

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

PCW YEARBOOK 2020

Global Readers

Neutral Coverage

In-Depth Interviews



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BEHIND

THE SCENES



EDITORIAL

Dear Readers,

What started in 2018 as a "fun project" and as a kind of protest against some of the established statistics and advertisement ridden transport medias available has turned into something interesting and, hopefully for all of you, worthwhile reading. Project Cargo Weekly is published every Thursday except during July and part of December and although I try to be an amateur journalist which is difficult even at the best of times I did however make a few ground rules from the very beginning:

- *a personal editorial with a no-nonsense approach to business and life*
- *maximum 4 banner ads in each issue*
- *clear and transparent contact details of who have been interviewed*
- *useful news for the reader, mainly in the project cargo segment, but also in the wider shipping industry*
- *selected shipping news*
- *selected trade intelligence*
- *wise words*

Currently our database has some 32,000 contacts worldwide who receive this weekly newsletter so it would seem that PCW has become more and more popular. We have also started doing online video interviews and you can find them all at <https://www.projectcargo-weekly.com>

This is our 2nd yearbook, each consisting of one main interview from each of our newsletters in the year past and since it is an online issue it is possible to click the links and watch the videos if you so prefer. You are welcome to share content herein as long as PCW is credited. We are hopeful that you will find the compilation in this yearbook of value for a long time to come. Project Cargo Weekly also has a mobile app which is free and easily [downloadable here](#) where you have links to all interviews and yearbooks published.

This year we also have only allowed 4 advertisers (other than a few pages promoting our sister companies under the CLC Projects Group umbrella to which Project Cargo Weekly belongs) and they are with thanks herewith mentioned:

- **United Heavy Lift - Hamburg/Germany**
- **COLI Shipping - Hamburg/Germany**
- **TSA Shipping Agency - Gothenburg/Sweden**
- **Liburnia Maritime - Rijeka/Croatia**

Wishing you a very happy and safe year of 2021 and hope that we will be able to keep in touch. I am always available for any comments, suggestions, etc., and I am willing to hear you out if you feel something could be amended or that you simply would like to be interviewed!

Bo H. Drewsen

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Editor in Chief





M/V BBC NEPTUNE 38K DWT
LOADING FERTILIZERS AT KLAIPEDA



M/V TREVILLE 4.900 DWT
DISCHARGING FULL LOAD OF PIPES AT TEKIRDAG

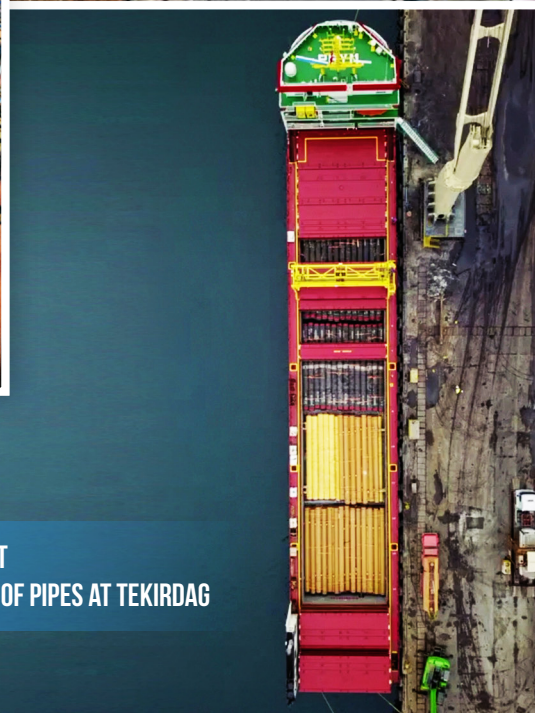
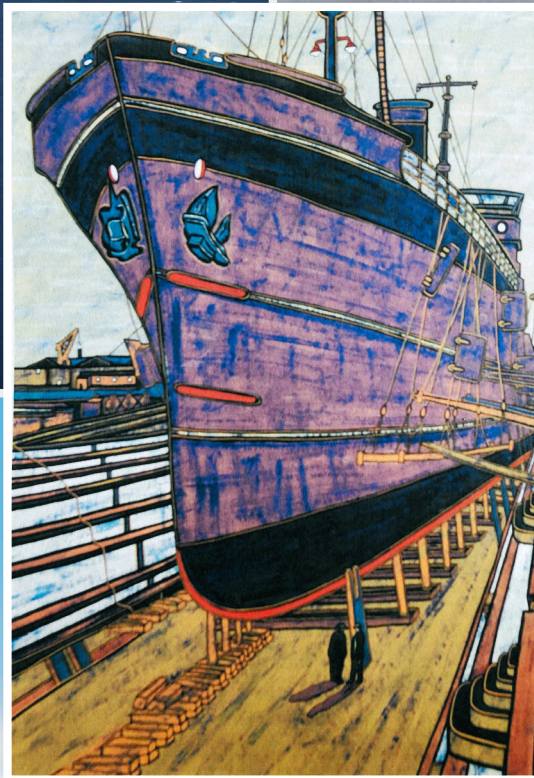


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WEEK #02 – 2020

January 9, 2020



Editorial

Dear Readers,



It is Thursday 9th January 2020 and I'll now resume bothering you once a week with Project Cargo Weekly (PCW). Before I write anything further, let me first and foremost wish all readers a very Happy New Year for 2020, and wish that happiness, prosperity and safety will prevail for you all this year. We never know what is around the corner and thank goodness for that!

I've spent the last three weeks resting, but have still had some interesting experiences, both in shipping and otherwise. The CEO of COSCO specialized carriers and two of his senior executives visited Stockholm recently and we had a couple of interesting hours together, wherein I invited them for coffee in a typical middle-class Swedish home. They seemed to enjoy that as opposed to the usual hotel (or Starbucks), where it's the same old stuff everywhere you go.

On a personal front, I had plenty of time to spend with my kids and my middle daughter turned eighteen, so now she doesn't have to listen to her old man anymore. Further, when my oldest son turned thirty-one a couple of days ago, I was reminded again that in February I shall turn fifty-seven. I suppose age is just a number, although unexpected things do start to happen when growing older, which is difficult because they're usually things we've never tried before, I guess.

I also managed to finally finish a couple of books and the one that most occupied my mind was that which was recently published by someone I would truly call a freedom fighter, fighting for democracy in a world of surveillance. His name is Edward Snowden. He has an interesting tale to tell, from his abrupt departure from the US, his temporary stay in Hong Kong to his current residence in Russia. Most countries under US influence wouldn't have dared to grant him asylum, which just shows that all that talk about democracy, human rights and whatnot is exactly that: just talk.

His book Permanent Record tells the story of the NSA and the monitoring of not just 'suspected terrorists', but the monitoring of everyone, with apparently big US tech giants following suit without question. I would rec-

ommend this book to anyone using the internet nowadays, which I suppose covers ninety percent of civilised humanity. The fight against terrorism should take precedence always, but it shouldn't be a blank cheque for anyone! I am currently following that up by reading a book called Dopesick, which is about drug and opioid additions and the profit derived from it by a selected few. However, with work now starting again and the travelling circus slowly beginning, let's see when I finally finish this one!

On the political front, it had been relatively quiet until the past few days of rhetoric between the USA and Iran, which has dramatically increased to the point of people making claims of impending conflict. Let's find what it means, not only for shipping, but also for ordinary people who always seem to take the brunt of the difficulties during conflicts and sanctions.

We'll start off 2020 with 'PCW-Lite', which means I have been in touch with a few shipping professionals around the world and I have asked them all basically the same three questions, mainly about how they celebrated the new year, what they expect from 2020 and what their plans are business-wise. I very much hope you will enjoy this light-hearted info, which I will continue next week, before we dive back into our regular in-depth and personal interviews with worldwide shipping contributors. Of course, this week as always, we provide you with trade intelligence, our video and picture of the week as well as some good-old wise words, just in case you haven't found any in this editorial!

Until next week, I remain,

Yours sincerely,

Bo H. Drewsen

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Interviews

New Year Questions with Shipping Professionals Part 1

Three quick questions with

Mr Pratap Nair

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How was your New Year's Celebration?

It was totally different from my usual celebration, in fact I did something I have never done in my life before. I went to see a stand-up comedy show, (my first time to see it live). I got out at about ten-thirty P.M and went to a café with a difference. Specifically, it was playing light classical music and had very little unwanted crowd, so there was no shouting and loud laughing, as well as having excellent service and very nice food. They were meant to close at eleven-thirty, but they were able to stay open for a little longer. I welcomed the new year sitting in the car with my wife and another couple we know, by simply shouting 'Happy new year' and Happy new decade!' I reminded them all that this decade is going to be mine, and I am going to live differently for the next ten years.

What are your thoughts in terms of business for 2020?

