



PROJECT CARGO WEEKLY

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

PCW YEARBOOK 2025

Global Readers

Neutral Coverage

In-Depth Interviews





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EDITORIAL

Dear Readers,

On this very day, the 16th of February, 2026, it is my pleasure to not only announce that your editor is turning 63 years old but also that we are publishing this yearbook as the 6th in a row since we started.

As you know from earlier editions, it is a comprehensive compilation of interviews both by video (mainly) and in writing.

It is indeed a pleasure to be the editor of PCW especially since I do get comments from around the world praising and acknowledging the work (including my, shall we say, “more personal editorials”). Currently, we’ve got around 48,000 subscribers who receive our on-line newsletters. Alas, that doesn't mean that in fact the same number of receivers are in fact reading it. However, as PCW is a neutral and not over-commercialised publication, I feel that most receivers do take a moment to read.

The very name “Project Cargo Weekly (PCW)” does indeed mean that I originally published once a week. Later on, due to time pressure and being kind of a one-man band, publishing changed to every fortnight. For about a year now, we have been publishing once a month (“PCM”).

I am quite aware that you, as we all, are inundated with newsletters, advertising, publications for expos and what not. So, it seems that the reduction from PCW to PCM is fine with you since I do not see a reduction in the number of readers we’ve got. Still, to avoid too much change, administration costs, and waste of time, I decided simply to keep the name as is: Project Cargo Weekly.

My editorials always have a bit of personal touch, and this yearbook editorial is no exception.

Once again, I feel that 2025 was a fantastic year. I say this because I am of the opinion that we simply need to make the most of every single minute of every day we have been granted in this world. It is only later in life (as I am progressing towards it) that the feeling of the time glass running out gradually reaches your inside.

In many ways, it was a tumultuous year for me with one divorce and one marriage. On top of that, I was told that I would become a grandfather in March 2026. That news was something that really affected me.

Having children living in Sweden, the UK, and Finland (and with me residing in Chile), did mean that a lot of travel was involved in 2025. Starting with this year (2026), I am only traveling when it involves my closest family. So, I will almost 100% avoid attending any expos, conferences, network meetings, etc. This change alone will save me close to 50 travel days a year.

EDITORIAL

In addition, 2025 was also year of uncertainty. As we head into 2026 (just heard President Trump's speech at Davos), we are likely in for more uncertain times. This leaves only three shall we say "powers" left to reckon with militarily and with powers of decision-making: namely Russia, China and the US.

The EU is, of course, a big elephant commercially, but for many reasons, the EU is simply not at the competitive forefront be it IT, hightech, cars, weaponry and ease of doing business. The phrase "EU rules" now means that the EU has too many rules, and where there are none, you can always trust that the EU will find and implement some. After all, they do have a giant parliament that needs to continue working. The Mario Draghi report from before brings that into perspective very clearly. Still, overall, the EU might be the best place to live. Why can't we then also make it into the most competitive and best place to stay and innovate?

Shipping in 2025 was still in high spirits, not least because only late in 2025 did the war in Gaza cease with the subsequent gradual opening of the Suez Canal. Yet, according to what I hear from most of the people that I have interviewed, business has been good, although customer service has become almost universally lousy. But you can also say that about banks, insurance companies, etc.

Speaking to a physical person has become next to impossible. Usually, you are referred to the internet. I know this because my 82-year-old mum and many others from the "older generation" are left to their own devices.

It also seems that the AI bot of most were bought at the same place!! "At the moment, all our representatives are busy. You are now number. 56 in line. Instead of waiting, did you know that you can find most answers on our website....blablabla.com ?

Heard it before? I am sure you have.

Pure and simple, shipping is the best business to be in. I wouldn't trade it for anything else in life. If you want a career that takes you all over, you may also have to accept that on occasion, your family will suffer and weekends might be spoilt. If you are not willing to do that, then don't get jealous of the achievements of the ones who are willing to do so.

My personal 2025 highlight was my "passenger by cargo ship trip" onboard mv UHL FABLE from Port Klang to Port Rönne. It was 38 days around the Cape with only a 10 hour bunker stop at Las Palmas. On top of that, it was together with my then 16-year-old son!

With these words I wish everyone a good read and a most prosperous (and above all healthy) 2026.

With best regards,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com





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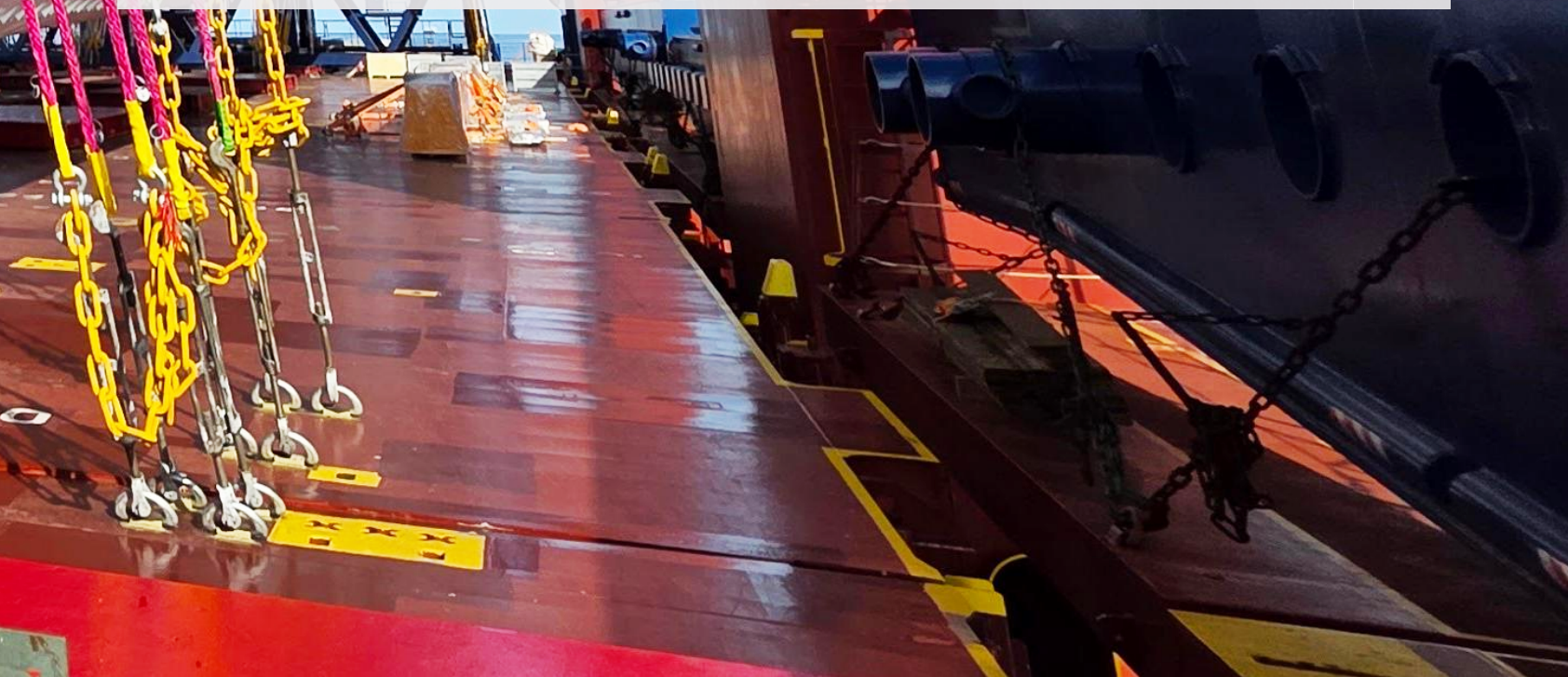
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January – 2025

16th of January, 2025



Editorial

Dear Readers,



It is the 16th of January, 2025 and as announced, from this year, I am publishing one issue per month around the middle of the month. I decided to keep the name PCW as it is now well-known. Every Thursday, we will still publish interesting interviews from the “archives” on LinkedIn.

I celebrated New Year’s Eve in Grenaa, Denmark together with my mum as we are now alone after my father’s demise in November. We cheered the New Year’s arrival and reminisced about the many memories we have whilst father was still alive. I am sure many of you would recognize this situation.

The 31st of December, 2024 was also the day the current Danish King gave his first New Year’s speech to the Danish people, the People of Faroe Islands, and not to forget... Greenland. Perhaps a certain incoming US president was listening and understood Danish because Greenland seemingly has become a “real estate deal” now for the US, along with including Canada as another state and taking over the Panama Canal. Well, education and understanding of world affairs was never a strength of many a politician, so I suppose we will have to see what comes of it all. One thing though: it surely sells newspapers!

We must, however, admit that the Western World may need a stronger capability to deal with other “dictators” of the world and where the EU stands in this debacle remains to be seen. I heard something in a podcast today stating that:

- The US innovates it
- China produces it
- The EU regulates it

I agree that there is some truth to this. In the EU, we simply need to stand up, decide quickly, and simply use

the muscles that we (still) have. Perhaps we should spend less time on regulating and suffocating companies in Europe who wish to develop. If we don't, we will end up as a museum, albeit a beautiful one.

What is happening for shipping in 2025? Well, the jury is out on that, and I don't have many answers for now though incomes are still excessive in the shipping industry. However, should the Red Sea Crisis be ended and things quiet down in the Ukraine/Russia war, the vast amount of container ships will be struggling to fill up their endless capacity. As one of the shipping news items (below) mentioned today, the order book of container ships at the shipyards has never been more full.

For me, I shall be departing Santiago, Chile (where I currently am based) to Bali, Indonesia at the end of the month. After Bali, I shall attend the Breakbulk Expo in Dubai before visiting Hamburg, Stockholm, and Grenaa on the way back to South America. It should do wonders for the frequent flyer miles.

And what do I have in store for you today with this monthly issue of PCW ? Well here you go:

1. Melehk Logistics in Ethiopia



A logistics provider with solid experience in transshipment and logistics on the Horn of Africa via Djibouti. Do watch our video interview to learn more about an interesting country.

2. MB Projects and Logistics in Mumbai, India



Owned by a good friend of mine from my Martin Bencher days, and even before in his OOCL days as we did a lot with them in the past, so thanks to this link we met. Do read this interview.

3. WICE Logistics, Philippines



A logistics provider strong in South East Asia. With many countries involved and active in high tech and project logistics, you may well find this an interesting read as well!

We naturally provide you with shipping news, trade intelligence, and the featured picture and video of the month I should say (as we don't publish by the bi-weekly now). I trust you will find my choice for this month to your liking.

Our wise words will never go out of fashion, so do pay attention to them. One may learn a lot and be guided by them more than listening to any politicians in our media outlets nowadays.

I also remind you to download our PCW APP which is freely available [here](#) and where you will find past podcasts, interviews, and so on which might interest you.

Time passes for all of us, and turning a new page in life is something we can't avoid. Easy to talk about it but

perhaps more difficult to face when the time comes. That much I have learnt in the past year.

See you on February 15th, and this time with our YEARBOOK of 2024!

See you again on September 5th!

Yours sincerely,

With best regards,

Bo H. Drewsen

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Video Interview: Melehk Logistics



Tesfa Dagnachew, MD at Melehk Logistics, Addis Abeba, Ethiopia interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

MB Projects and Logistics (India)



Interview with
Mr. Vikas Karthikeyan
Managing Director



We know each other quite well, Vikas. But for our thousands of readers worldwide, please elaborate first a bit on your background in shipping. You had a long career with OOCL for one, right?

Thanks to my shipping mentor, Mr. Erik Gronkjaer, I got introduced to you and Peter way back in 2010, when I decided to take the entrepreneurial journey.

I started my career in the logistics industry during the late 90's with Sembcorp Logistics (Singaporean – Indian venture) and later with the OOCL group in 2001. I had the opportunity to be part of the OOCL India migration from agency to own setup. I was their first employee and was part of OOCL till 2010. My last role with them was General Manager and Country Head of OOCL Logistics India.

Those were the good old knowledge-driven and passionately-run shipping and logistics times, of course with the cyclical turns as usual, and with all that we could innovate a lot to improvise the stickiness and enhance the shipper's overall experience.

I recollect, in the year 2001, the world economy witnessed a slowdown, which turned out to be worse than what was projected at the beginning of the year. The economic slowdown in the major markets, including Asia, impacted trade flow across the globe.

India's logistics market has always been very challenging and price sensitive, too. It was a very interesting and career enhancing stint with OOCL India, wherein we had to constantly align our strategies with the changing dynamics, introducing many new products and services into the Indian market.

In 2010, I started the global forwarding division for Triway group In Chennai and was representing the Martin Bencher Group in India. In 2013, I formed an independent company, MB Projects and Logistics India Pvt Ltd and have been operating as a part of the Martin Bencher brand. We managed to close many interesting projects in those 10 years till 2023. We also launched a Martin Bencher office in Dubai, in 2015.

It was quite a journey, when I look back, from the early hotel management days to logistics centers, distribution, customs brokerage, inland transport, container shipping, break bulk and project logistics.



Given your owner background, and now in private project logistics, what is your view on the shipowners trying to be freight forwarders? Will they succeed or is it only until a crisis hits again, and they return to running ships?

Shipowners trying to become freight forwarders? We have seen that in the past; this trend of container shipping companies acquiring or starting their own logistics divisions to get more traction with direct BCO/ shippers. In a way, throwing as many hooks as possible at the shipper which they may find difficult to break and swing around. Now, we see even project cargo carriers, carriers, and bulk owners kicking off their own integrated logistics divisions with the same intent.

In the whole spirit of shipowners and operators trying to become freight forwarders, many of them have also acquired established freight forwarding and logistics companies. These much tested brands present shippers with a complete range of solutions. Indeed, it's a high value proposition game from the aerial view, but the real challenge comes with integration, how to attract the right talent, and to drive a knowledgeable and driven workforce with that "takes it personally" attitude, with no airs about the name and size.

However, to circumvent this situation, every stand-alone, expertise, flexible," know the customer and product" kind of forwarders must focus in order to have their own unique selling proposition which differentiates them from the asset-driven ship owner + logistics model of competition. In the freight industry, it's all about the smaller details and how fast one can foresee and fix it. So being small makes you agile and able to focus on your core competencies of offering the right solutions with multiple shipping options.

As far as the project freight forwarding market is concerned, it is a very specialized segment and niche market. Personal long-standing relationships and successful track records with clients is the “rule of thumb” and will always be a “game changer” to survive in this competitive environment.

The global logistics market is massive and has huge potential, and I believe everyone—be it be a ship owner or freight forwarder—everyone will have their piece of cake. Collaboration is a key to success and sustainability in this competitive world.



MB Project Logistics—what can you tell us about your company? India has many things but above all, a lot of competition in freight forwarding. What is your specialty?

The logistics market in India is huge, and anyone with the right approach and strategy will always have a tremendous opportunity for growth. Many activities in the entire supply chain are still in the process of becoming more organized.

The Indian logistics market generated a revenue of USD 228.4bn in 2024 and is expected to reach USD 357.30bn by 2030. Many reports indicate that the India market is expected to grow at a CAGR OF 7.7% from 2025 to 2030.

As far as we are concerned, we are a Project Freight Forwarding company founded and operating in India since 2013. We operate through our full-fledged offices in Mumbai, Chennai and New Delhi, and operation offices in Bengaluru, Kochi, Visakhapatnam, Krishnapatnam, Tuticorin, Kandla, Mundra, Kolkata, Nepal and Bhutan.

We specialize in the handling and transportation of Break Bulk, Projects, Oversize and Heavy Lift cargoes. We have inhouse special trailer fleets available for inland transport for any type and size of super, over dimensional, and heavy lift cargoes. Our inhouse customs brokerage experts can guide and execute customs clearance in the most professional way.

We serve many industries and provide a professional global organization with the focus on our clients' core business. Our mission is to deliver innovative, high-quality services within project shipping and transport with a key focus on risk management and cost procurement.

We cater to several industries viz. Renewable – Wind Energy Projects / Power & Energy Projects / Pulp & Paper Projects / Shipyards / Oil & Gas companies / EPC companies / Marine Engineering / Metals & Mining / Cement companies, etc.

We want to remain as “A Knowledgeable, Reliable, Ethical, Committed and Professional” Logistics Services Company, whom our Customers and Suppliers feel are “Good People to deal with and a Good Company to work with”. We take pride in and derive joy from being in that league.



(Heavy Haulage Services)

ROTOR BLADE MOULDS : 2000 FRT : EX-WORKS CHINA VIA TUTICORIN PORT TO DAP PLANT



(Wind Turbine Components)

BOATS : 3500 FRT : KATTUPALLI TO VIETNAM



(Boats)



(Wind Turbine Components)

What are the main problems facing Indian forwarders nowadays? I have learnt that India has indeed developed greatly also by way of infrastructure?

China is also known as “the world’s factory.” It is interesting to know how China has reached this position. China is producing and exporting a large share of global goods. China is also one of the largest consumers of raw materials. China is backed by extensive infrastructure and has also invested strategically in highly efficient ports with seamless connectivity by sea and land.

While India has made significant strides in improving infrastructure and modernizing logistics services with the help of digitalization, freight forwarders still face infrastructural bottlenecks, regulatory complexities, rising operational costs, a lack of skilled labor, and the need for technological innovation.

However, the growing development of India’s infrastructure—such as the expansion of dedicated freight corridors, modernized ports, and improved roadways—presents an opportunity for the sector to address some of these challenges.

For India to emerge as a competitive alternative, we need a holistic approach. India needs to continue to focus on developing port-led industrial hubs across various regions. With a well-planned approach, we have an opportunity to establish these hubs with green infrastructure that meets the carbon regulations increasingly required by markets like the US and Europe.

The second key measure is building a strong maritime ecosystem. India should develop capabilities in marine services, shipbuilding, container manufacturing, and ship repair. While we have made strides in scaling this ecosystem and port development, it is equally essential to form true maritime clusters. These clusters would allow India to operate at scale, not only in terms of supply but also in long-term competitiveness and sustainability.



Crystal ball for 2025—What do you see?

2025 will be bright, and we feel optimistic for our industry, as far as India is concerned, from the micro perspectives. There are many capex and opex projects in the pipeline, renewable industry is peaking, and many OEM’s order books are almost full. With government support and vision, this should carry on for many years. New factories are opening-up in various manufacturing levels. We foresee more private investments in the coming months and years. These should help the freight industry significantly, as long as the capital flows and there is high liquidity in the overall system.

In 2025, the freight forwarding industry will see progress driven by technology, automation, sustainability, initiatives, and a customer-centric approach. The shift towards sustainability and intermodal transportation will also reshape the role of freight forwarding in the global supply chain.

The international shipping sector is at an essential stage of its development. It faces many challenges while embracing innovative solutions. Supply chain disruptions, capacity constraints, environmental laws, and

cybersecurity risks require planning. Yet, these problems provide a relentless pursuit of development, resilience, and sustainability. The international shipping sector can give way to better global trade by adapting to change and innovative opportunities. Together, we can create a more solid, world maritime industry for future generations.

How would it be best for our readers to reach you?

Mr. Vikas Karthikeyan (Managing Director)

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Work : +91 22 6159 2001 E-mail: vikas.karthikeyan@mbprolog.com
Website: www.mbprolog.com

WICE Logistics – Singapore



Interview with

Mr. Michael Tan

Managing Director SE Asia



Michael, can you please introduce the company WICE Logistics to our readers? It would be interesting for them to know, for example, where you have your offices located currently; what is your headcount; and is there a specific part of logistics that you feel particularly competent in handling?

WICE Logistics is a company with 32 years of history. Our headquarters is in Bangkok, and we are publicly listed in the Stock Exchange of Thailand.

Currently, we have offices in Thailand, Singapore, Malaysia, the Philippines, China and Hong Kong, with over 800 staff.

Our key verticals are Electronic, Semiconductor and Hi-Tech where we serve our customers global supply chain needs.

We have a subsidiary that is listed on the Stock Exchange of Thailand that operates cross border trucking connecting China and Southeast Asia.



There is a lot of competition in freight forwarding nowadays. Even project forwarding and some ship-owners wish to be forwarders, too! How do you view this, and how do you feel about competition directly from the shipping lines?

I personally have the experience of being the forwarding entity of a shipping line, as well as integrating the forwarder that it acquired into the parent. While it does present a level of threat by offering integrating services by the shipping line, there are mixed impressions from customers doubting the service consistency, resistance in putting all their eggs into one basket, and the preference for neutrality. The independent freight forwarders, like us, will still have our own battle ground that the shipping line can't replace.



What is your own background in logistics, and how did you get into this business originally?

I started my career with APL in 2002 in documentation. It was my first job after my graduation from the IT field. I simply grabbed any job available in the market. I spent 6 years with APL gaining experience in processing European services as well as implementing the process and system of US-AMS after the 911 incident. I joined CMA CGM in 2008, helping them to set up the very first Shared Service Centre. Then, in 2013, I moved on to managing CMA CGM Logistics – their inhouse freight forwarding entity – for Southeast Asia. In 2018, I joined CEVA, helping to integrate CEVA into CMA CGM, and then returned to CMA CGM in 2022 managing their Value-Added Service and Logistics Solution for Asia Pacific. I joined WICE in 2023 to manage Southeast Asia and expand their footprint in this region.



I also noticed that you have several offices located in China and the Philippines. Would you have experience in moving oversized or project cargoes in the SEAsia region and would you be able to give us some examples of cargoes you have handled?

Our Philippines setup is a strategic JV with a very strong local, logistics partner. Our aim is to capitalize on their local strength while we drive the international freight forwarding, and one of our key growth drivers for the Philippines is to develop Project Cargo. Our strategic partner has the necessary experience in project cargo and indeed owns the required equipment.

We've got 40,000 readers worldwide. It would be nice for them to know with whom to get in touch if and when they would like a quote from WICE Logistics.

They may send all enquiries to my Philippines GM–Michael Torres at michael.torres@wicelogistics.com (with a copy to me michael.tan@wice.com.sg). We will ensure that it is attended to accordingly by our competent team members.

On the Aft Deck of GMA CGM Sailing Towards Fremantle

Editor's Note:

Underway in the Indian Ocean towards Fremantle... I was passenger onboard along with my daughter.

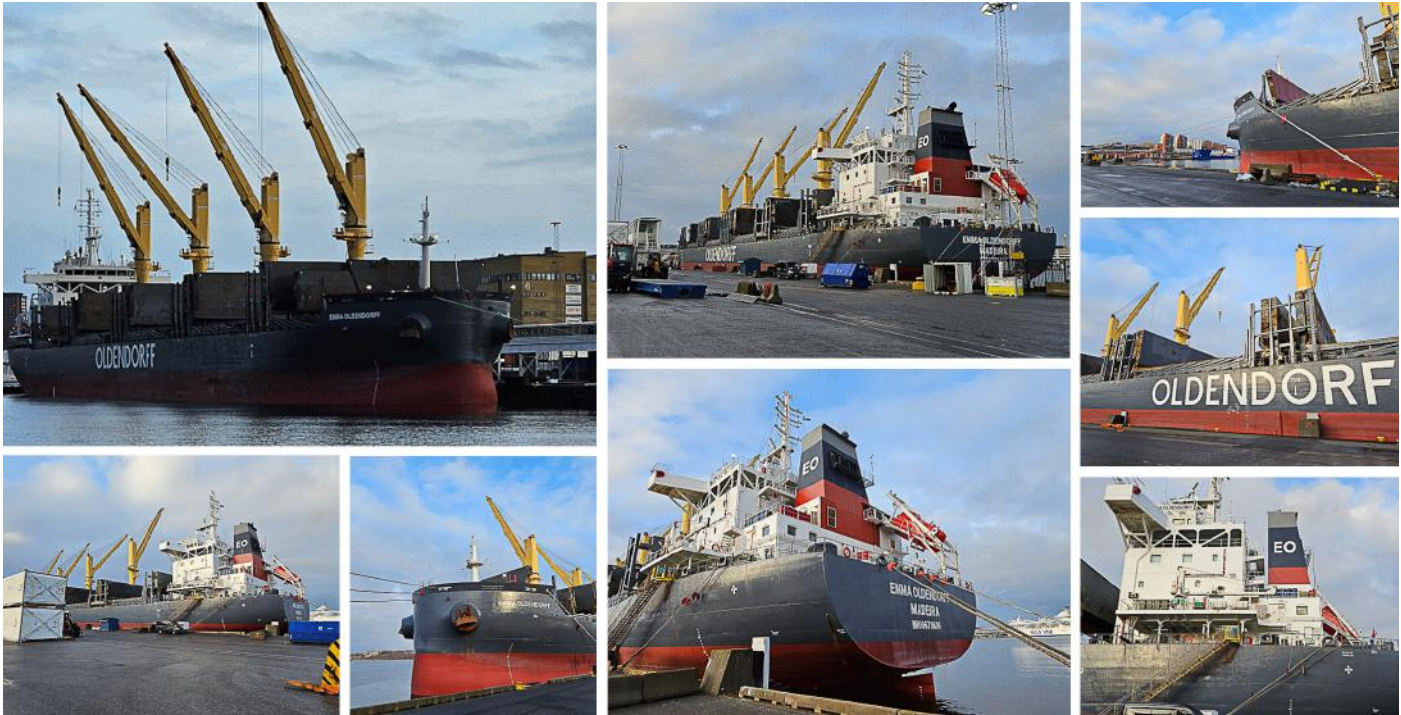


[Watch the Video](#)

Editor's Note:

Stockholm is known as Venice of the North and also recently as the shooting capital of Scandinavia, however it does have commercial activities in shipping too!

See here an Oldendorff vessel recently alongside downtown discharging housing modules from Malaysia.



Wise Words

“

Quem não arrisca não petisca.

Literal translation: "Those who don't take a risk don't have a snack." This popular Brazilian Portuguese quote describes the dynamics of success in a nutshell: You have to put something at stake to make progress.

- Famous Brazilian Quote



“

CAMARÓN QUE SE DUERME SE LO LLEVA LA CORRIENTE.

(The shrimp that sleeps is carried away by the current) stands as one of the most recognized Chilean proverbs. This maritime metaphor reflects Chile's extensive coastline and warns you against becoming complacent in life.

- Famous Chilean Proverb





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February – 2025

16th of February, 2025



Dear Readers,



It is Sunday the 16th of February and my calendar tells me that it is my 62nd birthday and the day when we publish our newsletter — which as you know is now once a month.

It’s been a fantastic month since our latest publication. I travelled from Santiago to Sydney and onward to Bangkok and Bali.

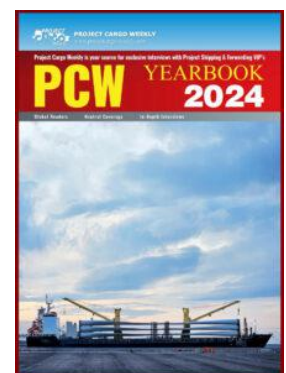
The only hiccup during the schedule (and a scary one at that) was that due to a wrong entry visa, I got acquainted with the Indonesian immigration authorities. Apparently for them bringing in more business or welcoming people to enter and spend money are not high priorities, they seem to prefer creating unnecessary problems for visitors who unintentionally enter on a wrong type of visa.

Being interrogated for 6-8 hours and passports held at ransom for several days made me think that we had arrived in the wrong country. The situation was sorted ultimately, if you know what I mean. Time is money for most normal people in the world but not so for some local government employees. Adding to that, with the new Indonesian government slashing all budgets for all departments by 50%, it makes some of them prone to “go hunting for mistakes and revenue elsewhere” so to speak...

PCW Yearbook 2024

Today, the main subject is that we are publishing our 2024 Yearbook. With some 300 pages, it is a must read with clickable interviews, wise observations via the editorials of each 2024 issue, and lots of intelligence for the shipping manager, shipper, or anyone just interested in logistics.

[Read the yearbook here](#)



We also have great interviews in this issue, and here I point them out to you:



1. **United Heavy Lift**, a major MPP shipowner headquartered in Hamburg, tells their story about what they can do on a worldwide basis.



2. **Mareneco in Miami** is a supplier of services to control and monitor emissions. A friend of mine with a past in CMA CGM is now the regional manager, and it is quite interesting in what they can help you with compliance-wise.



3. **IA Ports in Brazil** is a new organisation gathering ports worldwide in their association, so perhaps an important group to join if you are into ports and shipping. Nowadays, ports play a big role also politically



4. **Tiel Logistics** in the Netherlands, a versatile freight forwarder, strong in certain areas and well worth getting to know.

This issue we will skip the trade intelligence and shipping news. With our Yearbook and 4 great interviews, I feel you will have enough on your plate. We will, however, provide you with our wise words of the week.

Don't forget to download our [APP](#) where you can read, watch or listen to our interviews for free.

Until next month (the middle of March) when I shall be back to you with fresh interviews, updates on the recent Breakbulk Middle East, and some information about my next plans for traveling by cargo vessel...

Yours sincerely,

With best regards,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Video Interview: United Heavy Lift

A video player interface showing a video interview. The video frame is split into two panels: the left panel shows Leif Müller in an office setting, and the right panel shows Bo Drewsen in a virtual background of a sunset over the ocean. Below the video frame, there are two columns of text: the left column identifies Leif Müller with his email address, and the right column identifies Bo Drewsen with his email address. At the bottom of the player, there are logos for United Heavy Lift and Project Cargo Weekly, along with their respective websites. A "Watch on YouTube" button is also present.

PCW United Heavy Lift – Interview with PCW

Leif Müller
leif.mueller@unitedheavylift.de

Bo Drewsen
bo.drewsen@projectcargo-weekly.com

UNITED HEAVY LIFT
www.unitedheavylift.de

PROJECT CARGO Weekly
www.projectcargo-weekly.com

Watch on YouTube

Leif Müller, Global Commercial Director at United Heavy Lift was interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: Mareneco Group



Kerredine Yelnik, Regional Director Americas at Mareneco Group was interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: IAPorts



Kerredine Yelnik, Regional Director Americas at Mareneco Group was interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Tiel Logistics



Interview with
Mr. Aron Nobel
Project Forwarder & Sales Manager



First of all Aron, could you elaborate for our readers about the history of TIEL Logistics and the origin of the name?

Tiel Logistics was established in 2000 and started with our own (exceptional) trucks for only road transportation and a few extra services. After a couple of years, the owner switched to being a project forwarder and sold the trucks. Until now, we are still focusing on moving project cargo all over the world. The company used to be L.C. Van Tiel Logistics when Leonard was still the owner (the company name was exactly the name of the owner). After his retirement, we called it Tiel Logistics as we thought this was more accommodating for our customers.



Holland has a lot of good products and also has a vast array of freight forwarders active worldwide. What is your main strategy for being successful in a competitive market?

Well, to be honest, we do have a lot of general forwarders, but not that many specialized in project cargo. Also since 5 years ago, we combined our strength with a heavy haulier which owns 50 trucks and own warehouses where we can do ‘everything’ in-house. From a tautliner until low-bed trailers, crane trucks, also we can do packaging/stuffing/lashing/securing. We also have a water connection which makes it easier for us to transport things by barge if the road is not possible due to regulations. Because of all the above mentioned, we have a really strong position in the market. Plus, we are a little team, so the communication is always short and direct. Due to doing our work with a skilled team, we stay successful and humble. Therefore, we want to thank our customers for always being loyal to us.



