart from negotiation are up-to-date market knowledge paired with experience. That includes an overview of different ship types, opera-

tors, trade-routes, freight rates, charter party terms and conditions, former rulings on legal disputes, recent market trends, a gut feeling for what can go wrong, etc. That knowledge is a result of many years, sometimes decades of being involved in and being responsible for exactly that one very specific business niche. We as brokers already need to focus on specific shipping niches and dedicate ourselves 24/7 for that purpose.

One wonders how carriers, shippers or freight forwarders can do the same thoroughly when their core jobs are described differently. Shipping always seems fascinating and much easier than it factually is, to pick and choose the best price is one part of it. It's crucial to understanding here is that the cheapest price is hardly ever the best price. Our customers give us trust and support to do the job for them because they would like us to find partners for long-term solutions and for building partnerships. At the very moment, something may not work out according to plan and ships delay, cargo not ready, port closed, cargo damaged, etc. An experienced broker can save all parties not only bags of money but also the relationships in between the parties concerned and consequently the fixture.

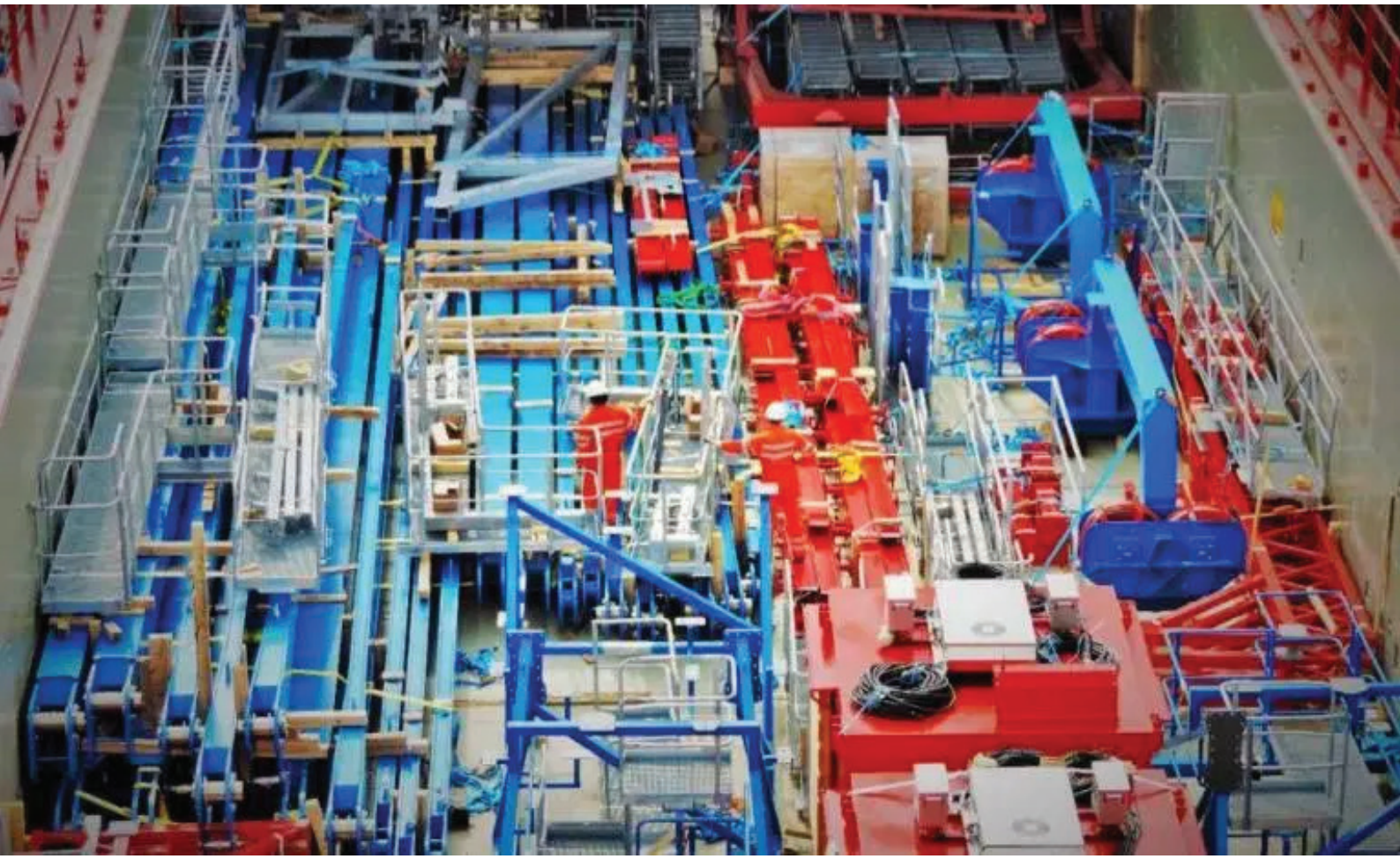
Tell us if you can about some of the cargoes you have handled or projects that you have been involved in.

In 2017, we worked mainly in three different vertical cargo markets.

First, we were involved in the transportation set-up for over 15 dismantled STS Container Gantry cranes, mainly from Europe to worldwide destinations.

Our second focus is on the renewable industry, including the maritime logistics for several ultra long 82,5m offshore windmill blades for the Burbo Bank expansion project. Our onshore wind department also created an impressive milestone by fixing a total of 150 single framed blades, which represents the largest amount of windmill blades ever exported on deck of a single vessel leaving Asia at that time.

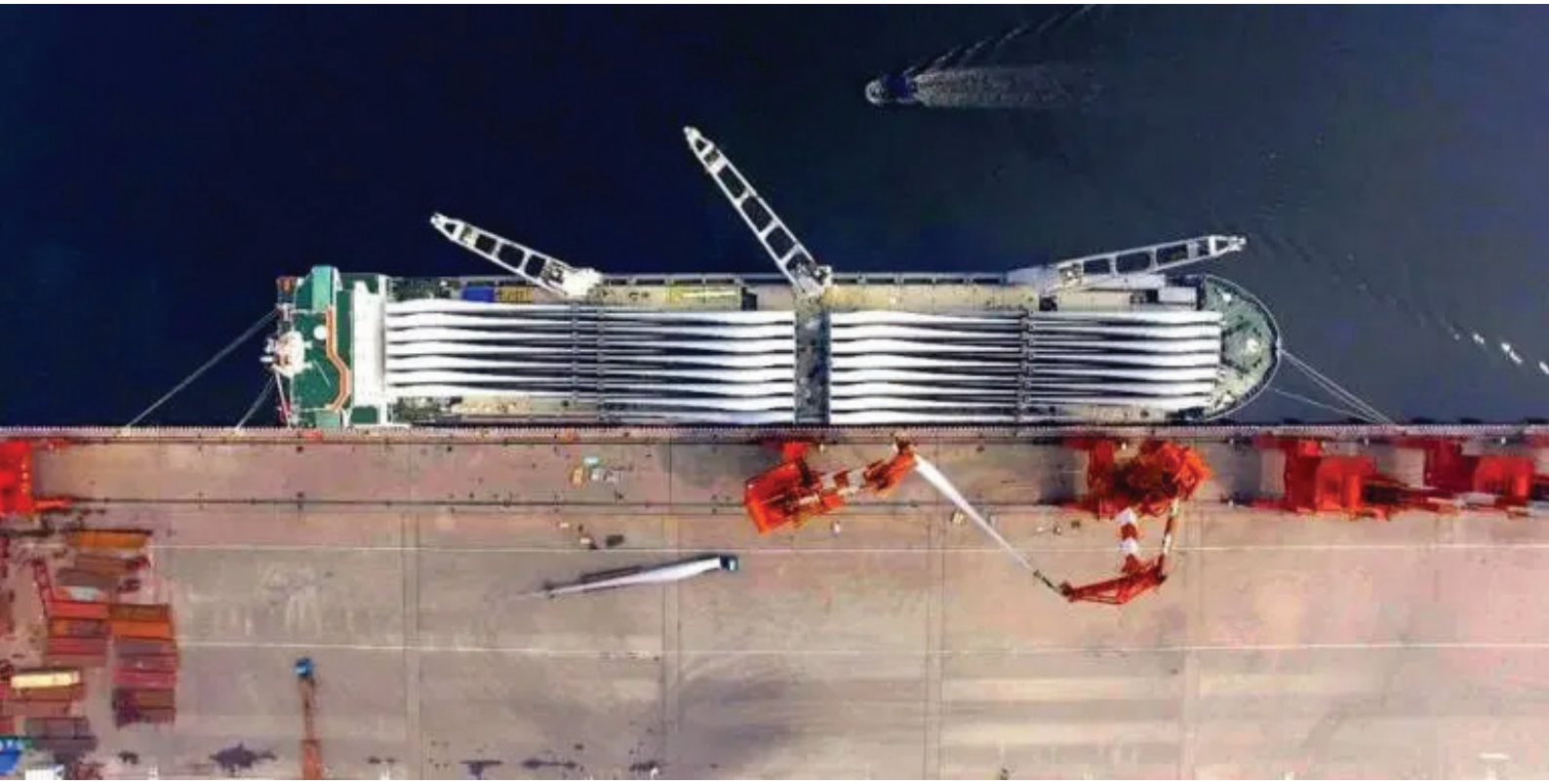
The third market that HBB focuses on is maritime transport of new or second hand floating equipment, such as large workboats, tugs, docks and casco barges. Our close connection to Engineering companies help us to even propose turn-key solutions including cradles, and sea-fastening services together with partners. In May 2017, we were involved in the shipment of an entire floating dock from Rotterdam to West Africa onboard of a heavylifter.



Do you have offices abroad Andre?

No, we do not have any own physical offices abroad. We do, however, have very experienced strategic partners, whom we have known for many years in nearly every key market and can e.g. set-up project-related representative offices with them in a heartbeat, where/when needed. Additionally, since 2016 we do work in an alliance with our partners NEPA Shipping

B.V. from the Netherlands, which has generated great synergies between the two companies.



How do you view the shipping business if we focus on breakbulk owners currently? There has been steady speculation about the situation for some of the owners and we have seen that BBC/Jumbo has entered into a special agreement, Rickmers Linie has taken over Nordana/NPC and there have been various other "bedfellows" joining each other. What does that tell a specialist like yourself about the market? With container carriers increasingly accepting breakbulk cargoes, are they real competition for the breakbulk shipowners?

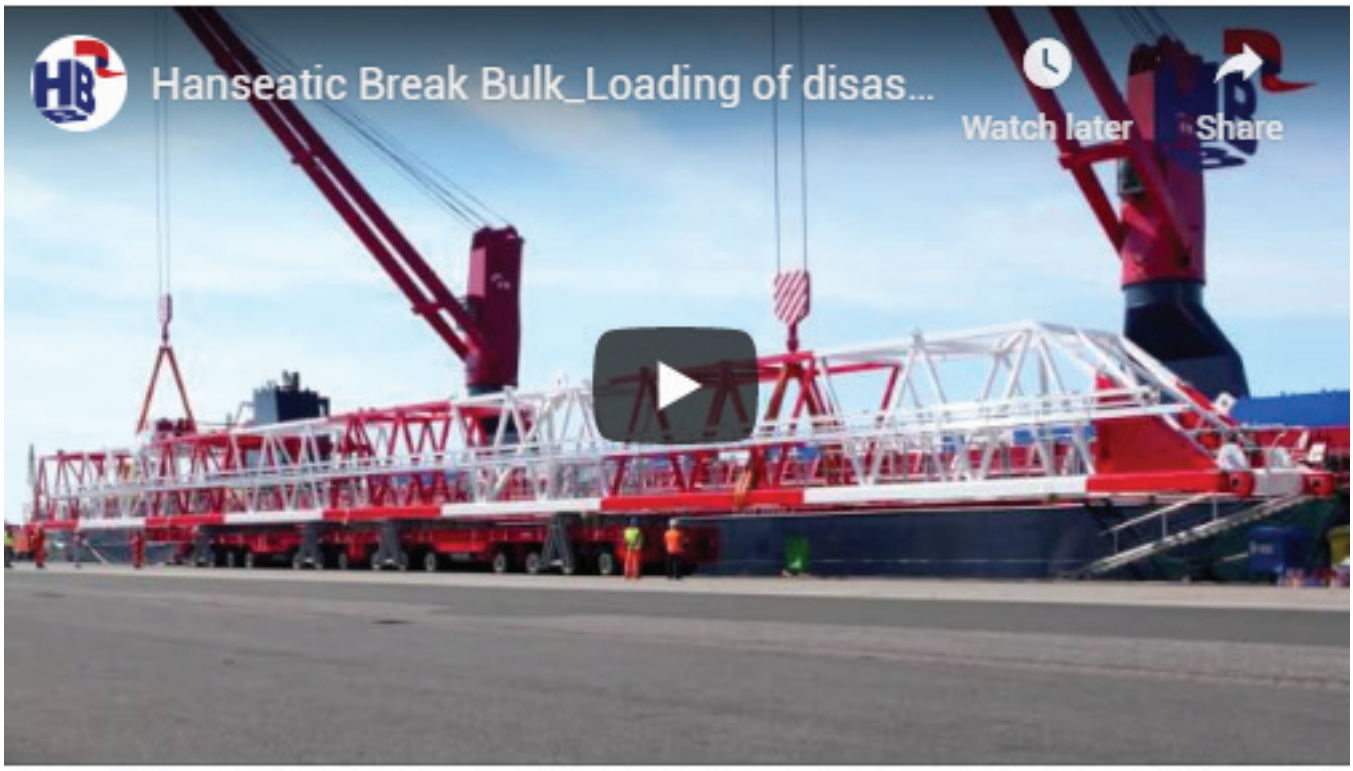
Even though there are some signs of recovery, it remains to be seen whether they are in fact the forerunners of a sustainable upturn in 2018. The price of oil and gas seems to have bottomed out, thus one might experience fresh investments from the industry and more typical oil and gas equipment will need to be moved with MPP/heavy lift ships again. There is also some fresh potential spending in Africa and the Middle East as well as in renewables and particularly the wind industry.

The growth rates are, however likely to be modest in the immediate future since I do not expect the oil price to reach any of the previously absurd levels again, anytime soon. The direct and somehow painfully perceived competition from the container lines and bulk carrier owners seems to be easing as they find more attractive opportunities in their core markets.

In retrospect, it is also worth noting that the heavy-lift vessels sector showed a disparate picture. Older general multipurpose ships with a lifting capacity of up to 500mt barely cover OPEX, whilst modern ships that reach lifting capacities above 1000mt enjoy a more sound

freight that is well above operating expenses.

We will likely see further consolidation in the industry to gain a brighter market share and to cut operational costs. It remains to be seen if that is the wisest move. One can expect that if the market indeed recovers sustainably in the near future, a good portion of these mergers and loose associations will fall apart again somehow.



How does it feel to be owning a company yourself? Does it sometimes become stressful?

Owning a company and having employees on the payroll is a great deal of responsibility. At the same time, it gives you a unique way to make your entrepreneurial ideas come true in the exact way you want them to. Looking back on the past 3 years, I can only say that I would do it all over again tomorrow and would not want to change a thing. The fact that one needs to be positive minded, proactive, visionary and possess the skills to continuously re-invent oneself are important aspects to remain successful. At the same time, it is crucial never to lose focus on a clearly defined product that your customers can remember.

In the long run, it's important to give something back to the next generation to save the industry. Ever since I started up HBB, I had students of the Universities of Applied Science Elsfleth and Bremen sitting next to me in my office. They gained profound knowledge in short periods of time and after completing their studies some of them stayed on our team. Regrettably and unlike other industries, shipping does not have a guild culture in which successful business players, ship owners or brokers give their experience willingly and patiently to a fresh generation. HBB has taken the initiative to bridge that gap.

With your skills and know-how, I am confident that some of our readers would like to get in touch with you. How can you be reached?

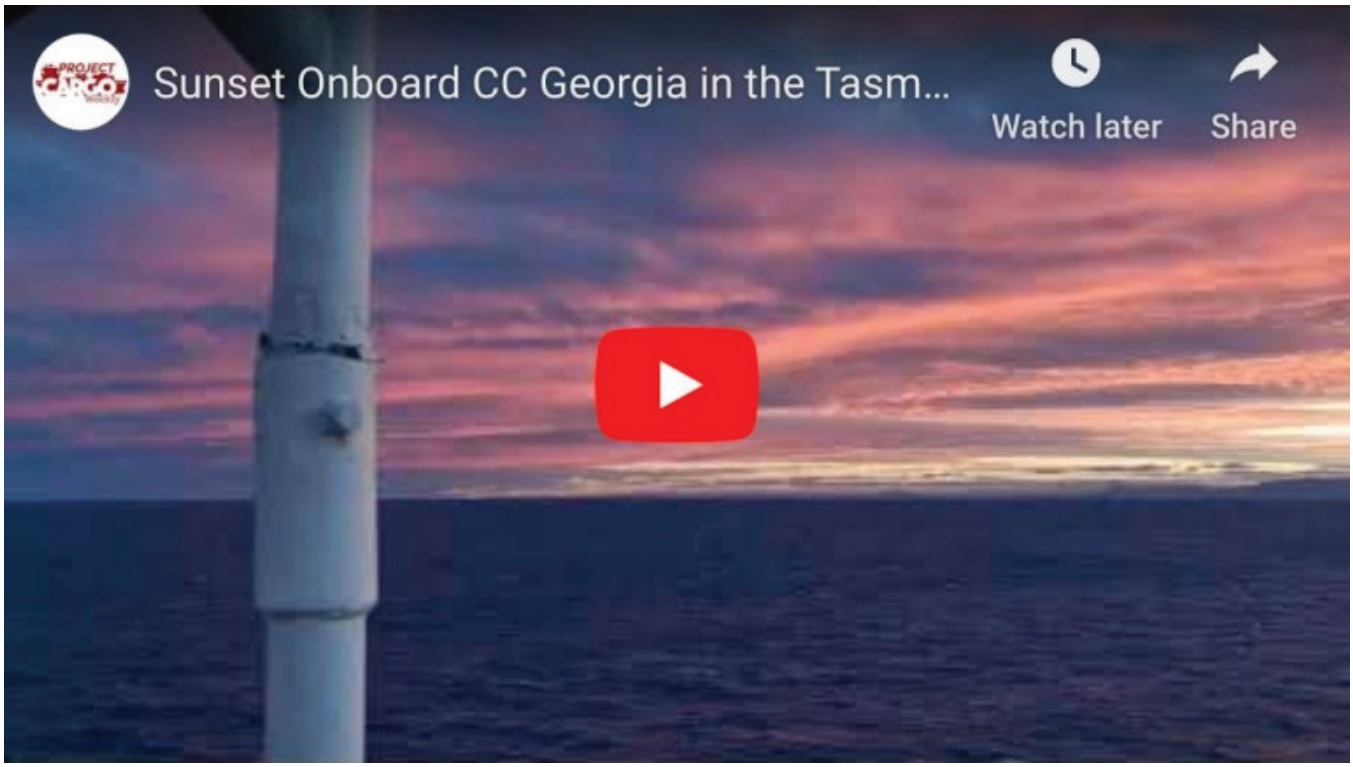
Sure thing, anytime! Anybody interested to get in touch can do so by contacting us either by phone at +49 40 307 234 36 or by sending us an email to hbb@hanseatic-breakbulk.com – we'll be pleased to hear from you!