Personally, I feel that we are going to conquer the world. We are going to be totally professional, while still maintaining the personal touch that we are known for, but we've not paid enough attention or focused enough on our top or bottom lines. Now we are going to keep an eye on these and I believe that you will see us become a very prosperous organisation very soon.

Do you generally have a negative, moderate or positive outlook for 2020?

Not just considering this next year or next decade, but I have always been a very positive and optimistic person. I believe that everything happens for a reason and a dip is just as important as a high. It's going to be good for everyone. People, specifically business people, are becoming much more grounded these days and that's a very good sign. I realise that our prosperity is directly connected to our vendors' and customers' prosperity and I am waiting for inclusive growth, which is more sustainable. I do not want to grow either on my vendors' or customers' cost. Rather, I would like to contribute to their growth as we grow together with them.

Three quick questions with

Mr Stian Omli

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How was your New Year's Celebration?

New Years was celebrated at home in Oslo in crisp and clear winter weather with friends and family. Traditional Turkey dinner, some red wine and fireworks.

What are your thoughts in terms of business for 2020?

I remain cautiously optimistic for 2020 as it seems the US and China will try to mend the fences. Geopolitics do play a major role in adding to uncertainty around the globe. Multilateral agreements and open trade is replaced with bilateral agreements and more protectionism. This is certainly not good news for any shipping segment or world trade at large. Generally investments in infrastructure and construction have been sluggish for several years, hence if the overall world economy improves, this pent up demand will come back. However, I don't think we can believe in miracles, but a slight improvement is indeed likely.

Do you generally have a negative, moderate or positive outlook for 2020?

Remain moderate positive I would say, but still many clouds in the horizon and any economic growth is fragile. Believe that more and more shippers are starting to see the many benefits of RoRo shipping vs traditional LoLo. Hence, for the RoRo segment I remain positive for increased market share and more project and Break-bulk cargo finding its way up the ramp – rock n roll style!

Three quick questions with
Mr Kasra Ferasat
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How was your New Year's Celebration?

I went to a good friend's house party. We had a great time within our newly remodelled home and surrounded by some of my closest friends who I haven't seen in a while. Overall, I think that's the best way to start the next decade!

What are your thoughts in terms of business for 2020?

I think we will see a modest increase in business in 2020 thanks to the O&G market increasing offshore activity as well as an increase in mining activity globally as commodity and precious metals prices increase. Also, there are other areas of global trade picking up after a prolonged time of uncertainty.

Additionally, I expect a trend towards resource protectionism/nationalism in certain countries as trade tensions escalate across the world. When this occurs, commodity and precious metals prices will increase because of supply shortages in various markets.

While trade fears persist and may become the new norm over the next decade, we freight forwarders will still have opportunities to grow our customer base and offerings through well considered innovation, new service offerings and business process optimization.

Do you generally have a negative, moderate or positive outlook for 2020?

I have a moderate outlook for 2020. These days everyone thinks the stock market is what drives actual market activity around global trade, but the stock market is not a good barometer of global trade and shipping in general. We look at the actual market activity and news within a sector such as O&G, Power Generation, Mining, etc to see where the trend and market growth lies. IMO 2020 will increase in shipping costs and create great profits for ship owners, in particular, those in the tanker markets. Shipping lines will struggle to grasp the true cost in various markets in Q1 and Q2 of 2020 as Low Sulphur Fuel prices will vary considerably in certain markets while fuel suppliers and fuel buyers figure out the supply/demand dynamics of the IMO 2020 requirements.

Three quick questions with
Mr. Murilo Caldana
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How was your New Year's Celebration?

It was very good, thank you. In Brazil, we like to celebrate the new year at the beach because, unlike much of

the world, it's summer time for us. The tradition here is for most people to dress in white, which we believe may bring us a peaceful new year.

What are your thoughts in terms of business for 2020?

We are extremely excited about our improving economy. After so many years of Brazil having such slow GDP growth, as per World Bank intelligence, Brazil should grow around 2.5% this year, which is great news for us all.

We have new packages for the privatisation of our infrastructure, specifically the ports, airports, railways and highways. We have also changed the rules for oil and gas drilling, where Petrobras will no-longer be permitted to be the major partner.

We have huge investments on pulp and paper production and, consequently, investments in energy.

Do you generally have a negative, moderate or positive outlook for 2020?

My general outlook for the coming year 2020 is very positive, mostly for the reasons I have mentioned.

Three quick questions with

Mrs Tatiana Serova

ART BUSINESS GROUP – KAZAKHSTAN

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How was your New Year's celebration?

New Year is a very special time for our countries when the entire family can gather together, enjoy each other's company, exchange gifts and discuss plans for the year ahead. We had a very traditional New Year celebration with a big hearty dinner, watching some Russian classic movies and enjoying family time.

What are your thoughts in terms of business for 2020?

For A.R.T. Logistics 2019 was a very successful year, during which we were involved in several very inter-

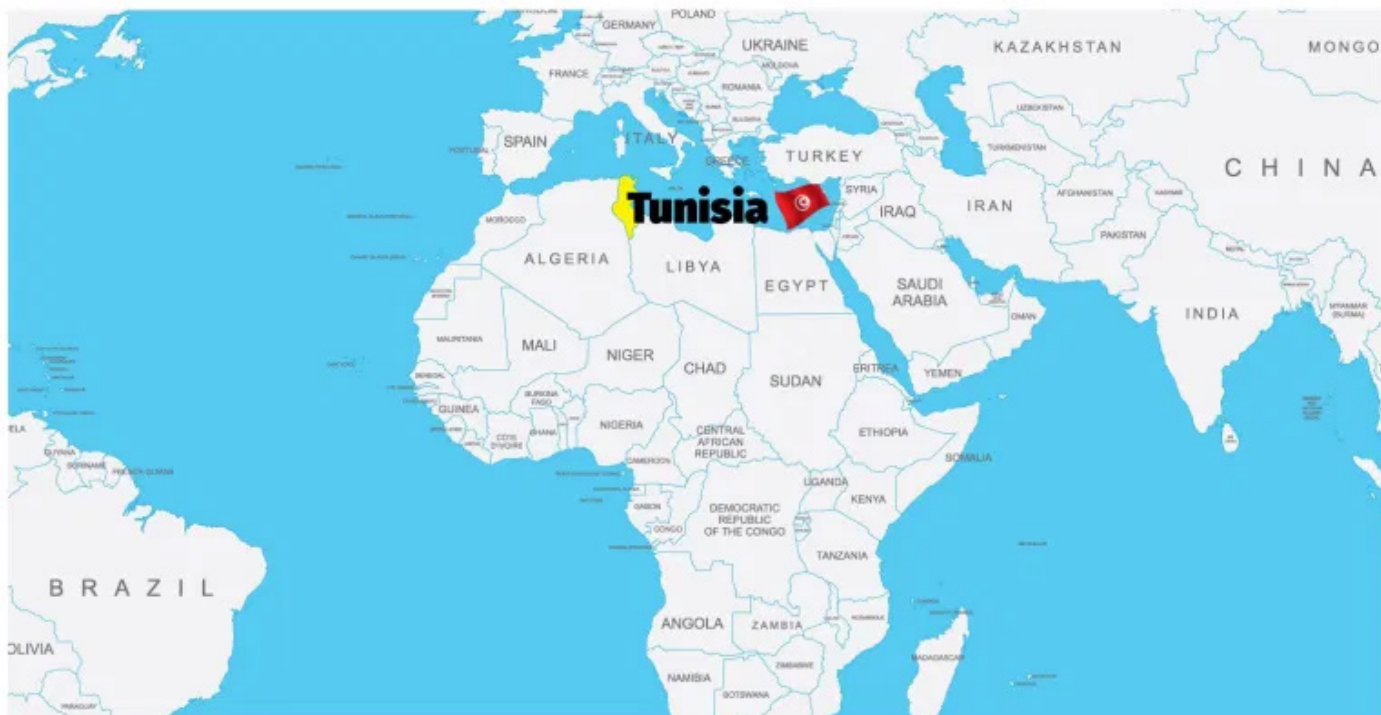
esting widescale projects in Central Asia and Russia. We're also very optimistic for 2020, which already has started for us with ongoing and some new projects to Russia and Kazakhstan.

Do you generally have a negative, moderate or positive outlook for 2020?

As I mentioned already, we have a very positive outlook for 2020: the business environment and market tendencies in areas of our expertise, which are Kazakhstan & Central Asia and Russia, are quite promising and we expect that 2020 will be even more active and successful than the previous year.

Three quick questions with
Mr Nouredine Mannai
CMC TUNISIA

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How was your New Year's celebration?

It was very good thanks! This year, I celebrated the new year at my home with a few good friends. It was lots of fun.

What are your thoughts in terms of business for 2020?

My plan is too consolidate the synergy of our branches here with our branches in France and take advantage of the opportunities to succeed in the new logistics investments.

Do you generally have a negative, moderate or positive outlook for 2020?