Do you have experience in handling project related cargoes, and if so, could you perhaps provide our readers with a few examples?

I’ve been in the business now for 6 years and have seen quite a lot of project shipments, but of course, I am still learning every day as (project) logistics is different in every scenario. As mentioned before, we are connected to the river, so we see our shipments sometimes passing by barge/pontoon. Also we are in the same office as this heavy haulier, so we walk downstairs and we see all types of activities related to project cargo.



We have just entered 2025. How do you find the market forecast?

We have a really great start this year, but after 2 to 3 very successful years, we are expecting this year to be a bit more difficult. If we keep working like this, we will make this year another successful year.



Do you currently have other offices around in Europe or the World or do you belong to any networks?

We only have our office in the Netherlands, but that is why we are part of 4 project networks now. This allows us to use our agents for the door deliveries. Also a lot of agents are using us for our trucks and warehouses. Since they are ours as well, we have a huge advantage in price and service and communication.



How would it be best for our readers to get hold of you?

You can always send an email to me personally (aron@tiellogistics.com) or to the sales team (sales@tiellogistics.com) or reach out to me by phone: +31641879900 or the office +31884350000

Website: <https://tiellogistics.com/>



Wise Words

**The monkey is as beautiful as a gazelle
in his mother's eyes.**

- Famous Irish Quote



THERE'S NO HEARTH LIKE YOUR OWN HEARTH.

- Famous Egyptian Proverb



工项国际物流(上海)有限公司

SINO PROJECTS (SHANGHAI) CO., LTD.



www.sinoprojects.cn



March – 2025

15th of March, 2025



Editorial

Dear Readers,



We are now mid-month of March, the 15th to be exact, and we are publishing our newsletter again to our growing worldwide audience.

Currently, we reach some 49,000 receivers on a monthly basis, so we are getting there. We think that publishing once a month is a better schedule. First, following our name on a monthly rather than weekly basis clutters your inbox less. Second, this schedule also provides the editor with some well needed R&R as there is no, shall we say, “back office” to help find content.

I have just returned from the RTW trip. After Bali, I visited in sequence: Dubai and Breakbulk Middle East, Stockholm, Grenaa, Stockholm, Malta, Sao Paolo, Santiago. So, in effect, it was a Round the World trip. I must say that it was one of the best ones I have had with a great combination of family, children, network conference, breakbulk expo, looking after properties and meeting with a few friends.

“Top of the Pops” were, of course, enjoying a week in Grenaa, Denmark with two of my children as they were on winter break from school. We all do need an “out” sometimes from the daily grind and from the harsh realities of greed, cleverness, smugness, extortions, and whatever else you might face in the real business world (even though there is also kindness, friendship, income and great parties, including lunches and dinners). In short, it is life. Although I am winding down gradually at 62, I am trying to remind myself that as long as you like what you do and health permits, work ain’t hard. I have compiled here a few videos from my trip...

1. First leg: **Santiago, Chile to Bangkok** via Sydney with 12 hours layover in SYD Airport.



2. Second leg: **Sydney to Bangkok**; here landing at Suvarnabhumi Airport, Thailand (Finnair operating for Qantas)



3. Third leg: **Bangkok to Bali** landing at Ngurah Rai, Denpasar



4. Fourth leg: **Bali to Dubai**

I didn't get any footage but I got some pictures here from Dubai where I stayed at Radisson Blu, Deira Creek—my favourite place, “older style and not too much bling bling”.



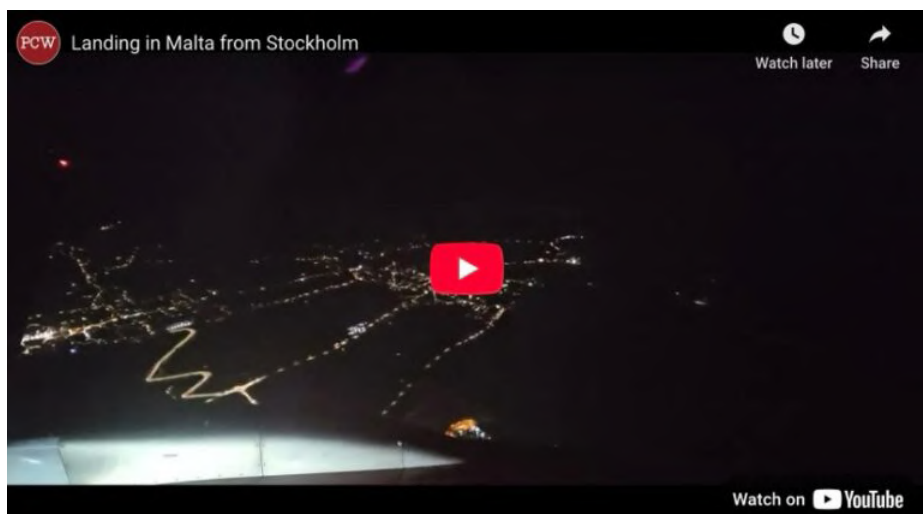
5. Fifth leg: from **Dubai landing in Stockholm**

A significant change of weather from plus 24 to minus 6...



6. Sixth leg: **Arriving Malta from Sweden**

After Denmark and Sweden, return trip for family reasons; here landing in Malta located in the Mediterranean.



7. Seventh leg: **Dubai to Santiago, Chile via São Paulo**

After Malta and transit in Dubai Airport Hotel for 6 hours connecting to Santiago, Chile via Sao Paulo total flight time 21 hrs. This long flight can be heard via the slurry voice in this final video from what I got of flights from this RTW trip. Emirates, however, takes the prize, best service ever and a couple of drinks was for sure needed to make this trip workable!



On balance, a fantastic trip altogether, and besides being my own travel agent, it is now time for you to know what we've got in store for you in this monthly issue of PCW.

1. Starting off with a renowned shipowner called CP or **Chipolbrok**. We speak to the GM about their newly established office in **Dubai, UAE**.
2. Speaking next to another major shipowner: **COSCO** (and in this case, Cosco Shipping, **Mumbai, India**) who now have their own boots on the ground in this major market.
3. Our third interview is with a personal friend who is a long term board member at D/S Norden, **Mr. Jesper Svenstrup**. He has good ideas and may be able to help you out on an executive level if you need ideas on how to move your company forward in the world. For that you need experienced professionals with experience that you can't read in a book. Jesper has it!
4. We round things off with a NICE interview with Kevin Le Page of exactly that: **Consulting by NICE**, based in the **United Kingdom**. They are a software company, optimising business for certain logistics sectors and with high visibility clients in the forwarding field.

We, of course, provide you with shipping news, trade intel, featured picture collage and video, and ultimately wise words.

Hope you do enjoy this newsletter to the full! Also hoping you will keep an eye out for the next issue (due on 15th of April) We invite you to check out our website or even download our mobile app – [here is the link](#) – .

Until mid April, I remain,

Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com

Video Interview: Chipolbrok – Middle East



Marek Rzepiak, General Manager at Chipolbrok Shipping, Dubai, U.A.E. was interviewed by Bo H. Drewsen, Editor in Chief at Project cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: COSCO Shipping Specialized Carriers – India



Marek Rzepiak, General Manager at Chipolbrok Shipping, Dubai, U.A.E. was interviewed by Bo H. Drewsen, Editor in Chief at Project cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: Mr. Jesper Svenstrup – Denmark



Jesper Svenstrup, Independent Consultant was interviewed by Bo H. Drewsen, Editor in Chief at Project `Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: Consulting by NICE – United Kingdom



Kevin Le Page, Senior Consultant and Director at NICE Systems Consultancy Ltd. was interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

AsstrA Completes First Phase for INEOS ONE Project

Editor's Note:

AsstrA has made another achievement, ie. the gigantic INEOS project at Port of Antwerp for one and they managed to get part of it, see their pressrelease here.



[Watch the Video](#)

Editor's Note:

I just returned to Santiago, Chile from an incredible but also tiring RTW trip including many visits, conferences and meetings. All went well, we also need to praise when things are smooth and the flights I took all went well. Flights are a part of being in shipping too as you can't always conduct life online... face to face does make a great difference...!

Santiago-Sydney/Bangkok/Bali/Dubai/Stockholm/Aarhus/Stockholm/Malta/Dubai/SaoPaolo/Santiago



PROJECT CARGO Weekly Wise Words





AUSTRALIA COMPLETE PROJECT LOGISTICS FOCUS

One Global Logistics (OGL) is Australia's leading *Project Cargo Forwarder*.
Offices in: Sydney, Brisbane, Melbourne, Perth, Adelaide, Darwin.

www.onegloballogistics.com



Business Enquiries to Darrin Honeybrook: darrin@oglau.com



April – 2025

15th of April, 2025



Editorial

Dear Readers,



It is April 15th and PCW is back with our monthly newsletter.

We have 5 solid interviews in store for you today, and I hope you will find them all interesting.

Before we get there though, I must say that since our March publishing, the world has certainly taken a major turn for the “worse” so to speak. The war in Ukraine is still on, the ceasefire in Gaza has been broken, and Trump has instated massive tariffs on most of the world only to pause the tariffs for 90 days a couple of days ago after which the EU did the same.

As with all trade wars there are seldom winners. More often than not the decision makers already have a cushy job and a major pension in store whilst the workers pay the price. It is always easy to take decisions when you are not hit yourself. And what is in store for the EU which are unable to innovate, develop and produce much nowadays when we have to pay up to 5% of GDP for our own defence (long overdue if you ask me)? Something will have to give. The tax collectors will be busy, fees will increase and the seniors who are in care homes might only get a shower now once a week all in the name of savings and efficiency.

We have lived under the US umbrella for so long that we, in Denmark for example, cannot field a regiment of say 600 soldiers in one go (or so the report from my home country stated). Seems we have gun boats that cannot shoot, for instance, and I recall years ago there was a joke that if the Russians attacked, we should have a tape recorder at the border urging them only to attack on weekdays as defence in the weekends were off. We have even woken up to the fact that Greenland means something. Here I must credit our government with a solid stance against the whims of Trump 2.0 (updating ☺).

To be a journalist nowadays can't be easy as things change rapidly, but at least we do have values in the West to fight for, including freedom of the press. I just finished a book called “**Patriot**” by Aleksey Navalnyj. In

Russia, there seems to be little freedom of the press, but they certainly compensate for that by “freedom of” corruption from top to bottom. If true, it paints a depressing picture. It would be worthwhile for you to read this book. I also finished the book by Angela Merkel (Freedom), and it was enlightening to read the story of “Wir schaffen das” Angela.

Here’s what these books look like:



Reading remains a pleasure for me, and although I have in years “forgotten” about reading and instead focused on screens whether tablet or mobile, I am happy to have found this wonderful way of “traveling” in the mind again. Of course, my regular trips on cargo vessels—with the next one planned from Europe to Japan or Japan to Europe in May—mean that I will be able to focus on reading again. I am leaving now for another RTW (round the world) trip on the 20th of April, ending up in The Netherlands on May 12th.

Now to the business and interviews at hand. As mentioned above, we’ve got some nice interviews again this month for you and you will find:

1. **LOGISYN ADVISORS** – specializing in mergers & acquisitions worldwide.
2. **CSTT-AO** – a company based in Dakar, Senegal but with many offices in Africa.
3. **HIAP WOON SHIPPING** – based in Singapore.
4. **GULF AGENCY COMPANY (GAC)** – located in Sweden.
5. **KELICOR LOGISTICS SOLUTIONS** – based in Canada.

I trust that all of these interviews will shed some light on what these people do for a living and perhaps it will be interesting for you to read or listen to them.

We certainly provide you with shipping news, trade intelligence, featured picture and video of the week as well as wise words. I also recommend that you [download](#) our ad-free APP of PCW on Google play or in the APP store, so you can read or listen on the go.

We will be back on the 15th of May just after Breakbulk Rotterdam. Until then, I wish all readers, listeners and interested parties a wonderful time. Remember to live a little every day, and we should bear in mind that we never know what is around the corner!

Until mid-May, I remain,

With best regards,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



PROJECT CARGO Weekly Interviews

Video Interview: Logisyn Advisors

PCW Logisyn Interview with PCW 2025 Share



Mikael Olesen
mikael.olesen@logisyn.com

Bo Drewsen
bo.drewsen@projectcargo-weekly.com

Logisyn[®] ADVISORS www.logisyn.com

PROJECT CARGO Weekly www.projectcargo-weekly.com

Watch on YouTube

Mr. Mikael Olesen, Managing Director at Logisyn M&A Chicago, USA was interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: CSTT-AO



Mr. Joaquin Gomez Yanci, CEO of CSTT-AO, Dakar, Senegal was interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: GAC



Mr. Marcus Larsson, Project Manager at GAC was interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Hiap Woon Shipping – Singapore



Interview with
Mr. Edwin Oh
Head of Ocean Freight



Could you tell our readers a little about the history and current ownership of Hiap Woon Shipping?

Hiap Woon Shipping was established in 1984 in Singapore, an offshoot of a Taiwanese breakbulk carrier dating further back to the 1960s.



Founded primarily to manage our own ships in the region, Hiap Woon expanded to cover other carriers at the turn of 1990s. One of them was US-based Intermarine with multipurpose vessels that could lift up to 500mt. We served as their port and commercial agent for almost 20 years, handling project cargo bookings in and out of Southeast Asia (Intermarine is now part of the JSI alliance). This experience with large and heavy cargos gave us a solid foundation in shipping and logistics. Today, we have a throughput of over 300,000 mt breakbulk annually in Singapore and Malaysia alone. We are involved in different roles; port agents, charterers, disponent owners, forwarder covering different shipping modes; bulk, breakbulk, ro-ro, barges, or combinations.

One of our first customers – Japanese cabling specialists – is still working together with us 32 years after our first project on pan-Asia submarine cable system (APC) in 1993. Our sister company continue to be owner and operator of 10 breakbulk vessels trading in Asia.

This stable ship would not have been possible without support of all our stakeholders – internal and external.

We celebrated our 40th anniversary last year.



Singapore is a major hub. Can you elaborate on the services that you in Hiap Woon specialize in? And can you provide our readers with a few examples of project cargoes that you have handled to/from or via Singapore?

Indeed Singapore's connectivity as a hub gives us options and flexibility with logistics solutions, be it cost or schedule (transit time).

I lead the Ocean freight team , one of the Hiap Woon’s key pillars along with Port agency, Commercial agency and Specialized Logistics. I can still remember my first time on board one of our Glory vessels back in 2014, learning directly from the stevedores on transport planning and coordination. This wharf experience, coupled with subsequent years in shipbroking, chartering and logistics has given me a sense of how cargoes can be moved cost effectively – and safely.

Outside Singapore, we’ve handled wind towers/blades, heavy construction machinery, IMO Class 1 mining explosives, even bulk cargoes such as ilmenite ore and palm kernel shells to Japan as sustainable energy source. In fact, a large part of our business is cross trade without passing through Singapore.

We are thankful for the continued faith in our maritime ecosystem and law.



Singapore as a big port has many “ports” within the port so to speak. Explain, if you can, for our readers about which ports are used for what purpose(s). According to what I know Jurong is the main place for breakbulk and project cargoes?

Jurong port is the main place for bulk and breakbulk cargoes. This is also where we process most of our steel business locally, including steel coils, steel plates, wire rod, and rebars.

Container and RORO terminals are currently situated around the downtown area, namely Tanjong Pagar, Brani, Keppel and Pasir Panjang terminals. However, they are gradually being shifted out to the western edge of Singapore where PSA Tuas port has already started operations.

Once fully operational, Tuas is expected to be one of the world’s largest automated container terminals with an annual handling capacity of 65 million teus.



In the main breakbulk terminal, what kind of shore crane capacity do you have available, and if not enough, are mobile or floating cranes obtainable?

Within the breakbulk terminal we've arranged shore cranes up to 500 mt. Floating cranes up to 1000 mt are available on request.



Customs clearance for cargoes via Singapore...How is that done or is any transit shipment just easy without any documentation? Could you explain to our readers how a typical shipment VIA Singapore to say Indonesia would be handled paperflow-wise?

We usually do this via our customs agents. In Singapore the process is relatively straightforward compared to other regimes with usual documentation requirements; commercial invoice, packing list, delivery note and bill of lading / air waybill.



How do you view the market in 2025 with 9 months to go?

US tariffs have dominated headlines for weeks now. Whether this translates into long term strategy and impact on supply chain costs remains to be seen. What we do expect, however, is greater volatility.

As with everything in life, we face our challenges—and opportunities—head on.

We believe the ‘invisible hand’ will find a way.



Are you currently a member of any network?



How would it be best for our readers to get in touch with you?

We will be attending Breakbulk Rotterdam and the BIMCO 120th Anniversary reception Copenhagen in May. Please reach edwin@hiapwoon.com.sg for coffee if you are in the area! (or chilli crabs in Singapore)

Alternatively [linkedin](#).

Website: <https://hiapwoon.com.sg/>

Kelcor Logistics Solutions – Canada



Interview with
Mr. Colin Katz
Managing Director



First of all Colin, what can you tell our readers about the history and current ownership of Kelcor Logistics Solutions Inc.?

I emigrated to Vancouver, British Columbia (BC) back in 2001 from my native South Africa. After my arrival into Canada, I was fortunate enough to obtain employment with a large multinational freight forwarder. I spent the next sixteen years “learning the ropes”. When this multinational was gobbled up by another, even (now) larger company back in 2016, I decided the time was ripe to strike out on my own.

In July 2017, Kelcor Logistics Solutions Inc. (KLS) was born. Now I am proud to say that eight years on, we have representation in all of the bigger centres in Canada, including Calgary Alberta (AB), Montreal Québec(QC) and Toronto Ontario (ON). We remain headquartered in Vancouver BC, Canada’s gateway between Asia and North America.

Since our inception, I have taken on a business partner. Between the two of us, we share our expertise and vision for the company and hopefully provide our customers with as much of a client-centric experience as possible.



**Kelicor Logistics
Solutions Inc.**



Where does the company name come from?

It is an amalgamation of my wife, daughter and son's names.

I guess I do owe my family an apology of sorts though. In Canada, when choosing a business name, they allow you to propose three options.

My first two choices were shot down. Hence the name Kelicor Logistics Solutions Inc. for the bronze medal, but we've gotten used to it over the years!

Do you have experience in moving project cargoes? If you do, could you provide our readers with a couple of examples of cargoes you have moved?

As we compete in the Aerospace, Oil and Gas and Mining verticals, we often have the opportunity to move OOG high value cargo, by mostly either sea or air. We have done numerous moves of helicopter fuselages over the years. Most recently, we air freighted two giant aircraft engines and cowlings from YYZ-AMS, on behalf of a blue chip client.

Definitely our most daunting project up until now, was being retained to move an entire oil and gas facility ex the Province of Alberta down to the USA. This move utilised all possible modes of transportation and necessitated road surveys and escort cars.

The amount of pre-planning, attention to detail, budgetary considerations, and customs regulations, coupled with time constraints, make project cargo the most complex kind of transportation in the logistics industry.



Canada is a huge country. Inland transport can be over very long distances. Could you elaborate a bit for our readers on which ports to use generally if the destination is in the interior? How to reach Calgary for example? Edmonton? Please try and describe to our readers the size of your beautiful country?

For shipments destined to western parts of Canada, a steamship lines Trans-Pacific service would be utilised and in the Canadian context, terminate at either the ports of Vancouver BC or Prince Rupert BC.

There are two main intermodal players on the Canadian scene, both with very well developed infrastructure and tracks, which service Edmonton and Calgary AB (amongst other Canadian and USA destinations).

Shipments destined for eastern parts of Canada would typically utilise a steamship line's Trans-Atlantic service and discharge at either the ports of Montreal QC, Halifax Nova Scotia (NS) or Saint John New Brunswick (NB). Once again, intermodal carriers would move the containers from Montreal QC for example to ICD Toronto, ON.

Remote northern Canadian territories often have a problem receiving goods during the winter, as 40% of Canada's land mass is considered Arctic and Northern. These remote northern communities cannot be served by intermodal, as tracks do not extend that far north. They rely on ground transportation, with the so-called ice roads (built over lakes and rivers) being open from around January-March. Lately however, with warmer prevailing temperatures, the ice roads have become unstable during the Winter season, making fly-ins the only option.

Canada is the world's second largest country. The country spans almost a whopping 10 million square kilometers. As an example, the country of Denmark (this example just came to me!) measures around 43,000 square

kilometers. So Denmark would fit into Canada around 233 times. Our border with the USA is around 8900 km long.

From above, it can be seen that with these prohibitive distances, logistical challenges are present, but we are fortunate in that we have a highly developed infrastructure, which helps to negate these obstacles.



If the destination is in the interior, would customs clearance take place at the entry port or would it be at the ultimate destination?

It is mandated by CBSA (Canada Border Services Agency) that all imports clear customs at the first port of entry.

Competition, I take it, is fierce also in freight forwarding in Canada. What would you say constitute the advantages of Kelicor Logistics in the market?

There certainly is no lack of competition in the Canadian freight forwarding market! Let's be honest: most freight forwarders offer the same services and to an extent similar pricing. I know this will not come as a surprise to any of your readers, but to try and separate yourself from the competition, the watchword is most definitely "SERVICE"...something which I am most passionate about and something which is often sorely lacking within our industry, by forwarders and service providers alike.

So this lack of service within the industry actually creates an opportunity. I am not saying we get it right all the time, but we are dedicated to making our customers the core of our business and in providing the most client \-centric experience possible.

It is an alarming statistic to note, that over 50% of customers will switch to a competitor after just one unsatisfactory experience, which makes a very good case for companies to prioritize exceptional customer service. Also very importantly, we put relationships first and realise the benefits of establishing mutually beneficial relationships. Customers are not numbers to be measured in revenue reports.

As we are a smaller, independent forwarder, we are not weighed down by red tape and bureaucratic slow deci-

sion making and inflexibility, as are many of the larger multinationals. We are agile and able to pivot quickly and effectively.



Some shipowners nowadays wish to cut out the freight forwarder in the logistics chain and do it all by themselves. What is your view on that? Will they be successful, and do you or have you faced sometimes that some shipowners are contacting your customer “behind your back”?

The trend of shipowners cutting out freight forwarders is certainly not a new phenomenon. Way back, when I first started in the industry it was commonplace for exporters with large volumes to go “liner direct.”

In recent years, and especially after the height of the pandemic years of 2020-2021 and as a result of skyrocketing container rates, some of the world’s largest shipowners embarked on numerous acquisitions and went on a purchasing spree, including air carriers, in order to cash in on the high rates.

It is a concern for us forwarders to have these industry “behemoths” trying to cut us out of the picture, and I believe that ultimately, we will have to fight hard for survival. The ongoing digitization of the supply chain won’t make things any easier for us, allowing customers to more easily bypass forwarders.

But I believe we still hold the key to survival and as mentioned above, again the keyword is “Service.” As long as the large shipowners keep outsourcing their service centers and provide substandard service, I believe we are here for the long haul. After all, we are the ones providing the expertise. Ultimately, shippers might lose access to this expertise by cutting out us middlemen.

In short, I do not believe that these large shipowners will be successful in providing end-to-end logistics solutions to customers, owing entirely to their lack of client centricity.

We have not been affected up until now by shipowners contacting our clients “behind our backs.” The soliciting of clients is a real no go area in the industry, and so far so good in that respect!



What are the main trading partners of Canada worldwide nowadays? And is there a particular area of the world that you focus on as a freight forwarder or are you “global”?

Our main trading partner by far is our neighbour to the south, who accounts for 76% of our total exports and 62% of our imports. Quite a remarkable figure!

The Ambassador bridge between Windsor ON and Detroit Michigan, USA has an average of 8,000 trucks per day crossing the border, with a commercial goods value of CAD 3.6 billion per day. Our next best trading partners are The UK, Japan and Mexico.

We service various verticals around the world, including Aerospace, Mining, Pharma and Healthcare, Oil and Gas and Fashion.

We are particularly strong in the mining space and have regular shipments to the African, South American and Australian continents.

We have a network of strong, dedicated agents all over the globe, so we have access to most ports and airports around the world.

How do you view this year of 2025 with still 9 months to go?

This is a tough one with so much going on in the world right now. The biggest concern to Canadian importers and exporters is the substantial new tariffs that have been (and will be) levied on a multitude of products by the USA. The tariffs will increase costs for many importers and exporters, and economists are predicting inflation to rise and possibly a stagflation scenario to arise.

Shippers are in a difficult position right now, as the rules of the game keep changing and it's tough to make decisions on supply chains.

The situation with the Red Sea Crisis has not yet resolved itself. We still have vessels re-routed around the Cape of Good Hope, leading to longer transit times and higher prices, which at present are almost double from pre-crisis levels.

Some light at the end of the tunnel though, as we did see some downward pressure on ocean rates towards the end of March 2025 and have not seen any GRI's announced yet for April or May.

The landed cost of imported products will of course increase, owing to the new tariffs being imposed, but will hopefully be offset somewhat by the lower ocean rates.

Also, we will have to see how increased automation and AI play their role in 2025. No doubt they are revolutionizing logistics and it remains to be seen how AI tools will be at the core of freight forwarding.

2025 will no doubt bring with it challenges, but as in past years and especially through the pandemic years, we just have to carry on being agile, proactive and not only survive, but also to thrive.



How did you get into freight forwarding yourself? What is the story behind it?

After completion of my tertiary education in South Africa and having completed two years National Service (conscription) in the South African Defence Force, I found myself embarking on a career in the retail fashion industry (definitely prepared me for the long hours of a freight forwarder!).

The company I was working for went into bankruptcy (I don't think I was to blame...at least that's my story), and I found myself looking for a job and hoping for a change of direction. A friend of mine suggested I apply for a job at his freight forwarding company in Cape Town, and the rest, as they say, is history: 28 years later and still going strong.

How would it be best for our readers to get in touch with you?

I can be reached by e-mail: info@kelicorlogistics.com or colin@kelicorlogistics.com, by telephone + 1 604 2771418 (office) or on Whatsapp +1 604 2202319.

Readers are most welcome to peruse our website www.kelicorlogistics.com and to contact me at any time... happy to help and no obligation on anyone's part.

With old age comes insomnia which is quite a valuable tool for a freight forwarder. So I can often be found online at very odd hours of the morning. You are likely to get a reply from me at 1 or 2 am PST.

Visit to Rapa Nui (Easter Island) of Chile

Editor's Note:

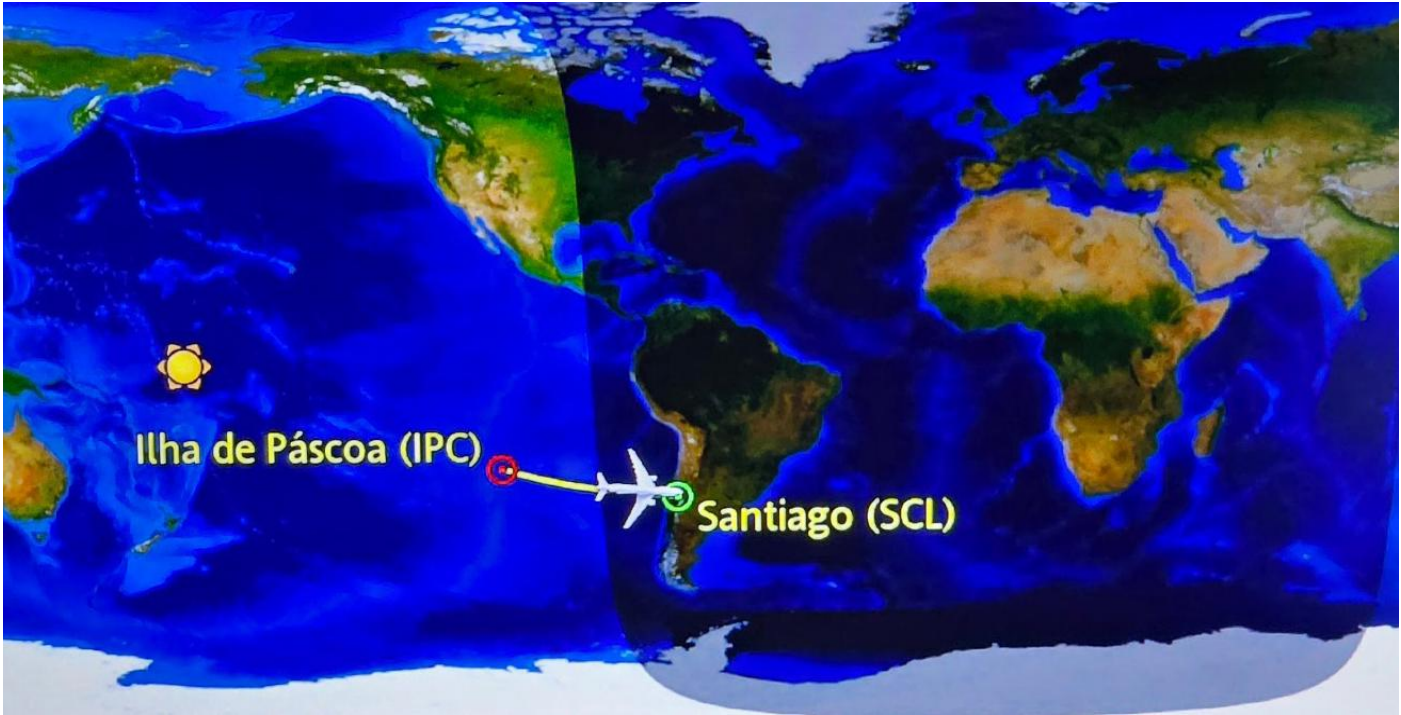
Was very lucky when visiting Easter Island in the Pacific from 21-28 of March. Not only was the weather fantastic but there was also the monthly cargo vessel offshore unloading cargo from the continent (Chile) to the islanders. How lucky can one get being there exactly for the few days that this Danish built (Sakskobing) coaster was around...



[Watch the Video](#)

Editor's Note:

Easter Island is one of the most remotely located yet still inhabited islands in the world. Stayed there for a week in March, wonderful by all accounts and luckily not yet spoilt by mass tourism or money laundering schemes...



Wise Words

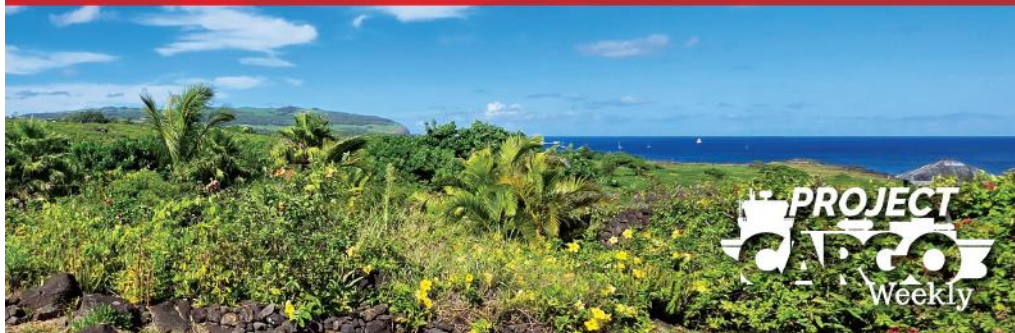
Pity is just another form of abuse.