Interviewee:
Mr. André Milschus
Founder and Managing Director
hbb@hanseatic-breakbulk.com
Hanseatic Breakbulk GmbH
http://hanseatic-breakbulk.com/

PROJECT CARGO Weekly

Featured Video

Sunset On-board CC Georgia in the Tasman Sea Near Melbourne



The Port of Hamburg and Journey North on the River Elbe, Germany – 14th September, 2014

Editor's Note:

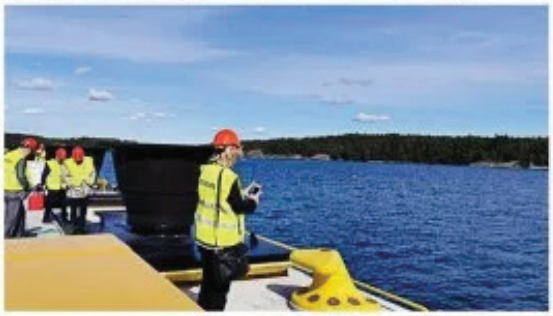
The Port of Hamburg is one of the greatest in the world. See this video and be impressed, as not only does Hamburg have a large and well-run port, it is also a very pleasant city with lots of excellent restaurants. It's also had special trade ties with China, Asia and even South America, for decades.

PROJECT CARGO Weekly

Featured Photo

Editor's Note:

As part of the Baltic Ports Organisation conference in Stockholm last week, we paid a visit to the new port of Norvik, Stockholm. Due to open next year, it is located some 65km south of the city in beautiful settings, with almost zero deviation from the main fairway in the Baltic Sea to the capital region of Stockholm. It boasts a draught of 16,5 meters and it's bound to be a place where carriers like to place their business. Four giant STS cranes will be coming early next year to this Hutchison-run port.



The rendering of what port of Norvik, Stockholm will look like in 2020

WEEK #38 – 2019

September 19, 2019

Editorial

Dear Readers,

It's Thursday 19th September and we are in your inbox again. Today, I am actually on the train to my native country of Denmark. The train from Stockholm to Copenhagen only takes five hours, which might seem like a long time. However, if you compare that to a flight with SAS or Norwegian, which normally takes an hour and ten minutes, plus the need to be there at the airport one hour before (at least), also the transport both to the airport (another hour) and after arrival in Copenhagen (say, twenty minutes plus waiting etc.) from the airport to downtown, then the difference becomes negligible.

The added benefit, as I also mentioned before when visiting Gothenburg, is that I can work during the whole trip, back and forth. Indeed, it's a long day but I think it's worth it in this way. No, I am not taking the train because it is better for the environment. Is it even better?

I am probably as confused as many of you regarding the new green religion that has swamped us in recent times. A friend of mine in Hamburg reminded me of what is going to happen to the battery packs once they are obsolete, the wind turbine towers, and equipment, once they can no longer be used. Do we have the ability to then dispose of these items in safe and 'green'

ways? I am all for having a cleaner environment, that is a no-brainer, but perhaps we shouldn't move so fast that we cannot follow-up just because soundbytes and bold statements that look good on paper may not, in practice, be feasible.

On the political front, it seems that the Greek Islands are once again being swamped by people looking for a better life. Well, who can blame them? The inability of the EU to make any kind of tough decisions or stand up for anything (besides bullying Eastern Europe and Britain for not taking all of Brussels' directives to heart) shows itself in the Mediterranean again. How many years ago was it when the EU commissioner for migration was wringing her hands in Lampedusa, along with Barroso, that this situation is 'unacceptable'?

It's a complex issue but avoiding dealing with problems head-on will not make them go away. Still, what do politicians care? They are elected for five years and can retire after that and become consultants or lobbyists for businesses or former colleagues. In many ways, the notion of democracy as we know it is under attack. If democracy means being unable to decide and if what we decide we don't implement, then what's the use? So, I have decided to skip thinking about EU politics and instead I ordered the latest book by Edward Snowden called Permanent Record, in which he tells his story about the US (not Chinese) surveillance industry. Already after reading just a few chapters, it seems to me that people who live in glass Whitehouses shouldn't throw stones.

Getting back to the real business world, we have got some interesting interviews in store for you today. We start in Hamburg, talking to UHL (United Heavy Lift) which incidentally now is joining forces with OCEAN 7 and making new and positive changes to an already volatile MPP market. Next, we travel to Laos, a landlocked beautiful country that can be reached normally via Vietnam, or mostly via Thailand and even via China in some cases. There is a capable logistics provider in Laos, Savan Logistics, that also provides inland transport. They provide some interesting insights. After Laos, we travel to the Ivory Coast in West Africa, a country that is seldom in the news, but a country that is developing. In the interview, you will learn more about the Belgian company COMEXAS, which offers all kinds of services there, including inland transhipment to Burkina Faso and Mali.

We finish off providing you with shipping news, trade intelligence and wise words, and we even found some very interesting videos for you to watch this week.

Wishing you well and, until next week, I remain,
Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

United Heavy Lift
Hamburg, Germany

Interview with

Mr. Lars Bonnesen
Managing Director

Lars, first, can you please tell our readers a bit about yourself? Who are you, what's your shipping career been like until now and why did you choose to get into shipping in the first place?

I have been in the business for more than thirty years, always in the project/heavy-lift market as either shipowner or ship-operator. I have worked in the USA, Singapore, Malaysia and Europe.

My father was an ordinary seaman on a ferry service here in Denmark, however, in his younger days he sailed on liner vessels around the world, predominantly from Europe to Asia. When he spoke to me about his youth sailing around the world, I started dreaming about ships, travelling etc. However, I saw myself behind a large desk with a telephone, so that is how it came about.

You are now the MD of United Heavy Lift. UHL was not established too long ago, but elaborate if you will on who the owners of UHL are, and who provides the ships that you offer in the market?

Yes, that is correct. United Heavy Lift was established in 2015 by Mr. Lars Rolner. He has, with his team and partners, built a solid company that has grown organically since the start. I started on 1st April 2019, after twenty-five years with Scan-Trans/Intermarine. I am a partner in the company and find it very exciting being a part of this team. I devote my energy to trying to grow the business together with Mr. Rolner and the rest of the team.

During my many years in shipping, I have learned the hard way that controlling risk and cost are some of the most important aspects of being a ship owner/operator. I have seen many companies come and go, and some investors believe that companies can be bought and turned into successes. However, most of the companies which are successful today have been built organically.

Our fleet today consists mainly of ships in commercial management and this will also be the focus in the years to come. The fleet today consists of a mix of heavy-lift vessels with cranes up to 800 tons lifting capacity, semi-sub and deck carriers. Click here to view the 800 W Type Vessel detailed specifications.

Do you strictly run a tramp service, or do you also have liner or semi-liner ambitions? If so, which trade lanes do you feel would fit you?

Our focus has been from Europe to the Middle East/Asia and back again to Europe on the heavy-lift ships. We have, however, just started a new semi-liner service from Europe and the Mediterranean to West Africa, together with our Spanish partner Marguisa. The semi-sub and deck carriers are tramping around the world.

Where are your offices located around the world? Do you also work with booking agents in places where you are not (yet) established?

Our head office is in Hamburg, but we have also established a small office in Denmark where Christian Monsted and I work because we both live here. However, we have just established a new office in Bergen, Norway, in a joint-company venture with Ocean 7 Projects. I am expecting a lot from this new joint venture, as we already have Asia and the USA planned. Regarding Asia, we begin on 1st November.

Besides our own offices, we work a lot with agents and brokers around the world.

Could you provide us with a few examples of cargo that you are particularly proud of having handled at UHL?

We have a lot of cargo and projects that we are proud of. In principle, it does not matter whether it is a large or a small cargo, the most important thing is that our customers are satisfied with our performance, as I believe offering consistently good service to the customers will build a solid and stable company.

We have United Engineering Solutions (UES), which is a sister company. They are extremely efficient when it comes to handling large and difficult cargo. We have a customer base who appreciate that we will always go the extra mile to ensure the safety of their cargo.

Still, if I must prioritise one that I feel was a bit special, then it's the fact that we established the new world record in carrying windmill blades; 142.000 CBM on one ship. See the picture below.

Do you work with project freight forwarders, shippers, or anyone?

Yes indeed, most of our turnover is with forwarders and brokers. Of course we work with all the large forwarders, but we also do a lot of business with smaller companies.

Who should people speak to for an indication of rates fast if you are in?

aa/ ASIA– chartering@unitedheavylift.de
bb/ AFRICA – africa@unitedheavylift.de
cc/ North America – chartering@unitedheavylift.de
dd/ Europe – chartering@unitedheavylift.de

What's the best way to reach you?

United Heavy Lift Denmark office
Aaderupvej 4-6
4700 Naestved
Denmark

Phone: +45 7030 5334
T: +49 40 308 54 2451
M: +45 4054 1000
E: lars.bonnesen@unitedheavylift.de
www.unitedheavylift.de

Martin Bencher Ingenuity In Action

Editor's Note:

Having had a special relationship with Martin Bencher from its inception in 1997 to 2012 when I left the company, it makes me happy to see that they are going stronger than ever. Here a very impressive video showing parts for windturbines being transported up the mighty Mississippi in the US organised and coordinated by MB. I sincerely hope that the green focus will continue because where most of us would be without windturbines being shipped left, right and centre nowadays?

CLC PROJECTS

www.clcprojects.com

Editor's Note:

By now you would know that some shipowners, in particular CMA CGM, accept passengers on many of their globally trading container ships. But, what you perhaps didn't know is that a selected few of them have VIP suites even with Direct access from the cabin to a private balcony. This is on a giant container vessel mind you! It's amazing to say the least. Here's a view from the balcony as the 13000 TEU container vessel CMA CGM Christophe Colomb is entering Hong Kong. A room with a view!

WEEK #39 – 2019

September 25, 2019

Editorial

Dear Readers,

It's Thursday 26th September and we are here again. I am travelling on-foot this week and writing you this editorial from Malta. I am here because I am meeting with my old classmates from primary school. We attended the same school from the second to the seventh grade, so we are indeed talking many kilos ago (for most of us). We have met every year since we left school and recently, we made a deal that we would meet each other every two years in Malta. Why? Because normally during September and October, the weather gets cold in Scandinavia, whilst Malta still maintains around twenty-six degrees Celsius, and a good injection of sun-shine, good food and a view of the Mediterranean is just what we northerners need.

What I like about meeting my classmates from the past is that we don't have to pretend. No matter who wears the fancy jewellery or boasts about having done this-or-that, we all know the backgrounds of the people, and thus you can be completely frank and honest. Turning now to the age of fifty-six, we all are at the edge of the receding hairline and bulging waists. Most have a divorce or two under their belt and most have seen and felt the ups and downs in life.

Yes, it amounts to some nice days together on the island and, to keep it on point regarding

shipping, after they land tomorrow, we will visit the Freeport of Malta and, as organised by the local CMA CGM office there, we will see a couple of the giant container vessels up close. I shall then leave my classmates behind on the island as I need to catch a flight to Cape Town, with a stopover in Dubai. My focus there will be to attend the global FIATA conference taking place 30th Sept – 5th Oct and some six hundred representatives of freight forwarders world-wide will be present, along with scores of visitors, exhibitors and VIPs in the industry. No doubt, it's a must-join event.

On the political front, not much seems to be happening, except a repeat of the regular headlines from the mainstream media, such as Brexit scare, climate scare, trade-war scare and basically any other scare or headline designed to grab attention. A wise man once told me that he stopped reading the news altogether because he already felt as though he lacked any influence on whatever happened within 100 feet of him, so why care about things you can't control? Perhaps there is some truth in that.

People tell me that South Africa is a dangerous country to visit, but so are many other places nowadays. Imagine Sweden, the country where I am happily residing, and normally a country of peace and tranquillity. There we had, in 2017, more than three hundred shootings that resulted in forty-one deaths and a hundred people injured. The establishment is finally waking up to deal with the task and they have even invited experts from US police services to recommend ways forward. Safety is paramount for everyone irrespective of a political system or green agendas. If the rainforest is burning in Brazil whilst people are gunned down around you, I think you will know where to focus.

Business-wise, this week we have interesting interviews again. We start off in the US, with a company called Ridgeway. They are experts in handling special and military cargo among other kinds which require a certain form of logistics. Leaving the US, we then pay a visit to the country that has the EU's longest border with Russia, i.e. Finland. We are talking to an inland haulage company that have their own special trucks for moving very large pieces, both to and from Russia, but also internally in Finland. Finally, after having gotten out of the saunas there, we fly to Bremen, Germany, where we hear from the manager of a network of logistics companies on how to keep them together, as well as the value of belonging to a network. We, of course, provide you with shipping news and trade intel, as well as wise words. Lastly, we'd like to remind you, as usual, to consider placing a banner ad with us, as since we only allow four in each newsletter, it will be greatly noticed. You can contact me for details.

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Ridgeway International
Plattsburg, USA

Interview with

Guy M. Tombs & Becky Lynn Hodge
President & Vice President

Where does the name Ridgeway originate and what is your main line of business concerning logistics and transportation?

'The Ridgeway' is the name of what was once a long-distance path, high above ancient forests in southern England – where shepherds once drove their sheep – it was high and secure from dangerous highwaymen!

So the Ridgeway pathway is symbolic of both ancient and now modern logistics.

Our main line of business has long been Defense logistics, working for Governments and Industry – in the areas of shipping energetics, military hardware and vehicles, and even Naval vessels.

When was the company established originally and who are the owners today?

The first Ridgeway International office opened in 1976 in Wallingford, in Oxfordshire in the UK. Ridgeway International USA Inc. was established in 2001 and is US-controlled and operated. We work very closely with our Ridgeway partner offices in the UK and Canada.

Two Iraqi Navy corvettes from La Spezia, Italy to Umm Qasr, Iraq, via a large semi-submersible vessel.

You are known to have very special expertise in moving IMO cargo and sensitive cargoes around the world. Elaborate if you will and provide our readers with some examples of what you have handled recently.

Although we would like to elaborate on the many projects we choreograph throughout the world, due to the sensitivity of the cargo along with local and national laws, regulations, codes of practice and compliance requirements, we are bound by law to limit details on our projects.

However, in 2017 we were shipbrokers assigned to the movement of two Iraqi Navy corvettes from La Spezia, Italy to Umm Qasr, Iraq, via a large semi-submersible vessel. Details on this shipment were widely reported.

The company has carved out a niche in the transportation of hydroelectric machinery: Transformers from California, Stators from Europe and Turbines from South America to name just a few. A signature move was a 195-metric ton Turbine Runner via an untested stretch of the Columbia River through the Canadian Rockies.

Where you don't have your own offices how do you find suitable partners to work with?

This is a good question. Ridgeway has numerous long-standing relationships. We are keen to connect with strong new partners, already skilled to deal with the intricate regulatory compliance and operational requirements that naturally come with work in this sector.

A 195-metric ton Turbine Runner via an untested stretch of the Columbia River through the Canadian Rockies.

How do you feel about the shipowners as a project freight forwarding company today? Do you feel they have attention for you when you approach them or is it different from shipowner to shipowner? Anyone in particular that you would like to recommend?

Our sense is that we have a mutually respectful relationship with many shipowners. Because of the frequently onerous Government requirements on some of our larger shipments, the shipowner is pleased that we work especially hard on that aspect – which can be crucial to the success of the project. Our operational knowledge and experience and our capacity to pull together the many stakeholders in the project are also a net benefit to the shipowner in working with us.

Tell me about your own background? How did you end up in shipping in the first place?

Guy M. Tombs: My grandfather Guy Tombs began a freight forwarding firm in Canada in 1921 which I now own. He set me on this path from my infancy!

How to contact you?

We can be reached in Plattsburgh in the beautiful Lake Champlain Region in upper New York State at +1 518 561 1588.

Or email us at guy@ridgewayinusa.com and becky@ridgewayinusa.com.

Come visit us to ski, sail, hike the mountains and much more!

To learn more about Ridgeway International visit our website at http://ridgewayintl.com/usa/.

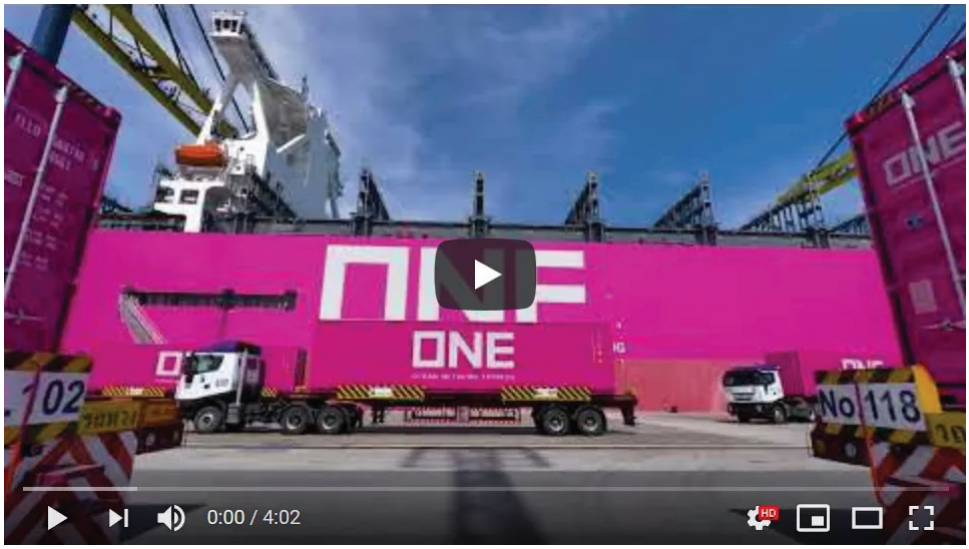
RIDGEWAY
international

Featured Video

The Maiden Arrival of ONE Columba at Laem Chabang Port, Thailand

Editor's Note:

Although this video focuses on the services of the ONE – One Network Express – company of Japan, it also provides you with nice footage from the port of Laem Chabang in Thailand.