Frankly, I'm not predicting an exceptional year for 2020, so I just foresee moderate perspectives for the coming year. Of course, I'm open to being pleasantly surprised!

Three quick questions with
Mr. Henrik Slothuus Hansen
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How was your New Year's celebration?

Thanks for asking! It was a very relaxed time. I attended a noon-time big-band concert with a good friend and colleague and our spouses in Odense. The theme of the concert was 'Bond vs. Tarantino', which was appropriately glamorous for a New Year's Eve celebration and subsequent dinner with my family.

What are your thoughts in terms of business for 2020?

Thoughts are many, insights are few.

My first thought is that, for many in our industry, the changing emission standards that came into effect on January 1st will surely affect us. We will surely feel an impact on the industry, with older and less fuel-efficient tonnage being at a disadvantage and eventually increasing the industry's propensity to retire and scrap such tonnage.

Eventually, increased costs for bunkers cannot be borne by owners and can be paid only by end-users. Other interesting perspectives on 2020 denote the impact from improved trade relations between the US and China. However, whether this has really affected anything but fast-moving consumer goods up until now is perhaps questionable. Perhaps it's also worth keeping an eye on whether popular pressure on the government in Australia to reduce coal production and export can spark a significant increase in tonne-miles for coal, affecting bulk carrier rates.

On an industry segment level, however, I would expect to see no significant changes throughout 2020.

Do you generally have a negative, moderate or positive outlook for 2020?

As I have said, my expectations for 2020 are moderate to mildly optimistic for both the shipping industry as a whole as well as our segment of the industry.

Editor's Note:

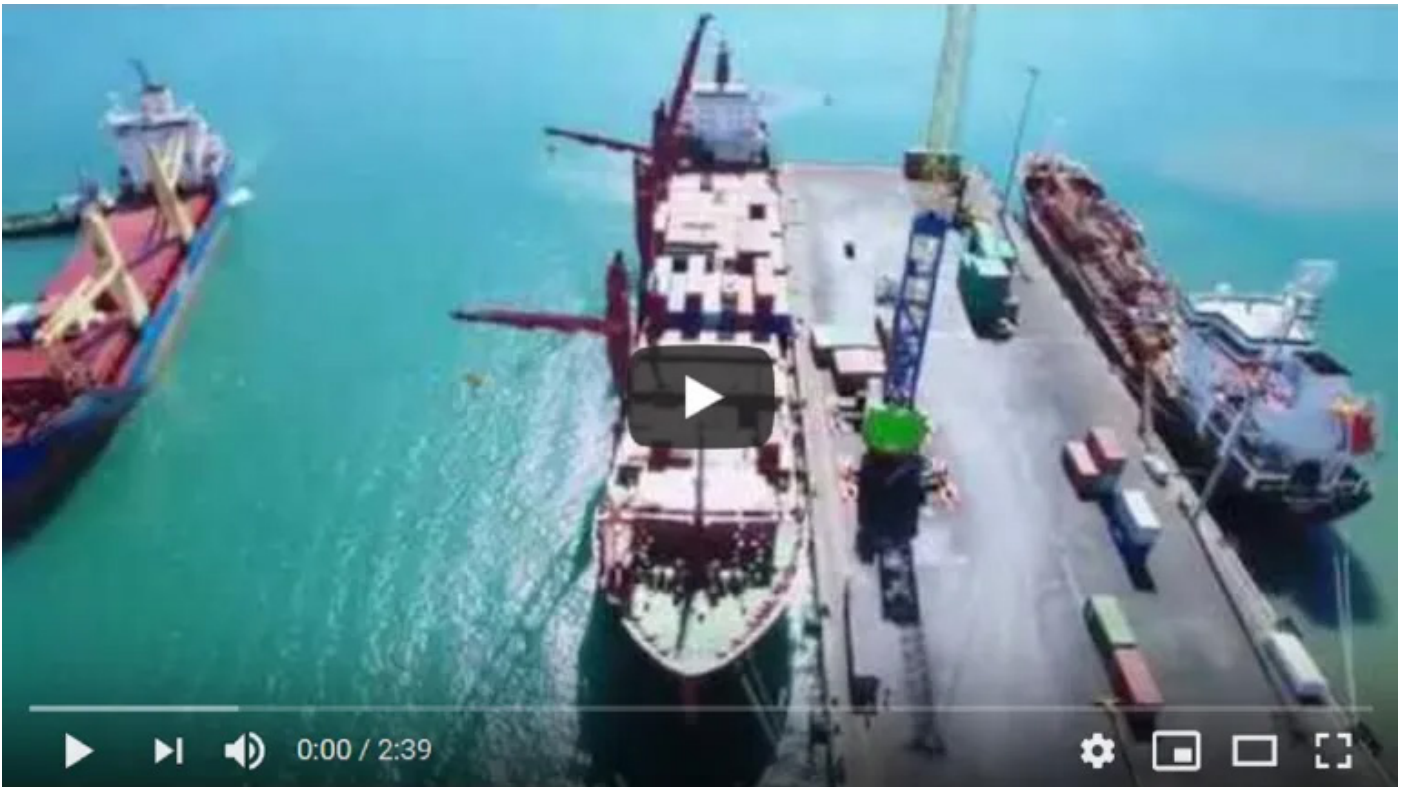
I flew to China on Air China from Stockholm on January 2nd and I had a great view passing Mongolia towards Inner Mongolia and Beijing. Underneath the clouds, project cargo is at work, in this case windturbines being installed near Hohhot, China.



Fiji Ports Terminal Final Video

Editor's Note:

Bula – as they say in Fijian language! I visited this wonderful group of islands back in 1986 but regrettably, I haven't been back there since. The ports there are developing too. See this interesting video below.



**"SOMETIMES LATER
BECOMES NEVER.
DO IT NOW."**

- Famous Quote



WEEK #03 – 2020

January 16, 2020



Editorial

Dear Readers,



It's Thursday 16th January and I'm currently in Beijing for a couple of days, in between flights from Stockholm to Bangkok. Although it's a rather long route, flying Stockholm to Bangkok via Beijing, it does allow you a stopover that can be used for business. The new rules in China are handy, allowing a 144-hour visa-free entry if you're later heading to a third country after.

For more info on the new Chinese rules for visa-free transit, you can [read here](#).

I am here for three days, mainly to see my in-laws coming from Shandong province, but I've also managed to join a local North China and Russia meeting of the CLC Projects network and visit Sinotrans Project Logistics, one of the biggest state companies involved in the global logistics procurement for many Chinese state-owned enterprises active worldwide. I first visited Beijing in 1986 and it is certainly a marvel to behold its development since then, for better or worse, of course. It's hardly possible to flag down a taxi these days unless you've got the local app and you can sometimes be specifically snubbed for simply being a foreigner (laowai).

Developing Africa as well as Central & South America is high on the Chinese agenda, and with soft power spreading across the world, you have now Chinese EPC contractors who are active from Madagascar to Cuba. Whether we like it or not, they are here to stay and will continuously deliver more and more sophisticated and complicated equipment needed for the world's developing infrastructure.

My city of residence, Stockholm, currently has a gigantic bridge section en-route from China by heavy-lift ship for the 'Slussen' area ([see here](#)). Also, several post-Panamax gantry cranes are on the way from China, on Chinese tonnage of course, to Stockholm/Norvik's deep-water port. The embassies are lined up from every country in the world in Beijing and, taking a walk in San Li Tun, you do hear a lot of foreign languages in the area, not to mention in the night clubs.

I shall refrain from telling you about the Mongolian embassy, but people who've been around Beijing for a

couple of decades should know what I mean. I also recently sustained both a sprained ankle and a sprained wrist by clumsily slipping down the stairs in a Bangkok shopping mall/ As I often say in my editorials, we never know what's around the corner, and nowhere is this more apparent than it was for the passengers and crew of the Boeing 737 that was recently brought down over Iran. What a horrific event and a total tragedy, with simple human error apparently to blame. PCW's thoughts and prayers go out to the victims and their families, of course.

Business-wise, this week we continue our gentle wind-up to 2020 proper with some quick interviews involving several shipping dignitaries from various corners of the world. I trust you will enjoy their thoughts and opinions and hope you might also benefit from them. Of course, we'll be providing the usual shipping news, trade intel, video and picture of the week, as well as wise words.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

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Interviews

New Year Questions with Shipping Professionals Part 2

Two quick questions with

Mr Herbert Lösing

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How was your New Year's celebration?

I spent my New Year's Eve having a quiet evening in with my family.

Do you generally have a negative, moderate or positive outlook for 2020?

We expect good development this year, though the prospects are not exactly bright. However, over the decades we have learnt to live with the market and that it never stays bad forever.

The low sulphur regulation gives additional pressure to the carriers and the cargo having to pay for it. As a result, we expect that major players will become more careful and that this will influence market development.

Still, overall, we have a moderate to positive outlook for 2020, though the political situation does not really reflect this. We expect the tensions will soon calm down and trade will begin to develop on the back of several environmental concerns and changes.