- Famous Canadian Quote



ADVICE AFTER INJURY IS LIKE MEDICINE AFTER DEATH.

- Famous Danish Proverb





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May – 2025

15th of May, 2025



Editorial

Dear Readers,



It has been a month since I was last in touch. And what a month it has been!

Not only am I close to the end of my second round the world tour in two months (by flight), I also managed to get myself booked as a passenger onboard a cargo vessel together with my son due to sail out from Port Klang in two weeks. I am looking forward to some father and son time without YouTube, mobile connections and internet surfing. I will (hopefully) have his full attention as will he have mine.

I heard that now in Sweden where my son lives the schools decided to ban the use of mobiles during school hours. I find that a good decision because frankly who can control it? Can we as parents? We even had incidents where children drowned as one of the parents was too busy scrolling and looking at the mobile whilst their child was struggling in the water. Scary but true.

On the other hand, of course, when I wake up in the morning before I put on my clothes, I check my mobile... who knows, perhaps Henry Kissinger called... haha.

Joke aside, discipline is really what is needed when it comes to our children and their mobiles. Monkey see, monkey do, so we are supposed to be role models—but I gotta admit I am the first one failing on that score. Still on balance, I hope that through this trip, I can instill some routine and discipline in what is a wonderful teenager. Of course, I was “never like that”... Sure I was—just too damn old to remember ☺.

The world seems a bit more of a dangerous place nowadays. Not sure if the tariff/trade war is to blame for the general uneasiness that many of us feel. However, with the Gaza / Ukraine/ Yemen conflict going on (and more recently the ever present matter of Kashmir), it makes me think that we can never be too sure about the “old world order”, whether it still will prevail.

As for the US, I have no doubt that President Trump has done many things right, but he is not what I would call a “global citizen.” Thus, perhaps he fails to understand the mechanisms of today’s global world trade and where Akron, Ohio (for example) is not the centre of the universe any longer. Production capability and old memories of a work ethic that existed in the US before is perhaps long gone — and to some extent, without immigration would have been extinct completely. So kudos to all who emigrate globally to do better for themselves, their families at home, etc.

In the shipping arena, I must say that business seems still to be ok. Some shipping lines have gradually started to pick up their phones and call their customers which is a good sign. If they even invite you to lunch, then you know that THEY are hungry. Since the Corona days, and even now during the Red Sea crisis, it is not a bad thing for the owners to have the longer “safety ride” via the Cape of Good Hope. If the Suez Canal opens up again, there will be an avalanche of empty tonnage (container mainly) on the market and rates will be in free fall.

I am writing this editorial in the Dubai airport. I have to say that I am amazed by this place, not only the flight departure list but also the airport itself and the service of Emirates — their national airline. The vibe and “can do” of the place is intoxicating. Small wonder that millions choose to fly better with Emirates and use Dubai as a transit hub to....wherever. Why don’t we have this spirit in our European Airlines?

Well, back to business. As a wise man said, “No money, no honey.” Not that I am charging anyone for this newsletter, but the value is in the contacts gained worldwide. Sometimes, if not all the time, contacts are gold and worth more than money.

Today, first of all, we have an interview with a company in **Malta**. Then, we go to **Angola**, the **Czech Republic**, and **Brazil**. So quite a journey. I will leave it to you readers to evaluate, and hopefully, you will take the time to read/listen to it all.

Don’t forget our [Mobile Application](#) and we, of course, include shipping news, trade intel and our ever present wise words that I should adhere to but never do. ☺

Do take care, enjoy life and I shall be in touch in a month’s time.

Until mid-June, I remain,

With best regards,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Video Interview: Thomas Smith & Co



Ramon Azzopardi, Business Development Director at Thomas Smith & Co Ltd., Malta interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: Liburnia Airfreight



Petr Tyburec, Regional Head of Airfreight, Liburnia Group, Prague, Czech Republic interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

NATCO – Angola



Interview with
Mr. Carlos Magalhaes
President



First of all Carlos, can you introduce yourself to our readers? When did you start your career in shipping & logistics, and for how long have you been living in Angola?

My name is Carlos Magalhães, and I currently serve as President of NATCO Angola. I've been working in the shipping and logistics industry for over 40 years. I pursued my studies in Switzerland, and, throughout my career, I've held senior leadership roles in several countries across different continents.

I moved to Angola more than 25 years ago, and since then, I've been fully committed to supporting the country's development through logistics — particularly in sectors such as oil and gas, infrastructure, and heavy industry, where supply chain precision and reliability are absolutely vital.

In addition to my role at NATCO, I also serve on the boards of several companies, where I contribute to strategic planning, governance, and long-term growth initiatives. Since 2023, I've had the honor of serving as President of the Swiss Business Council in Angola, a position that allows me to actively promote economic cooperation between Switzerland and Angola. This includes facilitating investment opportunities and building commercial partnerships that contribute to sustainable, long-term development for both countries.



How is the political situation in Angola at the moment? It's a country we don't hear so much about these days – all I know, for instance, is that it's a major player in oil and gas, which also means a lot of shipping, right?

Yes, that's absolutely right – Angola is indeed a major player in the oil and gas sector, and that naturally drives a lot of activity in the shipping and logistics space. But beyond that, Angola has actually gone through quite a meaningful political and economic transformation over the past few years.

Under President João Lourenço, the government has prioritized anti-corruption reforms, economic diversification, and the attraction of foreign investment. And this year, 2025, Angola took on the rotating presidency of the African Union, which I believe is a strong signal of the country's growing influence and stability in the region.

While oil and gas remain the backbone of the economy — with production expected to stay around 1.1 million barrels per day through at least 2027 — we're seeing strong momentum in other sectors such as agriculture, mining, and industry. All of these depend on reliable and efficient logistics infrastructure.

The shipping sector is evolving rapidly. The Port of Luanda, which handles over 80% of the country's trade, is being expanded with a new container terminal. Meanwhile, Lobito is emerging as a strategic logistics hub thanks to the Lobito Corridor and the new railway links connecting Angola to inland markets in the DRC and Zambia. Namibe is also undergoing upgrades to accommodate larger vessels and a broader range of cargo.

All of these developments are positioning Angola as a critical logistics and trade gateway in Southern Africa. For companies like ours — and for our clients — this creates exciting opportunities for growth and long-term partnerships in a region that's clearly on the move.



What can you tell our readers about NATCO, both in Angola and internationally? Where is the company headquartered, and could you elaborate a bit on the company's history?

NATCO Angola is part of a global logistics network that originally started in Switzerland. The NATCO brand itself has been around for over 40 years — the first office opened in Switzerland, and from there the company gradually expanded into multiple continents. We've built our reputation on managing project cargo, heavy lifts, and complex logistics operations, particularly in challenging and developing markets.

Here in Angola, our headquarters is based in Luanda, but we operate nationwide. We've been active in the country for 25 years, and over that time, we've developed a strong understanding of the local landscape — from customs and compliance to infrastructure and regional constraints. What really sets us apart is our ability to combine deep local knowledge with international standards, ensuring that our clients benefit from world-class execution, even in the most demanding environments.

Today, we're proud to be part of the ILS Group – International Logistics Solutions, which is also headquartered in Switzerland. Being a member of ILS gives us access to global resources, shared expertise, and a powerful network of partners. This has allowed us to strengthen our offering not only within Angola but across the wider region as well.

Our commitment has always been to deliver tailor-made logistics solutions with precision, flexibility, and transparency — whether it's for oil and gas, infrastructure, mining, or other sectors operating in Angola and beyond.

Which ports are mainly used in Angola for shipping? Any specific comments on the ports – i.e., which ones might be better for handling project and OOG cargo?

In Angola, we work across several key ports, each with its own strategic importance depending on the type of cargo and the region being served. The Port of Luanda is definitely the country's primary gateway — it handles the largest volume of imports and exports. Thanks to its robust infrastructure and operational capacity, it remains the preferred option for project cargo and out-of-gauge (OOG) shipments, particularly for cargo headed to the capital or the surrounding industrial areas.

That said, the Port of Lobito is quickly emerging as a major logistics hub, especially for central Angola and the mining industry. With the development of the Lobito Corridor, including the new rail link connecting to the DRC [Democratic Republic of the Congo, Ed.] and Zambia, it's becoming increasingly valuable for cross-border trade and the export of critical minerals.

The Port of Namibe, although smaller in scale, is currently undergoing modernization and plays an important role in supporting logistics in Angola's southern provinces, particularly for bulk and breakbulk cargo.

We're also seeing notable progress at the Port of Cabinda, where investment tied to the new oil refinery project is stimulating industrial and logistics growth. This will be transformative for the enclave, which has historically been somewhat isolated in terms of infrastructure.

Lastly, the Port of Soyo is a key hub for the oil and gas sector. It supports offshore operations and provides vital logistics services to upstream projects in northern Angola. We're very active there as well, especially in base-to-base movements and support for offshore installations.

In summary, while Luanda remains the go-to port for large-scale and complex cargo, Lobito, Cabinda, and Soyo are becoming increasingly important in Angola's evolving infrastructure and energy landscape. At NATCO Angola, we adapt our port strategy based on project requirements, cargo profile, and final destination — always aiming for the most efficient and cost-effective routing.



Could you provide us with some details of any projects you have handled to or from Angola recently (air or sea)?

Certainly. At NATCO Angola, we've been at the forefront of managing complex logistics operations for major industrial and infrastructure projects throughout the country — by both air and sea.

One particularly notable project was the import and delivery of a complete yogurt factory from Germany to Catumbela, via the Port of Lobito. We handled the full DDP scope — from port operations and customs clearance to inland transport and final positioning of the equipment. The operation involved extremely sensitive movements through the city centers of Lobito and Catumbela, which meant we had to obtain special permits, arrange police escorts, and coordinate closely with utility companies to manage infrastructure constraints like low-hanging cables and narrow roads.

Another significant project was the Sodiba Brewery in Bom Jesus. We were responsible for transporting over 5,000 m³ of brewery equipment — much of it out-of-gauge and heavy-lift cargo. The final leg of the journey required us to navigate through central Luanda under escort and then move onto a dirt road to reach the construction site. That part involved precise crane operations and careful discharge sequencing to ensure everything was positioned correctly and safely.

We also handled the complete logistics for a cement factory, again from Germany to Bom Jesus. That was a turnkey operation involving heavy-lift and OOG cargo, full coordination from supplier to job site, customs clearance, secure inland transport, and the final on-site delivery and positioning of very sensitive industrial components.

In addition, we've carried out several helicopter transport operations — including Sikorsky, Super Puma, and

Agusta models — using both sea and air freight. Some of these shipments involved full air charters, like the AN124, for urgent deliveries out of Europe and the Middle East. On arrival in Angola, we had to plan night-time convoys through city centers with police escorts and utility company support due to the sheer size and delicate nature of the cargo.

These projects really showcase the breadth of our capabilities at NATCO Angola. We don't just move freight — we deliver integrated, end-to-end logistics solutions under some of the most challenging conditions, always ensuring full compliance, safety, and efficiency from origin to final destination.



How about customs clearance in Angola? Is it difficult — anything particular to be aware of?

Customs clearance in Angola has certainly improved in recent years, especially with the government's efforts to digitize and streamline the process. That said, it remains an area that requires deep local expertise and constant coordination. Importers need to be very attentive when it comes to documentation, proper classification, and staying on top of regulatory changes — which are frequent. Having a trusted local partner who knows how to navigate these procedures is key to avoiding delays and unnecessary costs.

At NATCO Angola, we've been working in this space for over two decades, and customs clearance has become one of our core strengths. We manage the entire process internally, from import and export procedures to temporary imports and re-exports, including specialized regimes for the oil and gas sector. We also handle vessel clearances and assist with import licensing and exemptions.

From my experience, the most important factor is preparation. If everything is aligned before the cargo arrives — the paperwork, permits, exemptions — then things can move quickly. In fact, we've successfully cleared complex and oversized cargo in as little as 24 hours. So while Angola's customs environment can be challenging, with the right experience and relationships, it's absolutely manageable.

Are there any shipping lines that you particularly recommend or DON'T recommend using into Angola?

We work regularly with most of the major international shipping lines serving Angola, including Maersk, MSC, CMA CGM, and others. These carriers have proven to be reliable partners for a wide range of cargo types and origins, and we've developed strong operational relationships with them over the years.

That said, I wouldn't say we recommend or blacklist specific shipping lines outright. Rather, we assess each shipment on a case-by-case basis — considering the cargo profile, point of origin, required transit time, and destination port. The choice of carrier really depends on the specifics of the project. What works well for one shipment might not be the best fit for another, so we always aim to select the line that best meets the unique requirements of each operation.

As part of our commitment to quality, NATCO Angola is ISO 9001 certified, which means we are required to regularly evaluate and document the performance of our service providers — including shipping lines. We assess them not only on transit times and pricing, but also on documentation accuracy, consistency, handling quality at destination, and responsiveness when challenges arise.

This process ensures that we maintain a high standard of service across all our operations, and it helps us make informed decisions when recommending carriers to our clients. Ultimately, our role is to find the most efficient and reliable solution for each project — and that's where this kind of structured evaluation really adds value.



How do you view the business from a logistics perspective for the rest of this year?

I'm quite optimistic about the logistics landscape for the remainder of the year. There's growing movement across several key sectors — from oil and gas to mining and infrastructure — and that naturally drives demand for sophisticated, reliable logistics solutions.

We're especially proud to have secured one of the largest logistics projects in Angola in terms of volume, which we'll be starting shortly. The contracts are already signed, and we're now in the final planning stages,

preparing to launch operations. It's a major milestone for us and a clear sign that Angola continues to attract large-scale industrial activity.

Beyond that, we're seeing Angola positioning itself more and more as a regional logistics hub. The Lobito Corridor is a great example — linking the Atlantic coast to inland markets in the DRC and Zambia and creating major opportunities for cross-border movements. But it's not just about rail — the new Dr. António Agostinho Neto International Airport, scheduled to begin operations soon, will also be a game-changer. It will enhance Angola's role as an air cargo gateway for the region.

Of course, there are still global challenges — from freight rate volatility to supply chain disruptions — but with the right structure, adaptability, and experienced partners, I believe Angola is entering a very promising phase. At NATCO, we're ready to support that growth with tailored, end-to-end logistics solutions built on trust, local expertise, and international standards.



How would it be best for our readers to get in touch with you?

The best way to reach us is through our website www.interlogserv.com. There, you'll find an overview of our services, project experience, and all the relevant contact details. For direct communication, you can also reach our team at info@natco.co.ao.

On social media, we're represented through our parent company, the ILS Group Switzerland, which shares updates, industry insights, and project highlights across the network. You can follow us on LinkedIn and Instagram under ILS Group Switzerland — it's a great way to stay connected and see what we're working on, not just in Angola, but globally.

We're always open to new collaborations and conversations. Whether you're planning a project in Angola or just looking to understand the logistics landscape better, we'll be happy to connect."

Inter Oceanica Logistics & Solutions – Brazil



Interview with
Ms. Cristina Galhardo
Head of Special Cargo



For starters Cristina can you tell us about the background, history and ownership of Interoceanica?

Of course! Interoceanica was created in 2002 by its owners (Washington Barros, Fabiano Rodrigues, Marcos Marinho, Rene Steinmann and Wayan Barros), together with BBC do Brasil (representing BBC Chartering in Brazil), with the help of our current general manager, the highly experienced Carlos Dohnert. Since its beginning as a freight forwarder, Interoceanica's initial function was to assist the tube market, addressing Vallourec's growing need for a management service over its export demands. We are happy to say that Vallourec remains with us to this day.

Being well-established in the local market, we also started working with other types of cargo, including bulk, general, and project cargo.

It is important to note that, although Interoceanica and BBC do Brasil share the same shareholders, they are distinct and completely independent companies, each with its own customers, vendors, and assets. In other words, Interoceanica can work with all carriers in the market, just like any other company, not exclusively with BBC.

Today, Interoceanica has five offices in Brazil: Rio de Janeiro (HO), São Paulo, Belo Horizonte, Fortaleza, and Natal. We also have an office in Miami, FL.



Brazil has many freight forwarders also claiming to be good at project cargo. How would you describe to our international readers the strengths of your company?

Due to the company's 23-year history and solidity, our customers and partners can rely on highly experienced professionals responsible for their shipments, all of whom have well over 20 years in the shipping market, including Rene Steinmann, Carlos Dohnert, and myself, alongside our team of engineers and heavy haul transportation specialists.

Additionally, Interoceanica has several partnerships in the local market, enabling our team to actively operate as a trucker and heavy hauler, with direct rental and administration of assets such as MTRs, gantry cranes, low beds, jacking and sliding equipment, etc. Everything is managed in-house, with excellent insurance coverage and ISO certifications. We are in the process of obtaining AEO Certification, which should be confirmed very soon.

There are many ports in Brazil. Could you elaborate a bit on the ports most commonly used for break-bulk and project cargoes? Also, in a country as big as yours, I suppose that some ports are more well-equipped than others? What is your experience on this?

I'd say that there are reasons beyond equipment structure that will define which port you will use in Brazil.

Due to our geography, the location—alongside route feasibility—plays a significant role for different regions of Brazil: Paranaguá for the South, Rio/Itaguaí for the Southeast, Salvador and Pecém for the Northeast, and Manaus for the North.

Santos used to be a very important port for our market, as it is close to the country's most important factories. However, the concessionaire responsible for the access road to the port has made transporting special cargo very expensive, opening a competitive corridor for Rio de Janeiro and Itaguaí, where access road transportation costs are lower than those for Santos, even though the distance is slightly longer. Because of that, Santos is now more of a general cargo and bulk port. We don't know if we will be able to use it for breakbulk cargo in the near future, unfortunately.

From an equipment perspective, some ports are certainly better equipped than others, with Vitória standing out due to its high-capacity cranes. Due to the high investment costs for equipment and maintenance, most ports prioritize container cargo, leaving little room for project/breakbulk cargo. As a result, most of them only offer storage areas, with cargo handling often falling under the responsibility of customers or freight forwarders.



Inland transport in Brazil—is that mainly done by road, rail or barge? Could you also provide us with some examples of cargoes that you have handled in the past?

In general, Brazilian inland logistics is primarily road-based. Unfortunately, government investments in river and rail transportation are almost nonexistent, which is a pity. However, barge transportation is also used for local seafreight when route feasibility for super heavy and/or oversized cargo is lacking. In the Northern region, it is widely used due to the area's rich river network.

Interoceanica has already undertaken many projects, including seafreight, port handling, and inland transportation of heavy coils, off-road trucks, giant buckets, transformers, windmills, rotors, turbines, and many more to come!

Customs clearance was (to my former knowledge at least) often a headache in Brazil. How is the situation now? Any good words of advice to an overseas shipper or forwarder wanting to ship to your country? Is customs clearance always done at the first point of entry?

I see that Brazilian authorities are gradually trying to modernize and speed up the local clearance process (it has improved significantly since I started working), but it is still far from ideal. The key to success is always relying on a trustworthy partner who will prepare and check all the details—both cargo and documentation—while the shipments are still at their point of origin or supplier’s factory. This applies to all shipments, whether breakbulk/project cargo or not. When the process starts correctly, and the cargo is properly packed, marked, and manifested, many problems can be avoided, and the chances of a successful process are greatly increased.

For projects, prior study and preparation are even more crucial! Some duties and tax benefits/exemptions can be applied in certain cases, and alignments with the local customs office should be made months before the project begins, as these requirements can take time.

Port terminals in Brazil are currently very congested, and the demand for storage space—along with backlogged customs processes—makes port back-up areas or even bonded terminals in the countryside better options for faster customs clearance. The choice depends on cargo requirements, awarded tax benefits, customs process options, location, and feasibility of transfer costs from the port. This should also be checked in advance.

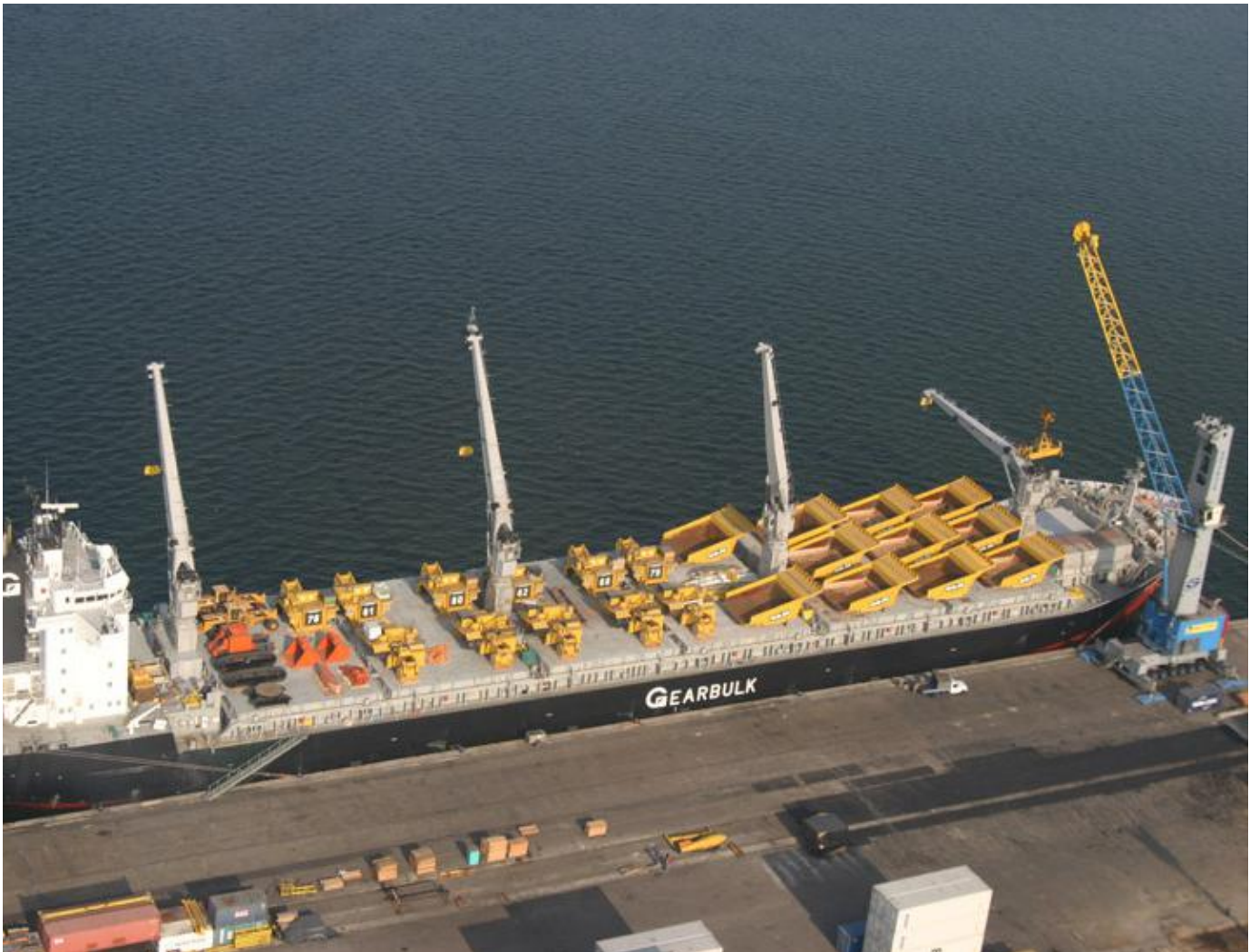


Nowadays some of the shipping lines pretend that they are capable of being freight forwarders. In other words, you contact them with a shipment, book it and immediately after they will call your customer directly. Is that happening in Brazil, too, and do you then avoid these shipping lines?

For sure, it happens a lot here! We see that more and more, we are competing with these “shipping lines” in the market. I quote/use their services only when working with containers. For breakbulk (BB) cargo, they can easily track the kind of cargo and POL, as well as the customers of the request. Container businesses are not that trackable.

COSCO Shipping Ports opened a new LATAM hub in Peru called Chancay. Might this route be interesting for cargo coming from inland Brazil but destined for Asia? What is the current inland situation in Brazil connecting to the West Coast? Or are we perhaps still years away for this solution?

It is always good to have options and out-of-the-box solutions, but speaking of project cargo in Brazil, unless there are improvements in road and river infrastructure between Brazil and Peru, along with potential agreements to enhance this route, I do not see Chancay as a viable alternative for out-of-gauge (OOG) cargo producers—most of whom are in the southeast of Brazil. I hope the governments can work together on this idea and perhaps further develop industries in this corridor.



How is it best for our readers to get in touch with you?

I'll be more than glad to be reached for business development or a nice chat through any of the channels below:

Phone / Whatsapp: + 55 11 98344-8228

Email: cgalhardo@interoceanica.com.br

The View from St. Mathildas Hospital in Hong Kong

Editor's Note:

Stubbed my toe so had to visit St. Mathildas hospital in Hong Kong for an x-ray. You may call it an X-Ray with a view, overlooking the entrance to Hong Kong you can imagine from this footage what a fantastic location that this hospital has. Besides the view they are also professional. Enjoy...



[Watch the Video](#)

Editor's Note:

Visited Kota Kinabalu which besides having both a small breakbulk/ro-ro port also has a container port. Located in Sabah in East Malaysia it is an unpolished gem and with some of the best sunsets around it is recommended to visit by anyone.



Wise Words

“

**He who digs a pit for his brother,
falls into it.**

- Famous Arabic Quote



“

**EVERY GREAT DREAM
BEGINS WITH A DREAMER.**

- Famous African Proverb



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 ISRAEL

NORTH AND SOUTH AMERICA

LOS ANGELES
 COSTA RICA
 NIGARAGUA



June – 2025

15th of June, 2025



Editorial

Dear Readers,



This editorial is going to be a bit special. It is written on the high seas. Since May 23rd, I have been a passenger onboard mv UHL FABLE, a heavy lift vessel operated by United Heavy Lift in Hamburg traveling from Port Klang, Malaysia to Denmark.

As some of you might know, one of my favourite pastimes is traveling by freighter whenever it is possible. I have done so since 2005. When I look at my seaman's book, I can see that I have travelled almost once a year.

Communication has evolved greatly since the first days onboard. Nowadays, Starlink, the Elon Musk internet system, is working very well in general and also on this vessel. I can send and receive emails, use WhatsApp for calls and shorter videos, etc. So being alone on the high seas is a “thing of the past” so to speak. Of course having said that, face-to-face will never be replaced by any kind of internet – and thank God for that. Here is, by the way, an interview with the master of the vessel I am on. I hope you will find it as interesting as I did.

One thing to note in particular with regards to UHL is that safety and the whole concept on having safety and security at the core of doing business is part of their DNA. Words on a piece of paper or a “code on conduct” is meaningless unless it is also practised for real, however I can confirm with “hands on” experience onboard (watching as passenger) that it is indeed practised in everything they do!

My 16-year-old son is accompanying me on this trip with kind permission from his school. We have brought school work which we do in one-to-one sessions in my cabin both morning and afternoon. Along with the unforgettable experience of the ocean—through both calm and stormy weather—hopefully, it will offer him more than just endless hours spent toiling over books.

I have often found that the most innovative and worldly people actually didn't do exceedingly well in school.

Some parents, however, are obsessed with their kids' grades instead of focusing on their mental well-being in our overly wired society. Seldom has more diagnoses been dished out for ADHD, lack of focus, inability to read and so on.

Perhaps as parents, we need a revamp of our priorities. Children want time with their parents, too, but do we have it? "Monkey see, monkey do" as the saying goes and are we role models?

When I was 6, I was on board Thyra Torm from San Juan, Puerto Rico via Panama and Japan to South Africa. That was in 1968. I am quite sure it helped shape who I became.

The time onboard (35 days) with my son is indispensable, and it is now the 4th such child that I have brought along with me onboard. The jury is out on the result, but if the focus is to have quality time with your teenager and learn to understand him better, the result is in and it is only positive!

There is a lot out there for teenagers nowadays, and in their formative years we parents really need to be alert. Internet grooming is another issue that, for example, in Sweden and no doubt other Western countries is well and sadly so well developed. Recruiting of gangster wanna-be's (down to 11-12 year-olds) using Snapchat or other media services is rife, and both parents and police are often too late in preventing it. But at the very least, there is now attention. Hopefully at some point, besides the focus on endless profits, there will also be more accountability from the social media companies regarding their algorithms. But the buck starts and stops with the parents ultimately.

The trip so far has been great. I am writing this editorial close to Durban. When I mentioned on LinkedIn that I was close to Madagascar, a friend of mine (strangely enough also named Bo and now retired in Thailand) sent me a short story about his time in/around Madagascar working in shipping even along with my late father. [Read here.](#)

Being happy out here on the high seas, and with reduced exposure to the endless news feed, makes me feel pretty relaxed. I am currently on my 4th book and still have 3 books to ply through before arriving in Denmark on or about the 30th of June. Reading is a pastime that I always enjoyed. Yet ashore, I have always or often felt too busy to settle down and focus on the many books I have compiled in my small library at home (Santiago, Chile) and learning Spanish is, of course, something I should now start to do....but let us see. Perhaps I have indeed become a bit "lazy" in my older years.

I am thoroughly behind on the shipping news and although I can download emails out here, I have made a point of disregarding the newsletters. Having said that, I hope that you won't disregard this one!

What is interesting in this month's newsletter is that we have got an interview with the captain of the vessel I, along with my son, are passengers on. It is very interesting to hear from him about his experience as commanding a heavy lift vessel around the world does require both skill, a sense of responsibility, and the ability to manage an international crew so that they work seamlessly together—something that he indeed masters well so to speak!

So without further ado, let me inform you what we have got in store for you in this newsletter besides the interview with the captain:

1. Re-publish our interview with United Heavy Lift in Hamburg and their commercial management
2. Interview with a specialist in coaching woman in leadership and professional development.

We, of course, provide you with shipping news, trade intelligence, wise words and featured pictures and a video of the month.

I shall be taking a break in the month of July and will be focusing on spending time with my now 82-year-old mum in Grenaa, Denmark. Hopefully, the weather in Denmark will be kind and without too much rain. When the summer is on in Scandinavia, it is indeed the place to be if, as they say in shipping language: WP (weather permitting).

Wishing everyone well and we shall be back on August 15th after the July break.

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



Interviews

Master of UHL Fable



Interview with
Capt. Karsten Strotmann



First of all Captain, could you tell our readers a little about why you decided to go into shipping and ultimately become a captain?

The same question gave me the biggest concerns during my first application in a shipping company. I never had any good answer to that.

My grandma – she may rest in peace – used to tell the story that during our first family vacation at sea, I saw a large vessel on the horizon and proudly decided: “I will become a captain!” I must have been three or four years of age back then.