Featured Photo

Editor's Note:

Chipolbrok Sun, voy. 79 – Piteå, discharging.

WEEK #40 – 2019

October 3, 2019

PROJECT CARGO Weekly

Editorial

Dear Readers,

It's 3rd October and it is my middle son's birthday, but sadly I am in Cape Town, South Africa, instead of Stockholm, Sweden. I'm sure you know as well as I do that, as business people, we cannot always do what we want or be where we want to. There is always a trade-off. Finding the right balance between running your business, turning a profit and at the same time being a loving parent and devoting yourself to your family is indeed perhaps the hardest of all deals! That is, unless you live in a dream world where none of these things matter.

I am in South Africa because I am currently attending the FIATA global conference here. I've really got to hand it to the organisers, they've made a hell of a show! It's been very well organised and the venue, food quality and overall management of the event have left any potential competitors in their dust.

The evening of Tuesday 1st October saw the celebration of the seventieth anniversary of the People's Republic of China, which is impressive considering where China is now, compared to where it was before.

Meanwhile, I spent Tuesday evening attending the Hapag-Lloyd party at a local winery/restaurant outside Cape Town.

Attending the opening ceremony of the FIATA 2019 conference today was a marvel. You can see it here in a small clip filmed by yours truly.

Furthermore, as you can see below, the organisation and its exhibition pulled out all the stops!

FIATA has taken serious strides in addressing some of the problems facing our industry, which, in my humble view, are:

– getting young people to understand that the world is more than just Google, Apple, or made

in America,
– understanding that life quality of life doesn't come out of a mobile phone,
– that I.T. will hopefully alleviate hard work and stress, freeing-up resources and enabling people to rest more, if they're even capable of such.

FIATA, here in Cape Town, is a great event, but regrettably, I need to depart on Friday. My Emirates flight takes off at 6pm on Friday and I have booked myself on a private sightseeing tour to look at the Cape of Good Hope. Speaking as a shipping professional, I feel that doing this is a must since I am already here. Last time I couldn't manage, and I blame the various vineyards on the outskirts of the city for that. Of course, as many say, excuses always abound, right?

Business-wise, we have two interviews for you today. First we visit ATN, a company located in the Philippines, the country where the global network of project freight forwarders CLC Projects will hold its conference in November. ATN tells us about shipping and logistics in their archipeligo and, after that, we rush over to visit the Great Lakes and the St. Lawrence Seaway, which is a famous but perhaps also sometimes overlooked inland waterway feeding in-and-out of North America and Canada. Besides that, we have our usual shipping news, trade intelligence, featured video and photos and of course wise words, so until next time, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

PROJECT CARGO Weekly

Featured Video

Tema Port Expansion Project – MPS Tema – Bolloré Ports

Editor's Note:

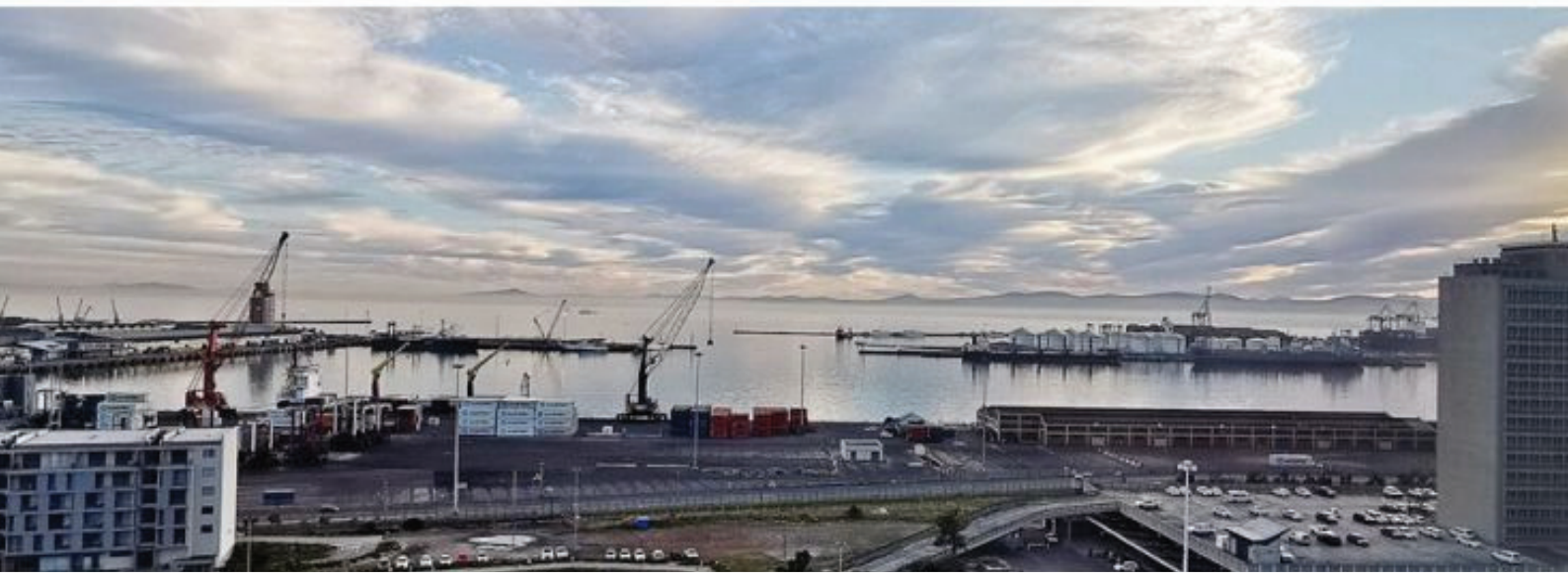
Yesterday evening at the Hapag Lloyd function, I met with the chairman of the port of Tema in Ghana. They are building a new port with superb facilities and excellent possibilities for transhipment. Here is an interesting video about it.

PROJECT CARGO Weekly

Featured Photo

Editor's Note:

Visiting Cape Town. A spectacular place and deep water port in South Africa.



WEEK #41 – 2019

October 10, 2019

Editorial

Dear Readers,

It's Thursday 10th October and I have just returned from South Africa. As I mentioned in the newsletter last week, my impressions from attending the FIATA global conference were very positive! It was a great networking event and I managed to personally meet with about 120 people over three days from various parts of the African continent as well as, of course, many more from around the world. It dawned on me whilst sitting on the flight back (in the back of the plane too, and unable to sleep), that there seems to be a gigantic development coming in the field of shipping and logistics in Africa.

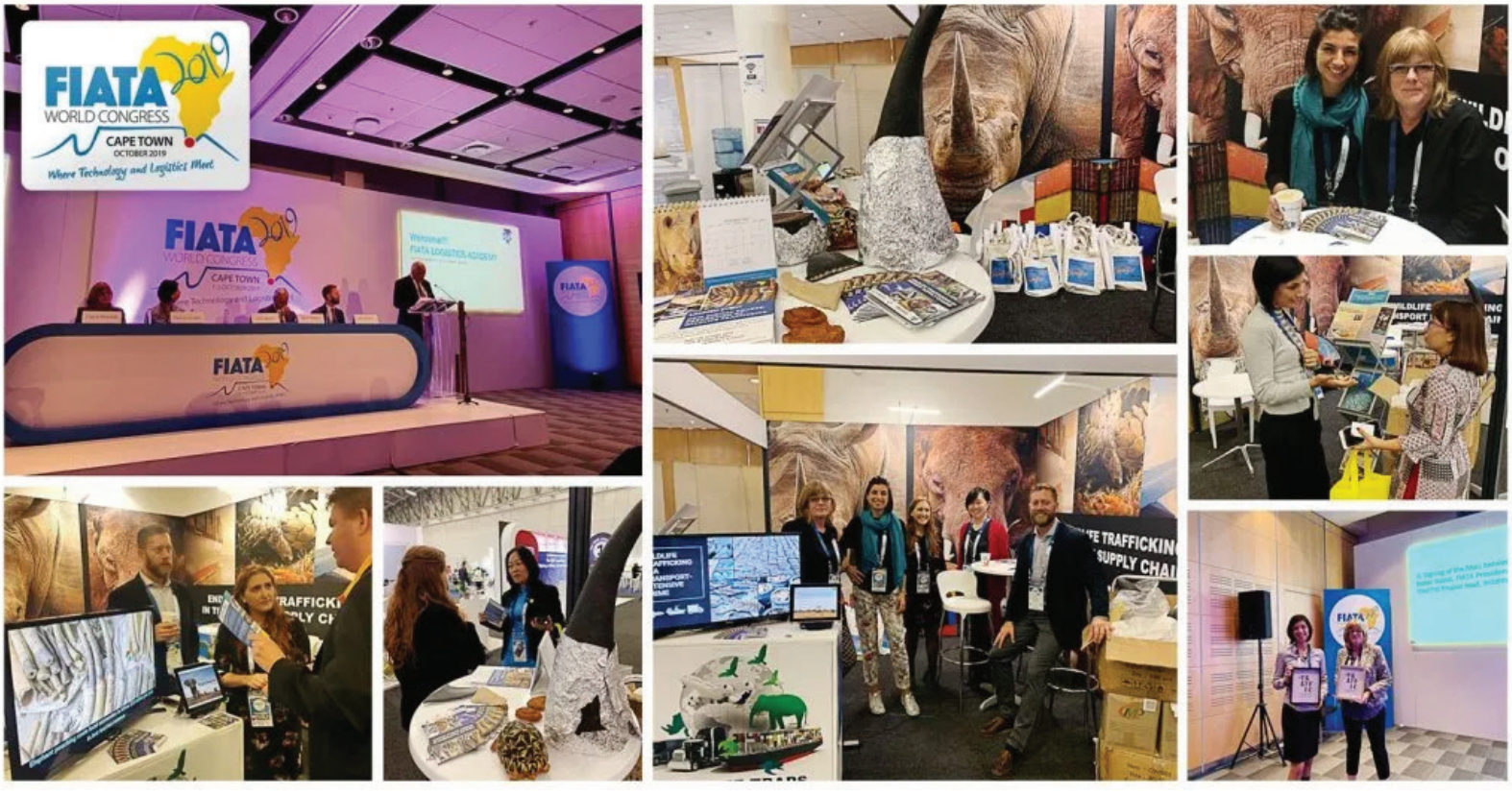
Of course, it has been talked about for years, but somehow, judging from the people that I met from Ghana, Congo, Nigeria, Egypt, South Africa, Rwanda, Kenya and more, the African sentiment is very upbeat and positive! To my mind, it seems that Africa is one of the only remaining relatively undeveloped areas of the world and this is considerably true in logistics and shipping, whether regarding ports, inland transport or even customs regulations. However, great strides are being finally taken through the signing of the African Continent Free Trade agreement, and yet I must admit that I am a novice when it comes to understanding about Africa. However, I am now determined to rectify my lack of knowledge by really devel-

oping a sense of the great continent through more visits, more attention to the diversity of the continent and more in-depth analysis of the history of the continent where we Europeans, to a great degree, seemingly extracted what we needed and left little behind.

Looking into some Swiss bank accounts (that they just keep on keeping secret in that little country) would no doubt reveal just how many local leaders and presidents have amassed wealth extracted from their own peoples in the name of 'freedom'. I suppose people who live in glass houses shouldn't throw stones, but it has always amazed me what use anyone could have for, say, an extra ten million dollars? Twenty? A hundred? As Bud Fox says to Gordon Gekko in the movie Wall Street, "How much is enough Gordon? How many jets you can water-ski behind?"

So, thinking of Africa, what comes to my mind first is animals, beauty and greed, but also wonderful people from whom we could learn a lot, including styles of music, colours etc. Let's hope that the continent is on the right track going forward. As you may have surmised, I have decided that this issue of PCW should be somewhat dedicated to Africa, and I have chosen to republish interviews we have had from North, South, East and West Africa, so that you can gain a balanced view. Although, of course, we can only cover a tiny bit of the massive continent in one issue.

A very important thing that I would like to stress in this newsletter is everyone's responsibility for saving and protecting wildlife. At the FIATA exhibition centre, I became aware of an NGO called Traffic that is fighting against animal trafficking, and we are, as freight forwarders and



logistics providers as well as shipowners, responsible for being alert as to what we are transporting. Traffic and FIATA have subsequently launched an online course that I think could be of interest to you all. You can see the related press release here.

Usually, I include some political commentary in each newsletter. However, strangely enough, this week I haven't any comments to make. Perhaps that's for the good reason that my recovery after the trip took a couple more days than I expected. Also, it could be that meeting and talking to so many interesting people in such a short period of time rendered my level of energy for matters of politics non-existent.

However, I hope you will enjoy this African-focussed newsletter. Of course, we have our reliable shipping news and trade intelligence, a video of African ports as well as some African wise words, so please do read on!

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Compagnie Maritime de Consignation
Tunis, Tunisia

Interview with

Mr. Noureddine Mannai
A Shipping Agent, CMC

What year was your company established? Tell us about CMC's current staff level, main business activities and current ownership.

CMC is a family company founded in 1993. Our head office is located in Tunis (Capital of Tunisia), in the area of the port of Rades which is the main port of the country.

Offices and facilities:
Offices in Tunis (Rades port) of about 1000 m².
Two bonded warehouses located in the same area, totalling 4000 m², fitted with 8 mobile ramps, an electronic monitoring system (cameras) and a fire detection system.
Two depots of 16,500 m² for stacking containers, equipped with side lift trucks, 18 trucks and trailers for containers and general cargo transportation.
One branch office at Sfax. Sfax is the second most important port and industrial zone after Tunis.

As a shipping Agent, CMC is the representative agent of the Hong Kong-based carrier OOCL. CMC also deals with a multitude of Mediterranean tramping companies (Bulk and Conventional cargo).

Over time CMC developed logistic activity to and from Europe (France, Spain, Italy, Germany, Belgium) in response to market demands. The logistics activity has been helped along by the relocation of many factories from Europe to Tunisia and Morocco. Companies migrate to this area for the low cost of skilled labour.

We have a network in the following European ports: Monaco (with a 35,000 m² bonded warehouse and 100 trailers), Marseilles (2000 m², 17 trailers), Lyon (2500 m²), Paris (5000 m²). We also have joint ventures in Spain and Italy.

Is it possible to tranship cargo via Tunisian ports to other places in North Africa, or is this seldom done?

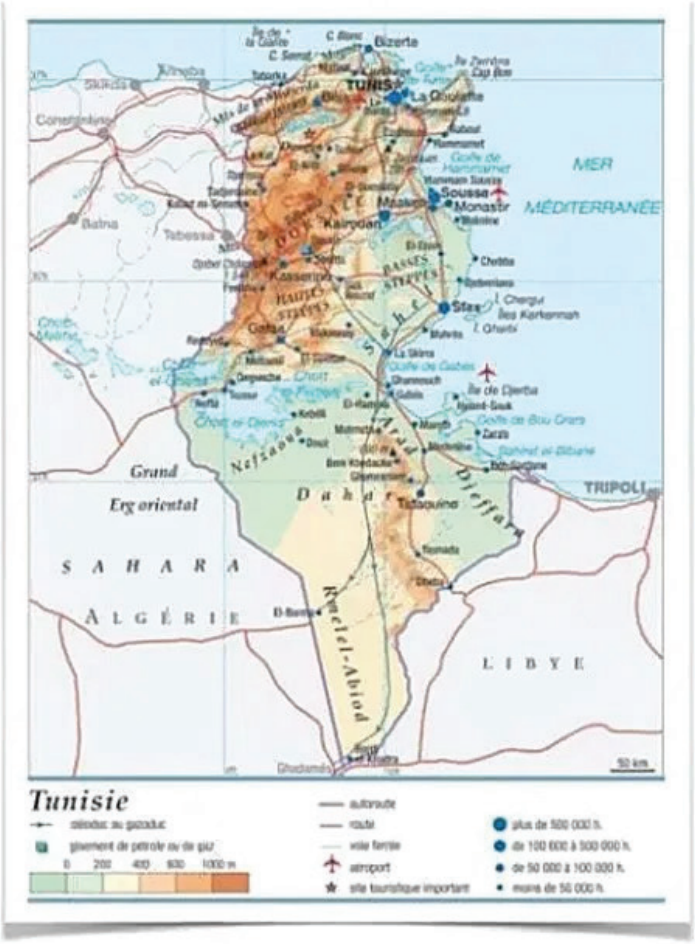
Transhipment from Tunisia to Algeria is possible, but this is seldom done. Transhipment is mainly done via Sfax port for project cargo heading to Southern Algeria (Oil fields and industry). Sfax port is closer to Southern Algeria than any Algerian port.

Tunisia overview

Tunisia

Key Economic Figures:

- Population 2011 : 11 M
- Population 2050: 15 M (+ 36,4 %)
- Unemployed People : 15 %
- Total container market: 416 000 Teus
- Total traffics:
  (Container, Bulk, Conventional etc.): 30 M Tons
- One Euro : 2,4 TND (Tunisian Dinar)
- One Usd : 2,2 TND
- CMC Headcount:
  - Tunis: 50
  - Sfax: 6



What does it take to be a certified shipping agent in Tunisia? Are you also a freight forwarder? Can you also handle customs clearance?