Anyway, we wish you and the other readers a happy and successful 2020!

Two quick questions with
Mr Andy Hall
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How was your New Year's celebration?

I returned to the cold of the UK for the Christmas festivities to spend time with my family. It was lovely to catch up with everyone I love, and I enjoyed the realisation that, after all the hype and excitement post-election, nothing will really change in the months to come.

As for the new year, I returned to the relative warmth of an Abu Dhabi Winter to enjoy a few days in the city and see something other than the inside of an office.

Do you generally have a negative, moderate or positive outlook for 2020?

Overall, my outlook for 2020 is moderate. There look to be several events in 2020 that could change the course of history forever, but not in the immediate term. I believe that 2020 is going to be a challenging year. In the oil

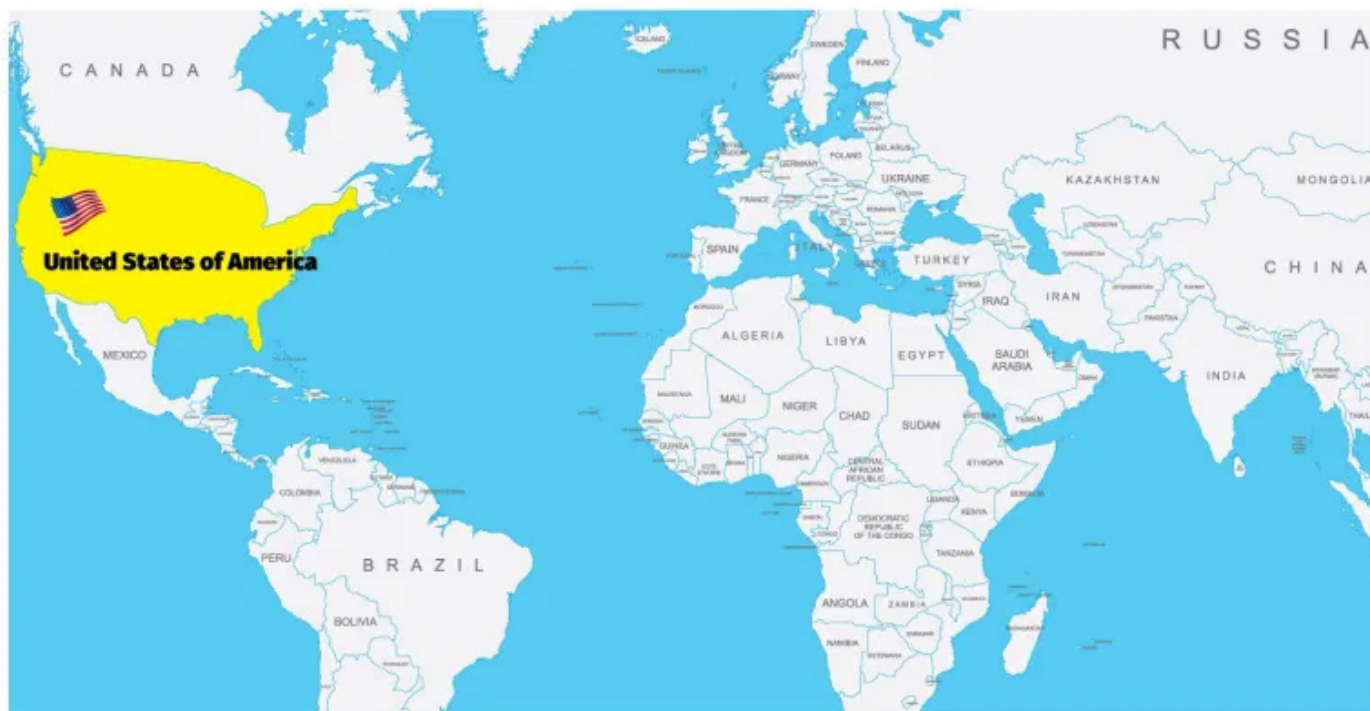
& gas industry, we have been dreaming of a comeback and the thirst for investment has left a lot of companies very hungry for work, which as we know has an impact on the bottom line. I believe that Fagioli will see a very strong 2020, with the order book already looking strong for the coming year. We feel that things are starting to look up and we're thinking more about strategy than feeling the desperation of trying to secure business.

Two quick questions with

Ms Leah Cook

US Ocean LLC – U.S.A.

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How was your New Year's celebration?

My New Year's Eve was wonderful. It was filled with friends, fun and lots of delicious food! My husband and I hosted a small get-together at our house and it was nice to toast to the memories of 2019 and welcome in the new year 2020!

Do you generally have a negative, moderate or positive outlook for 2020?

The shipping markets, by and large, continue to remain dynamic and, unfortunately, very volatile. Overall though, we are optimistic about 2020, because we think that multipurpose operators and owners will have to confront supply and cost realities, which will lead to a recovery of the sector this year.

Multipurpose vessels are not just competing with other breakbulk and project cargo operators, but rather are competing with other types of vessel operators. In the project and heavy-lift sector, cargo types that have historically been carried on multipurpose vessels are, in some cases, can now potentially be carried by bulk carriers, container operators, and RO/RO vessels. Module carriers also have an impact on project cargo that was previously carried on multipurpose vessels. While there continues to be an important need and space for operators with multipurpose vessels and heavy-lift expertise, multipurpose owners and operators have been reluctant to accept the reality of the impact to supply arising from the competing sectors.

The supply reality should be reinforced by the recent transition to IMO 2020 compliant fuel. While owners and operators have been able to deal with the historical oversupply by working with banks and others to re-finance assets or defer loan payments, higher fuel costs are not something that can be deferred to a later day.

The sector has likewise squeezed operating costs to a level where there is not much more that can be done. The higher fuel costs, in conjunction with a realistic view about other sources of supply, should result in consolidation and contraction with the positive result of a rightsizing of the multipurpose fleet and sector. At US Ocean, we are positive about 2020 and beyond because of our service offerings.

As a US Flag operator, we are engaged with not only in the general international market, but we also carry cargoes that are financed by the United States Government. We continue to remain focused on providing innovative and flexible transportation solutions to our commercial and government customers. In 2019, we expanded some of our service offerings and capabilities to make the transportation process more seamless for our customers. We will continue to expand upon this in 2020. We have likewise broadened our network, which ensures reliability for our customers and positions the company for the future.

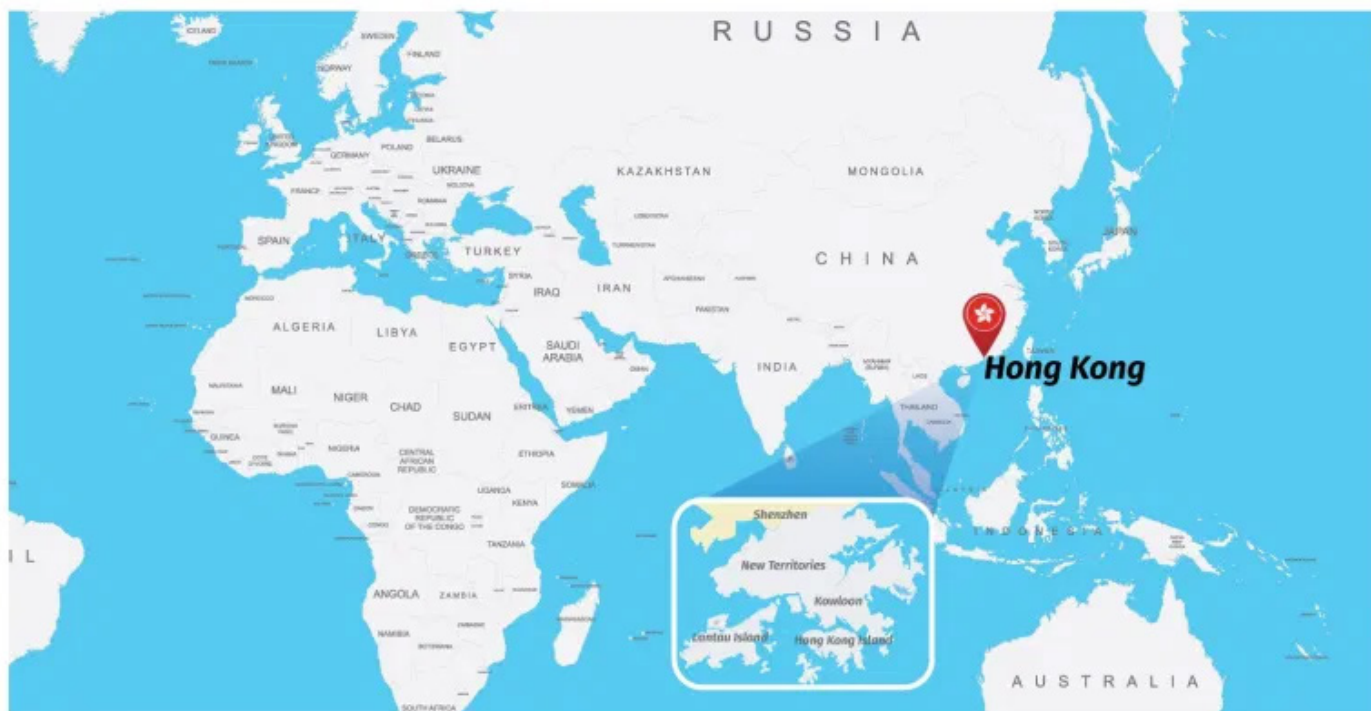
There have also been some very encouraging developments for US exports, which is an important market for us as a US-based company and a US flag operator. Paramount amongst these developments is the historic seven-year reauthorization of the Export-Import Bank of the United States. A fully functioning EXIM Bank will help to promote U.S. industry and interests in the international arena. EXIM financed projects often buy large sophisticated pieces of equipment from the U.S. which are perfect for carriage on our fleet of multipurpose ships.