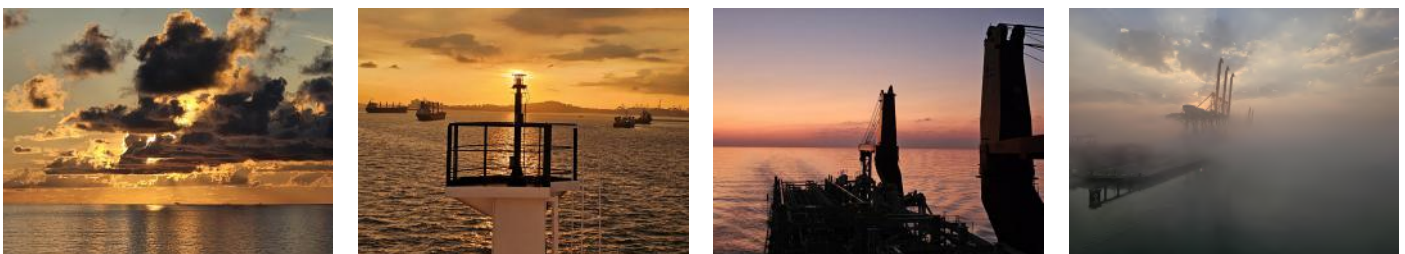
To the big surprise of my parents, this childhood-dream never changed. Since my family has no seagoing background, there was no guidance along the way. Just this early wish, which kept me moving forwards, continuously and with the required dedication.



UHL Fable (Photo: United Heavy Lift)

How long are you normally at sea and at home respectively?

This gradually improved during my career, reaching the top level now with three months on board, followed by three months ashore. This is a hard-earned benefit and cannot be expected as the norm in shipping. For me, this perfectly suits my lifestyle. I have this clear cut between work and leisure. For anyone who is tempted now with the thoughts like: “Yeah, that must be a great work-life-balance!”, please, keep on reading.



Communication and the internet are paramount nowadays. Could you elaborate for our readers about the development from before until now concerning connectivity onboard and communication between ship and shore office as well as between crew and families?

Back in the days in the navy and as a cadet, there was snail mail. Hand-written, put in an envelope, handed to an agent, hoping to receive some answer in one of the next ports.

Computers on board were rare, usually only to be operated by the captain. He was the only one with a clue as to what is going on in the world around, strengthening his position as “next to God”.

Phone lines with international calls were expensive. You needed the right coins of local money to do the calls, often with a long waiting queue of other, higher-ranked crew members ahead. After long working days in the ports, not everyone was happy to wait there some hours until it was their turn to speak to their loved ones. Or the time difference between your location and your home made it impractical to try at all.

Summing that up, you were quite isolated with your thoughts and worries, but amongst others of your crew, who found themselves in equal positions.

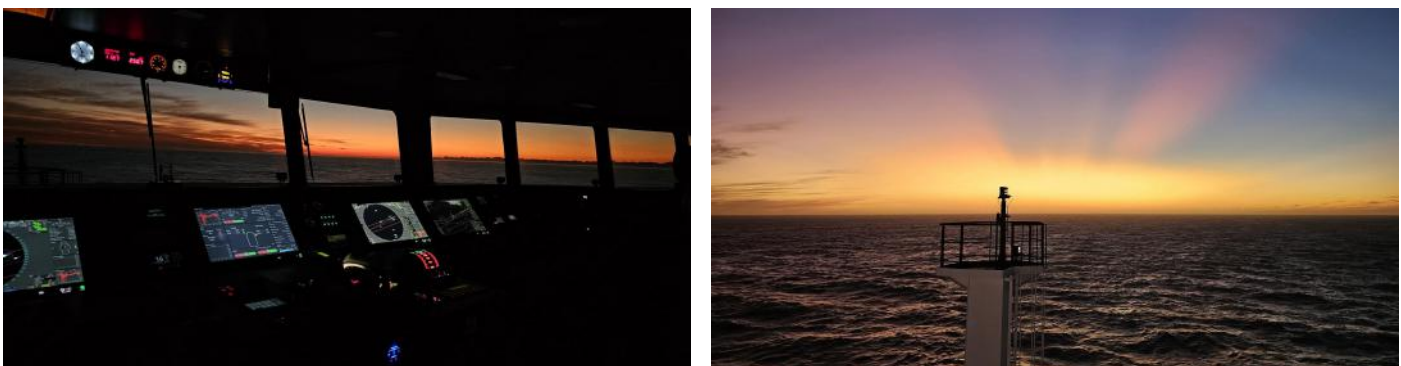


You came back home and were surprised to find a new government after some election, which you totally missed out. Some relatives passed away, others came into your family. Some of those unnoticed until the day you were back ashore.

Nowadays, the physical distance is bridged. However, there are pros and cons. We can participate in neighbourhood WhatsApp groups and know about any celebration and event going on around (but without) us. We can share the good moments. We actively participate in video calls with demanding clients planning our next cargoes, etc. And yet, you start to worry about matters you cannot change.

Ultimately, this gradually decreases the importance of the smalltalk on board, and each one now tends to isolate on board in their cabins, to spend each free minute with their loved ones back home via internet calls. An understandable development with long-term-effects to become obvious in the future.

Indeed, connectivity improved so drastically in these 21 years in which I actively sailed. And I am lucky to sail on one of those vessels fit with state-of-the-art equipment and for a company who understands the value of good communication.

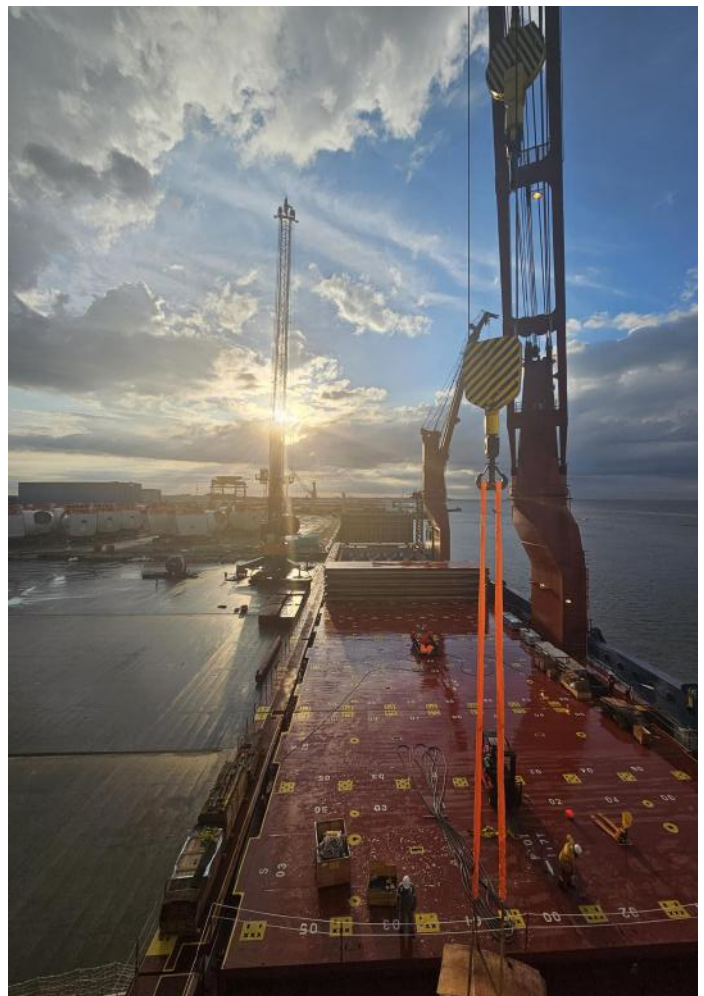


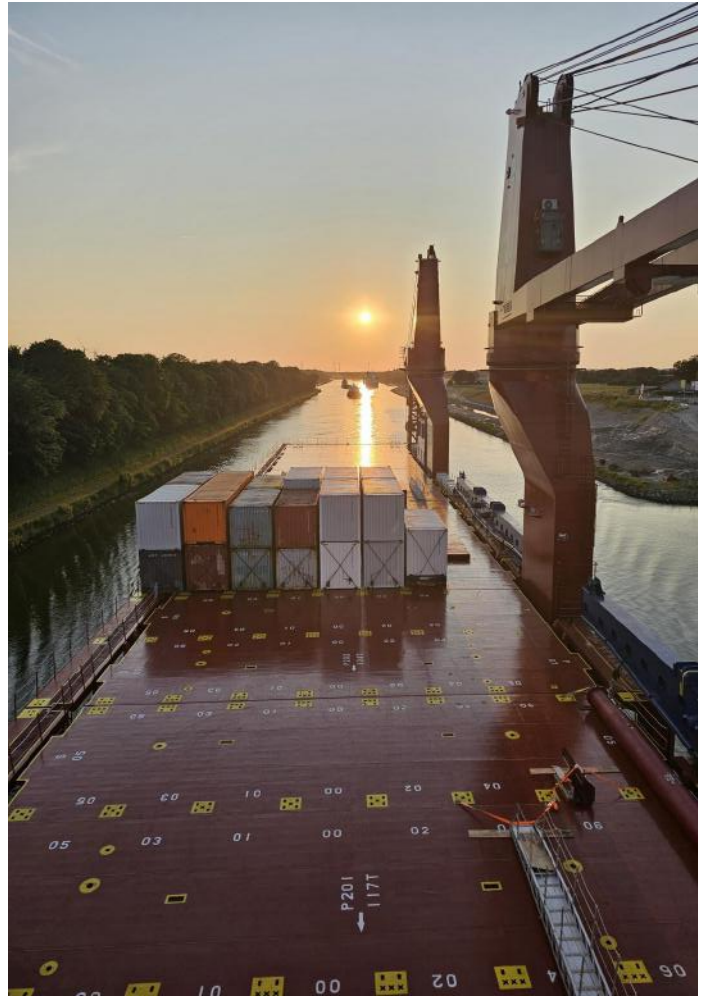
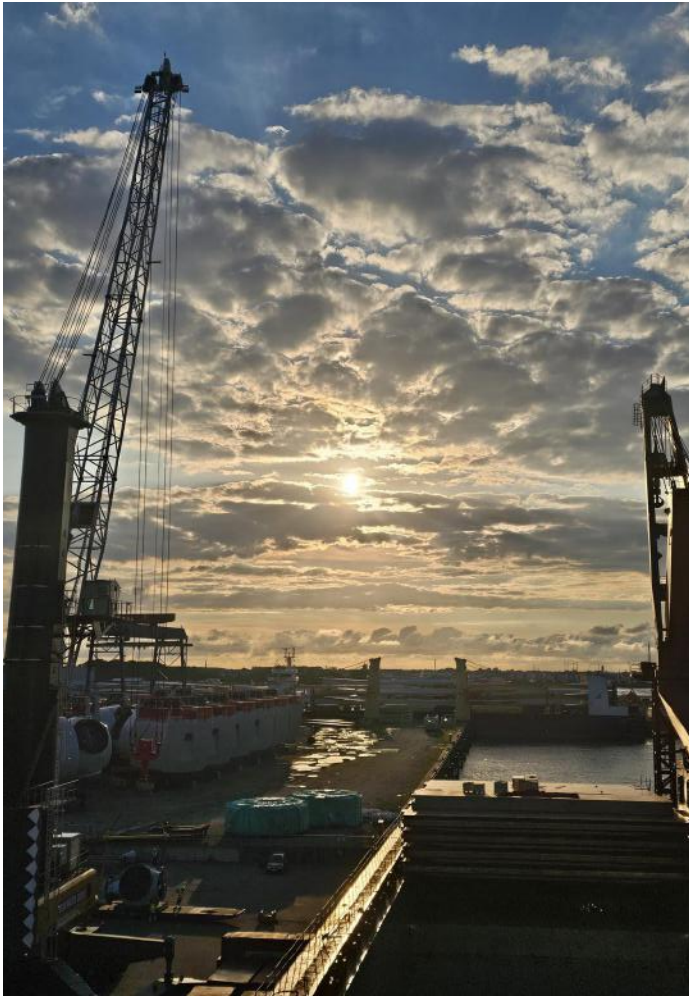


You are captain of a specialised vessel. What is special about it and what kind of cargoes is the vessel typically suited for would you say? As I understand it and can see here onboard, of course, it has 2 very large cranes. What is the lifting capacity?

The lifting capacity of each crane is 450 metric tons, adding up to 900 mt in tandem configuration. Most cargoes we see are way below this theoretical limit. Yet it ensures that we can offer transportation for many cargoes in the market.

With our six-meter extended crane base, this vessel in particular (and a few others in our fleet) are best suited for high intake of windmill blades (along other parts) required for Europe's urge for power transition to renewables. Naturally, this vessel is often engaged in voyages transporting those parts from Far East Asia to Europe. On return voyages, we have a wider variety of produced machinery to all kinds of destinations.

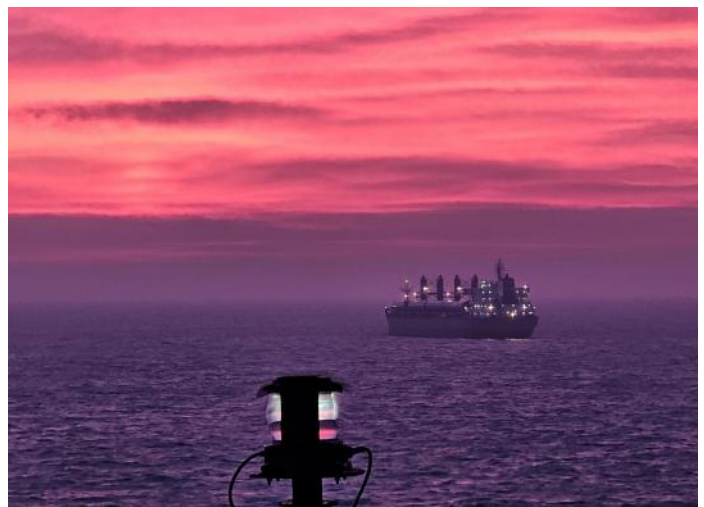
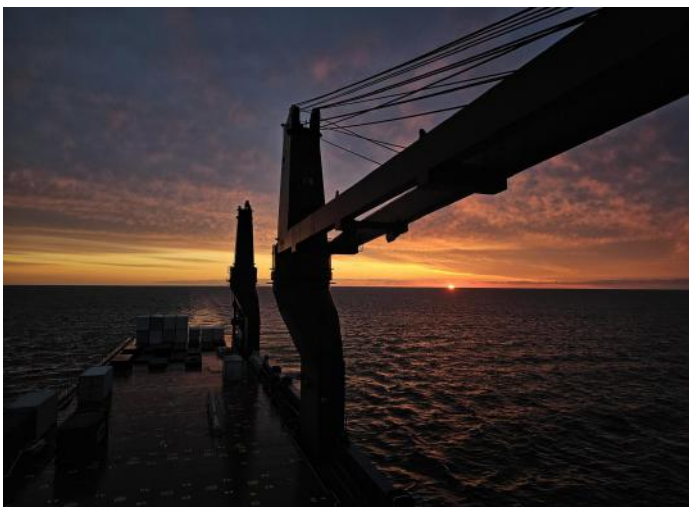




How many of this vessel type does UHL operate currently and do you operate worldwide? When was this vessel that you are currently a captain of built?

We have 19 vessels of this F900 type “Eco-Lifter”. This one is the last of the series, delivered in April 2024 by our long-term partner CSSC shipyard in Shanghai, China. Although the vessels are originating from the same hull design, there have been some revisions in terms of outfitting, one being mentioned earlier with our crane base extensions. Each of those modifications aims to satisfy changing demands in the continuously developing cargo markets.

Since delivery, the vessel has sailed more than 75000 nautical miles, or 130000 km, or more than three times around the globe, calling ports in four different continents. But this is only a glimpse of what the whole fleet achieves. It is certainly a world-wide service which we offer to our clients.



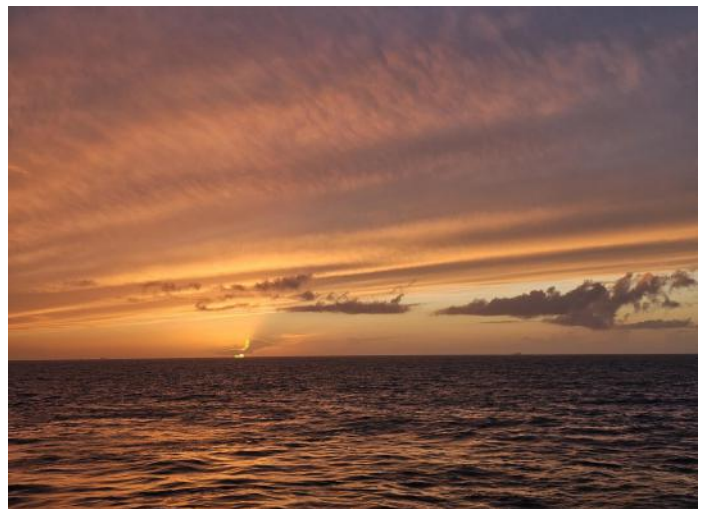
The political situation going from Asia to Europe right now means going south of Africa. How many more days would you say that it generally adds to the transit time, for example, for this voyage Port Kelang to Las Palmas going that route instead of via the Suez Canal? How much bunker (fuel) does a vessel of this type burn per day roughly?

Connecting Europe and Far East Asia via the Suez Canal saves around twelve days, or vice versa, we now have up to two weeks longer passage when you count in all the adverse weather you can encounter along the extended route around Africa.

That also requires around 250-300mt more bunker fuel for a vessel of this type. And yet, this is a highly fuel-efficient vessel in the market, meeting strictest IMO tier III emission requirements. Other companies suffer much worse, due to their aging fleets with less efficient vessels.

Fuel efficiency is one of the key factors to maintain this business in a profitable manner. And one of the major contributing factors is how many goods are carried on each voyage. Our passengers may have noticed that our cargoes consume all available space, there is nothing vacant on board. This is a huge commitment achieved by combined efforts with our chartering and engineering departments, ensuring that we utilize the vessel's capacities to the maximum. This is one of the keys to any sustainable approach, which we are quite proud of.

Challenging times require all of us to work together on solutions and to literally “go the extra mile” when needed!



What do you particularly like about your job as a captain? There must be some fantastic views (as I have seen myself onboard) on the ocean.

A huge part of my job satisfaction comes from the variety of aspects. Of course, a certain routine sets in as common to most repetitive tasks. But sometimes you have the focus on cargo planning, sometimes on weather routing, sometimes on accident prevention, sometimes the ship's maintenance, sometimes on mentoring young sailors, and so much more.

No voyage is equal to any other. No shipment is equal to the one before. And by working with so many people from all over the world, you have the chance to maintain a wide horizon and differentiated view on many topics.

And yes, the mentioned clear cut to my private life. I leave my captain's headaches at the gangway when I sign-off. What I keep in mind are all the great occasions, which you also briefly mentioned. Some of the best views are only anchored in my heart, but sometimes I was lucky to capture those in a decent photograph (included some recent photos in this interview).



Every job has plusses and minuses. If you think about the downside of being at sea in 2025, what would that be?

More stringent compliance programs and legislative administration workloads form a major part of our daily routines. A shore-based company may tackle those by hiring more personnel.

On board, our space is limited. We have a certain set of people, who tend to “drown” in paperwork and documentation. Often there are several levels of documentation for the same event, just for different authorities and control entities. This daily struggle to stay ahead of the game can destroy anyone’s motivation and you need to develop highly efficient routines in order to keep-up at all. So far, every single attempt I encountered which aimed to improve this situation ultimately lead to even more of a workload.

“Safety on paper” is unfortunately not what keeps people alive, vessels afloat, and precious cargoes reaching their intended destinations. It takes skilled and well-trained people, who have the chance to stay focussed! I assume that some of the readers will have similar thoughts when reflecting on their businesses and worries.

Apart from that being said, one of my favourite sayings is: “There are no problems, only solutions!” And this is where our crewing department jumps in, trying to develop people in-house, “From cadet to captain”, who will have the required knowledge and resilience once reaching the demanding positions.



How many ports around the world would you say you have visited during your career onboard?

That question made me count. It sums up to around 200 different ports in 60 different countries – not counting repetitive calls. Thus, there are still many places to go!

How would it be best for our readers to get in touch with United Heavy Lift if any reader would like to become a seafarer in UHL or become a customer of UHL?

For those who have a transportation inquiry, please get in touch with:

Chartering inquiries

chartering@unitedheavylift.de

+49 40 3085424 00

Project inquiries

projects@unitedheavylift.de

+49 40 3085424 00

For those who are interested in becoming part of our crew, please reach out to:

UHL Crewing

career@unitedheavylift.de

For anyone else without the intention to smell salty air every day, but still wishes to contribute to a great shipping company, we look for talented and motivated people in many different positions. Just follow the usual channels on LinkedIn or check directly on our homepage: <https://unitedheavylift.de/career/>

In the end, a vessel can only perform as well as the many dedicated persons in the office backing it, and the strong team we form together as one service provider.

United Heavy Lift – Interview

The image shows a YouTube video player interface. At the top left, there is a red circular icon with 'PCW' and the video title 'United Heavy Lift – Interview with PCW'. A 'Share' icon is in the top right. The video frame shows two men in a split-screen interview. The man on the left is Leif Müller, wearing a dark sweater and headphones, in an office setting. The man on the right is Bo Drewsen, wearing an orange polo shirt, with a virtual background of a sunset over the ocean. Below the video frame is a red play button icon. Underneath the video frame, the names and email addresses of both men are listed: 'Leif Müller leif.mueller@unitedheavylift.de' and 'Bo Drewsen bo.drewsen@projectcargo-weekly.com'. At the bottom of the player, there are logos for 'UNITED HEAVY LIFT' (with a yellow hook icon) and 'PROJECT CARGO Weekly' (with a red truck icon). Below the logos are the websites 'www.unitedheavylift.de' and 'www.projectcargo-weekly.com'. In the bottom left corner, there is a 'Watch on YouTube' button.

Leif Müller, Global Commercial Director at United Heavy Lift was interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

YAS Coaching & Training – Interview



Interview with
Ms. Yasmina Rauber
Founder



First of all Yasmina, could you tell our readers a little about your background. There are many coaches out there so to speak. Why did you become one?

I began my career in Trading & Shipping in 1995. At the time, I was often the only woman in the room—an ambitious professional determined to become a trader. As I advanced in my career, I became increasingly aware of the biases held by some members of management.

Back then, the industry was dominated by men’s clubs, with very few spaces for women to connect, grow, or be heard. When the opportunity arose, I made a conscious effort to build a team of women in my office. This allowed me to coach and mentor several young women—a role I deeply enjoyed. Sharing knowledge, offering support, and truly listening to others has always been a source of fulfillment for me.

Later, I was honored to be appointed President of the Swiss chapter of WISTA (Women’s International Shipping & Trading Association). We started with just 14 women; by the time I stepped down 6 years later, we were a network of 130. That growth clearly reflected how important and needed this kind of initiative was at the time. I poured my energy and passion into ensuring that women in the industry were taken seriously and had a seat at the table.

During that period, I also benefited from the guidance of my own coach, and I experienced firsthand the transformative power of coaching. That experience sparked my desire to become a coach and trainer myself.



You have obviously found a blank spot in the market for leadership training. Can you tell our readers more about what you found lacking?

As I climbed the corporate ladder, I quickly realized there were very few women to look up to. During my time as Managing Director of an ethanol trading company in Geneva, I participated in several management training programs. However, I was consistently the only woman in the room—and the trainers were always men.

Over time, I came to understand that my leadership style differed significantly from that of many of my male colleagues. It was more feminine in nature: my values served as my constant guide. I led with empathy, remained approachable, and focused on finding solutions rather than engaging in confrontation.

When I became a mother —later in life— I felt a strong desire to share tools and support that I myself had never had access to. I set out to create a program where women could cultivate peace of mind, self-confidence, and work-life balance—without ever having to compromise on their ambition.

I see from your introduction that you particularly support women in shipping to find their way. Please describe some of the obstacles that you have found them facing—especially since we claim (in some countries at least) to have equal opportunities.

Today, we are seeing more initiatives aimed at attracting and supporting women in the workplace, which is a welcome and much-needed shift. However, challenges remain—particularly for junior women facing what is often referred to as the “broken rung.” This refers to the early stage in a career when women are frequently overlooked for first-level promotions. Often, unconscious bias plays a role; there’s a prevailing assumption that young women may soon start families and, as a result, might not remain fully committed to their roles in the medium term.

At the same time, women already in middle management often face barriers to reaching C-level positions. Despite their competence and experience, they may struggle to break through to executive leadership.

This is precisely where the tools I offer—focused on both soft skills and mindset—can make a significant impact. By equipping women with the confidence, communication strategies, and leadership presence they need, my programs are designed to help them overcome these systemic barriers and move decisively to the next level in their careers.



How do you go about coaching your clients? I am, of course, not asking you to divulge any trade secrets but perhaps a couple of hints on what you do would help potential individual and corporate clients better understand what they could gain.

Of course! I always begin by offering a free 30-minute strategy session. This allows us to get to know each other and gives the client a chance to share the specific challenges she's currently facing. Once I've assessed her situation, I provide initial insights and potential solutions. If she's interested in going further, we can then explore whether my programs are the right fit for her.

I offer two distinct types of programs:

1. Group Sessions – Clients access structured online modules that they can follow at their own pace. We then come together in group meetings to discuss the topics most relevant to each participant, working through practical exercises designed to deepen their understanding and application. This format also offers the valuable opportunity to connect and network with other professional women facing similar challenges.

2. One-on-One Support – This format follows a similar structure, with clients watching video content in advance. We then hold personalized 1:1 sessions to explore the most important issues in depth and apply the tools to their specific context. Even in this more individualized setting, clients still have opportunities to engage with the broader network if they wish.

Both formats bring meaningful benefits. The right choice depends on how much personal support a client needs. Whether it's the shared learning of a group or the focused depth of individual coaching, the goal re-

mains the same: to empower women with the mindset and tools to move forward with clarity and confidence.

In addition to individual and group coaching, I also offer **corporate in-house training programs** tailored to the needs of organizations. These sessions are designed to strengthen leadership capabilities, promote diversity and inclusion, and support professional development at all levels. Whether delivered virtually or on-site, these trainings are practical, engaging, and aligned with the company's strategic goals.

How does the cost of your coaching work? Are fees charged per hour or is it a lump sum package?

Like any therapist, trainer, or gym coach, coaching sessions are charged by the hour; however, I also offer package options for greater flexibility and value. Naturally, pricing varies depending on whether you choose one-on-one sessions or join a group program.

That said, I often recommend integrating a few individual sessions even if you participate in a group program. One-on-one time provides the clarity and focus needed to address specific projects or sensitive topics you may not feel comfortable discussing in a group setting.

Both formats offer unique benefits —group sessions foster connection and shared learning, while individual coaching offers deeper personalization. The best results often come from a thoughtful combination of the two.



Where is your company based? Is it a physical location or is it a bit like PCW newsletter — online?

I am based in Switzerland, primarily in Zug, though I frequently spend time in Geneva—my hometown. All my coaching sessions are conducted online, making them accessible to clients anywhere in the world.

In fact, one of my very first clients was HP, for whom I facilitated several cohorts of women located across the globe—from Singapore and South America to India, Dubai, Europe, and North America. This international reach reflects both the flexibility of my programs and the universal relevance of the challenges we address.

Having lived in various cities myself, one of my core interests is diversity—particularly cultural diversity. It remains one of my favorite topics to explore with clients, as understanding and embracing cultural differences is essential to inclusive and effective leadership.

How do you find your would-be clients? I understand that you met one of my colleagues recently at Breakbulk in Rotterdam?

I actively participate in professional conferences and trade shows to stay connected with the latest trends, broaden my network, and continuously enrich my coaching practice. These events offer valuable opportunities to engage with industry leaders and gain insights into emerging challenges and solutions in the corporate world.

In addition to attending events, I also **organize and host in-person gatherings** in both Geneva and Zug. These events are designed to foster meaningful dialogue, build community among professional women, and provide a platform for learning and exchange.

I also regularly deliver **online presentations and webinars**, which allow me to reach a global audience and share practical tools and insights on leadership, personal development, and cultural diversity. Whether in person or online, I am committed to creating spaces where women feel inspired, empowered, and supported in their growth.

What is the best advice you can give to women wanting to find a career in shipping?

My best advice is: be bold, stay curious, and trust your value.

Shipping is a dynamic, global industry that offers incredible opportunities—but it has historically been male-dominated, which can make it feel intimidating at first. Don't let that deter you. Focus on building your knowledge, developing your network, and staying true to your professional values.

Seek out mentors —both men and women— who can guide you, and don't hesitate to ask questions or take on challenges that stretch your comfort zone. And most importantly, bring your authentic self to the table. Your perspective, emotional intelligence, and leadership potential are assets the industry needs.

Remember, the landscape is changing. More women are entering and shaping this field every day. With the right support and mindset, you can not only succeed—you can lead.



How is it best to reach you?

If you'd like to stay connected and receive insights on leadership, career growth, and personal development, feel free to [Sign up for my Newsletter here](#). You can also [book a call directly through my calendar](#) —or, even better, just send me an email at hello@yascoaching.com. I'd be delighted to hear from you.

Editor's Note:

Being a passenger onboard mv UHL FABLE of United Heavy Lift Hamburg from Port Kelang, Malaysia to Denmark is indeed an experience. Here a bit of footage from one of many incredible sunsets during the voyage. I am still onboard actually writing this newsletter ETA end of June.



Watch the Video

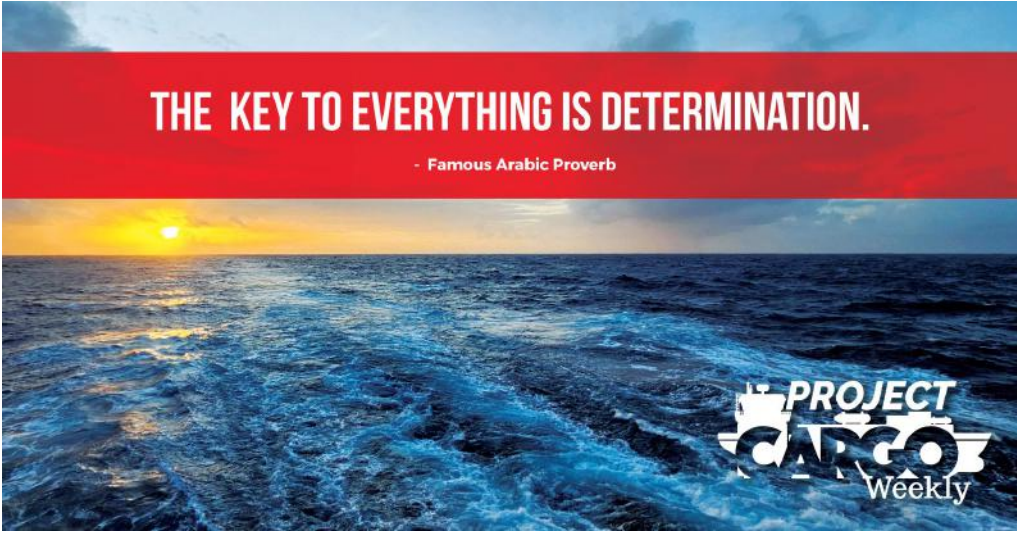
Editor's Note:

Chipolbrok as a long and proud history on the China/Europe trade. Originally a joint venture between socialist brothers and sisters it has since developed into more of a normal business venture. They are capable in moving project cargoes around the world. Latest here including pictures from their media representative in Hamburg.

[Read more](#) about recent Chipolbrok operations on the Continent (2-page PDF).