To be certified as a shipping agent in Tunisia you have to comply with a series of regulations, mainly:

- Be in good standing (No record of criminal activity or bankruptcy etc.)
- Hold professional qualifications (University level and a minimum level of expertise in the shipping industry)
- Meet material requirements (Offices with a min. amount of space, connection to customs' IT System and Port IT Systems etc.)
- Meet a minimum level of capital investment per agency, per port.
- Be able to practice freight forwarding, but freight forwarding is not a recognized maritime profession under Tunisian law.
- Be able to handle customs clearance at air and seaports.

Can you give us some examples of project cargo that you have handled?

Examples of project cargo handled by CMC:
Participated in the Tunis light-rail project.
Power stations for the national electric company.
Oil drilling equipment.
Freight wagons (26) for SNCFT railway company.
Portions of a new cement plant.
Escalators for Carthage Int'Airport (Tunisia).

What major projects are in the pipeline in Tunisia?

The main projects in the pipeline are:

Power plants. The national electricity company is talking about 8 power plants
Hydroelectric Dams
Cement plants (2)
Windmill farms
Extension of the light rail network in Tunis
A new light rail project in Sfax
A new deep water port in Enfidha will to be operational in 2019-2020 (see map)

How many years have you been working in shipping yourself? How did you become interested in shipping?

I'm a master mariner and I've been working in shipping since 1999. I got into shipping by vocation. From a young age the ports, boats/vessels and mariners in my coastal home town grabbed my interest.

Interviewee:
Nouredinne Mannai
nmannai@cmc.tn
Compagnie Maritime de Consignation
http://www.cmc-tn.com

الشركة البحرية لإئتمان السفن
COMPAGNIE MARITIME DE CONSIGNATION

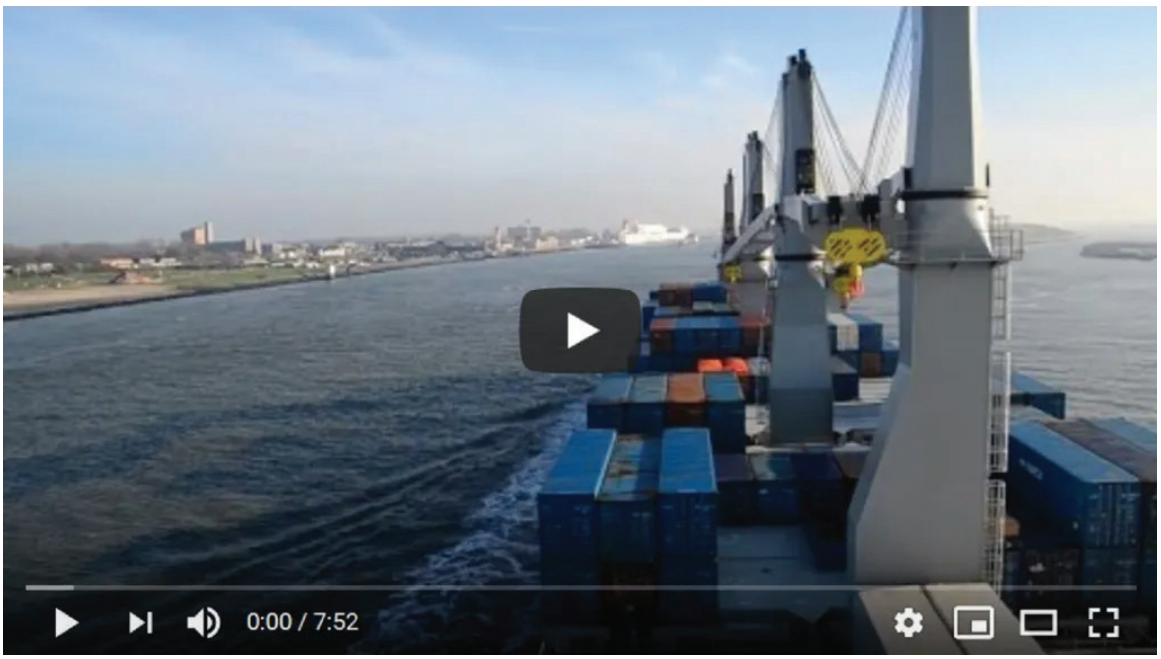
PROJECT CARGO Weekly

Featured Video

Freighter Travel: A Cargo Trip from Cape Town to Rotterdam

Editor's Note:

Since we are dedicating this week's newsletter almost exclusively to Africa, it makes sense also to show you a nice video about a freighter cruise from Cape Town to Europe. I was just in Cape Town, staying right across from the docks, where this passenger likely boarded, as I had a MACS vessel alongside there for a couple of days.



Featured Photo

Editor's Note:

A view of a berthed MACS breakbulk vessel in Cape Town, South Africa.

Wise Words

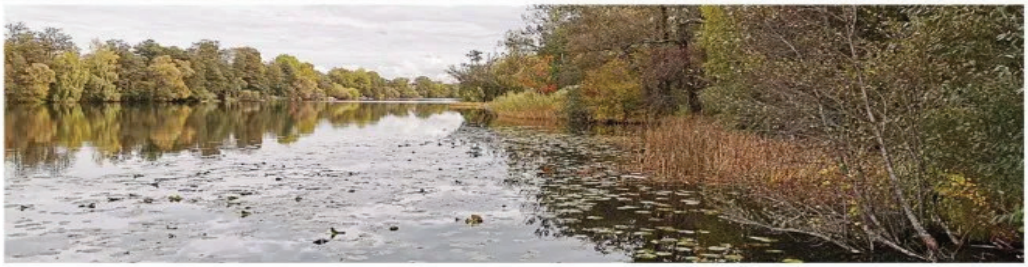
WEEK #42 – 2019

October 17, 2019

Editorial

Dear Readers,

It is Thursday 17th October and here we are again. Autumn has arrived here in Stockholm Sweden, and the weather has become gradually colder. I am lucky enough to be able to work from home and just yesterday I was reminded my good fortune in avoiding daily commutes to/from work and not having to be part of jam-packed buses or subways in the morning rush hours.



Of course, the downside of working from home is the lack of social interaction with colleagues. “How was your weekend? What happened on your date last night?” and so on. Still on balance, at least for me, I do appreciate saving the commute time to work efficiently online as it does give me a couple of extra hours a day. I’ve worked with colleagues who’ve allegedly spent ten hours at work looking busy, whilst others could do the same work in half the time. Social media interrupts us constantly too with messages and we tend to lose focus.

I am still, at fifty-six, trying to come to grips with digital discipline so that it doesn’t hamper my concentration finishing the task that is before me first, before jumping onto something new. The jack of all trades but the master of none is what I feel many of us are nowadays. So yes, let us hope that the young generation will manage the digitization better and that we will still be able to see each other eye-to-eye and have normal conversations. Speaking of which, during dinner with your wife at a nice restaurant, I’d recommend that you remove your mobile phone from the table!

When I started as a trainee in 1980, I learnt to use the telex. Next came the bulky fax machine and the rest is now history. My mobile is glued to my hand nowadays and this is likely because, admittedly, it has indeed revolutionised both work and private life. Well, as the saying goes, you can’t stop the train, so you’d better stay on it once you’re already on.

On the political front, we have the usual statements from the EU concerning Turkey and Syria, but as well all know by now, statements from the EU are just that: grand proclamations. The EU seems mostly preoccupied with nominating this or that person to a certain political post, but when it comes to protecting or defending the outer borders of the EU area, they are incapable. Looking back to 2015 or perhaps even further, the utterances from the EU haven’t changed and when you do deals with dictators instead of solving problems yourself, it’s like peeing your pants in winter; it warms at first but will inevitably become colder later. But as a famous leader told us all, “War schaffen dass” loosely translated as “we will handle it”, but please share our burdens later.

In today’s newsletter, we start by talking to a long-term colleague from the freight forwarding business; Mr. Chester Tong of MSL Express in New York. Next, we fly to one of my favourite South American countries, Chile, famous for nature, food, wine, and more. You name it, the country has it all. We talk here to Eurotrans, a local freight forwarder located in Santiago.

Finally, we have an interesting conversation with a company physically based in Finland and heavily involved in security devices for containers. As we all know, theft is a big problem in certain areas, so the opportunity to get to know their innovative product on the market is important. We have, of course, shipping news, trade intelligence and wise words, as well as a

nice video and project photo in store for you. Please enjoy fully.

On a final note, I would like to inform you that the last issue of Project Cargo Weekly for this year will be published on 28th November. We'll start again on 9th January 2020.

Until next week, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Sino-MSL Lines
New York, USA

Interview with

Mr. Chester Tong
Owner

First, Chester, tell us about your background in logistics and about when you started your career. I believe you have been active for several years?

"Chester, you're still here? When are you retiring? Why are you still working so hard, attend-

ing conferences in person?"

These are some of the questions I've had thrown at me when meeting friends at a forwarders' network conference.

Am I really that old? Hey! Look at our King Trump; he's seventy-five years old and still kicking asses! A new German friend I met in Guangzhou last month said their founder is eighty-five years old and, although his son is running the company, he still comes to the office every single day at nine A.M. sharp. I admit I'm a lucky person, still kicking ass, free from any illnesses and I take no medication whatsoever.

We already have both my cousin and son running the show for the day-to-day matters so I can come and enjoy my time attending conferences, meeting some old friends and making some new ones at the same time, to talk shop. I'm also fortunate that we have nineteen professionals in New York manning various things. It's never tiring to do these things and enjoy a busy forwarder's life!

Who wants to stay at home arguing with your spouse, who hates to see you all whole day long, anyway? Hehehe. I'm just joking, she's my dearest and my best friend, you know? She came all the way from Japan looking for me and we were dating at school in Form 3, high school, fifty-four years ago! Now you know just how lucky a person I am!

Okay, coming back to your question, it's been some long years since I started my career back in July 1972, forty-seven years ago when I joined Singapore Airlines in Hong Kong as a cargo sales representative. You can see my happy picture here, winning the Bingo First Prize during the SQ 45-Year Reunion in 2017! I founded MSL Express Inc. (IATA-endorsed) in 1988, when we migrated to the US, followed by forming Sino-MSL Lines, Inc. (FMC-bonded NVO) in 1991. Now our sea freight business is 65% of our overall business, handling all sorts of cargo, be it reefer, DG, OOG, LCL/FCL, etc. All of it to/from places all around the world.

We were one of the few US forwarders to start our own office in Shanghai, back in 1992. Back then, my Chinese forwarder friends were wondering why I employed a young white American, Andrew Thompson, in Shanghai. Well, he's since opened the doors to giant companies like GE, Carrier, Ingersoll Rand, Bristol-Myers Squibb, etc. Then during the Nokia peak years in China with their extremely successful cell phone business (with which I believe you were very much involved at the time), I employed three Finnish workers at our Shanghai, Suzhou and Beijing offices, and Heidi Jokinen was one of them.

In May 1995, with invitation and referral from Mr Dieter Bendele, MD of Dachser Germany, I flew to Frankfurt to attend a conference and joined as a member of "The W.A.C.O. System", the oldest and most famous forwarders network by far with a history of around forty years.

Is it difficult to be a freight forwarder in New York nowadays? Do you face a lot of competition?

Competition has always been present here in the US, especially in New York. There are the US big boys like EI, European Giants like SDV. We like to kick those asses because they cannot provide, nor compete with, our customized and personalised services. But for Fortune-500 companies like GE and Ingersoll Rand who care more about cost, they have formed an association with five companies, including Staples, to get a preferential tariff dealing directly with shipping lines. Luckily MSL is a preferred forwarder for PepsiCo, who gives part of their business to minority companies like us.

Although we have eight branch offices in China, many forwarders from China use our services in the US because they know we are reliable, can act impartially and can cover the entire USA nationwide, handling about everything, including import/export, air/ocean, customs clearance nation-wide, DG, Reefers, OOG, etc. etc.

Do customers in the US generally just care about the rate or can you also win business based on service and reputation?

It depends. Our main customers are small to medium-sized companies who look for service, although they need competitive pricing too. When it comes to OOG and project cargo, cus-

tomers tend to look for experienced professionals to take care of their cargo from start to completion. That's when we need a strong network like Cross Ocean, with many members that are service-oriented and some owner-operated like ourselves to work together at our common target accounts.

Have you handled larger-sized pieces before? If so, could you provide us with a few examples?

Yes, quite many and here the pictures that could tell all. Here's a collection of the pictures.

May 2019, we shipped a Guanyin Statue from China to Dallas via Houston using Rickmers

August 2019: Slag pots from China to Pennsylvania

June 2019: From China to Cuba

November 2018: Project From China to Germany

PepsiCo machineries from China to Taiwan.

PepsiCo pieces of machinery from the UK to Pakistan

Praxair Air Separation Equipment.

PepsiCo pieces of equipment from China to the UK

Boiler from China to New York, USA.

Do customers in the US generally just care about the rate or can you also win business based on service and reputation?

That's our day-to-day business, where many Chinese and Vietnamese forwarders use MSL, This also applies to OOGs. The obstacles are various. Sometimes our partners require an immediate response, which is not possible, as for OOGs there are a lot of things to consider, such as:

a. which shipping line is used,
b. breakbulk, container or ro/ro vessel,
c. which terminal to check their pricing as each has a different structure.
d. value of the cargo.
e. we need to contact reliable truckers who are professionals and more importantly insured sufficiently to handle when its high-value OOGs and pieces of machinery.
f. sometimes, a trucker will ask for a diagram of the cargo which is usually not provided by partners in their first email inquiry.
g. Truckers who handle OOG are quite demanding for a good reason. They have limited manpower and if you inquire a few times without using their services, they'll refuse to quote the next time because they regard it a waste of their precious time.

Are you currently a member of any project networks? If so, why, and if not, why not?

We are a member of:

- Cross Ocean
- WCA InterGlobal
- WCA Projects
- Atlas Logistics Network
- JCTrans

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SINO-MSL LINES, INC.

Featured Video

Editor's Note:

Footage taken by a passenger onboard CMA CGM Christophe Colomb, looking to another giant container vessel from Yangming in the Bay of Biscay.

Featured Photo

Editor's Note:

Residing here in Stockholm, it is nice to see that even here in the capital of Sweden project cargo movements are actually happening, and on a more regular basis than thought. Being a former chairman of Martin Bencher Group I am happy to see that the company is still going strong moving heavylifts in urban areas with skill and expertise. The piece measuring 30 x 3,9 x 5,6 m and weight 212t was moved by them including discharge from ocean vessel, transport on inland water ways, discharge to trailer with floating crane, road transport and unloading by jacking and skidding. www.martin-bencher.com

Wise Words

"When we strive to become better than we are, everything around us becomes better too."

- Paulo Coelho

WEEK #43 – 2019

October 24, 2019

Editorial

Dear Readers,

It is Thursday 24th October and that means we bring you another issue of Project Cargo Weekly. I will be visiting one of my favourite cities tomorrow, the city of Hamburg. Few cities of the world have such a nicely integrated mega port and city centre side by side and both with good restaurants, excellent shipping connections and proximity to where I live. It is always a pleasure to visit Hamburg and while I'm there, I will have a few meetings with shipowners and shipping agents. I will even stay privately in Hamburg with a friend of mine, whom I first met when working for the former Sinotrans/Rickmers joint venture in the mid-eighties. Networking is always best when it turns into a long-term friendship.

I am a bit saddened by what is happening in another one of my favourite cities, Hong Kong, where I originally got married first time in 1987. It seems that the ongoing protests, which are normally acceptable in any democracy, have gone overboard (to stay in the shipping parlance) and now consist of violence and vandalism. It's the same as we have seen in Barcelona recently. I believe that this should never be tolerated and most likely it is the few (as usual) who ultimately destroy more for the many.

There is a saying in English that ‘the squeaky wheel gets the grease’ which in this context means that those who make the most noise will get the media’s attention. The media, as we all know, never focuses on the silent majority, instead almost always focusing on the few that create the scary headlines. We tend to forget that news media are not here to report the facts, but they are here to earn money, so having balanced views and listening to both sides of a conflict is something that very few outlets master. Of course, you can fully trust Project Cargo Weekly, enough said.

A TV program caught my attention this week. It aired on Swedish TV and it was a documentary, displaying the huge export business of e-waste out of Scandinavia and other parts of Europe. E-waste, after having been discarded here by users, is collected mainly by Eastern European traders, loaded into second-hand cars and shipped (using primarily Ro-Ro carriers, it seems) into West Africa. It’s a trade that goes on unabated and because of the stupidity of our Schengen agreement, virtually no-one checks what passes the borders until it reaches the shipping port of Hamburg.

There is a convention that states that we shouldn’t export our scrap or environmentally dangerous items to third world countries, but this is a trade that has gone on for years. Frankly, it makes me sick to my stomach to see that, whilst our overpaid politicians follow the green climate religion and blab in Brussels about environmental standards, we are so lax in checking what we are happily exporting to other countries. We’re letting them sort out our rubbish, burn the scrap electronics and, thus, destroy their water, soil and air. I have had enough of well-meaning politicians jetting around the world to tell everyone how to conduct their businesses and their lives. They do this whilst makes the average Joe Bloggs in the street pay exorbitant amounts ‘for the environment’.

I wonder when some of our climate activists last paid a visit to the gigantic scrap yards of Lagos, Nigeria or Tema, Ghana. Now don't get me wrong, it's good that second-hand items are still useful, but perhaps we in the west should learn to waste less, buy less and, above all, clean up our waste! I found a clip on YouTube from a French news source that very well depicts what I am talking about.

Businesswise, this week we pay a visit to a very beautiful country that consists of thousands of islands. I even lived there from 1997-2000 with my second ex-wife on the island of Lombok. I am, of course, talking about Indonesia. There, we have an interview with a representative of Samudera, who tells us all about their vast archipelago and the logistical challenges and solutions that go with it. Next, we visit the port of Ningbo and talk to Ningbo Connexion, a local project freight forwarder active there. Finally, we return to the island of Sri Lanka and we revisit an interview with Aitken Spence, who has not only run logistics services but also hotels, ports and so on.