Two quick questions with

Mr Benny Poon

Poon & Partners CPA – Hong Kong

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How was your New Year's celebration?

It was wonderful thanks. I saw my family and good friends' at many happy and eventful gatherings!

Do you generally have a negative, moderate or positive outlook for 2020?

The global economy may have a bit of a down-turn and create a need to struggle around for keeping a stable business, but realistically, I don't see anything changing that much in the new year, so that means generally stable growth in 2020.

Two quick questions with
Mr Christian Schmith
IOL Group – Indonesia

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How was your New Year's celebration?

I had a very good New Year's Eve thank you. I spent it as most people do, by celebrating with my family and many great old friends.

Do you generally have a negative, moderate or positive outlook for 2020?

I am cautiously optimistic for a good business year in 2020. Hopefully soon the dust will begin to settle, and we will begin to glean a little clarity with regards to the trade war. So, as a result, I am moderately positive on the outlook for 2020. Of course, the upcoming U.S. election will grab the main headlines and attention, whether we like it or not.

Two quick questions with
Mr Danilo Sergi Alampi
Shanghai Capital Logistic Transport Co – China

danilo.sergi@capital-logistic.com.cn | www.caplog.org/



How was your New Year's celebration?

It was a very warm and lovely time. I spent New Year's Eve with my family, playing with the kids all day long. I'm also happy to say that, for the first time in a very long time, I did not check my emails for twelve straight hours!

Do you generally have a negative, moderate or positive outlook for 2020?

When it comes to 2020, we plan to keep on expanding our offices in Shanghai and Jiangsu. If we achieve the targets that we have in mind for 2020, it will soon be time to expand into other areas of China. I have got a moderate-positive feeling for 2020. Several customers have certainly complained about a year-end that showed signs of slowing down, but thankfully, we instead managed to keep up our sustained growth throughout the entirety of 2019. I think we could potentially achieve the same result in 2020 by focusing on the needs of our clients and employees that work with and for us respectively.



Featured Video

China's Investment in Hambantota Port Faces Several Challenges

Editor's Note:

Chinese investments always come with strings attached. However, tell me if investments from France, the US or India don't. Anyway the main thing is that something should be done in countries where infrastructure is lacking, and the time between discussion and action is often lengthy, at least in the West. This is not so in the East, for better or worse. Here's a short video of the port of Hambantota, Sri Lanka.



Editor's Note:

A raw (non-photoshopped) photo of the BB terminal at Kota Kinabalu, East Malaysia, complete with a beautiful sunset over Gaya Island.



**Forget
the past,
but remember
the lesson.**

- Famous Lebanese Quote



WEEK #04 – 2020

January 23, 2020



Editorial

Dear Readers,



It is Thursday again in fact already the 23rd of January and PCW has arrived just in time for the weekend. Davos seems to be the place to be for the “influencers” of the world this week, lots about it in the news and with such a media presence one should hope that the people who join this event are the cream of the earth and the people who really mean business when it comes to making the world a better place, not only for the few and themselves, but for the greater masses. Lots has been said about inequality and there is no doubt in my mind that extreme poverty and extreme wealth are both excesses that we could do without. Most countries of the world have a minimum salary, why don't we similarly have a maximum salary cap?

Not a week goes by when you don't hear about excessive remunerations being paid to either private or public company CEO's or directors who irrespective of their capability are entitled to cushy deals and gigantic parachutes. Survival of the un-fittest, especially in the public sector or in banking, seems to be the order of the day. Money makes the world go around (and if we don't have it we just print it) and ABBA's famous song money, money, money is perhaps never more appropriate than now, especially with people jetting into Davos from everywhere with scant regard for “climate change” or the green environment.

The new green religion is now here and as someone remarked today in a newspaper, finally our politicians have got something to hang their hat on. Something that is abstract, understood by few, but definitely something that can be used to tax people with the explanation “its for the environment” and to promote the “green agenda”. Of course don't forget to sort your waste to get the feel good factor before exporting it to either Africa or Asia so that they can discard of it there – standards are good, double standards it seems are even better. Still, on balance many people have been lifted out of poverty. China in particular has made great strides in this department. I visited China in 1986 for the first time and what they have done in 3 decades in nothing short of amazing. So, we here at PCW are pleased to wish Chinese everywhere a very happy Chinese New Year of the Rat that is just around the corner. Preparations for the great festivities are well under way with millions of people going back to their hometowns for this one time a year event. [See here.](#)

Business-wise this week we stay in Switzerland which, besides Davos, also houses a logistics company called Spedag that is active and capable in the Eastern part of Africa. They tell us more and provide us with insights into this difficult market. We then visit the country of Ukraine. A country trying to stand up to its giant neighbour to the east where we speak to FORMAG in Odessa who are capable logistics providers there. Finally we fly further east to the small but rich sultanate of Brunei where we revisit the service provider JASRA Logistics who introduce their heavy-lift capabilities. As we are sticklers for tradition we also have a selection of shipping news, trade intel and wise words and wish you happy reading.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Interviews



Spedag Interfreight – East Africa

Interview with

Mr. Marc Hassler
Manager General Cargo Traffic Africa



When was Spedag Interfreight established and who are the owners?

Spedag Interfreight belongs to the M+R Spedag Group. Hansruedi Richner and Rodger Metzger founded Metzger + Richner Transport AG in 1952 in Basel, Switzerland. By the mid-1970s, the company had employed around 150 people with offices in Basel, Schaffhausen, Zurich and Geneva. Initially, the young company concentrated on road freight with efficient customs clearance between Germany and Switzerland and gradually expanded its range of services to the whole of Europe. In 1979, Metzger + Richner Transport AG took over Spedag Speditions AG which was founded 1928 in Basel. The strengths of Spedag Speditions AG were their overseas business and their office in South Africa. From then on, the company operated under the Name of M+R Spedag Group. M+R Spedag Group is a family company, owned Mr Daniel Richner.

Spedag Interfreight was established in 2011 by the takeover of Interfreight (est. 1968) from the former Spedag East Africa (est. 1998) which was a daughter company to M+R Spedag Group.



You are based in Switzerland, but you've stated that you are active in Africa. Can you tell us more?

The Head office of the M+R Spedag Group, as well as Spedag Interfreight, is in Muttensz, Switzerland. Spedag Interfreight is the Africa Division of M+R Spedag Group. The Swiss office here takes care of all business with international relation. However, I and my other team members have local experience as we have been working for some years for the company in East Africa.



Where in Africa do you have your own offices located? Tell us about the major problems/challenges that you face with logistics in parts of Africa?

We have offices in Kenya, Tanzania, Rwanda, Uganda, DRC, South Sudan and South Africa (operated under the Name Spedag South Africa).



The biggest challenge of working in East Africa is that a lot of it still lacks quality infrastructure. The government can make changes that hugely affect logistics at any time, with no ample time to prepare yourself properly for the new situation. That means you must stay highly flexible to be able to react to whatever changes may come, to serve your clients with the best service possible.



There is a lot of talk nowadays about Africa being the last undeveloped continent for logistics. What is your view on this?

Undeveloped is a big term to throw around and I would say that, while this is certainly the case in some regions of Africa, I wouldn't call East Africa undeveloped. Yes, you can't reach out to every place easily, as road conditions are sometimes rough. However, in general, there has been a lot of investment into infrastructure in East Africa in recent years, which has led to great improvements on the hinterland connections.



Can you provide us with some examples of projects that you have handled recently?

Rusumo Project Rwanda

300 x 40'HC / OT + 7500 Frt Breakbulk

Suswa Project Kenya

21000 Frt Transformers and Accessories

Brewery Extension Project Rwanda

4000 Frt Brewery Equipment



Customs clearance is a big thing in Africa, I believe. I recently attended a conference in Cape Town and was told that work is well underway to create a uniform customs system like that of the E.U. What is your comment on this, and could you elaborate on the progress of that?