PROJECT CARGO Weekly Wise Words





July – 2025

16th of January, 2025



Editorial

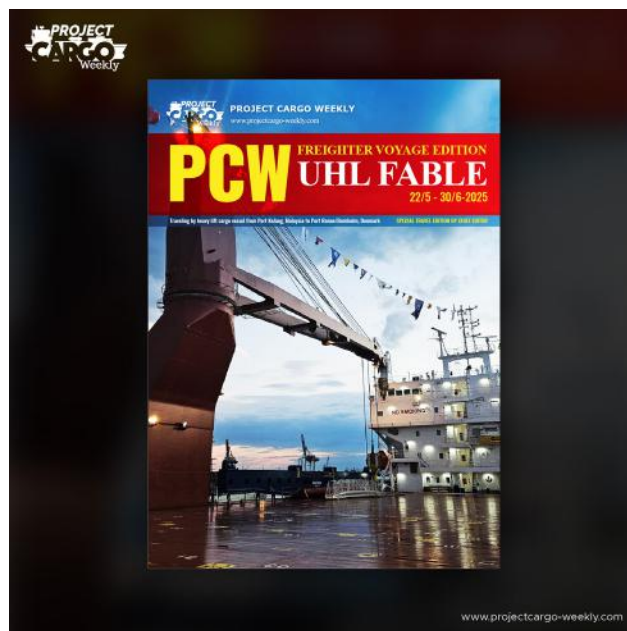
Dear Readers,



Although I promised you that I would not publish anything in July, I just couldn't help it.

This issue in the month of July has a special meaning. It depicts fully the recent trip I had on-board mv UHL FABLE from Port Kelang, Malaysia to Port Rønne, Denmark.

The trip took 38 days and we only stopped for 10 hours in Las Palmas for bunkering and provisions. A lovely trip indeed. With beautiful pictures and great videos, I hope you will find this 180 page photo/video book to your liking. [View the book here.](#)



Traveling by either container vessel or breakbulk vessel is not so easy these days. Some lines that used to offer these services have now discontinued them mainly due to corona whilst only a few others continue. I looked into my Seaman's Book and found the following stamps from past trips:

FREIGHTER VOYAGES

2005 MALTA – KHOR FAKKAN	 → 	CMA CGM RAVEL
2005 HAMBURG – MALTA	 → 	CMA CGM RAVEL
2006 SHANGHAI – PORT SAID	 → 	CMA CGM NABUCCO
2007 HAMBURG – TIANJIN	 → 	CMA CGM TOSCA
2008 HAMBURG – MALTA	 → 	CMA CGM LA TRAVIATA
2009 DENMARK ROUND THE ISLES		OCEAN NOVA
2010 SINGAPORE – HOUSTON	 → 	RICKMERS ANTWERP
2011 HAMBURG – MALTA	 → 	CMA CGM ANDROMEDA
2011 HONG KONG – SYDNEY	 → 	ANL WYONG
2012 HAMBURG – CALLAO	 → 	P DÖHLE LUTETIA
2012 MALTA – SINGAPORE	 → 	CMA CGM RIGOLETTO
2015 SOUTHAMPTON – HONG KONG	 → 	CMA CGM CHRISTOPHE COLOMB
2017 MALTA – BUSAN	 → 	CMA CGM ANDROMEDA
2019 SINGAPORE – MELBOURNE	 → 	CMA CGM GEORGIA
2023 LEIXOES – DURBAN	 → 	MACS BRIGHT SKY
2024 SINES – SOMA	 → 	ABB VANESSA
2025 PORT KLANG – RONNE	 → 	UHL FABLE

Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com



Indeed, as I recall, all of the trips were amazing. Overall, the crews were friendly and a lot, of course, changed over the years—primarily in the way of communication. Specifically, we are seeing better and better internet, now also with Starlink which gives you very good speed even in the remotest of spots on the ocean. Much to the joy of anyone onboard, they can now see and hug their loved ones online and send messages regularly, particularly using Whatsapp and such.

In some ways, when you think back to the day of the handwritten letter (which my father was used to in the 1950's and 1960's), technology has really evolved.

We at PCW will resume our work formally on August 15th with a normal issue again, featuring interviews, etc. for the people who want to be in the know about project shipping.

With best regards,

Yours sincerely,

Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com



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August – 2025

15th of August, 2025



Editorial

Dear Readers,



It is the 15th of the month of August and it is time for me to “bother” you with an editorial again.

I had the most wonderful summer which I alluded to in our extra “freighter voyage issue” on the 15th of July. If you wish to enjoy a movie consisting only of views of The Indian Ocean and The Atlantic (filmed by me as a passenger onboard a heavylift vessel), do click [here](#).

This voyage was followed by a month in the city of Grenaa, Denmark which I call my “hometown”. I really couldn’t complain about anything, not even the weather which more often than not can be unstable in my home country. But as a wise man said, “There is nothing called bad weather; only a poor choice of clothing!”

I am now home in Santiago, Chile where I arrived on August 1 with BA via London.

London was as always an impressive metropolis with the whole world of nationalities around you. During the time I arrived at Heathrow, travelled downtown, and then travelled back to the airport, I managed a couple of meetings though. One was with HMM (a freight forwarder friendly shipping line). Another was with Cory Brothers (a member of the CLC Projects Network – clcprojects.com). Last but by no means least, I visited with my daughter who has been working in the City for some years.

The flight down to Santiago was long. Although I managed to find and pay for a seat in Economy Premium, it is a cramped experience, particularly when the person in front reclines the seat...better have nothing in your drink prior to that ☺.

What I hear from the shipping news is mainly that many projects are on hold. The most common reasons seems to be the insecurity of the world situation and the ever changing tariffs implemented in talks primarily between the US and the world. Exports out of Asia and China primarily roll on relentlessly.

I suppose now that the world's factories control much more than a big chunk of world trade but also all the process from the mine to the final product, this leaves both the Europeans and Americans scrambling to wake up.

In South America, governments have also succumbed in some ways to this allure as we here have vast deposits of Lithium which is one of the rare-earth elements. Ceding control of one's mineral deposits, ports and so-on is dangerous. It is a bit like peeing in your pants: it's warm at first but cools off pretty quickly. I am sure many African countries sitting on deposits of this or that have finally awoken to the very same thing. Buying cheap may end up costing you a lot in life but... we simply have to wake up to this fact, reduce our endless bureaucracy and jungle of rules (EU listen up), and give our entrepreneurs the ability to breathe freely

I just finished a book called, "Northvolt." It was the biggest bankruptcy ever in Sweden at 6 Billion USD. Their dream was to build batteries and let Europe be independent from other nations, but alas, it didn't turn out well. Investors and pension funds lost a lot, and Europe is pretty much back to square one on that score. Just today I heard that the Danish renewable energy company, Orsted is asking the state for 10 Billion USD due to engagements in the US that more often than not turned out more costly than expected. So yes, it is easy to ask for money when the taxpayers fork it out. All the more reason, of course, for the politicians to have even more meetings to discuss endlessly... ☺.

Getting back to learning, ordering a café expreso doble: in Spanish is now the order of the day although some youngsters do speak OK English and Google translate works well on my phone. However, learning Spanish seems to be a must I am afraid, and I guess it should be possible even at the age of 62... ☺.

Now, returning to what we got in store for you today, kindly note the following interviews:

1. **Stacks Africa** — a company newly established with HQ in South Africa but with very experienced people at the helm, developing their African footprint where many claim to be covering it all (but in fact covering little).
2. **COLI Shipping, Brazil** — part of the Coli Shipping Group, headquartered in Hamburg, a well-known shipowner and operator with a global outlook particularly for project cargoes.
3. **Royal Cargo Thailand** — with its HQ in the Philippines, a mainly Asian-based strong logistics provider in many fields.
4. **Callidus Legal (from the Archives)** — Shipping needs Maritime Law and Maritime Lawyers, here is an interview we had with one reputable such if you are in need of legal advice or litigation/mediation.

We, of course, provide you with featured picture and video of the week, and wise words. Also, don't forget to download our APP ([link here](#)) where you can enjoy our ad-free content, including videos and podcasts 24/7.

Until September 15th, we remain,

With best regards,

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



Stacks Africa



Interview with
Mr. Michael De Wit
CCO



Stacks is relatively new on the block. Can you tell our readers more about the company, its background and the reason for establishing it? The name Stacks, how come?

Stacks Africa has proudly operated for over 15 years, having been originally incorporated in 2010. The company began as a South African freight forwarding entity under the Comexas Group. In 2019, following a management buyout, we rebranded as Stacks Africa – marking the beginning of a new chapter focused on expanding our footprint across the African continent.

As part of our strategic growth, Stacks Africa has since acquired established logistics entities in Côte d'Ivoire and Sierra Leone, reinforcing our presence in West Africa.

Stacks Africa is a full-service logistics provider, combining extensive industry expertise with innovative technology at the core of our operations. We specialize in delivering reliable, end-to-end logistics solutions, with a strong focus on project and out-of-gauge (OOG) cargo, ensuring seamless movement across Africa and

beyond.

To enhance visibility and efficiency for our clients, we have developed Stacks Connect – a digital platform offering real-time tracking and a centralized dashboard to manage the complete logistics scope throughout the duration of each project.

Many claim to be Africa experts, but when push comes to shove, many actually delegate to someone else on the continent. Is that a correct assumption? And can you tell our readers about WHY they should contact Stacks for any would-be shipment?

That is a fair assumption. Africa is complex – geographically, politically, and commercially – and many “Africa experts” are often just routing desks that outsource operations when things get challenging on the ground.

At Stacks Africa, we do it differently.

We are based in Africa, with teams across the region who live, breathe, and solve Africa’s logistics challenges daily. Aside from our teams on the ground, with over 25 years of experience in Africa’s logistics landscape, both Olivier Vanreusel (Group CEO / Founder) and myself and the team have spent many years in various locations across Africa, bringing a strong element of on the ground / first-hand knowledge to the business and our service offerings.

Why should customers choose Stacks?

At Stacks we offer real execution capability, not just coordination. From navigating unpredictable customs environments to last-mile transport in regions with poor infrastructure, we don’t just understand Africa – we operate in it, we adapt to it, and we succeed in it. Our local presence, regional partnerships, and operational agility mean we deliver where others default to intermediaries.

Where in Africa do you currently have your offices established? Head office, branches?

Our head office is located in South Africa, which serves as our operational and strategic hub for regional and international trade. We have established offices in Sierra Leone and Côte d’Ivoire, enabling us to serve both West and Southern African corridors effectively. In addition to these offices, Stacks Africa has strong agency agreements and vetted operational partners across West and East Africa. This footprint allows us to offer Sub-Saharan African project cargo solutions with the accountability and responsiveness of a local operator.

Inland transport via South Africa to destinations beyond – is that something that you are capable of in Stacks?

Absolutely. Cross border transport from South Africa into landlocked countries such as Zambia, Zimbabwe, DRC, Botswana, and Malawi is a core part of our service portfolio. We manage everything from customs transit clearance through South Africa, scheduling and planning vehicles to transport the cargo cross border, and when required, facilitate the road surveys and escorts for out-of-gauge cargo.

Many shipowners claim to be door-to-door providers, but are they really? Do you feel they are competing directly with you? How will you counter their efforts?

It’s a valid observation – many shipowners market themselves as door-to-door providers, but their strength lies at sea, not on land. Once cargo hits the quayside in Africa, the real test begins. That’s where local expertise, ground resources, and operational control matter, and that’s where Stacks excels.

We don’t view shipowners as direct competitors; rather, we see ourselves as complementary partners who add value beyond the vessel. Where we differentiate is in our ability to execute the complex inland leg, which often

includes multi-country coordination, unpredictable customs processes, and remote project sites. Our approach is to work collaboratively but assertively, ensuring we own the ground game and deliver reliability from port to project site.

Speaking of South Africa, could you elaborate for our readers who are NOT Africa experts about which ports are generally used for project cargoes or are more suited for it? We heard about port congestion troubles in South Africa recently, how is the situation now?

South Africa's main ports for project cargo are Durban, Richards Bay, Coega and Cape Town, depending on the cargo's nature and final destination. Richards Bay is particularly well-suited for bulk and heavy cargo with good road and rail links into the interior and into Mozambique, Zimbabwe, and Zambia. Durban remains the busiest multipurpose port, while Cape Town handles more specialized and breakbulk shipments for the Western and Northern Cape regions.

Port congestion has certainly been a concern in recent years – largely due to equipment shortages, labour issues, and broader inefficiencies. That said, we've seen gradual improvement through targeted infrastructure upgrades and collaboration between port authorities and private sector players. At Stacks, we mitigate congestion risks through proactive planning, flexible routing, and port-specific strategies to avoid costly delays.

Customs clearance in South Africa – difficult? If a project is destined for Zambia, for example via Durban, where does customs clearance take place?

Customs clearance in South Africa is structured but not without its challenges. The key is preparation – having the right documentation, correct HS codes, and compliant declarations. For shipments moving to Zambia via Durban, we typically recommend bonded transit clearance in South Africa, with final clearance occurring at the Zambian border, such as Kazungula or Beitbridge.

We manage the full customs chain: from port entry through bonded movement to final delivery. Our team handles carnets, RIT (Removal in transit) and RIB (Removal in Bond) clearances, and all necessary inspections, reducing risk and ensuring compliance across jurisdictions.

How do you view the market for the remainder of 2025?

We see continued growth in energy, mining, and infrastructure development projects across Sub-Saharan Africa, particularly in West and Central Africa. Countries like Ivory Coast, Senegal, Namibia, and the DRC are driving demand for specialized transport and complex logistics.

That said, volatility remains a factor – currency instability, elections, regulatory shifts, and supply chain disruptions are all in play. At Stacks Africa, we're doubling down on resilience: strengthening our regional network, investing in tech-enabled visibility, and deepening our relationships with reliable partners on the ground. We believe that nimble, African-rooted logistics companies will outpace global giants when it comes to execution across the continent.

How is it best for our readers to contact you?

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COLI Shipping & Transport do Brasil



Interview with
Mr. Gustavo Murari
Managing Director



First of all Gustavo, can you tell our readers a little about your own experience in shipping and logistics? When did you start your career? When did you join COLI, and what in particular do you like about shipping?

This is a very interesting and enjoyable question to answer. I've had two jobs in my entire life, a total of 25 years in logistics and shipping. My background allows me to affirm that dedication, focus, and resilience are the pillars for those who see no limits in their future. That's why I've always believed in the companies I've worked for and explored my growth to the fullest.

My first job took me from an intern in the seafreight department to the position of Head of Projects of a large global freight forwarder. It took me about 15 years to realize I could do different, I could manage with my energy and soul, however I need to confess it was a great company and I have learned a lot and could say it was like an MBA in management and leadership, these 02 disciplines were sculpted on my profile and I took advantage of learning with the best. Besides, it is important to add that I've always been a very competitive person, difficult to accept defeat, but always with the certainty of offering the customer a differentiated experience, based on transparency, ethics and family values that are rare in society today.

And as for my second job, at COLI, it has allowed me to simultaneously be my own office boy and my own leader, defining the strategies and direction that would best suit the COLI group at that time here in South America. With the sentence in my mind that small companies could offer different approaches, I noticed there

was a gap in the service presently available in Brazil, either people were simply sales or commercial people or either they could do operations only. I have proved this was incorrect since my whole experience came from field of operations, being on board of ships multiple times, at highways inside of trucks, coordinating and supervising shipments which in the end contributed to my sales speech nowadays.

I started activities at COLI in 2015 with the desire to offer clients the highest service customization in Project Forwarding, something that global players couldn't, or at least struggled to, deliver. My relationship with shipping is very old, even though I don't have any family members who are sailors, seafarers or crew members. The means we use to carry out shipping I consider to be my soul, my driver, my place of comfort: the sea.

I've always wanted to sail, to feel the energy of the waves. I was impressed by the incredible size of the vessels and imagined what it would be like to wake up and work with that sensation and vibration. My first steps in shipping were shipping containers, and I felt proud to be connecting cargo, companies, and continents across the oceans. The most fascinating thing about the life of someone passionate about shipping is the dynamism and the need to always be prepared for any change. The sea forces this on you. No matter how many nautical charts, measuring instruments, and forecasts there are, there will always be a third element that will surprise you, demanding action, creativity, and intelligence.



Tell us about COLI, Brazil. The brand COLI is well known both in Europe and in Asia. In Latin America, could you tell us about your main function? Is it project logistics, chartering, shipping, freight forwarder or all of the above? Or would you say there is something you specialise in?

When I decided to join the COLI Group, the first thing that caught my attention was the bold slogan, “SOLUTIONS BEYOND THE ORDINARY.” For a business-minded logistics specialist, this phrase was the strongest connection I could have hoped for in my career, which has always been driven by challenges. It's important to emphasize a key aspect here: the tremendous support and freedom of my friend and partner, Mr. Herbert Loesing, whom I've known for decades and who trusted me to launch the company here. Even though he was sitting in Germany and I was in Brazil, it was as if we had regular coaching and mentoring sessions. When I heard him saying to me, “I know you will find your way,” I knew what I wanted. I started the engines and established COLI as a PROJECTS FORWARDER with global operations but still a local presence, serving clients personally. Our clientele is small, but I'm pleased to be able to contact them by name, maintaining the tradition of close relationship, clear communication, trust, and, above all, transparency. Despite its focus on projects forwarding, let me emphasize COLI also operates as a general freight forwarder in other areas, cov-

ering logistics from A to Z, attending multiple transportation modes, airfreight, general cargo in FCL, LCL, Ro-Ro, Warehousing, Distribution, Trading, and Road Transportation. The Brazilian market is quite diverse and we need to be ready to diversify our portfolio reinforcing the company's versatility and ability to meet different demands with the same level of excellence.



Could you provide our readers with some examples of cargoes you have handled?

Yes, we have been loading all kinds of heavy lifts and project cargo, serving with a high level of service industries such as mining, pulp & paper, oil & gas, refinery, power generation, steel, automotive and heavy industries. Below you will find a photo of myself doing the supervision of a 300-mton bullet tank offloading in the shallow waters of Papeete, Tahiti. This is the type of service we deliver: from prospecting, commercial, technical proposal, planning, organizing , chartering, execution and accompanying the customer.

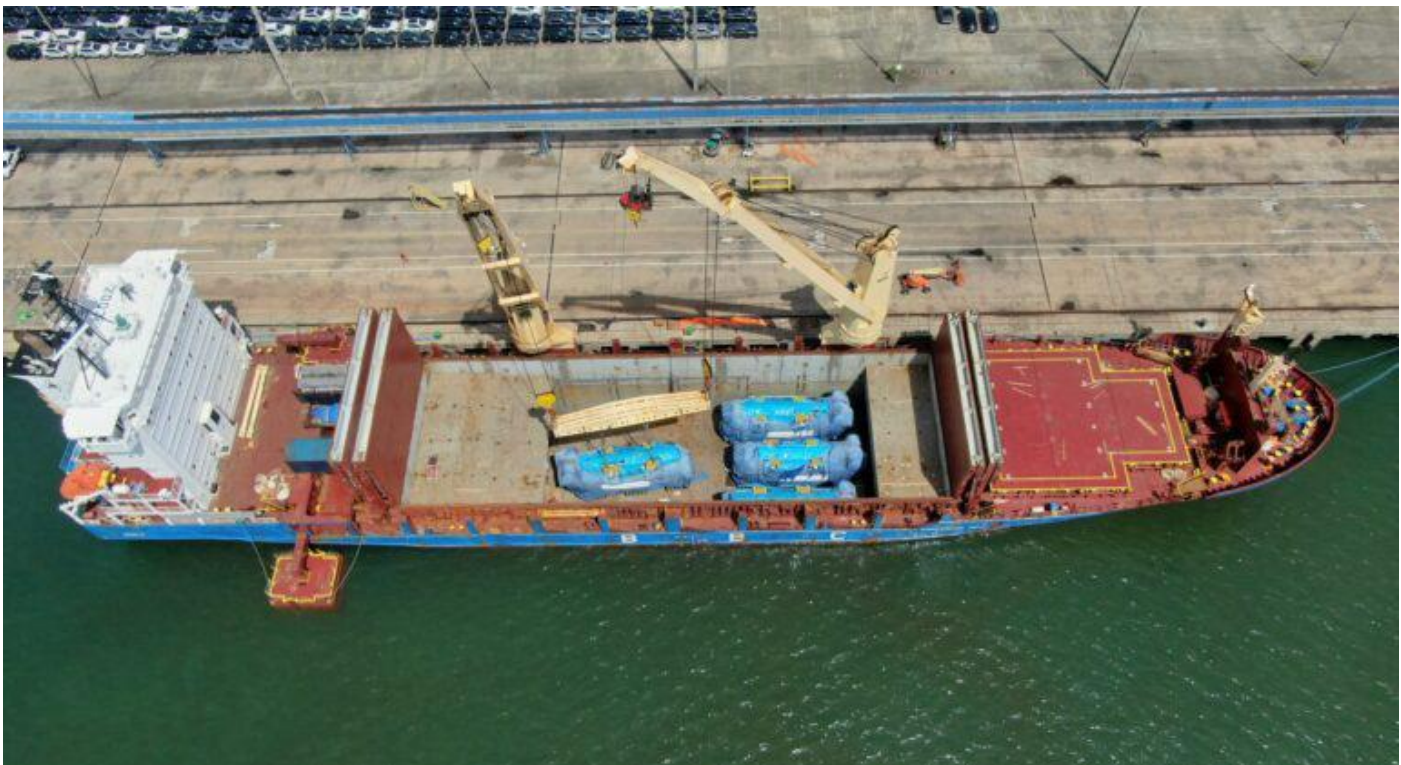


Is the office in Sao Paolo the only one in South America? As far as I understand, you also have a branch in Guyana, right? If so, can you tell our readers why Guyana particularly? Also, I believe you are having an anniversary soon in COLI Brazil?

Our headquarters for SOUTH AMERICA is the beautiful city of SAO PAULO, where we concentrate all operations regionally and we are presently with a commercial setup in RIO DE JANEIRO, ITAJAI and SALVADOR. It is an incredible place full of energy and a peaceful environment, my goal is to offer my team and invite them to come to the office as an extension of their houses, that is for me the most ideal concept of a great place to work.

We have been in Georgetown, Guyana since 2023, supporting our clients in the Oil & Gas sector, motivated by the fact that Guyana has undergone a radical transformation over the past decade, becoming a global focus of the energy industry. Since 2015, ExxonMobil and its partners (Hess Corporation and CNOOC) have discovered more than 11 billion barrels of oil equivalent offshore Guyana, primarily in the Stabroek Block. These discoveries have transformed the country into one of the most promising offshore oil frontiers in the world. That's why we have landed there and hope to contribute with efficiency in logistics and shipping, but we already have our eyes looking towards investing in Suriname and Trinidad & Tobago in the upcoming years..

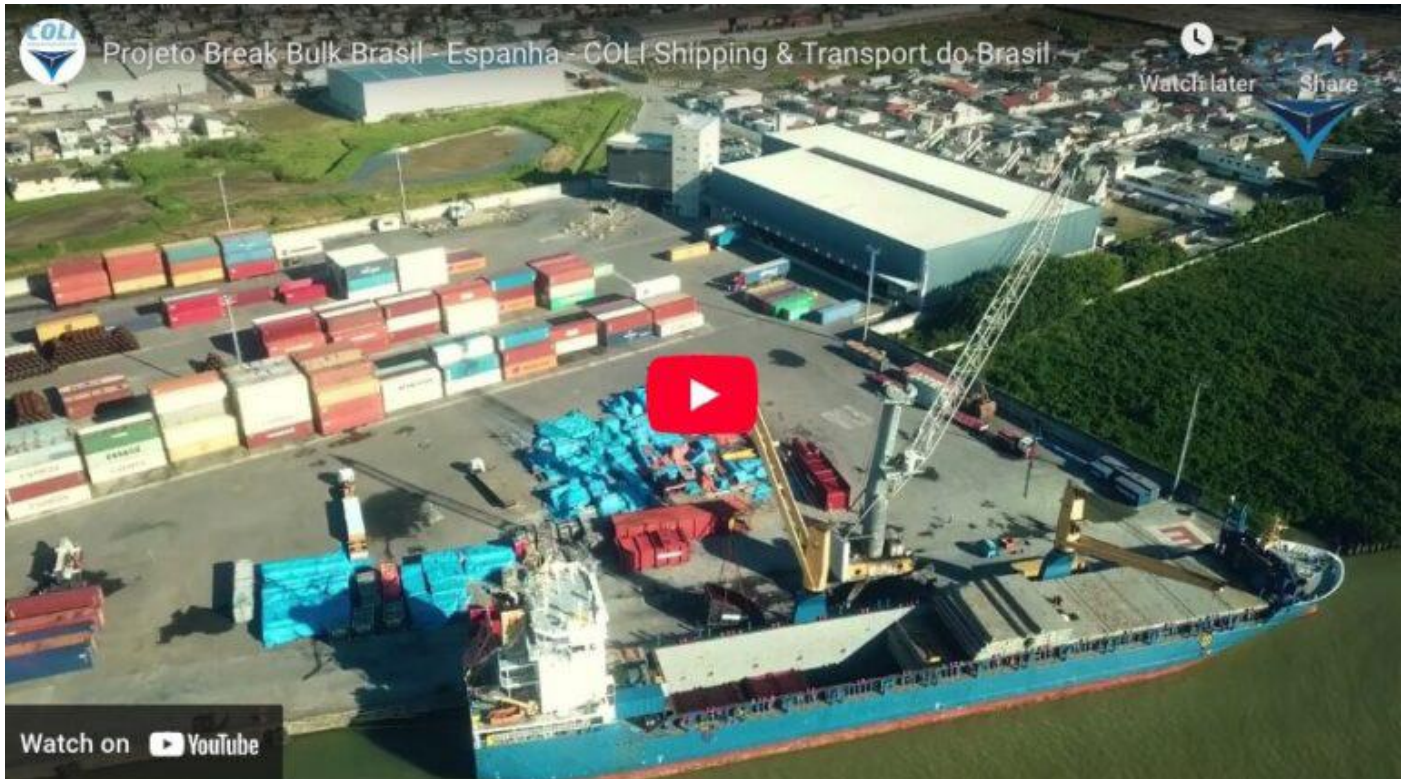
Taking the opportunity to speak about our anniversary that took place on August 12th, 2025, It was an amazing event on which we completed exactly 10 years of existence. The celebration was attended by over 100 guests and was surrounded by good people and excellent professionals connected to us. We are ALL very happy and proud of what we have become and achieved, It was an epic moment for us to raise a celebration cocktail with not only customers but shipowners, terminal operators, shipping agencies, trucking companies, and all the suppliers that somehow supported COLI Brazil and helped us to deliver what we promised during those years.



Some shipping lines today wish to cut out the project freight forwarders from the business and provide the customers door-to-door. Is that also happening in Brazil? What is your strength in your own words?

It's an old rhetoric that spans decades, and I believe it doesn't gain traction simply because of the high level of service actual customers demand. Customized service can't be scaled. I can't envision, for example, multiple deliveries of heavy lifts simultaneously to remote jobsites that require specialized and qualified human being supervision. Therefore, I believe that mid-sized and specialized companies, the need to be familiar with

multimodality, available AI and IT systems and tools, and the need to keep an excellent network with primary suppliers, will DEFINITELY have room to grow and expand. The PROJECT FORWARDING system doesn't allow space for amateurs and leaves no room for error. You might even win a client and make a few heavy lift shipments, but you don't stay in this market based on luck; it requires experience, know-how and resilience.



[Watch the Video](#)

COLI Brazil belongs to the COLI Group. Although the name is well known, there is always someone out there who doesn't know about you. What can you generally tell our readers about the prestigious group that you belong to?

COLI's reputation is unquestionable. As a privately-owned family company with over 50 years of history, it's incredible that the majority of our 80 specialists have been working here for decades. This has made them market leaders and solidified the company's image as stable, prosperous, and welcoming.

I believe in sowing the same legacy here in Brazil: employees and collaborators with their long histories, in love with their jobs, with their company. When I founded the company in 2015, it was just me. Ten years later, through hard work, effort, dedication and cooperation we have reached new levels, and we have become well known in PROJECTS FORWARDING in Brazil, competing for large projects and global accounts among the traditional big players. Now, with 25 talented employees being honed daily, whom I am immensely proud to call my team, we know there is space for more. Thus, we are always working in refining our processes, our qualifications such as ISO, AEO etc., giving our customers the greatest experience in having us shipping on their behalf.

It is difficult to predict the future ☺, but asking you anyhow about your prediction for the market in the remainder of this year. What would you say (with Trump and so on in mind)?

It's truly a difficult and challenging question, but I confess it hasn't been easy. Political decisions are directly related to our business. Even though this is something I personally don't approve of, I'm forced to accept it, as

other businesspeople are in the same situation as me. We're already experiencing stressful domestic political instability. Regulatory instruments are altering the trading conditions for exporters, importers, and especially investors. Deep exchange rate fluctuations are putting our currency on a rollercoaster ride, so that not even the best forecasters can predict the BRL's value in 2025. Combined with high interest rates and inflation, the prospect of growth below the potential of the Brazilian economy are unfortunately aspects we have to deal with. In addition to that, we are in a daily race to be the best in terms of offerings, being the fastest in delivering proposals, and the most efficient in meeting deadlines and accomplishing the agreements with our clients and ongoing projects. It's not easy!

Like every action movie, we have a major villain. I couldn't fail to mention the US president's foreign tax policy, which has put even more pressure on companies, declaring a state of emergency, already paralyzing some sectors and financially impacting our economy and directly our business, because we have already put some shipments on hold.

I understand that Brazil is working through its delegation of businessmen and authorities to reach a consensus, especially since the US economy shouldn't tolerate this price difference. I don't believe the replacement of goods coming from other countries will be immediate. This takes time. However, we will see the damage caused by these decisions already in Q3/2025. I hope that in Q4/2025, we will see a resumption of orders to the US. In summary, with all back and forth, we will deliver good results being another good year.



How would it be best for our readers to get in touch with you?

I am leaving here multiple channels where you can reach me.

management.br@coli-shipping.com

sales.br@coli-shipping.com

gustavo.murari@coli-shipping.com

You can always reach me via email and my phone below is always connected.

<https://coli-shipping.com.br/>

<https://coli-group.com/>

Royal Cargo Thailand



Interview with
Ms. Amornrat Buason (Amy)
Managing Director

For starters, could you tell our readers about the history and origin of Royal Cargo Group?

Royal Cargo Inc. was established in 1978. We have over 40 years of experience in providing specialized logistics solutions. Our headquarters is based in the Philippines. We are present in twelve (12) other countries. This presence covers the world with a strong network of trusted agents across continents. We are the only multi-national logistics company based in the Philippines offering specialized, high quality logistics solutions and services, when you need it, where you need it.



When was the company in Thailand established? Also, Thailand has a huge number of freight forwarders. What makes you stand out in your own words?

Royal Cargo Thailand was established in 2014, with 3 offices – Rama IX head office, BKK airport and Laem Chabang office.

What makes us different is we are a group of professionals, committed to our customers and a mutual journey of growth and success, offering innovative, diversified solutions.



Thailand also has several ports. Many readers in both Africa and Latin America may not know about that. Could you elaborate a bit on the ports available in Thailand or the ones which are generally used for project cargo?