So, we think you should find this week's issue to be very interesting! Needless to say, we provide you with the usual shipping news, trade intel, and wise words, and until next week, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

PROJECT CARGO Weekly

Interviews

Samudera Group
Jakarta, Indonesia

Interview with

Mr. Muhammad Faqih
Managing Director

First, could you tell us about the history of Samudera Group? I understand that you are both a shipowner and a logistics provider?

Samudera Indonesia Group is known as the largest shipping and logistics group of companies in Indonesia. Founded on 13th November 1964 by Mr. Soedarpo Sastrosatomo, Samudera started its business as a shipping company and international shipping agency. Since that time, Samudera has grown and developed into more than one hundred subsidiary companies in six different businesses, being Samudera Shipping, Samudera Ports, Samudera Logistics, Samudera Shipyard, Samudera Property and Samudera Services.

Established on 28th October 2003, PT Silkargo Indonesia (SILkargo) is one of the subsidiaries within Samudera Logistics which is focusing its business in freight forwarding and logistics services, including project logistics. Working as a logistics service provider, SILkargo has been able to manage both containerized general cargo services as well as oversized and over-dimension cargo and project cargo.

Who are the owners of the Samudera Group?

Samudera Indonesia is publicly listed on the Indonesian stock exchange, yet the majority shareholders are the family of Mr. Soedarpo.

Indonesia is a huge country and consists of thousands of islands. Does Samudera have offices in most places, or from which offices do you normally control project cargo logistics?

Indonesia is also known as the largest archipelago in the world, with more than 17,000 islands spreading out almost 4,000 miles from East to West between the Indian and Pacific oceans. More than 270 million people live in the country and they are concentrated on the five biggest islands: Java, Sumatera, Kalimantan, Sulawesi, and Papua.

Samudera has its own offices in the main cities and main ports of Indonesia to control its operations. Some locations have a specific purpose, such as Palaran in Samarinda, East Kalimantan, which is a container terminal owned and operated by Samudera. Another is in Sorong,

West Papua, which is a service company in port management and logistics for BP Tangguh, and so on.

The centre of project cargo logistics management is in Jakarta, but the execution is always collaborative. We involve branch offices and subsidiaries on the front line to deal directly with the cargo and all related parties. Being a large group of companies with complete logistics services and facilities, we always shop within the group first and collaborate among business units within the group to provide a seamless service to our clients under a single name: Samudera.

Could you provide us with some information on your experience in dealing with project cargo?

In the last decade, Indonesia has been speeding up the development of facilities and infrastructure. This involves not only government projects but also private sector projects, due to the increase of new investment and the expansion of the industry. Government projects are focusing on electricity, seaport/airport development, road/toll road, etc. while private sector projects are more various. Some sectors which have most projects are oil and gas, mining,

agroindustry, manufacturing, and constructions, among others.

Samudera Logistics, which consists of several business units together, has vast experience in handling oversized and project cargo in many sectors, ranging from electricity, oil and gas, manufacturing, and so on.

Tell us about the main ports of Indonesia being used for project cargo and where do you see the most development of your large country taking place?

Generally, all main ports and international ports are capable of handling project cargo. They are Tanjung Priok Port, Jakarta, Tanjung Perak Port, Surabaya, Tanjung Emas Port, Semarang, Belawan Port, Medan, Batam Port, Panjang Port, Cilegon Port, Balikpapan Port, Makassar Port, and Sorong Port, Papua. Some private ports also have a good capability for project cargo, such as the BP Tangguh Port in Papua, the Krakatau Steel Port in Banten, etc.

Being a developing country with more than 5% economic growth, the central development of Indonesia is in Java Island which is home to most of the population. To this day, electricity networks, toll roads networks and industrial areas are some of the development agendas on Java Island. But in the last five years, government attention is shifting to the eastern part of Indonesia that is still underdeveloped when compared to the western part, where you can find the more sophisticated facilities and modern infrastructure. The government want to close the gap by boosting development in the east. Infrastructure is the main priority, while private sec-

tors are also being encouraged to develop modern industry in the east. Mining and energy sectors are big in the east and they are now building facilities such as smelters and oil refineries.

What can you tell us about customs clearance in Indonesia? It used to be cumbersome I remember but how about nowadays?

Customs bureaucracy is making a lot of progress and they've done a lot of reformation programs by promoting young and committed officers to the frontline, so as to cut off the so-called 'old, lazy and corrupt' officers whom often make things difficult and cumbersome when it's supposed to be easy.

The modernization of customs by electronic data interchange (EDI) has been implemented for more than a decade and, as of January 2019, all the EDI processes in all customs offices in Indonesia can be conducted via the internet. This system is promoting ease and fast processing, as well as reducing face-to-face or physical interaction between the customs officers and importer/exporter/customs broker. This will eliminate the possibility of corruption in clearing the cargo.

The most important thing is that you must make sure all documents required by customs are in place on original forms before you submit the electronic data. Indonesian customs also still require the original packing list and invoice with stamp and signature. If all these are properly completed, you will get a Green Channel response within hours. The Yellow Channel will require you to present all original documents to the customs office and, if all is good, release will be granted within hours too. It's only the Red Channel that still requires face-to-face interaction with a customs officer in the cargo inspection process. Generally, the Red Channel can take five to seven days' processing to release the cargo.

Finally, tell us about yourself. When did you start your career in logistics and what made you choose this career?

After graduating from the university in 1993, my goal was to work in the mining or oil and gas industry because I had studied Geology for five years. Yeah, Geology, ha-ha. But nobody knows what will be happen in their future.

In short, as a fresh grad, I also applied for a position in Samudera, just to try and fulfil my curiosity. I got that position, as a junior staff member in the company while I still looked for opportunities that I was aiming for. But I enjoyed my work at Samudera, where the company assigned me to its freight forwarding unit. It went on and on and on from there and made me

love the job even more. After three or four years, I decided to stay at Samudera indefinitely because of the environment and the opportunities I was given to develop my skills and abilities, as well as the exposure given to the managerial level.

Being a logistician is rewarding in terms of self-development and gaining various experiences in handling various cargo. Travelling to many places, including remote areas, for project cargo is pretty much what I was looking for when I first considered working in mining or in oil and gas fields in the first place.

Samudera is the first and maybe the last company I'll work for. After twenty-five years in the logistics business, I think this is one of the most interesting industries for your career. It will challenge you to be creative and find the best solutions for your clients, by which I mean fast, easy, economical yet safe and secure service.

What's the best way for our readers to contact you?

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You may wish to check for more details at our website: https://www.samudera.id

Featured Video

Editor's Note:

A nice compilation from this year about the world's twenty largest container ports. Watch this and perhaps be impressed by world trade and world containerisation.

PROJECT CARGO Weekly

Featured Photo

Editor's Note:

Close to Kingston, Jamaica, as seen from the container vessel MV Lutetia, en-route to Cartagena.

WEEK #44 – 2019

October 31, 2019

PROJECT CARGO Weekly

Editorial

Dear Readers,

It is Thursday 31st October so indeed the last Thursday of the month. Ten months have passed and yet two months remain until 2020. What is in store for 2020 remains to be seen and, as a wise man said, no one can predict the future and what it has in store for all of us.

I am currently in Grenaa, Denmark, visiting my parents and, although they are in good health overall, I can see that they have become smaller and frailer in the few months since I was last here. It reminds me about the importance of spending our time wisely and, frankly speaking, it's not the years in your life but the life in your years that count. Families don't always agree on everything and sometimes we clash, but we never know what's around the corner and if we don't do our best to keep in touch with our families, children and friends, we will surely live to regret it. The last shirt you wear has no pockets and words are empty, especially when those we love are no longer around to hear them.

Personally, I dislike some of the double standards that prevail when many people pay their final respects at the church. Where were they when the person was alive? Do their unheard words matter more when presented along with a huge bouquet? When the person was alive,

perhaps that would have been the right time to give them just a flower or make a phone call to say hello and ask how they are. Naturally, of course, we all grieve and handle sad things in life differently, but I believe in making gestures when people are around, not when they no longer are. Failing to do when someone is still with us and then overdoing it when it's too late of that is often just for show.

Someone once remarked that the only safe bets in life are death and taxes. Still, I would like to add to those, 'governmental, local or federal mismanagement of public projects'. It's almost certain that these will be completed late, way over budget and no heads will roll for it. It's become the survival of the most unfit, rather than the fittest, in many ways and instead of being punished they are rewarded with a hefty golden parachute, much as what we often see when incompetent bankers finally get the boot.

Business-wise this week, we start in the great country of steaks, red wine and pampas, also known as Argentina. Although the country is currently in a crisis, something that they are used to down there, the mood is upbeat and positive, not least with the experienced project freight forwarder ULog whom we interview. We then proceed to the country that has the best french food, best beer and best chocolate, which – surprise surprise – is Belgium. We interview one of the most versatile and modern terminals available in Antwerp and they convincingly argue for why they should be consulted regarding your next project in/out of Europe.

Lastly, we revisit a place that was, once upon a time, called the Paris of the East, at least I think it was. The place is Beirut, Lebanon. Many a Lebanese businessman has done well abroad and although the country is small and has had a vast array of problems, many of them homegrown, there is a positive atmosphere around when talking to Henry Heald & Co., shipping agency and more, in Lebanon. Finally, as usual, we provide you with shipping news and trade intelligence as well as a featured video, photo and wise words.

Wishing you a happy entry into November (with the 1st being a Friday) and until next week, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Ulog
Buenos Aires, Argentina

Interview with

Mr. Dardo Van Megroot
Head of International Logistics & Project Cargo

First, can you tell us about the history of Ulog?

Ulog is part of Ultramar, an enterprise group with three business lanes; agency services and integral solutions (DAIS), industrial logistics (KAPTAN) and ports (NELTUME PORTS).

Ulog began operations in Chile in 1999 to provide logistics solutions to various customers of Ultramar. In 2001, Ulog started operations in Argentina and that was the beginning of its international expansion.

In 2007, the leadership and presence of Ulog were consolidated by expanding its network of international agents on a worldwide scale. Currently, the logistics division of Ultramar has

consolidated its regional presence with offices in eleven countries within the Americas.

Who are the owners of the company, and for how many years have you worked there?

Ultramar has over sixty-five years of experience in the American continent, acquired by working with over fifty companies, many of them leaders in their respective markets.

Ultramar is a partner you can trust that provides a complete platform of innovative, sustainable and integrated services and solutions, to support the foreign trade in the Americas. Agency services, integrated solutions, industrial logistics, port operations and stowage are part of its main activities.

Efficiency, excellence and quality of service are part of Ultramar's hallmark. When it comes to our partner companies, we strive to be strategic partners for our customers by contributing to their logistics chains and generating economic dynamism in America's most important markets, having much respect for the environments in which we develop our activities.

What is your background in shipping and logistics, and how come you chose this career?

I had been working in Ultramar for the previous eleven years and during my career, I worked in different divisions. I started on shipping lines represented by our group (among them MOL, Hyundai Merchant Marine and Yang Ming Line) in the documentation and customer service department at first, and then moved on to the commercial department.

After several years, I moved to the chartering division and, as a senior shipbroker for five years, I was responsible at first for dry markets (project cargo, steel and grains) and then became responsible for the wet markets (oil and chemicals).

For the past two years, I've been head of international logistics and projects for Ulog. The

rotation that I've had within the company has allowed me to learn about several different markets and to understand logistics from different perspectives, such as those of shipping lines, shipbrokers and freight forwarders.

Argentina is a big country that borders with neighbours in South America. As you've said you have experience in project cargo, could you provide us with some examples of projects you've handled in/out of Argentina?

Yes, Argentina has been developing several big projects over the past decade, mainly in the energy market (oil and gas, renewable energy and mining) which are very intensive on oversized cargo. In the oil and gas market, we are the second country in unconventional gas resources and fourth in unconventional oil resources worldwide. On renewable energy, the government's goal is that twenty per cent of electricity consumption must come from this source. As a result, Argentina has released public tenders with fiscal incentives to achieve it, and more than a hundred projects have been awarded.

We are a big presence in the above industries and one of our latest projects is the logistics for a new cement plant. We've received five breakbulk vessels during 2019, with more than 45,000m3 of cargo. We've overseen the complete logistics from the port to the job site, located 350km away from the port (including discharge at the port, inland transportation to bonded warehouse, storage and stowage, inland transportation to the destination).

We've moved more than seven hundred trucks (430 semi, 105 OOG semi and 177 low beds)

and more than fifty per cent of the cargo was OOG. Also, for this project, we've moved more than 400TEUs (standard containers, open top and flat rack containers) of standard materials. It's been very challenging and a little stressful for us because we received all the cargo and containers within a very short period, but with a great team, as we have, we are currently almost finished on this project, without any great inconvenience.

Where are your offices elsewhere in South America? Also, how would you describe the business environment in general now for Argentina and South America overall?

Yes, our company is present in fifteen countries in the Americas, with more than fifty business units and participation in multiple markets. We have more than 12,000 employees.

I love South America, even though we still have a lot to improve and learn and I like the business environment in general. We are passionate, reliable and friendly. However, we are currently facing some political instability throughout South America and I hope we can solve it as soon as possible to keep growing.

Customs clearance is an issue in every country. Countries like Brazil and others have had difficulties with that for years. How is the situation in Argentina?

Customs clearance in Argentina is as complicated as it is in Brazil, and delays could generate high extra costs, so custom brokers are very important in the logistics processes and usually, a shipper or consignee has their designated custom broker that knows their products and procedures. It is always a smart idea to check with them before confirming any operation.

Are there any shipowners that you generally prefer to work with for Argentine trade if, for example, the cargo originates in Europe or Asia?

No, we do not have any preferred carriers for containers, but we used to work with in-house represented shipping lines like Yang Ming, Hyundai, MSC and ONE, but also with Cosco and Maersk. For RoRo cargo, we work with MOL, ACE, Grimaldi and Wallenius, taking advantage of their strong routes and freight.

Are you a member of any global networks currently? If so, why do you believe that it is a good idea?

We joined the Cross-Ocean network this year. We've never joined a network before, but we are now starting to actively participate since we believe that, in a global world like ours is today, it's a great idea to join. If you are not connected, you'll lose tons of opportunities for generating good business. We believe it is not enough to just be part of a network though, as we must be active and proactive, participate at conferences and share information and business opportunities with our partners.

How is best to reach you?

Potential contacts are welcome to get in touch with me in the following ways:

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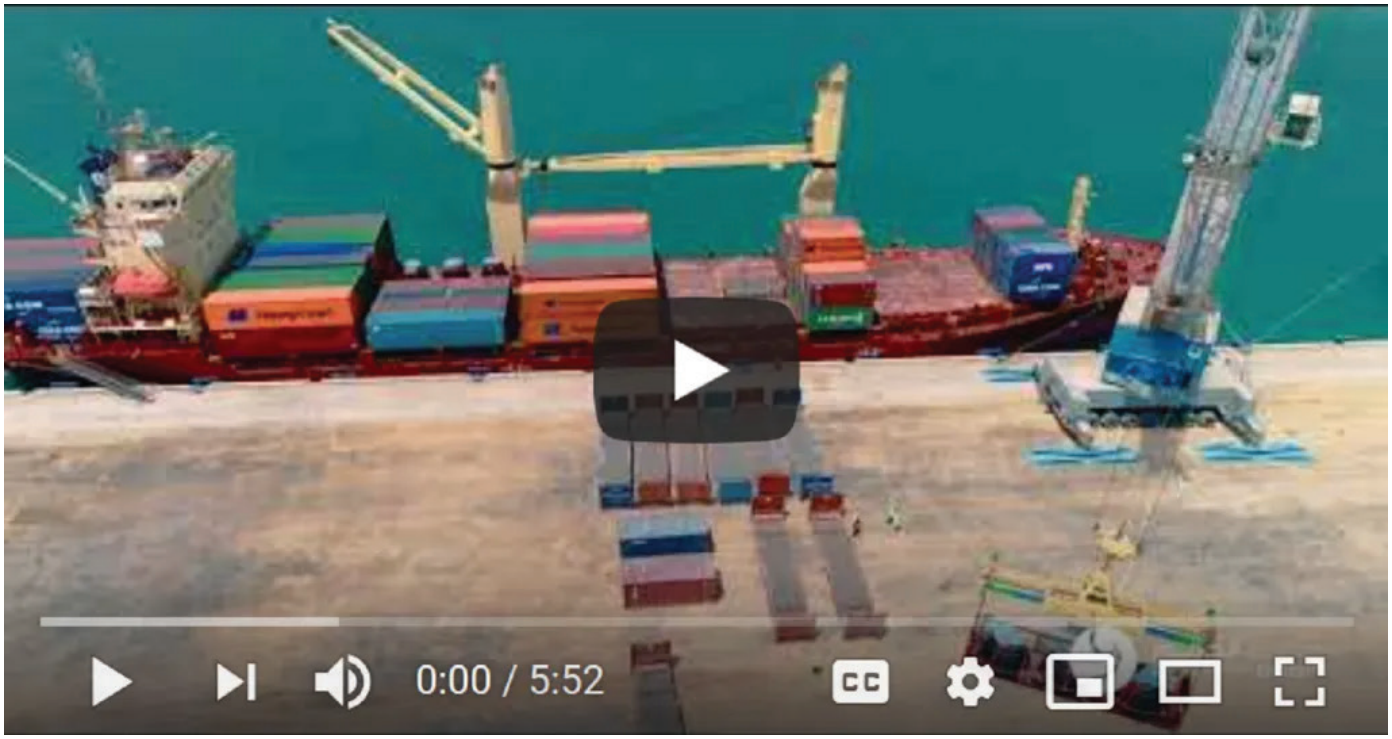
Port of Duqm: Endeavoring to Be the Best

Editor's Note:

The Port of Duqm, Oman, is an impressive and relatively new gateway for trade to/from the Middle East. Oman is a nice country and the people of the country are generally regarded as very friendly.