The Africa-wide union they are planning will most likely still take quite some time, as there are huge gaps in the various interests of the countries involved here. In East Africa, there already exists a customs union between Kenya, Tanzania, Uganda, Rwanda, Burundi. However, amongst these countries, there are still issues and disagreements, even though they already have a customs union.

What's your favourite country in Africa and why?

My favourite country is Uganda, simply because I lived there for two years, while working for the company. I had a lot of time besides work to explore this beautiful country, with all the landscapes and the vast number of different animals. Also, the people there are very friendly and helpful.

How can our readers reach you?

Marc.hassler@spedaginterfreight.com



Featured Photo

Editor's Note:

Myanmar is a beautiful country, tourism and oil and gas sectors are developing but so is sport-fishing. This week I selected a picture of a friend who just started his own sports fishing company focusing on trips into Myanmar & Thailand. It is not really project cargo but even us professionals need relaxation, so why not fishing? This picture was taken off the west coast of Myanmar near Ngapali Beach. Check out www.gonefishing.world.



The Game-changing Oil & Gas Pipelines in Kyaukphyu, Myanmar | The New Silk Road | CNA Insider

Editor's Note:

Port development and infrastructure investments by China with or without strings attached are commonplace nowadays. Here some news from a most interesting country formerly known as Burma but nowadays Myanmar.



**“To dare is to lose
one's footing momentarily.
Not to dare
is to lose oneself.**

- Søren Kierkegaard





WEEK #05 – 2020

January 30, 2020



Editorial

Dear Readers,



It is Thursday the 30th of January and we are a month into 2020. Currently the big news, besides the Chinese new year, is the corona virus which seems to be spreading geographically and slowly-but-surely starting a bit of a stampede out of China. My wife and daughter are currently in Shandong province, some 500 km southeast of Beijing, and they are supposed to return on Monday to Stockholm. I hope they get home safely and without too much of a delay because, frankly, I am no good in the kitchen!

A friend of mine who was trying to travel from Shanghai to Bangkok with his daughter had to try three times to exit the country due to very stringent temperature controls. They were denied exit twice, the second time after the daughter's temperature exceeded the limit of 37°C by a mere 0.3°C. Eventually, they made it to Bangkok.

One thing we can be sure of is if China wants to contain and control something stringently there is no other country short of North Korea who can do it and considering the number of people, the timing with Chinese new year just finished with millions of travelers, the authorities really have their work cut out for them. If something similar happened in Europe I doubt that we would have control of much. My hometown in Denmark can hardly manage to run the local commuter train on-time or on-budget. Yet one of our newspapers managed to make “fun” of the situation in China by replacing the stars on the Chinese flag with illustrations of the coronavirus particles. A tasteless and, in my view, inappropriate use of our “freedom of speech”. Strange, isn't it, how we in the west always preach to others about how to behave?

On the shipping front lots of things are happening too, it now seems that Zeamarine in many ways is leaving the shipping business that they forcefully entered into with the takeover of Intermarine and Rickmers Line. Several key people have left and many ships have been let go. On the container shipping front, several high-level executives are moving from place to place in what seems to be senior executive poaching amongst the major container ship owners.

Salary cannot be the only guiding light, likely varying degrees of freedom and not wanting to deal with unrealistic owner requirements must influence the, otherwise long term, executive's mobility. Making money is good but making more money is not always proportionately better, which leads me to ask, "at what cost are we willing to pay for happiness these days?" and "how do you quantify that?"

In that vein here is an [interesting clip](#) on happiness performed by an actor, or you could, of course, simply take up a hobby such as fishing, to get away from it all. [Read this article](#) that we recently had in PCW Leisure about a guy who opened a company offering guided sport fishing tours to Thailand & Myanmar. It sounds like paradise to me.

In the newsletter, we, first of all, visit the low lying country of Bangladesh. Bangladesh is for many in the news only when some flooding or major disaster strikes, but what many overlook is that the country is developing rapidly and quite a bit of project cargo is moving into the country for the infrastructure, power plants and more. We speak to JAR World Shipping in Chittagong.

We then leave the crowded country of Bangladesh and do a long-haul flight to Argentina where we meet up with a local logistics provider called SAB Logistica. Argentina has a lot to offer in business, tourism and not least some of the best steaks available worldwide, washed down with local red wine (often Merlot). We finally revisit a German shipowner from Rostock called Stinnes Linien running an interesting service into Mexico followed by the usual shipping news, trade intel and features of the week finishing off with wise words.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Interviews

JAR World Shipping Line - Chittagong, Bangladesh



Interview with

Mr. Jinnat Ali
CEO



First of all, Jinnat tell us about JAR World Shipping Line. Is it your own company? When did you start it? What is your main activity?

JAR World Shipping Line (ISO 9001: 2015 Certified) is a shipping agent and freight forwarder who has a vast knowledge of port operations for all types of cargoes and vessels in Bangladeshi ports.

We are a sister company of JAR Group.

JAR World Shipping has been involved in complex, multimodal, project cargo shipping and logistics for more than 16 years. Our project forwarding expertise includes: Out of Gauge (OOG), Break bulk, Oversized loads, Heavy lifts and Full/Part vessel chartering.

We assist in:

- Project planning and cost-effective operations;
- Project cargo management;
- Efficient and professional special cargo handling;
- Cargo packing, securing, lashing and loading;
- Access to specialist haulage equipment from Chittagong Port (Chattogram), Bangladesh.

Our services ensure high-quality service and quick turnaround of vessels and containers. We are attending to both liner (Container Liner) and tramp vessels in our ports of Chittagong (Chattogram), Mongla, and Payra. We ensure quick berthing of vessels and swift loading/discharging operations in order to avoid any demurrage. We do dry docking, repairs, spares and stores, crew matters, and other owner husbandry needs as per requirement. We are a Charterers Nominated Agency, Owners Nominated Agency, Owners Protecting Agency, Owners Husbandry Agency, Demo/Scrap Vessel Delivery Agency, and handle project shipments according to the Chittagong Port Berthing Schedule.

We are the first company in Bangladesh to operate a domestic feeder vessel from Chittagong Port to Pangaon ICT and Indian Coastal Services. Presently, we are operating three (3) feeder vessels from Chattogram Port to PCT and Indian Coastal Ports.



The economy of Bangladesh is booming. There are lots of ongoing industrial projects. Can you tell us more about your country, its trading partners, and give us some examples of the project cargoes that you have handled recently?

Bangladesh is quickly moving to a high-value, knowledge-intensive society, beyond apparel manufacturing. Last year, we exported 12 industrial robots to Korea. Four ships made in Bangladesh have come to India. Recently, Reliance purchased a large quantity of refrigerators made in Bangladesh. Bangladesh also has 600,000 IT freelancers — the largest freelancing community. This all speaks to a quiet transformation in which people have taken risks and faced challenges by becoming more innovative and adopting technology. It is time that global investors, particularly Indian entrepreneurs, invest in Bangladesh in areas beyond the conventional menu such as education, light engineering, electronics, the automotive industry, and artificial intelligence.

Even in the face of a global recession, the country recorded an estimated 8.1% GDP growth in 2019.

Bangladesh has also climbed to the 135th spot among 189 countries in the 2019 human development index, according to a report by the United Nations Development Program. This achievement can be termed impressive, as it is almost matching the performance of neighboring countries India (130) and Bhutan (134), and leaves behind others in the region like Myanmar (145), Nepal (147), Pakistan (152), and Afghanistan (170).



There are many projects running in Bangladesh. The 2400 MW Rooppur Nuclear Power Plant, the 1320 MW Rampal Power project and the metro rail project, and the Padma Bridge Project. The Karnafully Karnaphuli Tunnel is an under-construction, underwater, expressway tunnel in the port city of Chittagong, Bangladesh under the Karnaphuli river. There is also the

Matarbari Coal Project, the Payra Deep Sea Port Project, the Bay Terminal, the Potenga Container Terminal Project, and the Navy Submarine Project, for example.

Bangladesh is getting digitized very quickly. This digitalization is also being realized in its economy and banking system.

We are also handling some of the biggest projects such as being the shipping and logistics partners for the Potenga Container Terminal and Navy Submarine Project.

Do you require a licence to act as a shipping agent/logistics provider in Bangladesh?

Yes, you do. We have a license to act as a shipping agent (Shipping License) and logistics provider (Freight Forwarding – JAR World Logistics) in Bangladesh.

Tell us about customs clearance in your country. Is it complicated?

No. It is not complicated. Customs Brokerage (Clearing & Forwarding) is via automated systems and is easy to handle.

We have an in-house customs clearing team. Our brokerage house ensures a smooth and easy customs clearance process for our customers so that they receive their goods on time and in perfect shape.

Our own team of Customs Brokers to process all the paperwork in record time for all of our shipments. Handling all the trade compliance and procedures, we help clear consignments by sea, land, and air more efficiently and in record time.

Which ports are mainly available for foreign trade in Bangladesh?