The main seaport for project cargo is Laem Chabang which currently has the capacity to handle 11 million TEUs (twenty-foot equivalent units) of containers and 2 million vehicles annually. This port is fully equipped with a variety of advanced equipment to handle diverse cargo types and sizes. This includes remote-controlled, electric-powered ship-to-shore cranes and rubber-tyred gantry cranes (RTGCs), etc. The port is undergoing an expansion to increase its capacity to 18 million TEUs and 3 million vehicles per year.

Then, there is the Sattahip seaport which is located in the same area (60km away). This seaport has a container handling capacity of 1.1 million TEU annually. It covers an area of 436 acres and is strategically located in Sattahip District, Chon Buri Province, according to Siam Shipping. The port supports trade primarily with ASEAN countries, China, and Japan, and is particularly important for the Thai automobile industry.



Thailand has a strategic location. Can you also arrange inland transport to destinations in Thailand and Laos, Myanmar, etc? Could you provide us with some examples of cargo transported inland?

Definitely. Royal Cargo can provide transit services and on-carriage by air or road via Bangkok or Laem Chabang to Myanmar and Laos.



Is customs clearance in Thailand difficult? If cargo is destined for an inland destination or another landlocked country, where does customs clearance take place?

The customs procedure is the standard customs procedure, with customs data transmitted online. With well thought out preparation, customs clearance can be done in one working day.

As to the above question, we can either clear customs at Bangkok or Laem Chabang port.



You are no doubt aware that some shipping lines now wish and try to compete with the freight forwarders doing inland, warehouse, etc. Is that the situation in Thailand as well?

Yes, this is a worldwide situation, and it's happening in Thailand as well as other countries.

I believe there will always be room for freight forwarders to serve our own specific group of clients, especially project cargo which requires special skills and expertise.

Our job is to provide the right services, i.e., specialized, high quality logistics solutions and services when and where it is needed.



We hear that customer service is sorely lacking with some shipping lines nowadays. What is your opinion on that?

That is why multi-national logistics providers like Royal Cargo still keep receiving continual support and can expand their group of bigger customers base. We provide the best services to fulfill customer satisfaction.



Whom should our readers contact at Royal Cargo for further information, rates and solutions in Thailand and beyond?

Kindly directly your contact to myself and our team as given below:

Ms. Amornrat Buason (Amy), Managing Director

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Video Interview: Callidus Legal



Joy Thattil, Managing Partner at Callidus Legal was interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

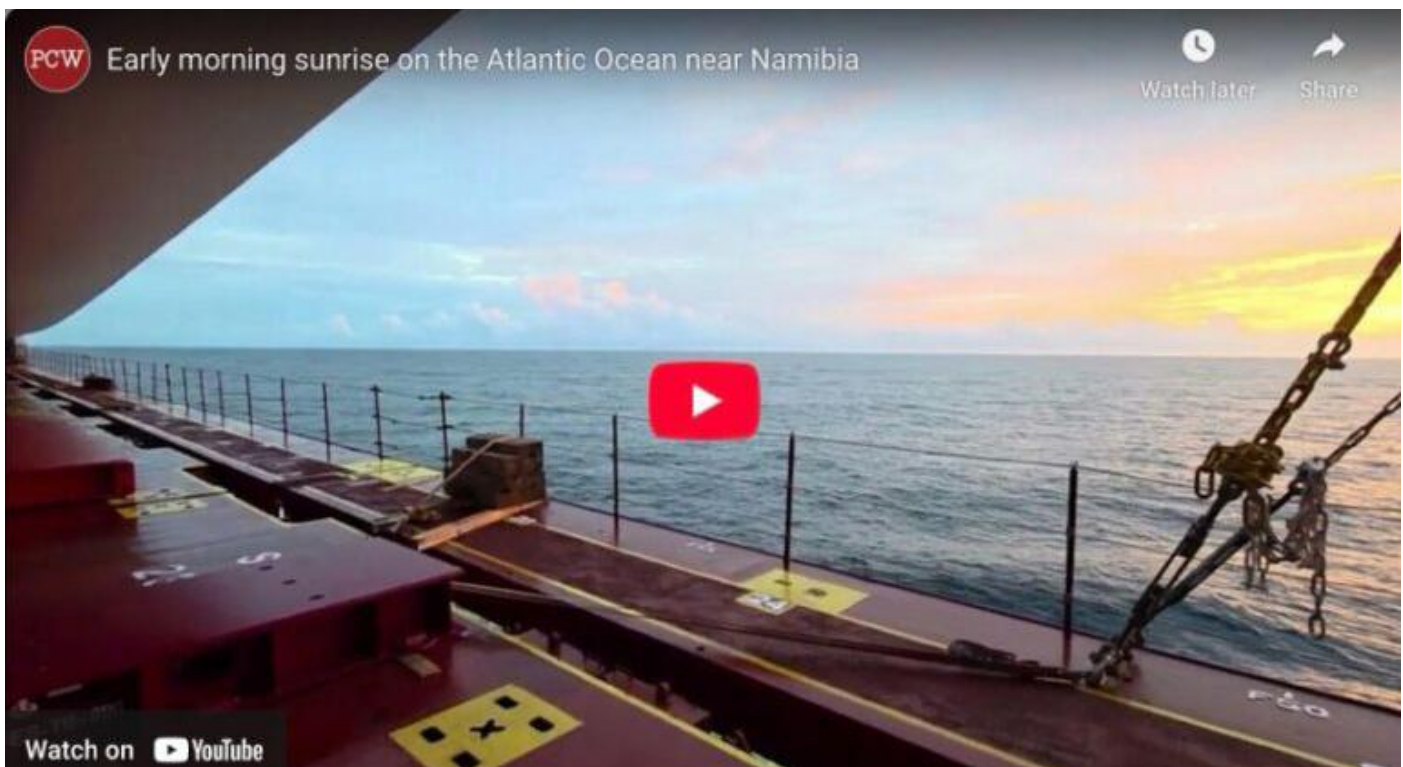
[Watch the Interview](#)

[Listen to the Interview](#)

Early morning sunrise on the Atlantic Ocean near Namibia

Editor's Note:

Sailing on the high seas as a passenger as I did just recently from Klang, Malaysia to Denmark with 38 days onboard was an experience. I took some 200 videos during the trip here is one early morning sunrise in the Atlantic not far off Namibia... on a heavylift vessel fully loaded with project cargo for the renewable offshore industry.



[Watch the Video](#)

Editor's Note:

Spent a lovely summer in the port city of Grenaa, Denmark. It was a wonderful time and here is a great shot which has it all. Fantastic weather, the ocean, the passenger/freighter ferry arriving from Sweden, the sand dunes and summer houses by the Sea of Kattegat.



Wise Words

“

Patience
is the companion of wisdom.

- Famous Irish Quote



“

PROMISES SHOULD BE
BACKED BY ACTIONS.

- Famous Arab Proverb





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September – 2025

15th of September, 2025



Editorial

Dear Readers,



It is now September, and our monthly newsletter is here.

Since our latest newsletter on 15th of August, I have been busy having a whole range of medical check ups: MRI brain scan, prostate scan (important for men of a certain age), operation in my left hand for Dupuytren's contracture, hip scan due to arthritis, and lots of blood tests. I have to admit that thanks to some great facilities here in Santiago, Chile such as the Alemana clinic (which resembles more of a 5 star hotel than a hospital), all the check ups have gone well.

But who likes to be in the hospital ? I certainly do not, just as I also dislike being in the dentist's chair.

But there is something about getting older. We don't know how it is as we've never tried it before, BUT we all know it is coming.

I was reminded in the month passed to REALLY TREASURE good health and do what I would like to do when I can, not when I can't. Some personal friends of mine have gone through tragedies happening out of the blue. That is a constant reminder to take care, enjoy every day, and not always think about yesterday or tomorrow but in fact live your life TODAY!

Following the results of my August check ups, I am happy to say that it seems I am still able to continue with my newsletter once a month for the foreseeable future :).

Retirement is nice, but retirement without a purpose has indeed the opposite effect. I always try to compare retiring with landing an aircraft: it has to be gradual, steady, and not suddenly in one go. Many are the instances where people also in the logistics industry announce their retirement only to return after a month or two as no one can play golf all day long, read books all day long, or watch the grass grow...

As you know, we are in Project Cargo Weekly which indicates that we publish weekly. Yet, this has since been changed to once a month, and when I now think back, I can't even imagine how it was possible to publish once a week. Hopefully, you feel that the once-a-month newsletter arriving in your inbox is worthwhile to read.

Shipping is more than ever in the throes of politics, not least because of global trade. It seems to some extent that the beauty of global trade is being rolled back. There are always winners and losers in global trade. Luckily, there will always be a need for logistics solutions and shipping lines who offer the possibility of getting your products to and from the markets.

What does shipping have to deal with at the moment? The Suez Canal has lost a huge amount of traffic mainly due to the rebels in Yemen who "bravely" shoot their missiles towards innocent ships and seafarers. The U.S. seems to be imposing huge fines on Chinese-built vessels calling U.S. ports. This, together with upheavals in tariffs, trade barriers and so on, does seem to be placing the free movement of global trade on the back-burner at least for a while.

The jury is still out but the world is A-Changing with the global south and BRICS countries now trying to counter the Western world. The wars are still raging in Ukraine and Gaza, and with some world leaders not really interested in what is happening to their countrymen in the field, it would seem that these horrible conflicts are bound to continue. The E.U. is trying to play a role in world politics & shipping, but alas, it is a toothless tiger and only seems to be able to increase the rules and regulations burden also on shipping. All the way to zero emissions? Yes hopefully, but more likely it is all the way to zero jobs, prosperity & freedom!

Still shipping & logistics is the best business there is, and with 45 years this year in this racket, I have never been happier. Just considering working in a bank, in the EU parliament, or in a shipyard, for example, reminds me to be happy about my lucky choice of career.

Thanks to my father, I got into shipping in 1980, and before I tell you what we've got in store for you today with respect to interviews, etc., I wish to share here a link for another successful Father & Son story—this time from India where **FEI CARGO** shows that it is indeed possible to prosper and develop a company through generations!

PCW FEI Cargo - Interview with PCW

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Bo Drewsen
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Pratap Nair
pratapnair@feicargo.com

Watch on YouTube

FEI Serving you globally www.feicargo.com

PROJECT CARGO Weekly www.projectcargo-weekly.com

[Watch the Interview](#)

[Listen to the Interview](#)

We have more in store for you this month, and here is the “MENU” for today. Hope you will have a “bite” of each:

1. **HPL ONE** in Dubai, UAE, a newcomer in shipping & logistics worldwide but with very experienced owners.



2. **G2 OCEAN** a breakbulk shipowner of Norwegian origin trading worldwide.



3. **ARMARA** in France, a coastal shipowner run by a former colleague of mine from the past, focusing on Intra Europe Breakbulk trade.



4. **TSCHUDI LOGISTICS** in Sweden, a strong project freight forwarding company with offices not only in Scandinavia but also in Mozambique.



5. **TRANS OCEAN PROJECTS & LOGISTICS** in Qingdao, China, a logistics provider established by a young and energetic woman in China.



6. **WANGFOONG** in Singapore, originally established in Hong Kong, a logistics provider with Chinese roots.



7. **SLS (SPIRIT LINER SERVICES)** established in Greece, the cradle of civilization.



We, of course, provide you with shipping news, trade intelligence, wise words and featured video and picture of the week. We also remind you to download our PCW mobile Application which being completely free of ads is nice to have, listening to interviews if you are out jogging or taking a walk.

We will be present at Breakbulk Houston from 30/9-2/10 (September 30 – October 2) at STAND G57. So do pass by and let us have a chat. See you again in the middle of October. Until then, wishing you safety, health, and happiness.

With best regards,

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



Video Interview: HPL One

The image shows a YouTube video player interface. The video title is "HPL One - Interview with PCW". The video thumbnail shows a man (Baris Sever) speaking. Below the video, the names and email addresses of the participants are listed: Baris Sever (baris.sever@hpl-one.com) and Bo Drewsen (bo.drewsen@projectcargo-weekly.com). The video player includes standard YouTube controls like "Watch later" and "Share". At the bottom of the player, there are logos for "HPL One" (with the tagline "TOGETHER · TOWARDS · TOMORROW" and website "www.hpl-one.com") and "PROJECT CARGO Weekly" (with website "www.projectcargo-weekly.com"). A "Watch on YouTube" button is also present.

Baris Sever, Global Head at HPL One – Interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

G2 Ocean



Interview with
Mr. Edwin Peh

Project Cargo Director, Pacific & Global Capital Projects



Interview with
Mr. Michael Morland
Project Cargo Director – Atlantic



For starters could you elaborate a little on the history and background of G2 Ocean?

G2 Ocean was established in 2017 as a joint venture between two of the world’s largest open hatch ship owning companies — Gearbulk and Grieg Maritime Group. Since its inception, G2 Ocean has become one of the largest ship operators in the open hatch segment, managing approximately 120 vessels across more than 30 international trade routes.

The company has demonstrated steady growth over the years. In 2024 alone, G2 Ocean operated close to 43,000 voyage days, representing a 5% increase from the previous year. The company’s cargo volumes grew by 9% in the same period, totalling 27 million revenue tons in 2024. This performance resulted in a gross revenue of USD 1,382 million for 2024, with USD 392 million distributed to its pool participants, Gearbulk and Grieg Maritime Group.

The company is headquartered in Bergen, Norway. To support our customers and network worldwide, we have two hubs located in Singapore and Atlanta, USA, as well as 12 representative offices around the world. As of 2024, our workforce numbered 329 employees.

While G2 Ocean’s legacy is in Bulk & Pulp shipping, since our formation in 2017, we have placed a strong focus on the growth of Project Cargo, which perfectly complements our trading activities on our backhaul routes. In 2024, project cargo represented 11% of our total cargo mix.



What kind of services do you run from Asia to The Americas, and which ports generally do you call? Would you characterize your service as a liner or a tramp service?

In 2024, we operated a core fleet of 89 open hatch vessels and an additional 31 vessels from third parties. We served 298 ports across 66 countries globally.

G2 Ocean maintains a strong presence at key ports throughout North and South America, supporting its global breakbulk and project cargo operations. In North America, the fleet regularly calls at strategic ports such as Longview and Portland on the U.S. West Coast, as well as Houston, which serves as a major hub for project cargo, including oversized industrial equipment. The company also utilizes the BC Canada ports and has an established representative office in Vancouver, Canada.

In South America, G2 Ocean's network includes prominent Brazilian ports such as Santos, Aracruz, Itajaí, Navegantes, and Itapoá, which serve as important gateways for pulp, oil and gas, and containerized cargo. We also operate at Chilean ports, mainly Valparaíso, Iquique, Angamos and Antofagasta. These ports are integral to G2 Ocean's semi-liner services connecting Asia to the Americas, enabling safe, flexible, reliable, and sustainable shipping solutions to our customers.

We operate in 33 trade lanes across the world and cover a comprehensive range of service models. Some trade lanes follow liner-like patterns, others are semi-liner, and certain cases operate on more opportunistic/tramp models. This flexibility enables us to deploy our assets according to customer demand and needs, and optimal fleet suitability.



What type of vessels do you employ currently, and can you tell us about your strengths in moving project cargoes across the Pacific? How many years have you been active in Latin America? (I ask since I am residing in Chile.)

G2 Ocean operates a core fleet of around 90 open hatch vessels and an additional 30 vessels from third parties. These vessels are particularly suited for transporting oversized and project cargo, including wind energy components, mining machinery, and industrial modules. Gearbulk, the parent company of G2 Ocean, has been active in South America since its founding in 1968 and establishment of the Rio office in 1980. G2 Ocean has been active in delivering project cargoes for projects across different industrial segments in South America.

G2 Ocean's newbuilds (Open Hatch vessels with 82,300 dwt capacity), arriving between 2026 and 2029, are designed to enhance project cargo operations with greater lifting capacity, flexible deck stowage, and lower emissions. These features directly support the safe and efficient transport of complex cargo like wind components and heavy equipment, aligning with the sustainability and reliability needs of project cargo customers.



Could you provide our readers with a few examples of project cargoes that you have successfully carried?

G2 Ocean has handled a wide range of project cargoes, including showcase examples like:

- Suzano ‘Cerrado’ Pulp Mill: About 80,000 freight tons project cargo (steel structures and equipment) and 600 SOC containers shipped from China to Brazil.
- Petrobras Búzios P82 FPSO Project: Equipment and modules up to 376 metric tons and 18.6 metres tall shipped to Aracruz, Brazil.
- Housing Modules: More than 1 million freight tons delivered over 23 voyages from Malaysia to Saudi Arabia.
- 367 MT reactor: Shipped from Rotterdam to Houston using floating cranes at both ends.

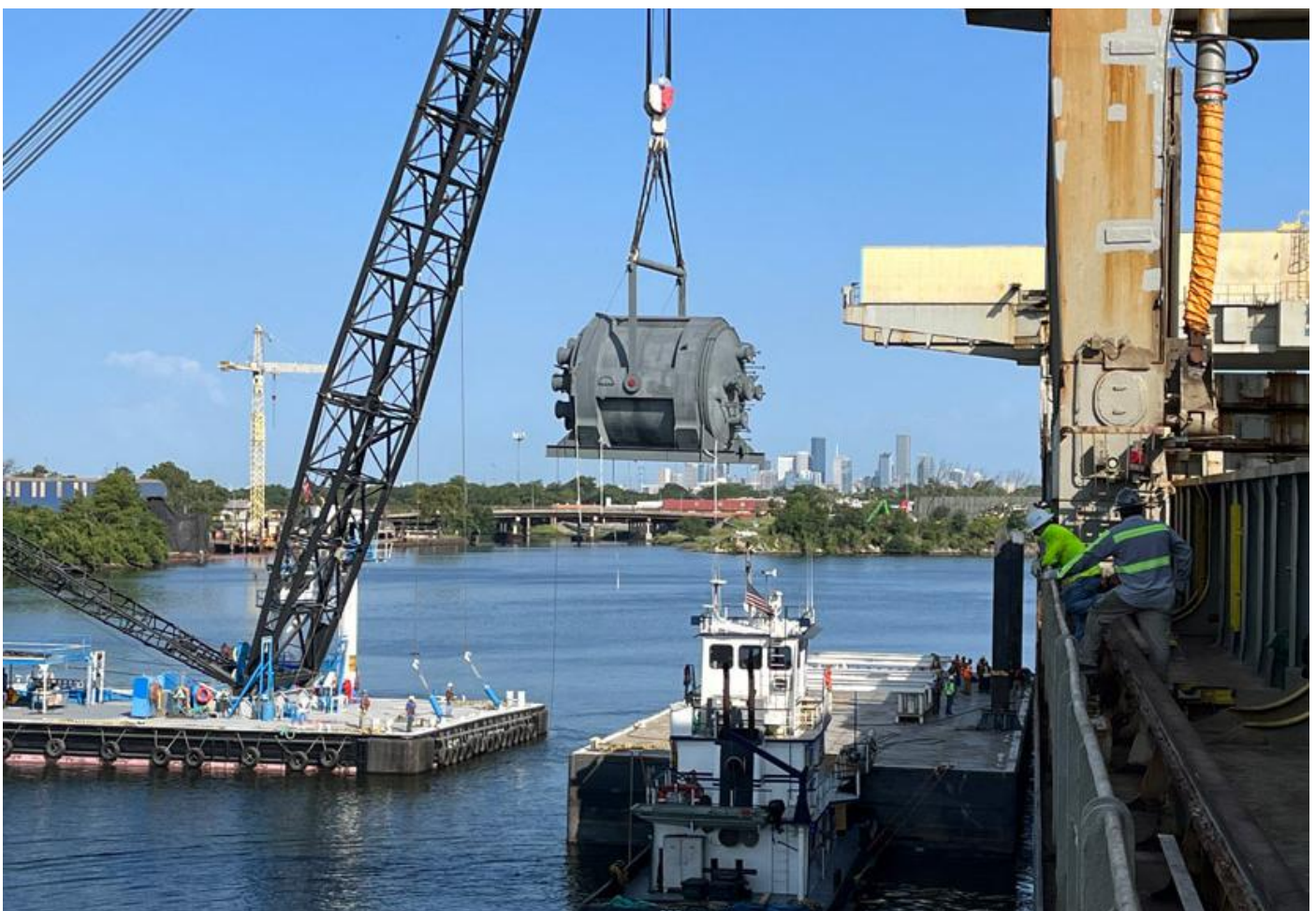
These examples demonstrate G2 Ocean's expertise in handling complex, oversized cargo with precision and safety.

While the above examples are highlights, it should also be noted that smaller commodities are transported regularly on most trade lanes. Cargoes from sectors such as wind and renewable energy, oil & gas, power generation, energy storage, civil construction, mining and various other breakbulk commodities are shipped consistently on each voyage. We invite your readers to check with us what G2 Ocean can offer and engage us in discussion to help solve their shipping needs.



Some shipowners also see fit to get involved in logistics and as such, compete with the project forwarders. What is the policy of G2 Ocean in this regard?

G2 Ocean's strategy focuses on being a customer-oriented and reliable shipping company that provides innovative and value-adding solutions in the project cargo market. We can complement project forwarders by focussing on robust & sustainable ocean transport capabilities.



How do you view the market towards the end of 2025 and heading into 2026 in light of what we might call global uncertainties?

The market is most definitely uncertain, but we believe the fundamentals of demand are good in the Project Cargo market. There is a lot of activity accumulating, which may be postponed due to pent-up demand. We are hopeful that once the geopolitical climate becomes more predictable, financing will once again support larger investments.

In the meantime, some restraint is expected, which will likely result in limited cargo volume through 2025 and the first half of 2026, remaining relatively consistent with today's market conditions. However, once geopolitical factors stabilize, we foresee a backlog of projects in several sectors, leading to an optimistic outlook for the second half of 2026 onwards.



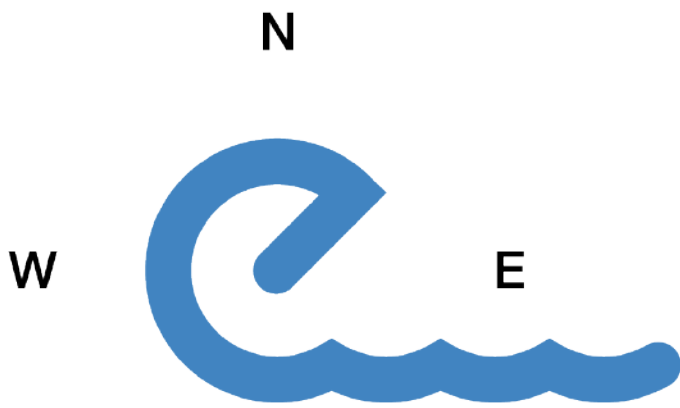
You've got offices around the world. Where could our readers ideally reach you in case they've got project cargo inquiries?

We organise our services by customer location to serve our clients better in their respective time zone and geographical areas. For project cargo enquiries:

Atlantic region (Europe, West Africa, Americas): Contact Michael at projects.atlantic@g2ocean.com

Pacific region (Asia, Australia, Middle East, East Africa): Contact Edwin at projects.pacific@g2ocean.com

Website: <https://www.g2ocean.com/>



Østship ApS
SHIP BROKERS

YOUR LOCAL SHIPPING PARTNER IN GRENAA

When calling the Port of Grenaa, Østship offers a full package of services to crew, vessel, shipowners, clients, managements i.e. handling of custom, documentation, stevedoring, storage/warehousing and kind of crew related issues.

FACILITIES IN PORT OF GRENAA

Area	1.425.000 sqm
Quay Length	2.500 m
Warehouses	25, total 52.500 sqm
Ro-Ro Berths	2
Max LOA	230 m
Max Draft	10 m
Tidal Range	0,20 m +/-

*ISPS PERMANENT FENCED - 24 HOUR SURVEILLANCE
WAREHOUSES AND OPEN AREAS WITHIN ISPS ZONE
WIDE RANGE OF CRANES AND HANDLING EQUIPMENT
AVAILABLE SHORE POWER 18 MW WITH CONVERTER*



ABOUT OUR COMPANY

Østship has been located in Port of Grenaa since 1951 and has during all the years been a preferred partner when vessels are calling Grenaa.

Our current crew has together more than 140 years of experience in servicing vessels at Grenaa.



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WWW.OESTSHIP.DK

Video Interview: ARMARA



Floris Schorsch, Founder and CEO of ARMARA – Interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: Tschudi Logistics



Mads Olsen, Deputy CEO at Tschudi Logistics Group – Interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Wangfoong Project Logistics



Interview with
Ms. Rae Choong
Managing Director



First of all, Rae, can you tell our readers about your career and background in logistics?

I have over 25 years of experience in logistics and supply chain management, with a particular focus on complex, large-scale projects in the energy and infrastructure sectors across the Asia-Pacific region. My background combines strategic planning with hands-on operational execution, allowing me to manage end-to-end logistics for high-value, oversized components such as wind turbines and power transformers.

I hold a Master of Science in Supply Chain Management and International Logistics Management, which has further strengthened my ability to deliver tailored, efficient logistics solutions in highly regulated and technically challenging environments.

Over the years, I've led teams in conducting route and feasibility studies, multimodal transport planning, and final delivery coordination using project-specific methods and equipment. More recently, I've also worked as a logistics consultant for tenders in countries like Malaysia and the Philippines, advising clients on compliance, risk mitigation, and strategic logistics planning to support competitive and executable bids.

When did you join Wangfoong and establish the Singapore branch?

I joined Wangfoong in March 2025, shortly after the official establishment of our Singapore branch on January 27, 2025. The decision to set up operations in Singapore was a strategic move to strengthen our presence in

the Southeast Asian market and to better support regional projects, particularly in the energy, infrastructure, and heavy-lift logistics sectors.

As part of the leadership team, I've been actively involved in setting up the branch operations from building local partnerships and aligning our services with regional client needs, to ensuring compliance with Singapore's regulatory and logistics frameworks. The establishment of the Singapore office has significantly enhanced our ability to deliver end-to-end solutions across APAC, with improved responsiveness and local expertise.

Singapore has a strategic location and is virtually filled with “logistics companies”. Tell our readers what you believe your specialty and strength is in this competitive field.

You're right—Singapore is a highly competitive logistics hub with a dense concentration of service providers. What sets us apart, and what I consider to be my personal strength, is our deep specialization in project logistics, particularly for complex, oversized, and high-value cargo in the energy and infrastructure sectors.

While many companies focus on general freight forwarding, we concentrate on delivering customized, end-to-end logistics solutions that require a high level of technical knowledge and strategic planning. This includes route and feasibility studies, multimodal transport coordination, regulatory compliance, and hands-on execution in often challenging or remote project environments.

With 25 years of industry experience across the APAC region, I bring a strong combination of operational insight and strategic foresight. I've supported major tenders, advised on customs and regulatory processes, and led logistics planning for critical infrastructure and renewable energy projects.

In a market like Singapore, where competition is intense, our strength lies in precision, problem-solving, and the ability to deliver tailored solutions especially for projects that go beyond standard logistics.

I realise that the company is relatively new in Singapore, but perhaps you could provide us with a few examples on projects that Wangfoong (The Group) has done recently?

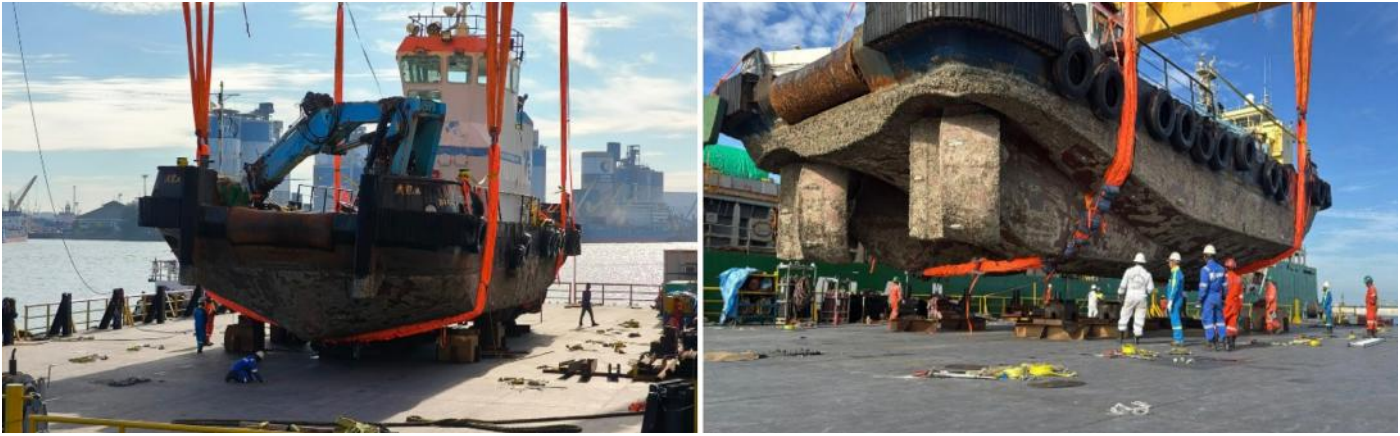
Although our Singapore branch is newly established, Wangfoong Group brings decades of proven logistics and project cargo experience across the APAC region. Here are some standout examples that reflect our capabilities:

Highlight Project Examples from Wangfoong (Hong Kong & Regional Operations)

– Part Chartering of Tugboat for Export (Hong Kong to Singapore)

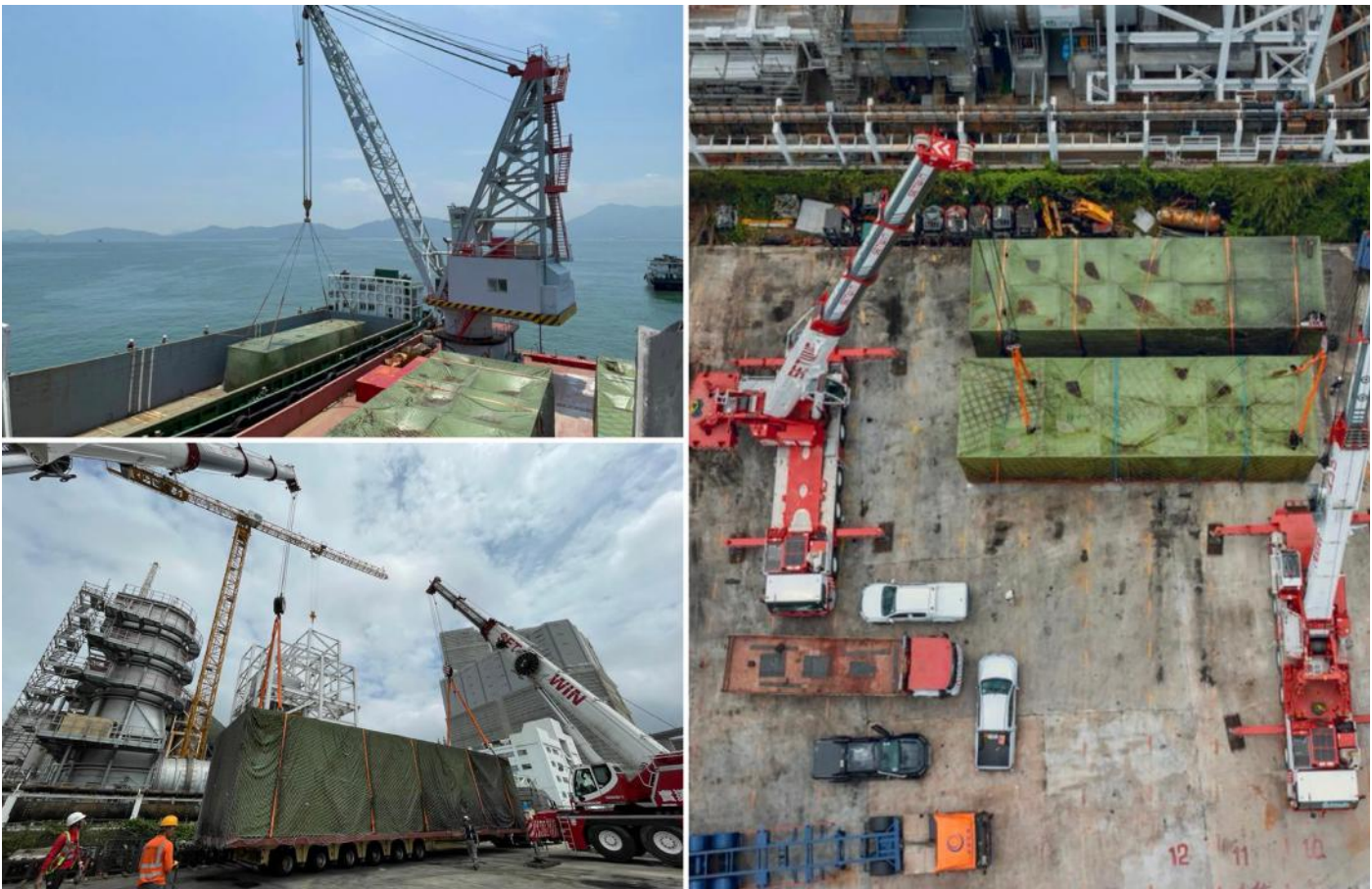
Coordination of tugboat towing from typhoon shelter to alongside a breakbulk vessel, followed by sea voyage to Singapore. The scope included project scheduling, local arrangements for equipment and crew, and ensuring all preparations were in place for secure loading and successful delivery of the tugboat to its destination.