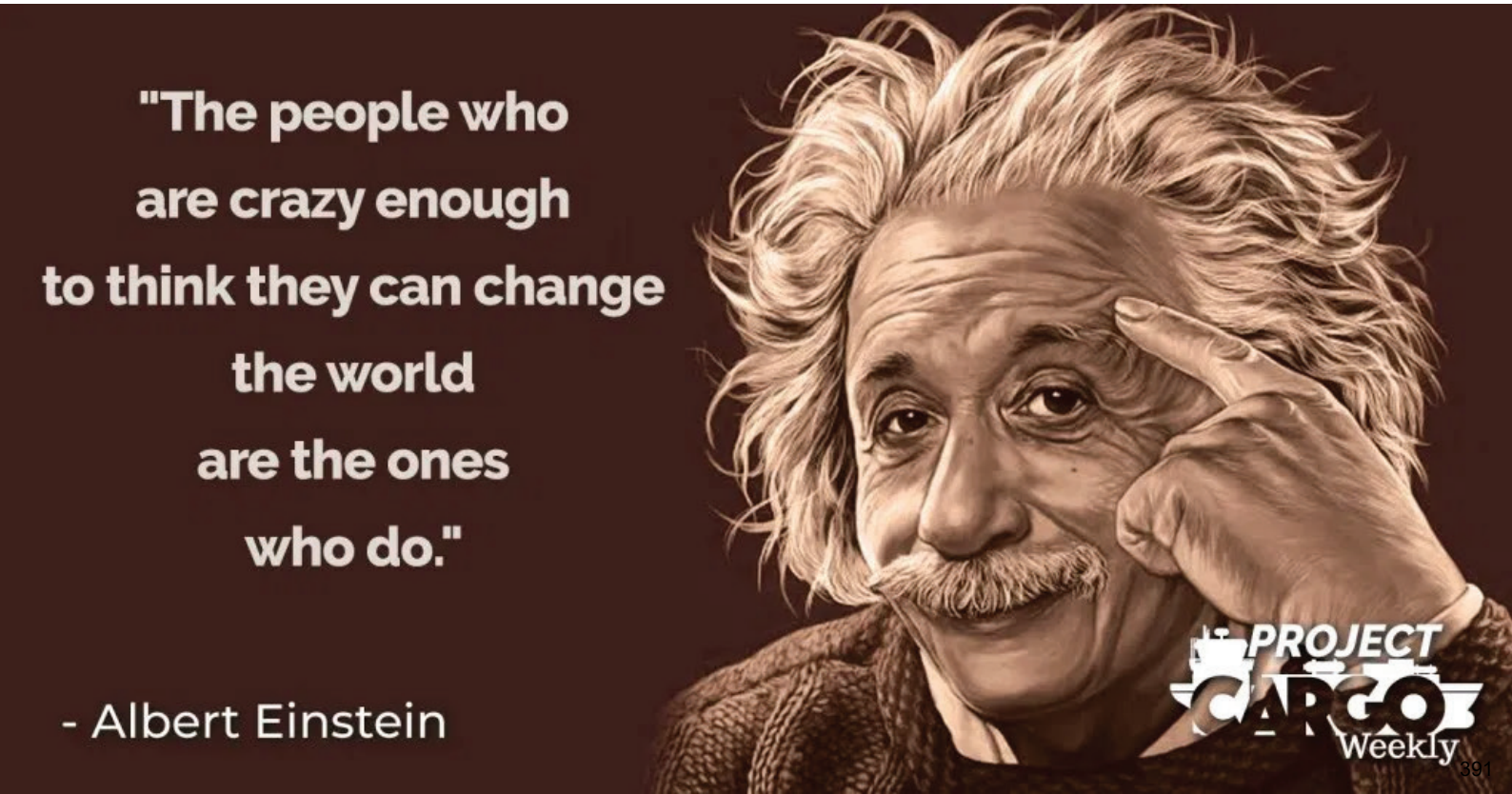
Editor's Note:

Today's view across the sea of Kattegat between Denmark and Sweden.

Wise Words

"The people who
are crazy enough
to think they can change
the world
are the ones
who do."

- Albert Einstein



WEEK #45 – 2019

November 7, 2019

PROJECT CARGO Weekly

Editorial

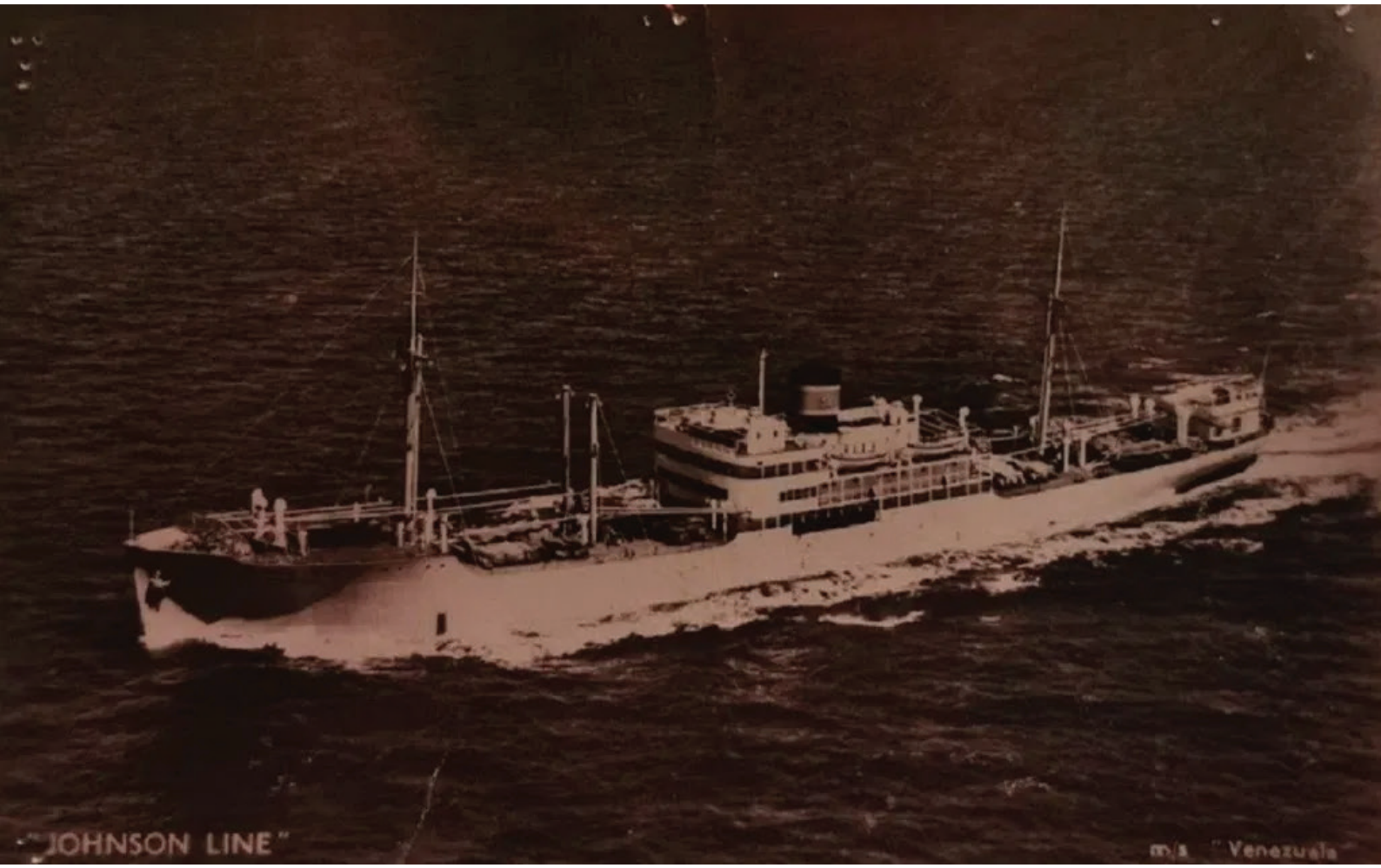
Dear Readers,

It's Thursday 7th November and we are here again. This week, I have been preparing my suitcase for yet another trip to Asia. The trip will last fourteen days, and I will pay visits to Bangkok, Singapore, Hong Kong and Cebu, Philippines. I am chairing conferences for Cross Ocean in Bangkok and CLC Projects in Cebu, and I am expecting to meet with up with the representatives of about ninety project freight forwarders coming from sixty-or-so countries worldwide. Travelling is living of course, and in the age of the internet, one thing that I feel we can be sure of is that meeting face to face can never be replaced by any technology, no matter if it's the internet, A.I, or a robot.

Although travel requires investments in time and expenses for hotels and flight tickets, I have always found it to be a temporary cost, as it is usually reimbursed later through more business coming your way thanks to your travel. In the past, I've usually flown in the back of the plane, although occasionally I'll pay that little extra for extra comfort and leg room. These days, I sometimes even splash out for business class, now that I have cut down on the pre, during and after-dinner drinks.

Entertainment has become so much better on most flights. Remember the days when we all looked at a big screen on board? I even recall the time when there was a smoking section, although remembering that only reminds me of my age. As for airlines, Finnair is not a bad choice and from northern Europe, they do have some of the best connections, via Helsinki, to some fifteen cities across Asia. I am leaving my wife here at home with the three kids and departing/returning has, for years, been very much a way of life.

Still, whenever I feel sorry for myself, I can recall having spoken to the crew on board the most recent container ship cruise I took. They are out for nine months in one go, without any access to their family. So, in all aspects of life, we must face the fact that there's always someone better off than us, but also plenty who have it worse. When my father went to sea in 1958, communication was possible only by letter and with at least nine to twelve months abroad, he told me that he would often receive ten letters in one go when they finally arrived at a port.



MV Venezuela of Johnson Line Sweden. Photo taken in 1966.

Going straight on to business, today we have two new interviews from Sweden, where I reside. We speak first to a company called Scanlink, whose main offices are in the west of the country, near Gothenburg. They are quite international in their way of doing business. We then speak to Almroths on the east coast, by the city of Norrköping. Almroths have some of the most impressive storage facilities for VIP clients, located on a former airfield. We then revisit a regional shipowner in Asia called Mitsui Osk Kinkai, and whilst Mitsui Osk is mostly

known from way back by the alligator logo on their containers (now part of One), their regional breakbulk division is rather less known in the market but is still an interesting product.

We, of course, provide you with trade intel, shipping news, featured port, video, photo and wise words and we will be back again next week.

Until then, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Scanlink
Gothenburg, Sweden

Interview with

Mr. Bo Börjesson
Owner

First, Bo, can you tell us about your career and how you ended up in shipping and logistics?

I started back in 1970 as a messenger boy. Back then, I used to deliver documents between the customs administrations in Gothenburg to the shipping lines and freight forwarding offices.

Later, I went to school for two years to study to become a freight forwarder After finishing my studies, I worked for a couple of different forwarding agencies until 1986, when I decided to start my own business: Scanlink Transport & Logistics AB.

What are the main activities of Scanlink?

We manage and co-ordinate transportations all over the world. Scanlink is always prepared to meet our clients' specific transport and logistics requirements, which include:

Sea and air consignments
Road and railway transport
Warehousing and distribution
Project Cargo

We also manage container sales which, most of the time, is a part of the project business that we handle.

You mentioned having experience in project and oversized cargo. Can you provide us with a few examples of projects that you have handled?

My experience of handling project and oversized cargo goes back thirty-five to forty years. It has always been a part of our business and it's something with which I very much enjoy deal-

ing. We handled our latest project this summer. It was a factory located in the northern part of Sweden that was to be shipped to South Korea. One part of our job was to dismantle all the equipment and load it onto trailers. This was a good example of oversized cargo and the biggest piece weighed forty-two tons.

There is a lot of competition in logistics nowadays. How do you make sure to stand out from the competition? Do you always compete only on price or are there also other factors?

Yes, the competition is hard, but we believe the main thing is to go out and meet the clients in person. We are a small organization and we strive to provide our employees with the possibilities to manage this.

Our top priority is to offer our clients the highest quality service. I would say both price and quality of service are our most important tools for getting new business.

Do you find it difficult to find competent staff to work for you? A lot has been said about the need to make logistics interesting for the younger generation, as they seem to mainly pursue careers in IT or software development these days. How do you ensure that you find the right staff to work for you?

In general, I think you might be right. However, most of our staff have been head-hunted from bigger freight forwarding companies. Thanks to this, we believe we always end up with good people.

Working on a global scale means you need contacts. How do you find your logistics contacts abroad? Are you a member of any networks?

I believe it's quite easy to get logistics contacts abroad. We get a lot of emails from international companies introducing themselves and offering their services.

We are members of four different networks and, all together, these networks cover the whole world.

How do you see the future for small or medium-sized logistics companies?

That's a good question. I believe that small logistic companies have more options and opportunities for managing their business regardless of if it's high economic activity or low economic activity.

Medium-sized businesses might have a harder time managing, as they must compete with both big, international companies as well as the small companies.

How to get in touch with you?

You can always contact me at:

bb@scanlink.se
scanlink@scanlink.se

www.scanlink.se

SCANLINK®
Transport & Logistics AB

Featured Video

Editor's Note:

Accidents happen but salvage is sometimes possible. This video from a couple of years ago provides an interesting insight into the salvage of a vessel that ran aground in Mauritius.

Featured Photo

Editor's Note:

A giant Maersk M-class vessel, anchored, viewed from a Stena ferry to Gothenburg.

WEEK #46 – 2019

November 14, 2019

Editorial

Dear Readers,

It's Thursday 14th November and we are back in town. I say town, but I mean megacity, as I am sending you this newsletter from Bangkok, Thailand. Bangkok has changed a lot since the mid-eighties when I first visited and there seems to be quite an investment in real estate, with lots of condos coming up. Infrastructure is developing rapidly, and Bangkok seems to provide value for money compared with the costs of living in places such as Singapore and Hong Kong.

You can buy property here, but it is always a good idea to check the rules and regulations carefully. Thailand is a beautiful country and it is generally a long-term winner when it comes to considering places to revisit. The great food and the friendliness of the locals make you want to return soon after departing. Therefore, I'm sharing a few shots taken from the corner condo that I invested in here, located downtown, also a few pictures with you here of the food we enjoyed at the Cross Ocean network conference and finally, the group photo from the event that I chaired.

It reminds me also to tell you that if you are looking for an Asian regional office, Bangkok is a very good location as you are within reach of most major markets in SE Asia and China.

From Bangkok, I'll be heading to Hong Kong. Although I am very saddened to see all the protests and vandalism that have been going on there for months, Hong Kong, with its location, port and proximity to China, will likely remain my favourite city in the world. My flight to Hong Kong takes only two hours twenty minutes, but naturally you've got to consider Bangkok traffic as an obstacle that's not easily overcome.

On the political front, I've got to admit that I haven't taken any notice, having been busy with some fifty-or-so guests in town. This meant that I've paid scant regard for the newspaper headlines, but I'm sure, as usual, that there's a reason why newspapers are used to wrap fish in. The news is old as soon as its published.

In today's newsletter, we start in a country known for scenery, salmon and oil wealth, by which I mean Norway. We talk to Tschudi Logistics, a Norwegian-owned but international project freight forwarder. Travelling south, we stop by in the country famous for cars and lederhosen, i.e. Germany, where we meet with famous global project freight forwarder Hansa Meyer. With the industrial base in Germany, there is little wonder that they have global

forwarders located there although nowadays the car industry is sputtering, they also are looking at developing new markets.

Finally, we end up in the country of Morocco which, besides sand, scenery and tourism, also boasts a super location in the Atlantic and the Med, linking Europe with Africa. Planet Com-Trans gives us insights into their business. We provide you with interesting news (especially this week), trade intel and wise words. As always, we wish you all the best and, until next week, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Tschudi Logistics Group
Oslo, Norway

Interview with

Mr. Eskil Ødegaard
CEO

Tell us about the establishment and history of Tschudi Logistics in Oslo. Who are the owners of the company?

Tschudi Logistics Holding AS was founded in 2006. In 2016, we merged Tschudi Logistics and Tschudi Project Transports. The merge made us an even stronger as a single brand with the ability to offer a broader line of services to our clients.

We are a part of the Tschudi Group, which was founded in 1883, and the company started in shipping. Henry Tschudi was the founder and to this day we are still owned by the Tschudi family. Our Scandinavian roots are important to us and we are particularly well-represented in Norway, with our head office in Oslo and mining activities in the north. We also have offices in our neighbouring Scandinavian countries Denmark, Sweden and Finland. Today the Tschudi Group employs 320 people and holds a total of eight companies.

Transport of brewery tanks from Denmark to Russia. Tschudi Logistics was responsible for chartering, craning and trucking.

I joined the Tschudi Group in 2007 to work for Tschudi Logistics Holding AS, and we established Tschudi Lines the same year. We also started a rebranding process and established offices in all the countries where our ships called. We sold our lines services in 2015 to the Danish shipping company Unifeeder and I joined them for about a year. In 2016, I returned 'home' and became the CEO of Tschudi Logistics Group, which I have been ever since. A lot has happened in the past three years, we have grown and today we have offices in ten countries, which are:

Rotterdam, Holland
Tallinn, Estonia
St. Petersburg, Russia
Qingdao, China
Maputo, Mozambique
Odessa, Ukraine
Aarhus, Denmark
Gothenburg, Sweden
Turku, Finland
Oslo, Norway

The Tschudi Logistics Group has roots in Scandinavia, but today the company also have offices in Central and Eastern Europe, Asia and Africa.

Are you used to handling project cargo? Could you provide us with some recent examples?

We handle projects worldwide, but we are particularly strong in Scandinavia and the Baltics.

Tschudi Logistics shipped bridge elements from Spain to Sweden for the Hisings Bridge.

Our latest big project in Scandinavia was the delivery of bridge elements for the Hisings Bridge in Gothenburg, Sweden. The components were loaded onto the Symphony Spirit in Bilbao, using the vessel's two cranes in a tandem lift. The heaviest item weighed 149 tonnes and the total weight of the shipment was 1,774 tonnes. The journey from Spain to Sweden took five days and was carried out twice to deliver all forty-two bridge elements. At Tschudi Logistics, we were responsible for finding and chartering a suitable vessel for the job, designing the transport scope, loading and discharging the oversized elements and lashing and securing the cargo.

A heavy lift crane was used to load cargo onto ship in Bilbao, Spain.

Another of our recent major projects was the logistics solution for five massive digesters and one accumulator from Finland to Belgium. The shipment included a total of forty vehicles driving simultaneously in one convoy through Belgium. The route involved passing dozens of roundabouts, lifting hundreds of low hanging electric cables, trimming thousands of tree branches, constructing temporary roads and passing through several small villages and towns in southern Belgium.

https://tschudilogistics.com/transport-of-massive-digesters/

Are you currently a part of any networks and if so, why do you feel that it is necessary to be?