The seaports in Bangladesh are:

Chittagong Port (Chattogram Port)

Mongla Port

Payra Port

How is the current relationship between Bangladesh and India? What about Bangladesh and China?

The current relationships between Bangladesh and India and Bangladesh and China are very nice. Bangladesh and India are South Asian neighbours, and our present government has been increasing our relationships with India and China day by day.

Relations have been friendly between Bangladesh and India, although sometimes there are border disputes. The two countries are common members of SAARC, BIMSTEC, IORA, and the Commonwealth. They also share many cultural ties. In particular, Bangladesh and the East Indian state of West Bengal are Bengali-speaking. Bangladesh has a high commission in New Delhi with consulates in Mumbai and Kolkata. India has a high commission in Dhaka with a consulate in Chittagong (Chattogram).

The Government of Bangladesh also has a good relationship with Japan and Korea.

How can people get in touch with you?

Here are my contact details...

Mobile: +88 01730004456 (WhatsApp/WeChat)

Email: jinnat@jinnatali.com , jinnat@jarbd.com

Skype: jarshipping

Phone: + 88 031 2530011, 2513838, Fax: +88 031 2514088

JAR World Shipping Line (ISO 9001:2015 Quality Certified by ASCB EU IRQAO- UK, RINA-ITALY).

Office Address: Millennium Plaza (3rd Floor), 2905, Agrabad Access Road, Chattogram (Chittagong), Bangladesh.

We are always happy to be of help and service in any way at any time.

Editor's Note:

A nice picture taken in the Mediterranean whilst onboard CMA CGM Andromeda. It shows one of the Con-Ro vessels owned by MESSINA Lines passing by us enroute to Italy from East Africa.



Living on a Container Ship

Editor's Note:

As an avid fan of traveling worldwide by container ship as passenger, I found this very nice video featuring a passenger's trip onboard CMA CGM Vela. Do watch it to the end and enjoy the wonderful background music of Enya, which is, indeed, the right music to listen to when soaking up the scenery on the high seas. Dont forget, you may book your own ticket through www.cross-ocean.com/ocean-voyages – where you can also view available routes.



**“NEVER BE SO BUSY
MAKING A LIVING
THAT YOU FORGET TO
MAKE A LIFE.**



- Famous African Proverb



WEEK #06 – 2020

February 7, 2020

[New! Listen to the Editorial](#)



Editorial

Dear Readers,



It is Thursday again and the 6th of February, 2020. Nobody has been “immune”, for lack of a better word, to the news about what has been happening in China over the last couple of weeks. I am referring to the outbreak of the novel coronavirus (2019-nCoV) which, after SARS a few years ago, seems to have overwhelmed the system in China, in both the rate of spread and number of infected. What angers the editor about this is that there seems to have been no lessons learned from the 2003 SARS outbreak, which was also caused by the transmission of a virus from animal to human at a market where wild animals were sold for food. To top it all off, this new epidemic got going around the time of the world’s largest human migration, Chinese New Year.

We trust that the Chinese government is doing all it can to contain the outbreak, but equally important is to learn lessons from this outbreak and implement measures and education to try to prevent another cross-species contagion, especially in the central and southern parts of the country where exotic animal “delicacies” are consumed with pleasure.

Just today I heard that because several passengers have tested positive for the 2019-nCoV, a giant cruise ship is anchored outside Yokohama, Japan with 3,000 passengers on board, unable to berth for the next 14 days. [See here](#). We mourn for the people who have been infected and we pray that the virus will be eradicated swiftly and without mercy.

Turning to another matter that has preoccupied me over the past week, I come to the issue of fraud. Fraud in an online world can be swift, ruthless and virtually untraceable. With a virtual click of a mouse the funds can be absconded, never to be seen again. I am referring specifically to CEO Fraud, whereby emails appear to be sent from top management (using similar-looking domain names or hacking the sender’s account) to staff with instructions to pay a certain amount or change bank details. For example, if you received an email from bo.drewsen@projectcargo-wweekly.com you may not notice the extra w in my email address. Trust me, several reputable companies have fallen into this trap. Thinking that “it would never happen to me” is both arrogant

and stupid because this threat is becoming more common and sophisticated. [See more here](#). Scary, to say the least, and although its only “money” it certainly can feel like more than that!

On the political front, it is said that everyone has a vote and that democracy is great, to which I agree, but it does also mean that we must be able to count, so my dear democratic party in the US, please sharpen-up if you are expecting to have any kind of chance against Mr. Twitter.

Across the Atlantic, the good old United Kingdom has finally left the EU and simultaneously left a gaping hole in the budget of the EU. But fear not, the bureaucrats will never even consider that its time for belt-tightening or starting to save for once. And rest assured that the traveling circus once a month between Brussels and Strasbourg will continue as long as the French are hell-bent on going down (but in 1st class). Certain parts of Eastern Europe have also gotten used to being spoiled and it befalls to the usual “hard-working economies” to take up the slack, and are now asked to cough up even more for the EU coffers. There is zero chance that any bureaucrat will look inward and think: “perhaps my own benefits package and salary are too high”, no sir, and that is a promise PCW can keep, it will never happen in the EU.

Speaking of another kind of greed, mainly in the financial industry, I urge all of you to buy or rent the movie called **Inside Job**, it’s a scary documentary about what led to the crash in 2008. Soon we are there again, guided along by AAA ratings (obtained easily for anyone with the right connections) that allow access to funds for tricky investments.

Don’t expect our politicians to know about finance, they would rather just deregulate and let the market eat us all up, hence the inequality has reached astronomical proportions here in Sweden alone. The CEO now earns at least 60x more than the average worker and I am afraid to even think of the difference in the US, for example. As Gordon Gekko said, in the 1984 movie Wall Street, “Greed works”.

On the shipping front we start today in Russia where we interview VTG Project Logistics, they tell us about logistics and transportation, in what certainly is a huge and complex country. After that, we visit Austria, a smaller country, nicely sandwiched in the center of Europe, known for beauty and overpaid bureaucrats from international organizations. Besides Mozart, pastries and the river, there are also project freight forwarders available there and we get an introduction from a capable one called TransOcean Shipping. We then move to the state of Texas for a republished interview with a local specialist involved in oil and gas projects worldwide before signing off today’s newsletter with shipping news, trade intelligence, wise words, etc.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



VTG Project Logistics – Moscow, Russia

Interview with

Mr. Sergey Nikitin
Managing Director



First of all tell us about VTG Moscow. When was the office established, and if I understand correctly, you are part of a German company, right?

VTG is a reliable 3PL Provider in worldwide Project Logistics. Our office in Moscow was established at the beginning of 2019. We are part of one of Europe's leading wagon hire and rail logistics companies, with a fleet consisting of more than 94,000 railcars, tanks, and platforms. The headquarters of VTG is in Hamburg, Germany.

What is the main function of the office in Moscow?

The main aim is to obtain forwarding in Russia and the C.I.S.

The head office of VTG Project Logistics, Russia is located in Moscow. The management and administration employees work hard there. The operational parts are located in Astrakhan, Vladivostok, Blagoveschensk, and Svobodniy. A new office is going to be opened in May 2020 in St. Petersburg.

Russia is a huge country and railways are obviously used almost all the time. Yet, who controls the railway operation, and how can you ensure good “customer service” on the railways since you are depending on the same railway network as everyone else? What makes VTG special?

While the railway network in Russia and the locomotives are owned by RZD, all the individual cars are privately owned. VTG is not only a forwarder but also an owner of more than 4,000 wagons in Russia. As a result, the VTG team has a huge amount of practical experience in forwarding different kinds of project goods by railway, but VTG Project Logistics is a completely new chapter in the Eastern hemisphere.