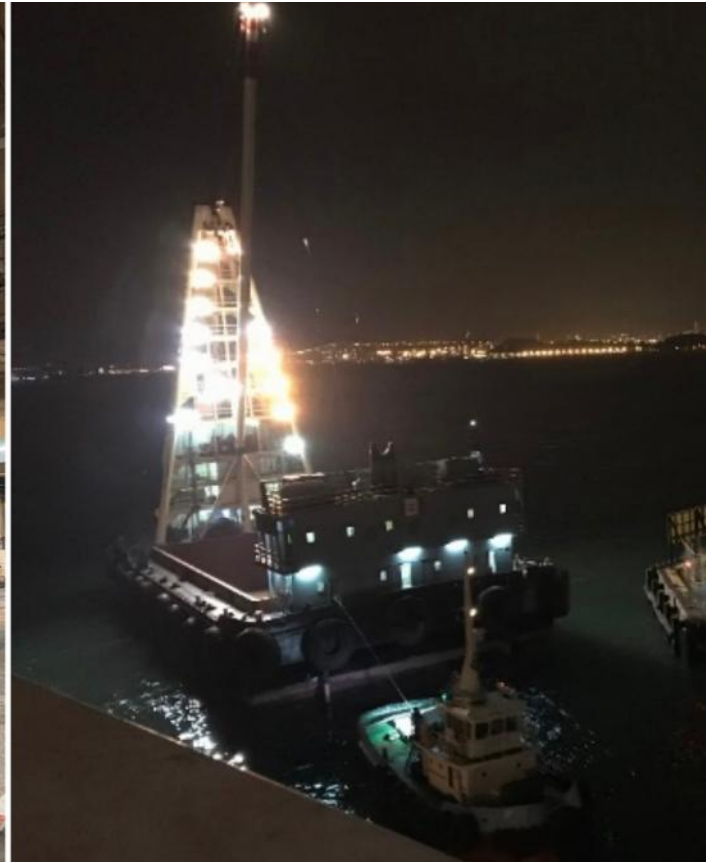
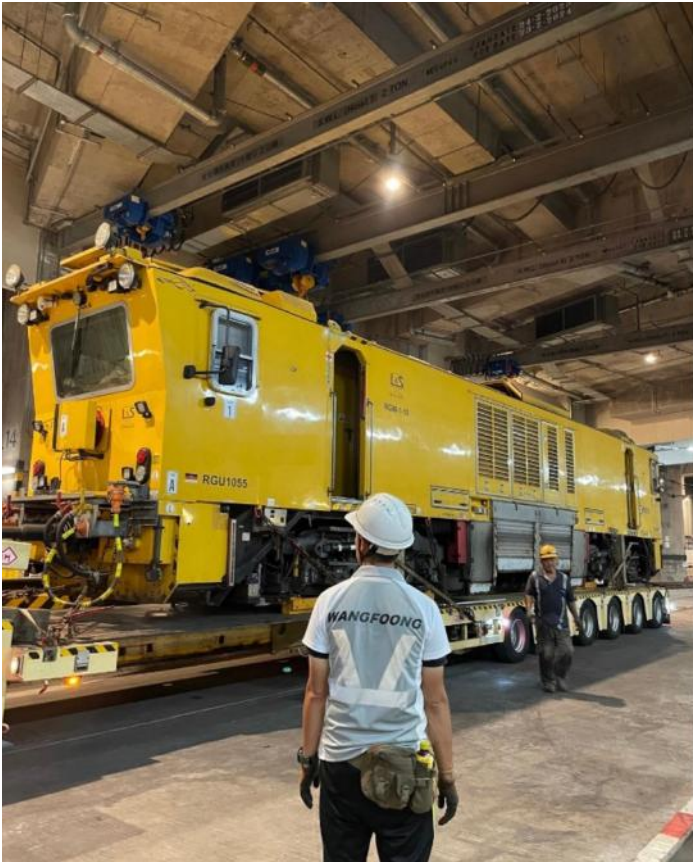
– Oversized Waste Heat Boiler Modules (Hong Kong)

We managed the transport of multiple oversized boiler modules and associated components, ranging from 2.45 tonnes to over 72 tonnes, and up to 17 meters in length. The operation involved midstream transfers using crane barges, precise land transportation with steerable-axle trailers, and tandem lifting with heavy-lift mobile cranes. Through detailed planning, including route studies, swept-path analysis, and permit coordination, we ensured seamless execution, even within highly restricted urban environments.



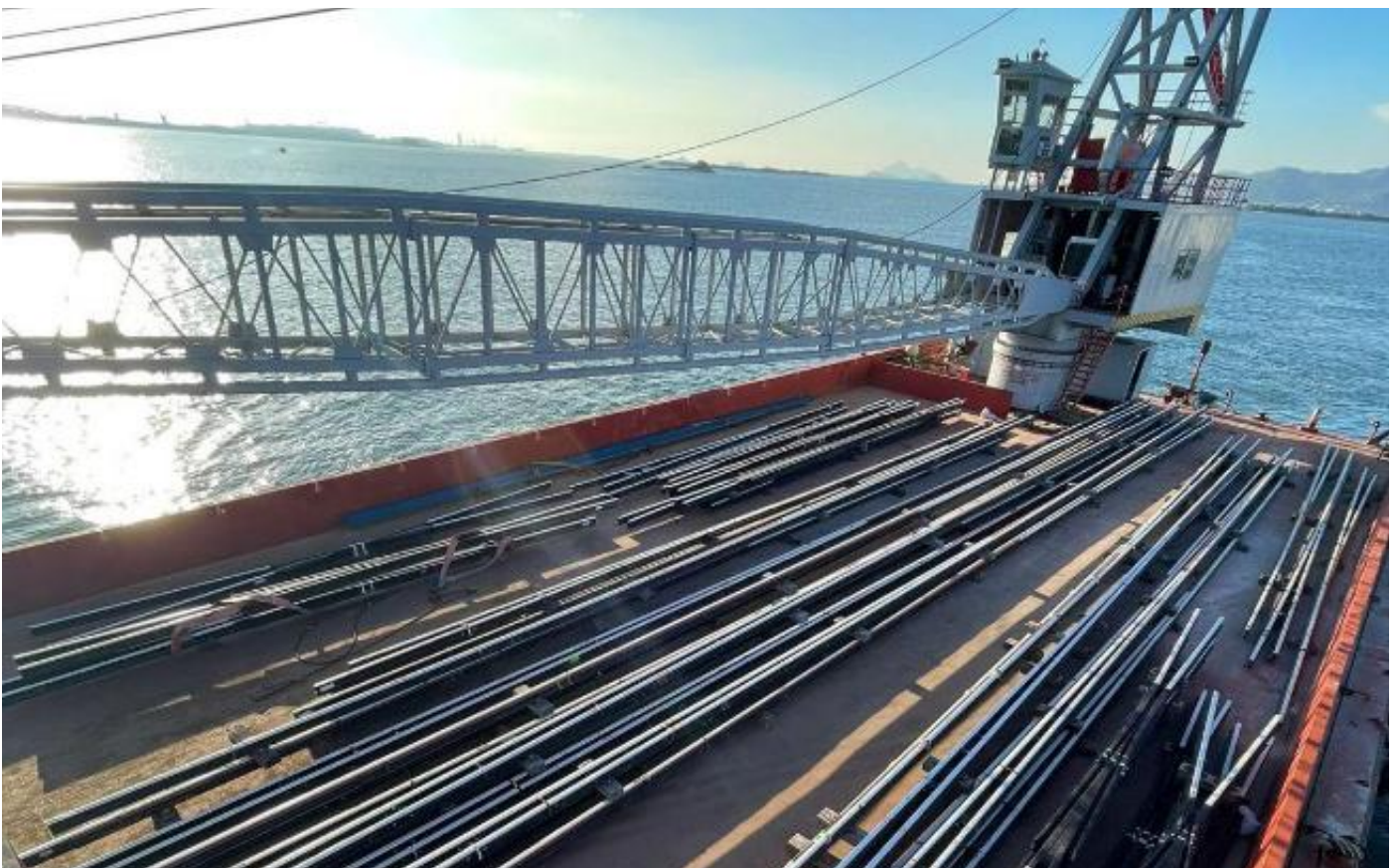
– Generator Set & Oversized Grinder (Hong Kong)

At the Hong Kong–Macau Ferry Terminal, we executed a midnight crane barge lift to position a generator set under tight spatial and operational constraints. Concurrently, we transported a 47-tonne oversized grinder (17.3 m × 3 m × 3.6 m) via a coordinated convoy, employing tandem lorry cranes, custom-engineered spreader beams, and night escorts. The operation was precisely timed and safely executed within an active and congested area.



– Rail Components Handling (Hong Kong)

For a high-profile rail infrastructure project, we delivered 24 rail units each up to 38 meters long using mid-stream handling methods. The process involved crane barge lifts and tandem hoisting onto specialized trailers, followed by inland transport through constrained urban routes. Strategic planning and close coordination ensured uninterrupted delivery despite logistical and regulatory challenges.



Is the shipping industry shifting from Hong Kong to Singapore?

The shipping industry is experiencing a **gradual but cautious shift** from Hong Kong to Singapore, driven primarily by geopolitical and regulatory concerns. Many shipping companies are looking to reduce risks associated with potential U.S.–China tensions by relocating their vessel registrations and operations to more politically stable jurisdictions, with Singapore being a preferred choice due to its transparent legal framework and strong maritime infrastructure.

Singapore remains a global maritime leader, ranked as the world's top maritime city in 2024. Its continued investments in port infrastructure such as the state-of-the-art Tuas Mega Port, alongside its record-breaking container throughput, reinforces its appeal as a resilient, efficient, and strategic shipping hub.

Overall, while Hong Kong retains relevance in specific sectors, the shift toward Singapore reflects a long-term realignment of risk, resilience, and efficiency. Singapore's strategic foresight and continued investment in port infrastructure position it as a leading choice for companies seeking stability and regional leadership in global trade.

With the strategic location of Singapore as mentioned, are you able to also arrange transshipment via Singapore for any would-be clients?

Absolutely. Singapore's strategic location at the crossroads of major global shipping lanes makes it an ideal transshipment hub, and yes, we are fully capable of arranging transshipment services via Singapore for our clients.

Through our Singapore office, we can coordinate seamless transshipment solutions for a wide range of cargo, including heavy-lift, oversized, and project-critical components. This includes planning for cargo arriving from various origins, facilitating efficient customs clearance, and arranging onward shipment to final destinations across Asia, the Middle East, or beyond.

We work closely with port operators, shipping lines, and local service providers to ensure that even time sensitive or complex cargo can be handled with precision and minimal delay. Our integrated approach allows us to manage not just physical transfer, but also the documentation, compliance, and risk management involved in transshipment operations.

Whether it's part of a broader project logistics plan or a one-off shipment, we can leverage Singapore's world-class port infrastructure to deliver reliable and cost-effective transshipment solutions for our clients.

How do you view the rest of this year, and what is your forecast for 2026?

This year, we're seeing more stability returning to global supply chains and freight rates compared to the volatility of recent years. There is sustained demand across Southeast Asia, especially in energy, infrastructure, and renewable projects, which continue to drive the need for specialized project logistics. Many clients are focused on early-stage planning, tender support, and risk mitigation, which aligns well with our expertise.

For 2026, I anticipate an uptick in project executions as delayed infrastructure and energy developments move forward. This will increase demand for heavy-lift and complex logistics solutions, especially within the APAC region. Additionally, supply chain resilience remains a key concern, pushing companies to diversify routes and rely more on strategic logistics partners.

Geopolitical uncertainties will persist, but I expect logistics providers who can offer agility, regional insights, and compliance support will see growing opportunities.

At Wangfoong, we are preparing to scale our capabilities to meet this demand and support our clients through this dynamic period.

How would it be best for our readers to get in touch with you?

I'd be happy to connect with anyone interested in discussing logistics solutions, project support, or potential collaborations.

You can reach me directly via email at: rae.choong@wangfoong.com.sg

Alternatively, feel free to connect with me on [LinkedIn](#).

For general enquiries or service requests, our Singapore office can also be contacted at:

- Wangfoong Singapore
- 65-69088573
- contactus@wangfoong.com.sg

Website: <https://www.wangfoong.com.hk/>

We're always open to exploring how we can support your logistics needs—whether it's for a specific project, tender planning, or regional transshipment solutions.

Trans Ocean Projects & Logistics



Interview with
Ms. Susan Zheng
General Manager



Can you tell our readers about your career in shipping and logistics leading up to opening your own company?

In 2009, I joined the Martin Bencher Group and worked together with Mr. Bo H. Drewsen in Beijing. I started my career in the project handling area.

That was a fantastic experience—to learn and become familiar with the operating procedures and requirements of various ports. I used to live and work in Beijing, Dalian, Shanghai, Qingdao and Guangzhou, covering North China, South China and mid of China.

During that time, I learned how to do business with local people, terminals, customers and carriers in different areas; what the terminal requirements were; and spent a fulfilling and pleasant time as an on-board surveyor for oversized and overweight cargoes, including shore crane, oil & gas, paper & pulp, electric power plants, wind power plants, marine machinery, basic construction, etc.

I spent a really nice time together with Martin Bencher until the company was acquired by Maersk Group, and joined another Danish freight forwarding company in 2020. During that time, I opened and ran the Qingdao branch office for 5 years to do project cargoes as well, starting from a single person to a solid business with outstanding performance.

Through years of hands-on experience and industry immersion, we identified a critical market shift: a growing demand for personally customized service that stands in stark contrast to the impersonal, mechanical operations that have become the norm. We understood that every client and every shipment is unique, and each deserves to be treated with meticulous care, expert attention, and a solutions-oriented mindset.

This insight was the catalyst for Trans Ocean Projects and Logistics (P&L). We are more than a freight forwarder; we are your dedicated logistics architect. Built on a client-centric philosophy, we are committed to delivering foresight, flexibility, and flawless execution. We provide tailored transportation solutions designed to not only meet your needs but to redefine your expectations of what a logistics partner can be.

So Trans Ocean P&L was founded on a fundamental belief: logistics should be a bespoke partnership, not a commoditized transaction.



When did you open Trans Ocean, and what is your main logistics focus? There are so many freight forwarders in China offering services, how do you plan to be competitive?

I established Trans Ocean P&L on 2024.11.11 (November 11, 2024)

We focus on providing tailored and transparent services to our clients and partners, ensuring that you can get excellent results, service and price.

We aim to be a reliable extension for our partners overseas.

Our Core Competencies & Differentiators:

- **Unparalleled Expertise in Specialized Cargo:** We possess deep operational knowledge of what it takes to move complex shipments—including oversized, heavy-lift, high-value, and sensitive equipment. We proactively identify and mitigate risks to ensure the safe and secure passage of your goods from origin to destination.
- **Direct Carrier Relationships & Guaranteed Capacity:** Our strong, direct partnerships with the world’s leading ocean carriers—including COSCO, EMC, OOCL, Maersk, CMA, MSC, ONE, HPL, YML, Sinotrans, SITC, and TS Line—provide our clients with two key advantages: highly competitive pricing and guaranteed vessel space, ensuring your supply chain remains on schedule.
- **Comprehensive End-to-End Services:** We offer true door-to-door service management, eliminating the hassle of dealing with multiple parties. As your single point of contact, we provide accountability and transparency throughout the entire journey.
- **Core Services:** Ocean Freight (FCL & LCL), Air Freight, Railway, Truck and Barge, etc.
- **Integrated Value-Added Services:** Inland transportation, professional crating & packaging, warehousing & storage, on-site loading supervision, and customs clearance.
- **Strategic Partnerships:** We maintain strategic alliances with specialized platforms CLC Projects and Cross Ocean.
- **A Client-Centric Promise:** Single Point of Contact, Zero Hassle. Our “One Ticket to Destination” philosophy means we assume full responsibility for your shipment. We refuse to pass you around between departments. We are committed to elevating your experience through customized, flexible, and simple service solutions.



Could you provide our readers with a few examples of projects you have handled already?

Please see some pictures for your reference, including RORO vessel, break bulk vessel and FRs by container vessels

Commodities include boilers, wind power plants, machinery, TBMs.

Directions are to the Mediterranean, Europe, India, and South America

Our service scope is door to door, including making transportation plans, collecting rates, communication with each party, picking up loose cargoes from door to port, port handling, container loading/lashing/stuffing, export customs clearance in China, booking vessels, DAP to door, etc.



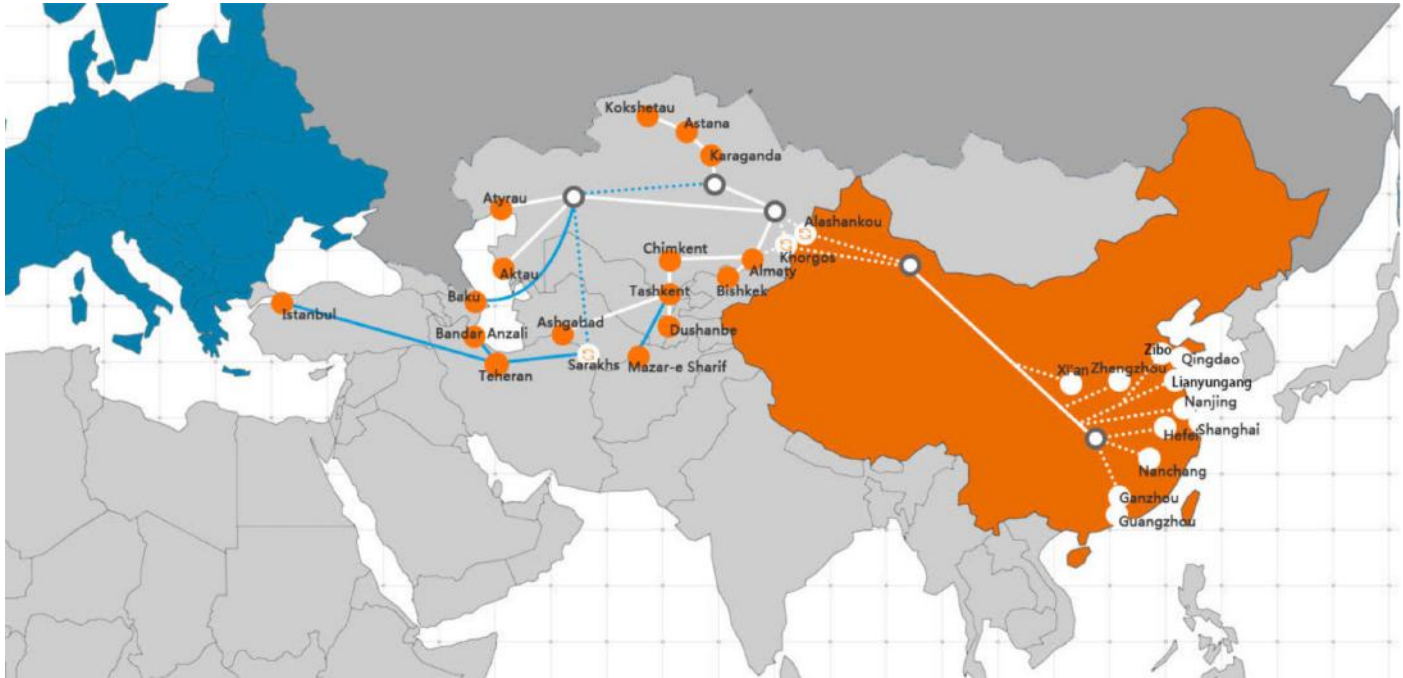
Qingdao is a major seaport in China. Can you also arrange transshipment to Western China and Central Asia if needed?

To Western China, the import shipments usually arrive at either Qingdao or Tianjin. We then store them in our warehouse at the port and unstuff the containers, doing the import customs clearance, and delivering the loose cargoes after customs release.

We have all kinds of trucks to do this business, either LTL or FTL or special trailers for oversized/over weight cargoes. For example from Qingdao or Tianjin to Western China such as Xin Jiang, Xi'an etc. or North China such as Harbin, Inner Mongolia. Or from Shanghai to Si Chuan, Chongqing, Hubei Province, etc.

Also, we do regular railway/truck shipments from China to Europe, Central Asia and Russia every week. Below are two route maps for your reference.

Map connecting China to Central Asia:



Map connecting China to Europe and Russia:



Some shipping lines now try to act as freight forwarders and effectively approach your customer behind your back. Is that also the situation in China?

Yes, I think this is happening all over the world, and it's very common in China.

Almost all major container shipping lines are actively pursuing this strategy in China. They no longer see freight forwarders solely as customers (who buy space from them) but also as competitors and partners—a complex “coopetition” relationship.

For example: Maersk, CMA CGM, etc.

To survive, we freight forwarders must know how to do and what to do in the future:

- **Specialization and Customization:** Offering expertise and refinement that carriers cannot provide.
- **Network and Localized Service:** While carriers excel at line-haul transport, forwarders have advantages in last-mile delivery, local communication, and flexible problem-solving. Strengthening overseas agent networks to provide truly seamless global services is key.
- **Become “Solution Integrators”:** Even if purchasing space from carriers, forwarders can integrate resources from multiple carriers, airlines, trucking companies, and warehouses to design optimal, neutral solutions for clients, rather than just selling a single product.



How do you view the rest of this year and the market in general?

Normally, a peak in shipping exports will arrive in the fourth quarter of 2025 in China due to the two main factors below:

1. Demand Side: Western countries stock up for Christmas, Black Friday, and other year-end shopping holidays.
2. Supply Side: China's National Day Golden Week holiday leads to factory closures and port slowdowns. This causes a surge in shipments before the holiday and a backlog of cargo to be shipped after, creating short-term tightness.

These factors will still play a role in Q4 2025, potentially causing a brief spike in shipments and a short-term, supportive bump in rates from late September to mid-October.

However, several more powerful forces are suppressing the traditional peak season effect this year:

1. High Inventories & Weak Consumption: Overall inventory levels for Western retailers remain high. Meanwhile, consumer purchasing power and confidence are subdued due to inflation and economic uncertainty. This means their restocking momentum is weak; procurement strategies will be more cautious, unlike the “buying spree” of previous years.

2. “Front-loading” of Shipments: Many shippers may move their shipping plans forward to Q3 to avoid potential U.S. “berthing fees” in October and November’s Sino-US tariff uncertainty. This could actually divert volume away from the traditional Q4 peak.

3. A large number of new vessels delivered globally in 2025 has created historically high shipping capacity. Even with some capacity absorbed by Red Sea diversions, the fundamental market structure of “too many ships, not enough cargo” remains. Any minor demand increase can be easily absorbed by this massive available capacity, making sustained rate hikes difficult.

4. U.S. “Berthing Fee” Policy (Potential Oct. enforcement): This is the biggest black swan event this year. If implemented, it would significantly increase operating costs for relevant Chinese vessels, potentially causing chaos in the Trans-Pacific market: short-term extreme rate volatility, route adjustments, and shippers urgently switching carriers. This kind of policy disruption far outweighs the impact of seasonal demand.

5. Expiration of U.S.-China Tariff Truce (November): The outcome after the “tariff truce” expires in November creates massive uncertainty for the year-end market, likely causing both buyers and sellers to adopt a wait-and-see approach, suppressing trade activity.

So, for Q4 2025, we are more likely to see a market characterized by “volatility” rather than “growth.”

Most Likely Scenario: Rates will generally be under pressure. However, a temporary, technical increase is expected around late September and early October due to the holiday and some Christmas cargo. Afterwards, due weak fundamentals and major policy uncertainty, rates are likely to fall back into a downward trend or remain volatile.

Upside Risk: If the Red Sea crisis escalates again or lasts much longer than expected absorbing more capacity, AND if demand from the West is surprisingly strong, the peak season effect could be more pronounced.

Downside Risk: If the U.S. “berthing fee” policy is strictly enforced and U.S.-China trade tensions intensify, it could completely erase the peak season effect, causing the market to enter an off-season early.



Are you currently a member of any freight forwarding networks? If so, is it helpful to be part of such networks?

We are a member of CLC Projects and Cross Ocean networks.

I've found membership in both of these to be incredibly unique and valuable platforms for my professional growth.

It's refreshing to be in a community where everyone is a serious, dedicated professional. I can easily find the right partners and projects because the platforms are focused and not flooded with unqualified leads. It saves me time and energy.

The weekly reports are actually interesting and useful—they keep me in the loop of what's happening.

The Zoom meetings are frequent and well-organized, making remote collaboration seamless. And the in-person events are where I've forged partnerships and found collaboration opportunities.

The platforms don't just throw leads at you. The sales lead recommendations are highly targeted and relevant to my skills, which has directly helped me win new business. It feels like the system is designed for me.

The core values of integration, open communication, and fairness are felt everywhere. This creates a trusting environment where opportunities are plentiful.

For me, CLC Projects and the Cross Ocean Network are a powerful business development engine where I consistently find new projects, and vibrant knowledge-sharing platforms where I can learn from and connect with like-minded professionals. It's an indispensable part of my professional network.



How would it be best for our readers to get in touch with you?

Please kindly find below contacts for myself and our team:

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Ms. Jeanie Yan, Operation Manager

Direct.: +86 0532 89815887

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Email: Jey@transocean-pl.com

SLS (Spirit Liner Services)



Interview with
Mr. Kimon Konstas
Managing Director



Who are the owners of the company, and when did you establish it?

The owners of Spirit Liner Services SA are myself and Mr. Mike Spyridakos.

Our company was established back in July 2023 when I had the opportunity and had returned from a short business cycle in Dubai.

I have noticed that you are active as a shipping agent in Greece. How do you go about ensuring that shipowners know about you and nominate you as their agent when in port? Are you a member of any global networks in this regard?

Correct, we are shipping agents in Greece mainly for container liner companies without limitation though.

In the respect of shipowners finding out about Spirit Liner, we have a system of approaching shipowners that might need our services or we know that they are looking to perform a direct or indirect call in our region. To be clear, by indirect I mean that shipowners of container ships operate lines by their own boxes with 3rd party feeder operators, and we handle these boxes within our region.

Of course, personal relationships play a major role in trusting our company with their boxes or ships, and through these personal relationships we also find new business. Trust is a major aspect in our business. We are

not a member of any global network yet as I understand there is only 1 such network that is operating, but it does not give any differential advantage.

Greece has a number of ports and is famous both for culture, history and of course shipping. Which ports in Greece would you say are the ones mainly used for project cargo?

Piraeus port is the main gate for 50%+ of our population and is also the gate for the industrial zone of Attica and Peloponnese. Volos port is located in the middle of our country serving the industrial zone around the port. Heraklion is the gateway for Crete Island, and last but not least is the port of Thessaloniki which is located in the north of the country. Apart from the gateway for the zone in the north, it is the gateway for the Balkan countries, ie. Bulgaria (Sofia Area) N. Macedonia – Kosovo – even the south of Serbia can be served via Thessaloniki.



Are you also able to provide logistics services for inland transport or transshipment via ports in Greece?

With the experience of our team, we can provide any kind of transport solution and logistic services. We have done project cargo in the past and have the knowledge.

How is the economic situation in Greece at the moment, and how do you regard the shipping market for the rest of this year?

The economic situation in our country is good at the moment. After more than 10 years of recession and IMF intervention, we have managed to start growing. The estimate for the economy is a growth of 2.3% for 2025 which seems to be above the average of the EU.

As far as the shipping industry is concerned, the geopolitical situation makes any prediction very difficult. We see that the Suez Canal is still under pressure and not having any improvement in sight. The Panama Canal also has difficulties. The wars that are going on have disrupted the supply chains around the world. My prediction is that it is going to be an interesting coming 3 years with turbulence but also opportunities.

Do you currently represent any regular lines or even breakbulk or tramp operators coming to Greece?

Yes, we represent 2 liners and an NVOCC, and soon maybe we will be happy to announce a 3rd liner that will trust their services to our company. For the coming period, we will focus on expanding our presence in the Balkans as well as exploring the opportunities for cross trade.

How would it be best for our readers to get in touch with you?

Our website is www.spirit-liner.gr

My details are: kimon.konstas@spirit-liner.gr and direct line +30 213 0907790

Playful Dolphins in the Bay of Biscay

Editor's Note:

A light moment here with some footage taken when I was passenger in June on mv UHL FABLE from Malaysia to Denmark. In the Bay of Biscay besides having a reputation for bad weather what I didn't know that dolphins at least on this day just prior to entering the English Channel were plentiful. Smaller versions than the dolphins seen in the Atlantic though (probably the fault of Trump too.. ☺).



Watch the Video

Editor's Note:

Seen in the Port of Rønne, Denmark in June a giant offshore wind turbine installation vessel (www.cadeler.com)... with 115 meter long blades onboard, imagine being able to lift them onto the wind turbine towers OFF SHORE? Impressive by any means and now it seems Trump stopped some of these offshore projects on the US Atlantic Coast. Let's see what happens in the end, taxpayers no doubt will fork out...again.



Wise Words

Hearing a hundred times is not as good as seeing once.

- Famous Chinese Quote



A GOOD FRIEND IS LIKE A FOUR-LEAF CLOVER: HARD TO FIND AND LUCKY TO HAVE.