At Tschudi Logistics Group we are always growing our global reach, most recently with the opening of our new office in Mozambique. To further support our international presence, we believe it is crucial to stay on top of the latest trends as well as to meet prospective partners and clients. A network like CLC Projects is ideal for exactly that, and we are also members of the Project Logistics Alliance.

Domestic transport in Denmark of oversized milk tanks.

There is a lot of competition in logistics nowadays. Everyone claims that they can do everything. What makes you stand out?

Being a part of the Tschudi Group also means being a part of a strong and well-established culture. The group is more than 135 years old, and as I've said, even today we are still owned by the Tschudi family. Our sister companies operate in offshore and towage, personnel services and ship management.

Currently, Tschudi Logistics employs fifty people. We prioritize personal contact with our clients and ensure to always deliver quick responses.

We pay a lot of attention to employee autonomy and the chain of command is short. This means that we are quick to identify opportunities. Further, we always encourage our employees to think differently to find new, smarter and better solutions in everything we do. We believe that this way of working will keep us on top of our game!

We are strong in the fields of both land and sea transportation. Our team cover everything from project freight, general forwarding and rail to chartering, provided by our in-house department. Most of the projects we operate require multimodal logistics solutions and we can offer the entire package.

Transport of four 350 ton transformers to a Swedish Power Plant.

Tell us about your career. Why did you choose a career in shipping and logistics? What do you like about it?

I started my short sea career in Lys-Line 1989. At the time, this was a well sought-after liner company and in 2003 Lys-line were bought by DFDS. I followed along and became a part of DFDS. While I liked the job and the challenges that it posed, I started missing the charm of working at a smaller company.

I missed having my fingers in the mud of tasks across the organization and being closely connected with all parts of the supply chain. As a result, I started looking for other opportunities and this is when Tschudi came to my attention. Tschudi was an opportunity to return to a family-owned company with a rather flat-structure and a short chain of command.

I am fond of working in environments like this and I have a strong focus on encouraging our employees to think outside the box.
Hence our tagline: *Creating value by daring to be different.*

What's the best way to contact you?

Mr. Eskil Ødegaard
E-mail: eoe@tschudilogistics.com
Phone: +47 67 11 98 98 / +47 917 97 64

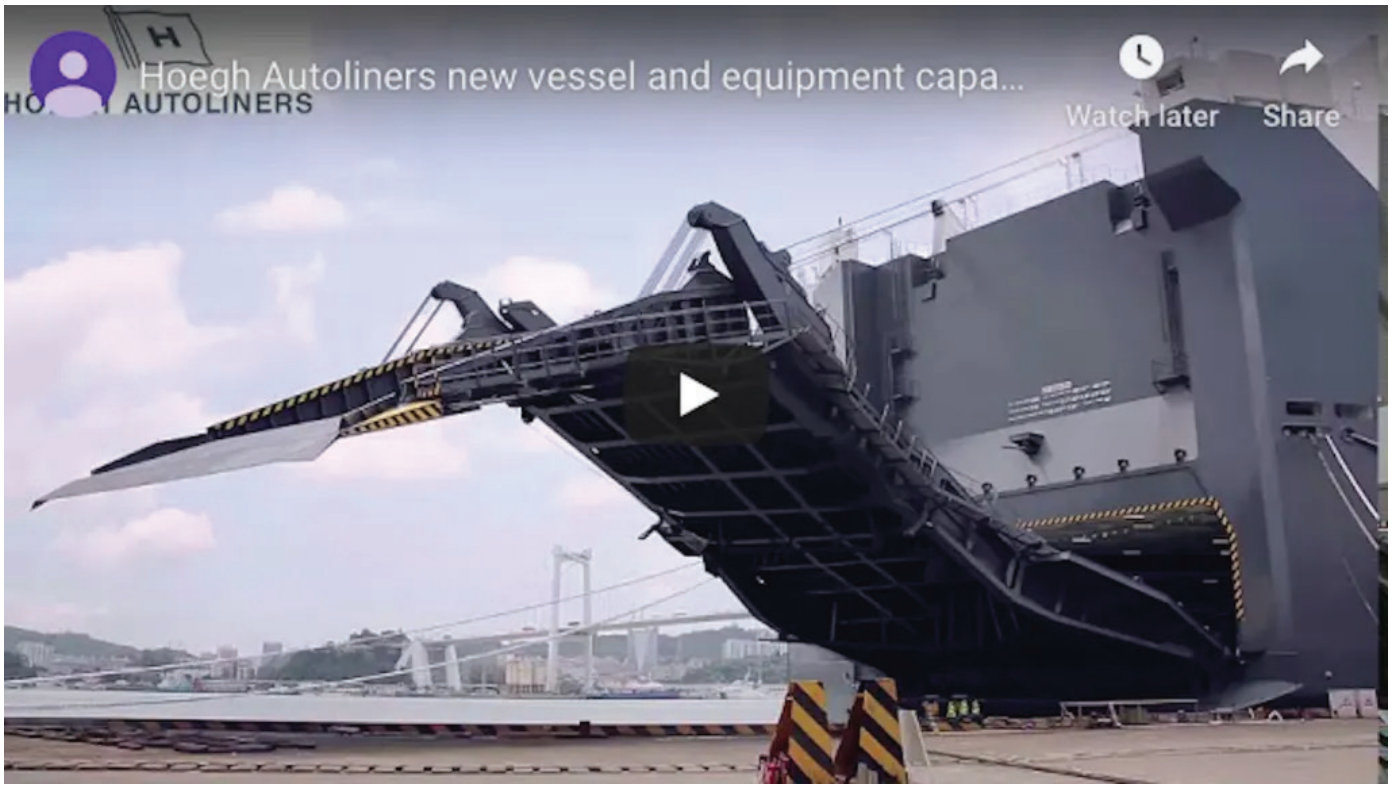
https://tschudilogistics.com/

Featured Video

Hoegh Autoliners New Vessel and Equipment Capabilities

Editor's Note:

An Impressive video of the newest type of RORO ships here from Hoegh Lines. It's an amazing way to transport breakbulk cargo safely as well, even including transshipment, as the cargo is not touched as being on MAFI trailers.



Editor's Note:

This picture, taken by XS Global Logistics in Perth, shows one of four Cat777 units that were moved from Spain to Lae, Papua New Guinea, via Brisbane. The trucks were moved on a RORO vessel to Brisbane at the request of the customer, than transshipped to Lae. The cargo was loaded onboard a Swire vessel in Brisbane for its voyage to Lae.

WEEK #47 – 2019

November 21, 2019

Editorial

Dear Readers,

It's Thursday 21st November and it's time, once again, for our weekly newsletter. I spent last week in Asia and returned two days ago after a long flight from Cebu, Philippines, back to Stockholm via Hong Kong and Helsinki. Whilst in Hong Kong, I had a ten-hour layover, so I went downtown for a meeting. It was with a Finnish guy (elias.heikari@eliron.com.hk) who has experience in track and trace for cargo, moving mainly on-road/rail and often to/from Asia via Central Asia and Russia.

I thought it to be worth going downtown, even though the protests were (and still are) going on just around the corner from where the meeting took place. We all would like to know where our cargo is, let alone where our children are and, not least, where the wife is. So, to that end, a lot of tracking solutions exist. A lot can be done person-to-person via a mobile phone with GPS enabled, but certain trackers do exist for cargo that travels a long distance. You may wish to look below at the introduction of a product has been selling in the market now for some time.

The world showed that life has two sides during our dinner meeting in the Italian restaurant on the sixth floor on the east wing of the Marco Polo hotel. Enjoy this photo and short clip of my view at dinner below.

Meanwhile, in the west wing of the hotel on Canton Road, where the main entrance is located, this was the view taken from my taxi while rushing back to the airport after the above dinner.

That photo was taken from my backseat taxi window and, miraculously, we managed to steer our way between debris being thrown into the road by protesters, in order to get out towards the highway to the airport. We got stuck there for two hours in a massive traffic jam and were forced to watch hundreds of (mainly masked) youngsters passing us by, shouting slogans in Cantonese. It was intense, as you can see here from this short video clip that I made from the relative safety of my taxi.

I did make my connection to Europe in time, but it was a harrowing time sitting stuck there in the car, unable to move or do anything. There was no danger at any point though, as the pro-

testers were not interested in an overweight westerner going to the airport. They were much more concerned with following their comrades to battle the police at the HK Polytechnic not far from there. It was an experience, that much I can say. I really hope, for the sake of Hong Kong, that there will soon be a dialogue and some reason between the parties involved.

It is often the few that destroy things for the many, and radicalism and vandalism should never be condoned, but I think that bigger political agendas play a role here as well, as I think some have a vested interest in seeing this problem escalate. A few youngsters that I spoke to told me that they feel like they've got no hope, and that is perhaps where Hong Kong's elite has failed to understand that there is a contingent of Hong Kong, below the tycoons and the well-connected businessmen, who want to get onto the ladder.

Those folks were not wearing yellow vests like in Paris, but they were wearing black masks, and were mainly students. When I later listened to the media reports here in Sweden, it was clear to me just how ill-informed and biased some of our official media and TV stations are, and that they also serve their particular political agendas.

The flight home went without a hitch with Finnair. Further, connecting to Stockholm via Helsinki gateway enabled me to land at six-thirty a.m. in Stockholm. The first thing that meets you in Scandinavia is darkness, but at least the fresh air, three happy children and even a happy wife (after I handed over the usual airport gift that I found as recompense for my long trip abroad) are light enough. Diamonds are forever, they say, although it wasn't a diamond this time, but rather a special high-quality ball-pen so that she can use it while studying Swedish.

My fifteen-day trip to Asia saw me meet with about 125 people in total, the bulk of which meetings took place during the one-to-one meetings at the Cross Ocean and CLC Projects network conferences that I chaired. Also, since each meeting is just ten to fifteen minutes long and everyone meets everyone, it forces the people you meet to cut to the chase and helps you understand if there is a real business opportunity in the future. After all, face to face meetings are what this business is all about and it can never be replaced by social media, internet or robots. I, for one, thank God for that!

On the political front, I understand that the usual Hollywood show (a.k.a US politics) is in full-swing, with loud voices coming from both the Left and Right, attacking each other. It's indeed a marvel to behold, to see grown-up kindergarteners in full play. The US media must have a field day with it all, because where would they all be if they couldn't report on small events as 'breaking news' to Joe Public?

Understanding the facts means following different news channels, even reading different newspapers and then collecting your views on the matters therein, although I suspect that few actually do that. My above experience in Hong Kong, whilst harrowing, showed me at least that whatever the media reports, it is seldom a full account of the facts. Actually, their 'facts' are often overblown to create the maximum amount of scary headlines.

Whilst we are winding down to the last issue of the year 2019 (which will be published on the 28th November), this week we have just two interviews in store for you. The first is a fresh one with Procam in India: an experienced and perceptive project freight forwarder, fully taking advantage of the development of India's infrastructure.

The second interview is a revisit to Martin Bencher Group, a company that I know intimately. In this age of renewables and 'green' hysteria, we must also observe that green power now accounts for a huge and substantial part of all the cargo being moved around the world in the project sector. Martin Bencher shows that it has paid off for them to set up a division catering for this business.

Time will show how long this will last, as I dare say that both the wind turbines and the batteries (from the mega-factories being built) might one day pose, perhaps, an even greater disposal problem for the environment than anything we have ever seen.

So, until next week and our final issue of 2019, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Procam Logistics
Mumbai, India

Interview with

Mr. Nilesh Kumar Sinha
Director

Will you please tell us about Procam Logistics?

Procam Logistics started in the year 2010 with a clear vision and a mission to be an innovative

and process-oriented organization, backed by a management team of industry professionals with a wide area of expertise.

As the name Procam is derived from project cargo management, we have been focused on building a sustainable organization by investing in equipment, technology and people. Therefore, while Procam Logistics has an asset-based business model, our other group company, Procam Worldwide, has a network-based business model.

We also have a joint venture with the Lord Swraj Paul-owned Caparo Engineering and the resulting Caparo Procam Infrastructure Limited takes care of the warehousing business for an automotive company in India.

We provide logistics services across six core industry verticals (power, rail, oil & gas, steel & cement, automotive and heavy engineering) and we help optimize our clients' supply chain requirements. Our clientele includes enterprises setting up new projects, including the relocation of plants, and companies looking at improving their supply chain efficiencies and visibility across domestic and international operations.

Equipment Ownership

On the equipment front, we own 120 modular hydraulic axles, thirty heavy prime movers/puller, six 54m modular Goldhofer hydraulic trailers for blade transportation, two 400t lift system gantries and many specialized tools for electrical and mechanical installation.

Technological Edge

We've invested heavily in technology since our inception have and developed our ERP system, Proconnect, for project management. Our in-house I.T. development centre undertakes various customized projects and developed our warehouse management system, PWS, which is indirect tax documentation processing software for an advance license, customs duty exemption, project import registration and reconciliation. All our vehicles are fitted with our in-house developed vehicle tracking system. Our e-sourcing platform, HRMS, helps the Procam group in procurement and human resource/payroll management, but many third-party users also benefit from its user-friendly features.

People

Procam is a highly people-driven organization and our team uses our online knowledge management platform to learn, upgrade and share their skills in a structured manner. Our GAP test is a very useful tool to assess understanding of the business and the test score helps us to design a customised training program. This has helped us, not only in developing skilled HR for ourselves, but in contributing to the development of skilled staff for the industry overall. Our senior management team impart their knowledge in various industry forums, at trade conferences etc. and we also make regular visits to management schools to impart industry knowledge to budding management professionals.

The senior management team, under the leadership of our managing director Mr. T.G. Ramalingam, creates creating industry benchmarks and handles heavy and odd-dimension cargo with the utmost safety and innovative solutions.

in July 2019, we stepped into our tenth year of delivering innovative solutions in the logistics

business and our commitment to our clients' needs means we're fully geared up to take on more challenges and make a meaningful contribution to project cargo industry.

India is a huge market but also holds a lot of competing players in the logistics market. How do you manage to stand out?

Right from day one, we were very clear that in such a market as you've aptly described, we cannot just be another player. We must stand out and, in an industry like ours, that can only come through thinking innovatively and out of the box. Particularly in India, the industry has largely been very unorganized. We saw an opportunity here!

We've focused on being the difference-maker in all the facets of logistics services in a client's supply chain. We decided to position ourselves as a solution provider in the strictest and most literal sense, in a market driven by unorganized players whom focus only on cost. To that end, we took an inside-out approach and ensured that every staff member breathes and speaks solutions! The second critical point we focused on was to be safety-oriented. We made adequate investments in this direction and that approach paid off. Today, Procam is known as one of the top companies with the highest level of HSE orientation, and obviously, the company is known via its people. That is how the USP of the company came to be highly regarded in the industry.

Our service commenced with project cargo management but has expanded through verticals like warehousing, IT services, tax consultancy, custom house agency, project solutions management, chartering, etc. for various industry verticals like rail, auto, power, wind energy, oil

& gas and steel.

A combination of all these efforts, underpinned by continual recognition from various industry bodies and various awards, in virtually every domain, have helped us stand out in the shortest possible time.

How about customs clearance in India? It used to be a very cumbersome process. Tell us about the latest developments if you can.

The Indian customs process is going through radical change. Indian customs have introduced SWIFT (Single-Window Interface for Facilitating Trade) for ensuring ease of business. Under Indian customs' single-window project, importers can electronically lodge their customs clearance documents at a single point. The required permissions, if any, from other regulatory agencies (such as animal quarantine, plant quarantine, drug controllers, textile committees etc.) are obtained online without the importer/exporter having to approach these agencies separately. The benefits include:

Reduced cost of doing business
Enhanced transparency
Integration of regulatory requirements at one common platform reduces duplicity and cost of compliance.
Optimal utilization of manpower

Apart from the above, with the aim of saving wait times, the government has made amend-

ments to the Indian Customs Act of 1962. In section 46:3 of the customs act 1962 it is now mandatory to file a bill of entry before the end of the next day (excluding holidays), on which the vessel or aircraft or vehicle carrying the goods will arrive at a customs-clearing station. A late charge for delayed filing of a bill of entry has also been prescribed.

Changes have also been introduced in sub-section (2) of section 47, under which the importers now must make payment of duty on the same day. In cases of a self-assessed bill of entry and re-assessment or provisional assessment, the importers have one day after the bill of entry is returned.

Further, sub-section (2) of section 27 has been amended to allow a simplified regime of refund of customs duty paid in excess in specified cases by providing that such refunds shall be outside the scope of unjust enrichment.

Apart from the above, there are many changes like the introduction of the revised authorised economic programme (AEO), the reduction in mandatory documents for imports and exports, abolition of mate receipt, twenty-four/seven customs clearance and email notification service to importers for all important stages related to import clearances have all been initiated to reduce the transaction cost.

Going forward, the ease of the customs clearance process is helping to reduce overall transaction cost and ease of doing business in India.

Can you provide us with some examples of your history in project cargo?

We handle the project and oversized cargo and installation and rigging of heavy equipment in India. Our senior management team has been handling projects and ODC for the last fifty years in India, having handled project cargo and ODC in the early seventies and eighties when India was trying to establish a manufacturing base. Post-1991 (post-liberalisation), the infra-structural investment growth took place and our senior management team, at various levels, handled many large-scale projects globally in power, refinery, fertilizer, steel and cement projects.

At Procam, we transported more than 1850+ metro rail cars, 60+ tunnel boring machines (max 6.5 diameter, 140 t), 230 + transformers (70 t to 280t), 400 + wind blades (48 meter to 68-meter length), 55 e-houses, 12 locomotives and more than 500+ odd-dimension and heavy pieces of equipment for other industries.

Globally, we've handled projects in Afghanistan, Vietnam, Indonesia, Germany and France.

Our installation vertical undertook the dismantling of plant globally and assemble them in India.

Our in-house engineering team undertake the mechanical and electrical installation. We also undertake piping work. We installed India's first 12500t press machine and have installed more than 120 various types of heavy equipment across various industries.

Inland transport and infrastructure in India have historically been underdeveloped. How about nowadays?

The government of India is actively working on upgrading the national and state highways. Presently, we have one of the largest road networks in the world, approx. 5.5 million km. Over 60% of the cargo is transported via road. Hinterland connectivity has also been improved and the government has constructed around 50,000 km of roads in the hinterlands. An average of 27km of highways was constructed in the FY 18-19.

This speaks a lot about the seriousness with which the government has taken up this task. Further assisting this are tax reforms like GST, which have paved the way for a smooth transit across various state borders and we've witnessed a sizeable reduction in transit times. Of course, this has also helped both clients as well as us to optimize costs.

The government has introduced several important measures to develop infrastructure in the country, with the allocation of Rs. 5.35 lakh crore to develop 35,000km under phase one of the Bharatmala road project, the electrification of railway tracks, a focus on high-speed trains, the Sagarmala programme and by actively working on e-mobility solutions for clean and cost-effective mobility.

Earlier logistics domains were handled by seven ministries, i.e. the ministries of railways, road transport and highways, shipping, civil aviation, commerce and industry, finance and home affairs. The initiative to set-up a national logistics portal as a single-online-window to link all stakeholders will also give a big digital push and streamline the functioning of the logistics sector.

The road sector has attracted private investments with new measures like the Hybrid Annuity Model (HAM), the Toll-Operate-Transfer (TOT) model, improved land acquisition process, the launch of masala bonds and Infrastructure Investment Trusts (InvITs) besides other initiatives. the Indian railways have gained traction with a handsome budget allocation of 1.48 lakh crores furthering investment potential in areas such as elevated rail corridor in Mumbai, some parts of dedicated freight corridor, freight terminals, redevelopment of stations and power generation/energy-saving projects.

The introduction of Sagarmala program, a major port authorities bill, 2016 and the 'landlord port' model have all been instrumental in giving a boost to the ports and shipping sector. The initiative of DPD direct port to door by JNPT has further eased the congestion at the port, paving way for better efficiency and throughput. Several logistics parks have been initiated across vital centres.

On the project cargo front, the government has classified all heavy load into thirteen categories (HT 1 to HT 13) and introduced online permission for the transportation of heavy cargo, which helps to reduce the transit delay and increased equipment utilization.

Tell us about yourself and your career. How come you started to work in logistics?

I did a master's in business management, PQE from ICS London (MICS), a bachelor's in science (statistics, physics & mathematics), and became a certified oracle and D2K professional and a certified ISO 9000 auditor. I started my career with a leading project transport company in 1998 and since then, I've worked with many senior and experienced project and ODC experts, though I'm still learning from many senior people at Procam. I also previously worked at a Korean leading metro car manufacturer and handled logistics of the first metro rail imported into India for the Delhi Metro Rail Corporation.

I handled the profit centre profile for ten years, before starting my entrepreneurship journey in 2010. In the last twenty years, I've handled many large and complex projects in fertilizer, refinery, railways, power (nuclear, thermal and hydro) and many plant relocation and complex installation projects. During my management studies, I did my summer internship with Tata Steel and got exposed to logistics and later, after completion of my studies, I entered the project cargo business in 1998.

But a passion for learning and sharing still takes me back to college and I do guest lectures at a leading management and engineering college on international marketing, supply chain and project cargo management.

As part of our corporate social responsibility at the Procam Foundation (http://procamfoundation.org/), I also drive an awareness campaign for stem cell donation for blood disorder and cancer patients. We also work for child education, female empowerment in the rural sector and organ donation.

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Featured Video

AAL Dampier – Loading Petrochemical Plant Components in Pyeongtaek for Map Ta Phut

Featured Photo

Editor's Note:

Sunrise shipping to the island of Cebu, Philippines, with a container feeder approaching. Picture taken from the Shangri-La resort on nearby Mactan island.

WEEK #48 – 2019

November 28, 2019

PROJECT CARGO Weekly

Editorial

Dear Readers,

It's Thursday 28th November and our final newsletter of the year 2019 is here. I just returned from Asia and I am now looking forward to a quiet December without too much stress and travel. December is already a stressful enough month as Christmas is around the corner and presents need to be bought, although I find it hard nowadays to buy anything that the kids don't already have. I believe that I share this problem with many others in the western world.

Our consumerist society is here to stay and, with online shopping and clicking and buying with ease, it has never been simpler to buy whatever you need and to finance it with a quick loan if you are short of cash. In many ways it's a vicious circle, getting in debt, and the culprits in a lot of this are the banks who, in their usual manner, cry foul when they don't reach their 'expected profit' and when they borrow or whitewash billions for the wrong people, they also seldom get punished. Instead, the relevant CEOs responsible in times of such irresponsibility are rewarded with golden parachutes.

But when the normal person who wishes to start a company needs to borrow a bit to expand his business etc., they must jump through hoops to get approved, because the few destroy the trust for the many. A very good Russian proverb, particularly suited to Russia, says that the

‘little thieves are hanged, but great ones escape’. I believe it says it all.

For me, the year 2019 has been a fantastic one and, in retrospect, what more can one wish for if one’s overall health is good, the family is fine, and the economy is reasonable. Nothing much, I guess! I have visited South Africa, Asia several times, been on board a container ship with my daughter for three weeks from Singapore to Melbourne, visited Australia and New Zealand and chaired three successful conferences for the www.clcprojects.com and www.cross-ocean.com networks. So, yes, it’s time to take a break. Looking inward while traveling, I have found that what kids want most is to spend time with their parents, nothing more than that. I also know that I must struggle against the powers of the internet, the iPad, the mobile phone and whatnot to be able to spend time with the children, but I am determined to prevail.

Generally, on the shipping front in 2019, what has struck me most is the shift in shipowners’ motives, moving now towards cutting out the middle man. In other words, try to avoid, backstab or confront the freight forwarder, irrespective of them having provided the shipowner with help with cargo over the years. Now, there is no doubt that some freight forwarders are also tricky, and some use shipowners simply to benchmark prices, so for some they get what they deserve.

Overall, the business model is changing, as there is little profit left in the sea freight leg, so many owners believe that there is a profit to be found on land. Time will tell whether they are right, but perhaps some owners will get more than they bargained, as may the shippers who’ve created the ‘dysfunctional’ market that we are now witnessing. One explanation could be that there are fewer and fewer real shipping people around, as more are just number crunchers who wouldn’t know the aft from the bow of a ship, nor even know that it can be stormy in the Atlantic, because it wasn’t mentioned in the contract they signed. Still, certainly there are interesting times ahead!

Before I turn to the business segment of my editorial, I must recommend that those of you intending to visit the Philippines to pay a visit to and stay at the Shangri-La resort on Mactan island, Cebu. CLC Projects had its conference there recently. Besides being under excellent management overall, the food, ambience, location and, above all, the peaceful and quiet atmosphere of the resort makes you want to return as soon as possible. Have a look at their website and feel free to contact them here for more info: kenzo.uang@shangri-la.com

In today’s newsletter, we speak to Hansa Meyer Heavy Haul & Rigging, a German project freight forwarder with a strong and neutral trucking division set up in Texas. They tell us about inland transport in the US, which can be a jungle of inflated costs at the best of times

unless you have the right contact from the start. We then revisit the Adriatic region of Europe and interview Liburnia/Comark, a new joint venture covering all the ex-Yugoslavian countries with project freight forwarding, shipping, chartering and, not least, packing services Europe-wide. We then pay a surprise visit to a country island not often in the news, and the place is Haiti in the Caribbean. It's an interesting place, often overlooked, but still with a logistics story to tell and ADEKO, a Haitian freight forwarder, tells us all about it.

I wish to thank all of you who have been reading this newsletter and I hope you will continue to do so. It has now become a kind of a fun project for me as I learn a lot from those that I interview and of course, in business, you need all the friends and contacts you can get. This newsletter is a good tool because it helps to foster relationships. There are a ton of newsletters out there that I know of, probably more, so hopefully I can also keep arousing your interest in the new year, so that you'll keep reading.

We also bring you the usual trade intel, shipping news and wise words and, with those words, from all of us here at Project Cargo Weekly, we wish you a very Merry Christmas and a Happy New Year 2020!

PCW is on holiday during the month of December. The first issue in the new year will be on 9/1/2020, until then, I remain,

Yours sincerely,
Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Interviews

Hansa Meyer Heavy Haulage
Houston, Texas – USA

Interview with

Mr. Frank Scheibner
President & CEO

Hansa Meyer is a well-known German forwarder, but perhaps less known is that you do a lot of inland transport in the US. Could you elaborate a bit on your strength and capability in this field? Many find themselves in trouble doing OOG inland transport in the US. What problems does inland transport face in the US? Are there a lot of regulations, bureaucracy or red tape?

As a project forwarder, we use third parties to do the delivery, pick-ups and setting of the equipment. However, we decided to get our own equipment and therefore have full control over schedules, equipment and people. That reduces cost and risk for customers. We designed our prime movers with Western Star and Mercedes-Benz and can pull 1,100,000lbs (approx. 500 tons) per truck and in combination 3,000,000lbs (1350 tons).

We use Goldhofer SL and Dual Lane trailers which can change the driving width from fourteen to sixteen to eighteen to twenty feet wide (4.25m in the base configuration to 6.10m in the wide configuration). We also have our own fabrication and paint shop. We make our own stands and beams as well as bridge jumpers etc. We have an in-house engineering department as well.

The USA is very complex in terms of over-dimension and heavy cargo because every state and every district within a state has its particular regulations. The permit process and requirements are different from state to state. Additional challenges are as follows: the bridge system in the USA is old and is being de-rated all the time meaning loads which can go over a bridge today may not be able to go next month. Most of the power lines are above ground which creates challenges and substantial cost with loads over sixteen feet. Unfortunately, a lot of the DOT offices are understaffed and so are the police.

Could you provide us with a few examples of projects that you have carried inland for companies outside of your group?

That's an interesting question. In the beginning, ninety percent of what Hansa Meyer Heavy Haul & Rigging handled came from our network, but today that is twenty-five percent. The remaining business is business that has been created by the heavy haul team itself. Most recently and currently still ongoing, we are outfitting two major launch pads in Cape Canaveral with large LNGs and other tanks. This includes transport across the USA by road as well as barge, and the setting on the foundation. (See pictures throughout).

Do you need a license in the US to operate as a project freight forwarder? Often, US English can have different terminology than other countries' English, so would you please specify the different terms in the US for customs brokers, freight forwarders and shipping agents?

On the freight forwarding side, you need to have a license to broker freight, an NVOCC license if you chose to handle ocean freight with your B/Ls and an IATA license if you chose to do airfreight. A customs broker needs their own customs license which can only be obtained by US citizens. On the carrier side, you need to be a registered motor carrier. Motor carriers are governed by federal law versus state law.

When was your US office established and how long have you personally worked there? When and why did you decide to go into logistics? Is it difficult to attract young talent in the US into shipping and logistics nowadays?

We started the project forwarding office in 2011 and the heavy haul office in 2015. I started my apprenticeship at Lassen in Munich, Germany, and shortly thereafter I went to the USA and have been here ever since. My entire carrier is in the transportation/logistics field. Unfortunately, we don't have any true apprenticeship system here in the USA, therefore you must train young people in-house. It is a challenge both on the forwarding and even more on the heavy haul sides to get talented people. A lot of our crew members are gone from home for several months at a time.

Do you own trucks and trailers, or do you generally shop around for the best in the market for a potential customer? How about engineering and feasibility studies? Do you have such a support function as well?

Hansa Meyer Heavy Haul and Rigging owns all its equipment. Also, we use owner-operators and other sources to supplement our equipment. We do all our engineering in house. We prepare our route studies and can demonstrate turns with our equipment showing the road, the

trailer, the tire path and the cargo path which might be different if we have overhangs or are working with turntables. We also have a Leica MS60 scanner which allows us to scan in entire plant sections or bridges with an accuracy of 1mm. On a recent project, we used our Leica to scan in a plan for a dryer exchange which allowed us to scan all columns, headers and other protrusions. We also scanned seven large LNG tanks and the scan was used by our customer to fabricate all the pipe runs to the tanks.

Do you use the great inland waterways, for example, the Mississippi, for moving project cargo? Which US seaport would you say is most efficient when it comes to coordination, customer service and rates? Of course, the US is a huge country and the entry port often depends on the destination, but what kind of studies would you propose to undertake to choose the right inland gateway for a project?

Another great question. We use the inland waterways extensively for large and heavy items whenever possible. However, this also comes with challenges from old locks and dams as well as high and low water situations. The Mississippi starts in St. Paul, MN, and ends in New Orleans. On its way, you must go through twenty-seven locks on the journey of 2,384 miles. We have completed this task four times this year. There are also other rivers such as the Ohio

River and the Tennessee River.

In terms of seaports, the best-equipped port for project cargo is Houston, TX. It is not only the port itself but also the road system out of the port that can be a challenge particularly in the North East of the USA.

Are customs clearance and inspection difficult in the USA?

It is a process, but unless it's something uncommon it is not a problem if all the paperwork is in order. Lately, we had some issues with bug-infested packaging where US customs refused the shipment and it had to be exported again for fumigation. Therefore, it is important that all the packaging is fumigated, certified and stamped.

What is it about the job that you particularly like?

I like the technical aspect and finding solutions for challenging projects. Coming from the freight forwarding side, it's fantastic to have our equipment, engineering, fabrication, etc. all in house. Every day is different – every day we learn.

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Hansa Meyer Heavy Haul & Rigging
...engineered transport solutions

PROJECT CARGO Weekly

Featured Video

Editor's Note:

Last featured video this year in our last issue of 2019 is one that you perhaps have seen in our newsletter before. But it still remains impressive. From the bow of mv Rickmers Antwerp heavylift vessel in July 2010 I personally was lucky enough to be able to film this sequence with a group of dolphins speeding ahead of us. Truly amazing!

Editor's Note:

A beautiful day in the Red Sea looking towards the aft of the giant CMA CGM Christophe Colomb.

PROJECT CARGO Weekly

ABOUT PCW

Project Cargo Weekly (PCW) is an on-line news-letter that started in 2018. The editor is an industry veteran with experience dating back to 1980 in project and general freight forwarding, air freight, liner & bulk shipping. PCW belongs to the CLC PROJECTS GROUP established in Hong Kong in 2012. PCW prides itself on providing in-depth interviews with industry professionals and un-biased trade intelligence, project forwarding and shipping business news.

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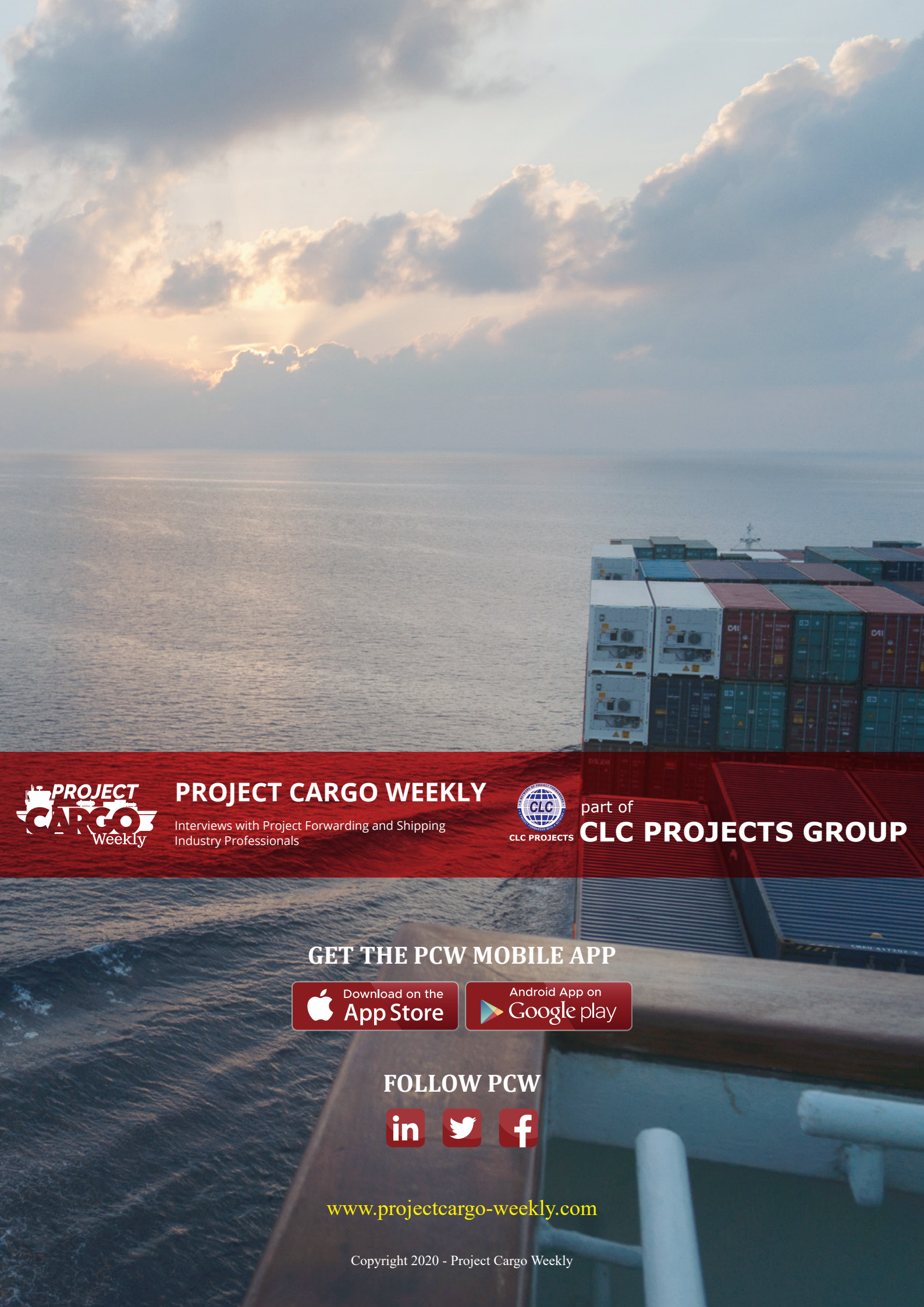

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