- Famous Irish Proverb





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October – 2025

16th of October, 2025



Dear Readers,



It is time for me to once again write an editorial and publish Project Cargo Weekly, October edition 2025.

In the past month, I have mainly been busy here in Santiago, Chile but also have done some traveling. I attended Breakbulk Americas in Houston. I flew up there September 28 and returned October 3. We had a luncheon at Pappadeux which was well attended, with some 70 people enjoying, networking and mingling. One thing comes to mind from the lunch, and that is the size of portions. The cheese cake alone (for dessert) would have been enough to fill me up. Perhaps next year, we will start with dessert ☺.

The expo itself was a success. We had a booth there, and indeed it was worth it. In the featured video of this issue, you will see what I mean. The overall mood was tip top, and everyone seemed happy to meet each other.

I flew with Delta Airlines via Atlanta to Houston, and it worked well. I was in economy comfort, and it does make a difference to sit in a 2-seater row compared to 3- or 4-one. Naturally, the cost is different but being 62 and with toilet calls becoming more frequent, it is better to bother fewer people.

Here is a small collage of a few pictures from the lunch and the expo to give you an idea!





I am, as you know, following politics.

Here, in Chile, there will be an election in November by the way. So, perhaps, more on that as it unfolds.

But at the moment, I am looking in amazement at Europe and countries like France, the UK, etc. and their inability to police a narrow strait of water from illegal migration. Where is the Royal Navy? Or is it because the ECHR has become politically active making it unable to return some of them to their country of origin, and they are unwilling to take their citizens back?

This year, 35000 illegals crossed the channel. Housing, work, health? There seems to be a wave of people coming into Europe who are fed up with a political class who won't listen. And no, (mainstream media I mean you) not everyone protesting on the street is a right wing populist. Some unbiased reporting or perhaps better courses in journalism at the schools where they are educated should be implemented.

Trump seems to have made the impossible possible by leaning on the parties in the Middle East to at least start the 1st phase of a peace deal between Israel and Gaza. I think this time we cannot "blame" Trump. On the contrary, PCW at least says "well done" to him.

In world affairs as I mentioned before, the EU is a paper tiger. The only real tigers seem to be the Siberian one, the Manchurian one... and perhaps the Indian one if you know what I mean (besides the US, of course).

If the peace deal holds water, so to speak, then the Suez Canal will reignite and the "brave" Houthis will hopefully pack their weapons. However for the shipowners, it will mean a lot more competition as transit time will be shorter, and with the oceans abounding with cargo vessels, rates will plummet. Still, it is good for the environment, and as we all know, the "Green Religion" is the one and only for many nowadays.

On a personal note, I should share something with you. In Houston, I was nursing a hangover at IRMA's Texas Ave. I was staying across the street at the Cambria Hotel (excellent rooms by the way). I was coming out of the hotel and turning right. Suddenly a huge "boom" from the building across the street sounded, followed by the smashing of glass seconds later. Some 30 meters or so away from me, some of the building's exterior wall fell to the street. It was a reminder to appreciate life and enjoy every moment since we never know what is around the corner. Luckily, I had the possibility to steady my nerves with a few more drinks. This time it was a viable justification for another drink! See more about that event [here...](#)

Turning to the purpose of PCW, I have been active in getting what I would call high quality interviews with a variety of shipping & logistics for you. Here is the menu for this October issue:

1. **Ahlers Logistics** in Hamburg. A Belgian-owned midsized logistics company active worldwide.



2. **Absolute Logistics**, Denver, Colorado. A small logistics company with incredible projects in the Atacama Desert of Chile (among others).



3. **Ulog**, part of the huge Latin America-based Ultramar Group. We speak to them in Argentina.



4. United European Car Carriers (**UECC**), owned by Wallenius/NYK, based in Zeebrugge. A provider of European roro vessels for projects with high & heavy cargo.



5. **Tschudi Logistics** in Finland. A Norwegian headquartered group with a strong brand name.



6. Supply Chain Management Outsource (**SCMO**), Hong Kong. A very interesting talk with Nicolas De Loisy – a consultant representing top notch brands in AI, Cargo Delay Insurance.



So indeed, an interesting bunch of relaxed and personal interviews that may enlighten you wherever you are.

By the way, on another note, what we need to remember is that both railway transport (see shipping news) and also airfreight are part of the total logistics chain. So if you happen to be in Singapore towards end of the month, don't forget to pop by the [following expo](#).

We, of course, provide you with shipping news, trade intelligence, wise words and featured video and picture of this issue.

I wish everyone a great time, health and happiness, and above all safety. Please remember to ENJOY life. We never know (luckily so) what's around the corner!!

With best regards,

Yours sincerely,
Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com

Video Interview: Ahlers Logistics



Julian Kurz, Business Development Manager (Western Europe) interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: Absolute Logistics



Ms. Carmen Garbison, Director of Int'l Business at Absolute Logistics, Denver, Colorado interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: Ulog

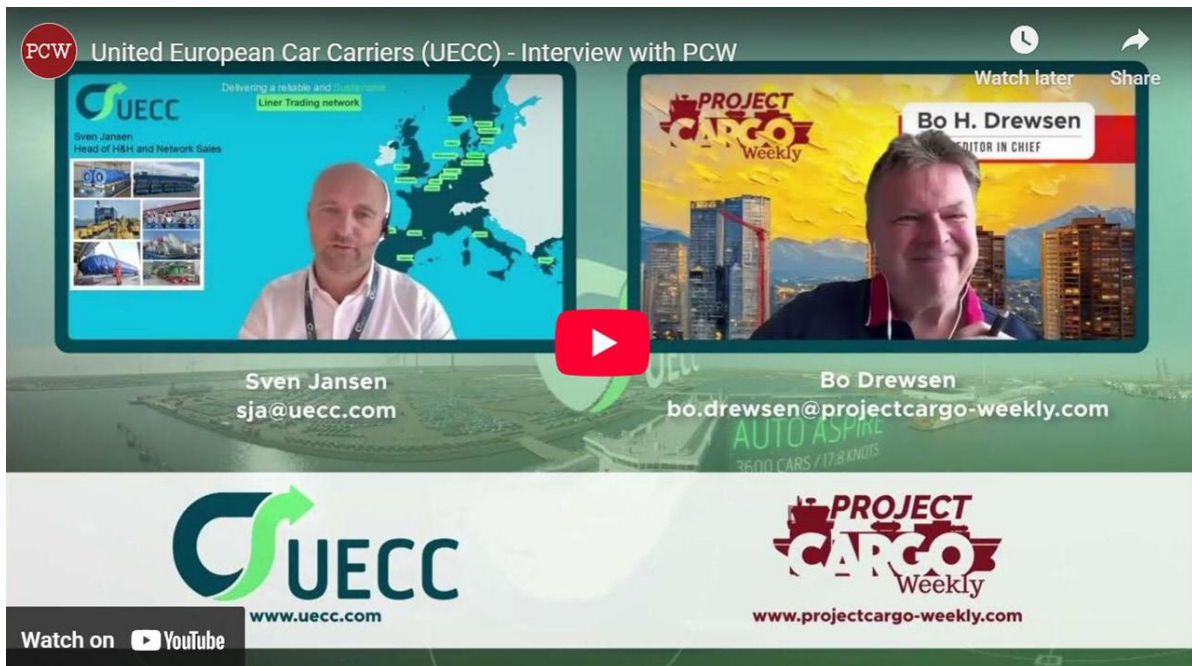


Mr. Dardo Van Megroot, Manager at Ulog Argentina interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: United European Car Carriers (UECC)



Mr. Sven Jansen, General Manager High & Heavy & Network Development at UECC, Zeebrugge, Belgium interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: Tschudi Logistics



Anselm Valtonen, Managing Director at Tschudi Logistics Finland interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: Supply Chain Management Outsource (SCMO)



Mr. Nicolas De Loisy President of SCMO, Hong Kong interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Breakbulk Americas 2025

Editor's Note:

Breakbulk Americas in Houston at the George R. Brown was a great event! Enjoyed it fully and with parties, meetings allround it was indeed a marvel to behold. A short video clip here from the floor... Note [Atlas Heavy](#) booth among others!



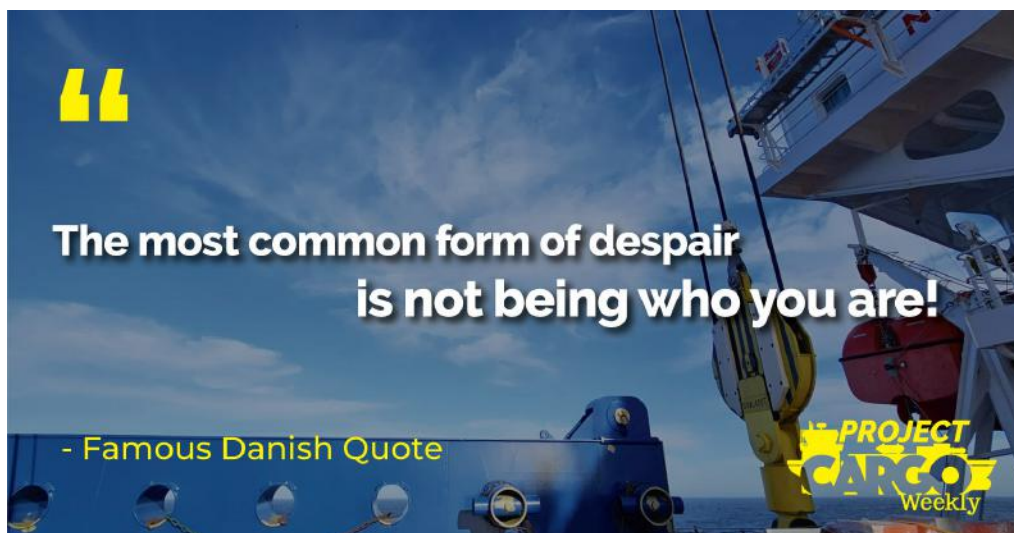
Watch the Video

Editor's Note:

Your editor here with good friends from Coli Shipping at the PCW hosted luncheon at Pappadeux, Houston during breakbulk. A great event with 70 attendees during lunch but also the overall expo was superb!



Wise Words





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November – 2025

15th of November, 2025



Editorial

Dear Readers,



It is the 15th of the month, and as you know, we are now publishing once a month. Although I've mentioned it before, I should repeat that I didn't change the name from Project Cargo Weekly to Project Cargo Monthly—but I hope you'll still find it just as interesting to follow and read.

In today's issue, we have six solid interviews lined up for you.

I am currently in Denmark, although I was supposed to be back in Latin America in early November. What happened was that my mum fell and broke her hip—which is no small thing at the age of 82. It has been another reminder of the frailty we all carry, and of how little we truly know about what lies around the corner. Perhaps it's just as well.

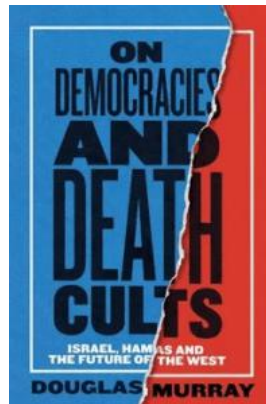
Since I am the only one “left,” so to speak, I am grateful that I had the opportunity to stay longer, even though late autumn in Scandinavia—with its darkness and dreary weather—was never one of my favourites. Still, the system does work here in Denmark. The public sector takes care of our elders, and although mismanagement exists in some places, we are generally well looked after here in Northern Europe.

But a system that runs on schedules, strict timings, and a maximum number of minutes for staff to spend with each elder can never replace family and friends. In that sense, our system can feel “cold,” if you know what I mean.

This has reminded me how essential it is to have a plan in place for when age starts to catch up with us, because there are three things in life that are certain: death, taxes, and aging. And aging is difficult—after all, as my mum used to say, “we never tried it before.” ☺.

The Suez Canal seems to be coming back on stream for more than “Chinese or Russian flag vessels” ☺ and

I saw that CMA CGM recently sent a couple of mainline container vessels through the Canal. For now let us hope that peace will prevail in the Middle East and that people finally can get on with their lives, anything else is a prolonging of needless tragedy on all sides of the conflict. Ukraine war almost ended up in the shadows but is now back at the forefront although I don't see the same amount of protests and "support vessels" approaching the Black Sea :). [Here](#) is an interesting book that has received attention recently published by Douglas Murray.



With reference to above I alluded to a number of great interviews in today's issue and I was indeed telling the truth.

We have in PCW 11 edition this in store for you:

1. **AAL** a major shipowner basically running a regular round the world service with heavy lift vessels able to take almost any kind of project onboard. We speak to their office in Houston. 
2. **GOLD STAR LINE** (part of ZIM) RORO and often overlooked service from Asia to North America. 
3. **ASONAVE**, Chile an interesting organisation of Chilean shipping agents and they are looking to expand cooperation worldwide. 
4. **OTONOMI**, an interesting start up or relatively new company in the field of Cargo Insurance offering coverage for DELAYS!! Now that is interesting! 
5. **SILVASTI**, A Finland headquartered heavy haul provider excelling Europewide in moving trafos and renewables including placing to foundation. 
6. **SEALLS**, A Spanish Bilbao headquartered logistics and project freight forwarding company new on the block with but decades of experienced people already in place. 

We of course provide you with shipping news, trade intelligence, featured picture and vide of the month as well as wise words. You are also reminded again/again to download our [APP](#) which is AD-Free, easy to use and handy for listening to interviews etc whilst on the go.

Until our final issue of the year on December 15th, I remain...

With best regards,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com

Video Interview: AAL Shipping



Henrik Hansen, General Manager – Americas, AAL Shipping was interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: Gold Star Line



Javier Carrasco, PCC Trade Manager Gold Star Line, Chicago, USA interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: ASONAVE



Claudio Morales Executive Vice President of ASONAVE, Valparaiso, Chile being interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: OTONOMI



Yann Barbaroux, CEO & Founder of OTONOMI, New York, USA interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: SILVASTI



Carsten Schröter, CEO Silvasti Transport GmbH interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: SEALLS



Ms. Ines Jaber, Business Development Manager, SEALLS, Bilbao, Spain was interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Logistics Plus Thailand Handles 18-meter Catamaran

Editor's Note:

Yachts (for those who can afford it) do also need “outside transportation” of themselves once in a while....here is one such example performed by Logistics Plus, Thailand (www.logisticsplus.com)



Watch the Video

Editor's Note:

With the assistance of Oestship, Grenaa/Denmark (<https://oestship.dk/>) I along with my 3 children visiting Denmark had the opportunity to pay a short visit to one of the worlds largest drilling rigs owned by Noble. I believe such a visit may replace many a book and show children what real life can be about, impress them hopefully to learn and yearn for more than scrolling on their phones or tablets. Just like when bringing anyone of them along on a cargo vessel (container or breakbulk) as passenger as I did numerous times.



Wise Words

LOVE IS EVIL — IT WILL MAKE YOU FALL IN LOVE WITH A GOAT.

- Famous Russian Proverb



Even monkeys fall from trees.

- Famous Japanese Quote





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December – 2025

15th of December, 2025



Dear Readers,



Today it is the 15th of the month, the last month of the year, and this ought to make this editorial a special one.

There is always a certain feeling of “Where has time gone?” when you are looking back at the year passed. The year had many highlights. Indeed, one of which was known to me just recently. The first one was the incredible voyage onboard mv UHL FABLE of United Heavylift in Hamburg during which me and my middle son embarked in Klang, Malaysia and disembarked in Rønne, Denmark. The voyage included 38 days around Cape of Good Hope. Here is a link to the movie (57minutes) made by a compilation of short videos taken during the whole trip.



Watch the Interview

Enjoy watching it as background with a coffee or a drink in hand!

The second very recent news is that I will become a grandfather AGW in March, 2026. Never tried that before and that is indeed a special feeling – and a reminder that the age IS creeping up when you are being called “granny” or “old man”... Still we soldier on right ? ☺

Most of the past month has been spent in Grenaa to look after my mum who fell and broke her hip. However, I am happy to say that things are improving as we speak. Still, recovery is never easy, and at 82, there is, of course, always a timeframe that is longer.

I need to applaud the home services in DK-Grenaa for a job well done. It is not like that in all parts of Denmark (or Sweden for that matter). Several scandals have come to light where “the old” were left to their own devices. There was even a case in Sweden where in spite of the lunch boxes piling up outside, the home service didn’t enter the premises. The occupant was later found dead.

Family and friends can never be replaced by a system built on the NPM (New Public Management) utopian idea of efficiency, control, time sheets and lack of respect for people which rewards the mediocre against the one taking initiative. Some of our authorities have also become activists. This suggests that staff allow their personal political views to influence how they carry out their daily professional duties.

The EU is, as you know, now under scrutiny by the US. We never fulfilled our 2% duty of contributing to our own defence. Only after pressure are we now committed to raising it to 5%. Trump lines out his thoughts on Europe very clearly in the sense that he claims (with some justification) that we talk a lot but achieve little. We don’t or didn’t contribute to our own defense. We allow our countries to be overrun by illegal immigration. And to show that things seem to be changing is that just this week the EU finally decided to implement some new laws to stem the tide — something that was impossible just a couple of years ago.

It must be wonderful sitting in a Brussels Ivory Tower without much feeling for how things are developing on the ground.

Trump also made a comment regarding Sweden in his recent Politico speech naming it once a safe country but now increasingly no more. He is telling the truth pure and simple!

In addition, we now have learnt to take whatever the BBC is reporting with a grain of salt. When you, in a government institution can edit a speech in-line with the publisher’s own political views, then I can’t see what we have to boast about in ways of democracy or fair and unbiased reporting. See the video: [Trump vs BBC: The \\$1 Billion Lawsuit Explained](#). The fact is that there is an elite group of politicians and policy makers in the EU totally out of touch with their electorate.

Now reverting to where my interest really lies, shipping & project cargo logistics. I am happy to note that things are looking up.




If the cease fire holds, it seems the Suez Channel will be more accessible again. Already, some lines, most notably CMA CGM, have started transiting the channel again starting with their INDAMEX service if I am not mistaken. Yes, what is the point in shooting at defenseless ships and crew transiting the Red Sea was always beyond me and most of us I should think.

It will mean, however, as predictions note that the happy days of inflated freight rates are over. Plus, with huge cascades of new tonnage entering the market and increasingly avoiding the long route south of Africa, there is no doubt shipowners will need to get their sales team in gear to attract cargo. They may even invite you (the forwarder) out to lunch again. Then you know that times have changed ☺.

A final note before I get to the interviews we’ve got in store for you today.

I will be taking a break from publishing Project Cargo Weekly during the first 3 months of the year. Being a one man band that also has several private obligations means that it is the right moment for a short time-out.

Our publishing plan is thus as follows:

December 15	 Our newsletter (today)
December 30	★ "Most Watched" newsletter
January	zzZ Month off
February 16	 Project Cargo Weekly Yearbook 2025
March	zzZ Month off
April 15	 We start again

Circling back to the interviews we've got today please find below:

- 1. VERKAIK EXCEPTIONAL TRANSPORT** — a newly established company with a true specialist from the heavy haul sector in Europe. 
- 2. ISTAMCO, DAKAR, SENEGAL** — a shipping agent, covering most of West Africa including the interior. 
- 3. DEUGRO, CHILE** — a well known global project logistics company with a famous reputation. 
- 4. TOTAL MOVEMENTS, INDIA** — a strong and asset-based Indian heavy haul and project logistics company. 
- 5. GAC Gulf Agency, KUWAIT** — a global well-reputed brand in shipping, agency, oil and gas. 
- 6. PBL LOGISTICS, SANTOS, BRAZIL** — a family-owned Brazilian logistics company with a tradition for excellence. 

We, of course, provide you with shipping news, trade intelligence and wise words. We've also got a featured picture collage and video of the month which I hope you will like. Remember also: when on the go, you may access our interviews and podcasts through downloading our AD free APP here.

Meantime, wishing you all a **VERY HAPPY HOLIDAY SEASON** and a **HAPPY NEW YEAR of 2026!**



With best regards,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Video Interview: Verkaik Exceptional Transport



Ronald Verkaik, Managing Director at Verkaik Exceptional Transport was interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: ISTAMCO Senegal

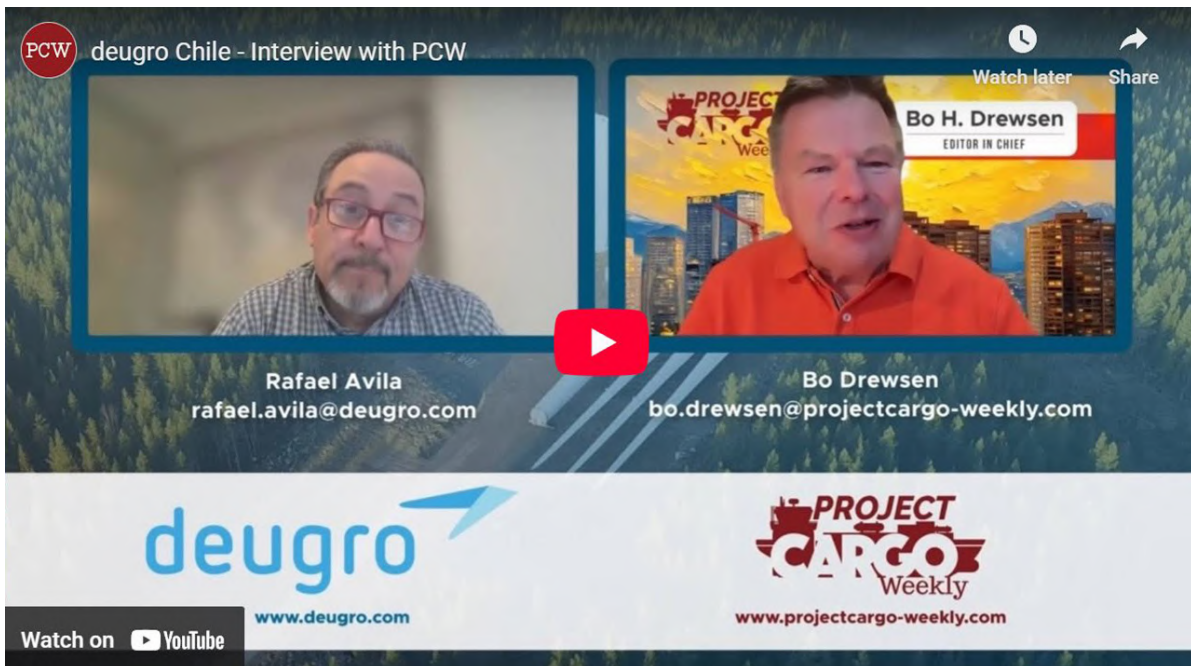


Ali Issa, Managing Director of ISTAMCO, Dakar, Senegal was interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: deugro Chile



Rafael Avila, Branch Manager at deugro (Chile) Ltda. was interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: Total Movements



Satish Kumar Singh, Chief Executive Officer | Board Member at Total Movements Group – UAE / India was interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

Video Interview: GAC Kuwait



Billy Jacob, Business Manager – Shipping & Logistics at Gulf Agency Company Ltd. (Kuwait) was interviewed by Bo H. Drewsen, Editor in Chief at Project Cargo Weekly.

[Watch the Interview](#)

[Listen to the Interview](#)

PBL Logistics Brazil



Interview with
Mr. Philippe Costa de Lima
General Manager

First of all Philippe, can you tell our readers a little about the history of PBL? Who are you, who are the owners, and what is your main line of business nowadays?

PBL is a family business in which I represent the second generation alongside my sister. The company was founded by my father. It began in 1987, when several clients encouraged him to start his own firm so he could continue serving them.

To keep the story brief: my father had been a manager at another company and was entitled to profit-sharing under his employment contract, but the owner never paid. My father decided to leave. In the week he resigned, a very important client had an urgent problem that my father spent three days resolving. Afterward he informed the clients that he would no longer be part of the company and that they could deal directly with the owner, but they insisted on continuing to work with him and contributed funds to establish PBL. In a sense, PBL was founded by its clients, who financed the company's launch for my father; he later repaid each of them. The company's partners are my father, my mother and me.

Today PBL handles customs, freight forwarding, storage, road transport, insurance, and money exchange. We also provide trading company services and outsourcing services. PBL has a sister company SCH, which is a port operator for project cargo, BULK/BREAK BULK.





Does the name PBL have a special meaning?

Yes. It is my father's name: Pericles Bastos De Lima



Brazil has many deep sea ports. Many of our readers may not be so familiar with Brazilian ports. Perhaps you can elaborate a bit and mention the main ports that you would say are being used for project cargo and shipping in your country?

In Brazil, it depends on the type of cargo rather than whether it's a project shipment. Most of our vehicles are in São Paulo and ship through the Port of Santos, where our sister company, SCH (Safe Car Handling), handles 45% of vehicle exports. Most of our fertilizer is located in Paraná and ships from the Port of Paranaguá. We also handle wood in Paraná, paper in Santos, tobacco in Rio Grande do Sul, and other raw materials through various northern ports. Brazil's North and Northeast regions are developing rapidly and could soon become major logistics hubs.



We always used to hear that customs clearance is a hassle in Brazil. Is that still true? And what kind of good advice could you give to potential customers or freight forwarders having business to or from Brazil?

We have 40 years' experience in customs. My father's broker license number is 108 (one of the earliest to become licensed). Today, we manage thousands of clearances. We hear concerns about customs all the time, and my answer is always the same: if you do it correctly, you can dispute issues with the customs agent when necessary, but if you try to be clever or cut corners in Brazil, you will most likely get into trouble.

As a demonstration of how PBL works, we act as an extension of the customer. We try to answer every possible question before cargo is shipped to or from Brazil so the process runs smoothly on arrival. We verify cargo values, descriptions, intended use, origin, and many other details. Another important tip is to check the legislation daily for every shipment even for the same type of cargo because regulations here change rapidly.





Nowadays, some of the shipping lines are telling the world that they ALSO can do freight forwarding. How is the situation in Brazil?

They are already doing this. Many offer freight services directly to our customers, and some have contacted us to act as their third-party customs agent. Regarding freight alone, carriers here now have logistics offices and offer integrated solutions — freight, customs, road transport and storage — because they now own the terminals and warehouses. So, it is much easier for them to approach customers.



Could you provide our readers with a few examples of significant or interesting shipments that you have handled in PBL?

Sure. We handle some of Brazil's most exclusive cars, shipped for private and corporate clients. We also transported large plant equipment destined for a major Mexican facility, and we ship helicopter spare parts to rescue choppers operating in the Himalayas.



How do you view the year of 2026 if you look into your crystal ball? I heard you've got an election in Brazil next year as well....?

No political comments from my side, my dear! We hope the best for the country and the people. Let's see...



How would it be best for our readers to get in touch with you?

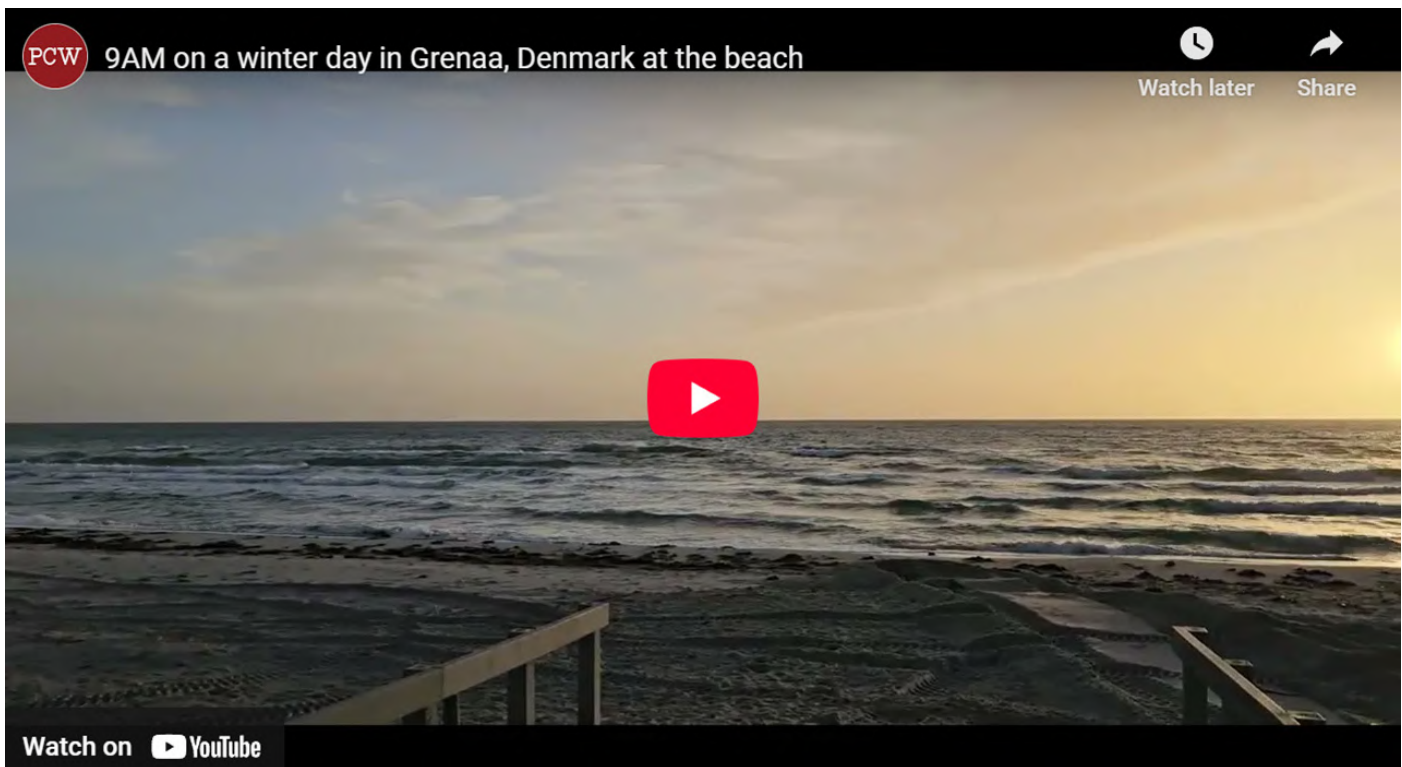
philipe@pblcomex.com.br

+55 13 99771 2090 (WhatsApp, WeChat, Telegram, Signal)

9AM on a Winter Day at the Beach in Grenaa, Denmark

Editor's Note:

Wintertime in DK-Grenaa, Denmark. A short video from 9 AM in the morning here fresh but with a cold wind it can be very chilly. In the distance you can see the huge NOBLE owned offshore drilling rig which has rested in Grenaa for sometime but is rumoured to be moving out soon.



[Watch the Video](#)

Editor's Note:

Sunset on June 4th in the Atlantic enroute around Africa Cape of Good Hope to Las Palmas. Vessel mv UHL FABLE of United Heavylift Hamburg. A 38 day voyage as passenger onboard which your editor was privy to. A highlight of 2025!



“

Haste is the enemy of perfection.

- Famous Brazilian Quote

“

**TIME IS LIKE A SWORD;
IF YOU DON'T CUT IT, IT WILL CUT YOU.**

- Famous Arab Proverb



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