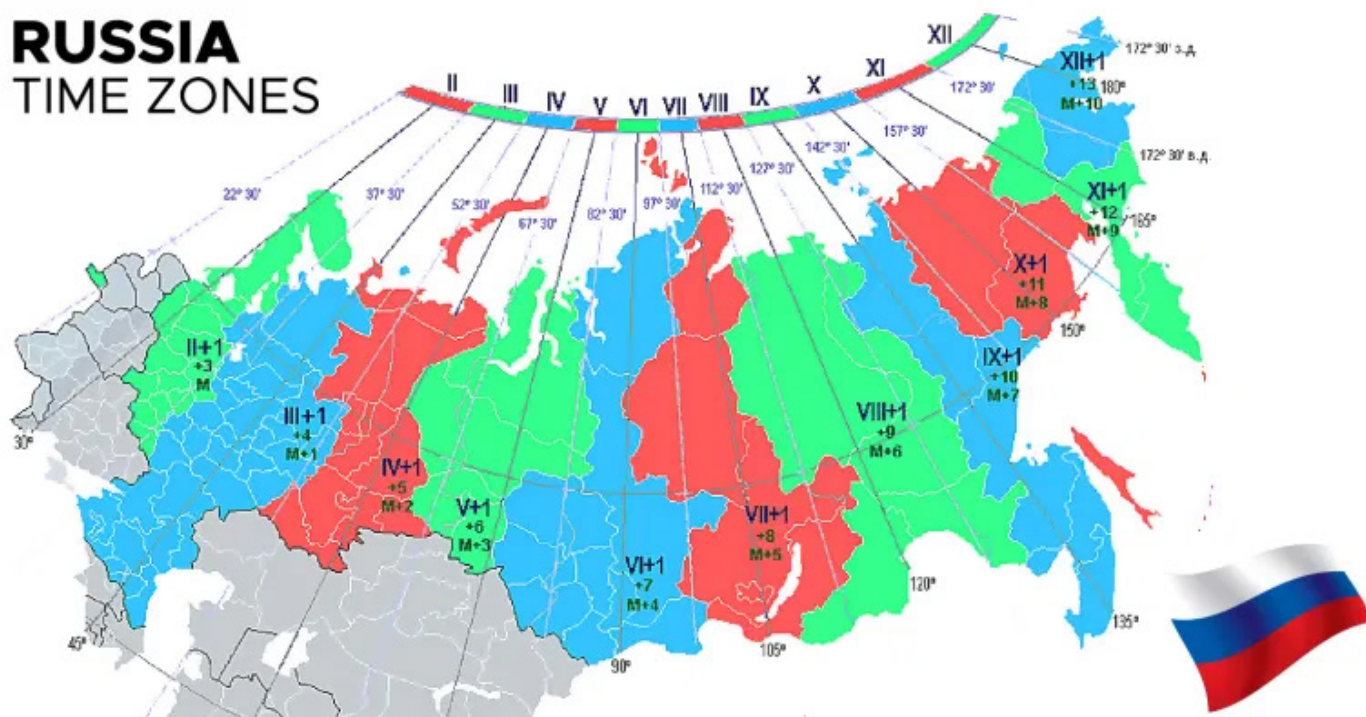
VTG Project Logistics, Russia operates in all transport sectors between Europe, America, and Asia. With systematic organization and innovative solutions, VTG Project Logistics, Russia offers optimum project logistics. These include multiple cargo handling, customs clearance, and technical and engineered solutions, including totally customized transfers of plant and machinery, and managing multimodal movement of over-dimensional and heavy equipment for clients in the mining, energy, construction, and oil and gas industries.



Tell us a bit about the distances of your country. What is the furthest Russian locale to which you have delivered cargo? Can you describe the obstacles you may face due to the winter?

The Russian Federation is the largest country in the world. Its total area is about 17 million square kilometers. The distance between our offices is more than 9,000 km, comprising 7 time zones!

RUSSIA TIME ZONES



The 11 time zones of Russia

Our Oil and Gas and mining customer factories are located in the most remote corners of Russia, such as Chukotka, Yakutia, and the north of Sakhalin. In these areas, winter weather brings heavy snow, freezing rain, flooding, and bitterly cold temperatures that can all wreak havoc on road conditions and cause a lot of delivery problems. For example, we managed a big project which began in Svobodniy where temperatures drop to minus 45 degrees Celsius. This means that navigation along the Northern Sea Route is possible only in the summer.

On the other hand, there are advantages. The winter period allows delivery of cargoes to hard-to-reach areas. We forward equipment to drilling sites and mines in such ways.

How about customs clearance in Russia? It was always “world famous” for being tricky, unpredictable, and difficult. Is that still the case today?

All that is in the dim and distant past. Today, electronic workflows are implemented in all customs procedures. If you are well prepared with information and documentation, you would not have to be in contact with people in person. All goods would be released within a few hours according to the electronic application process.

Specialists in the Customs Department of VTG Project Logistics, Russia carry out comprehensive analyses of their clients' foreign trade contracts and offer coherent logistic schemes with well-organized transport to save their customers time and money.

The procedures for passing through customs clearance are agreed upon with regard to the start and end dates of the equipment being manufactured and the installation of the equipment on the site. This takes into account the seasonality of delivery and groups it according to the Customs Codes and Classification Decisions of the Federal Customs Service of Russia.

VTG also carries out the procedure of Internal Customs Transit at transfer points for the goods.

Besides Moscow and St. Petersburg, where would you say that business takes place in Russia, or is it almost all centered in and around Moscow?

We would say that for common consumer goods, business is mostly centered in Moscow and St. Petersburg because almost 65% of the population is concentrated in the European part of the country. However, project logistics are slightly different.

The headquarters of our project clients are located in Moscow and St. Petersburg, but the businesses themselves are located in Siberia and the Far East, where the main investment projects are being implemented. A stronger, local presence of VTG there puts us closer to new businesses that can benefit specifically from our project logistics expertise.

Are you a member of any overseas networks? Has it been useful to you so far?

At the moment, we are only a member of CLC Projects.

How is it best to reach you?

Please contact our office by phone on +7(495)1174515 or send us an email at infopl@vtg.com.

You can also be in touch with our Business Development Manager, Mr. Danil Kamyshov on +79170848089 or by email at Danil.Kamyshov@vtg.com.





WEEK #07 – 2020

February 13, 2020



Editorial

Dear Readers,



Right now I am on a train between Sundsvall and Stockholm where I just paid a visit to SCA Logistics who are running RORO services from continental Europe into the Baltic ([see their introduction here](#)).

It is Thursday, the 13th of February and time for me to try making some sense of the week that has passed. I am loathed to write more about the coronavirus except to say that it is still a horrific event and it seems to go on unabated. There have been serious consequences for many, with some paying the ultimate price and a yet unknown impact on the World economy.

A friend of mine in Shanghai sent me some pictures showing what a ghost town the city looks like now ([see here](#)) and I have seen similar from Beijing and other cities in China, something that I never imagined I would ever see. Let us hope that the combined efforts of China and the World will result in a reversal of this virus and that we will all learn from it! We also depend on each other more than ever before and it seems no border or Great Wall anywhere is able to contain anything or anyone.

I have just reorganised my own travel plans and thus canceled my trip to join Breakbulk Asia in Shanghai (combined with a trip to Hong Kong). Instead, I will be visiting Breakbulk Middle East in Dubai 24-28/2 and then New York City and Lisbon on the way back to Stockholm. Although the flight from Dubai to New York is long, it is on Emirates with whom I find flights to be a pleasure almost always, irrespective of the seat class.

I haven't visited the big apple for a few years but I heard that prices haven't gone down and that it's as expensive as ever. Tipping is customary there, as usual, no matter the service is good or bad. Let's see, it will be nice to visit the city that never sleeps. Although it is not a project cargo shipping hub, I am still hopeful to meet up with a few project cargo specialists during my stay.

On the political front, nothing much has happened, the show must go on, in particular in US politics. As for

the EU, there have been many meetings, of course, but few, if any, concrete decisions. So yes, we in the EU still live in an area that NYK used to refer to, in their shipping ads a few years ago, as “borderless”. The talk is now (for the 6th or 7th year in a row) about how to strengthen the EU’s external borders. With all the inaction of the EU, we see misery and tragedies unfold, especially in the over-capacity refugee camps of Greece and elsewhere. Human traffickers are having a field day and naive NGO’s that think they are doing good may have to rethink their strategy and business model.

In shipping this week I am focusing on the giant continent of **Africa**. First, we talk with **Ginchi Trading**, a logistics provider in the landlocked country of Ethiopia, which is developing rapidly. After that, we speak to a French shipowner called **Navitrans**, running a West African coastal service between several countries. Finally, we end-up in the South of Africa where we speak to the Italian owner of **Global Logistics Alliance** who settled in Cape Town many years ago. It surely takes incredible food to get an Italian to leave his home country, but believe me, they do have exactly that in Cape Town, incredible food and wine!

As usual, this week we also have shipping news, trade intel, some interesting videos, and pictures for you before we finish off with wise words.

Until next Thursday, I remain,

Yours sincerely,
Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Interviews

Ginchi Logistics – Addis Ababa, Ethiopia





Interview with

Mr. Tesfa Dagnachew
Managing Partner



First of all could you tell us a little about yourself, Tesfa. How did you get into the logistics business originally? What do you like about it?

I started as a finance person in a private, sunglasses manufacturing company back in 2001 and later joined a prominent logistics company in 2003 as their Operations Manager. I have worked with this company for 15 and a half years to gain experience both in the local and international logistics and freight forwarding businesses. From consignments of delicate fine arts to the country's biggest project of moving 122-ton transformers to the remote part of the country were a few of the experiences I had with my former employer. In 2018, I moved to Ginchi Trading to run the logistics wing of the company.



When was Ginchi Logistics established? Who are the current owners?

Ginchi Trading started back in 2011 as a trading company, shipping oil, seeds, and pulses globally from Ethiopia. Later in 2015, the company added logistics and freight forwarding wings to offer its clients a one-stop service. Ginchi Trading is a family-owned company—four brothers, one of them being myself.



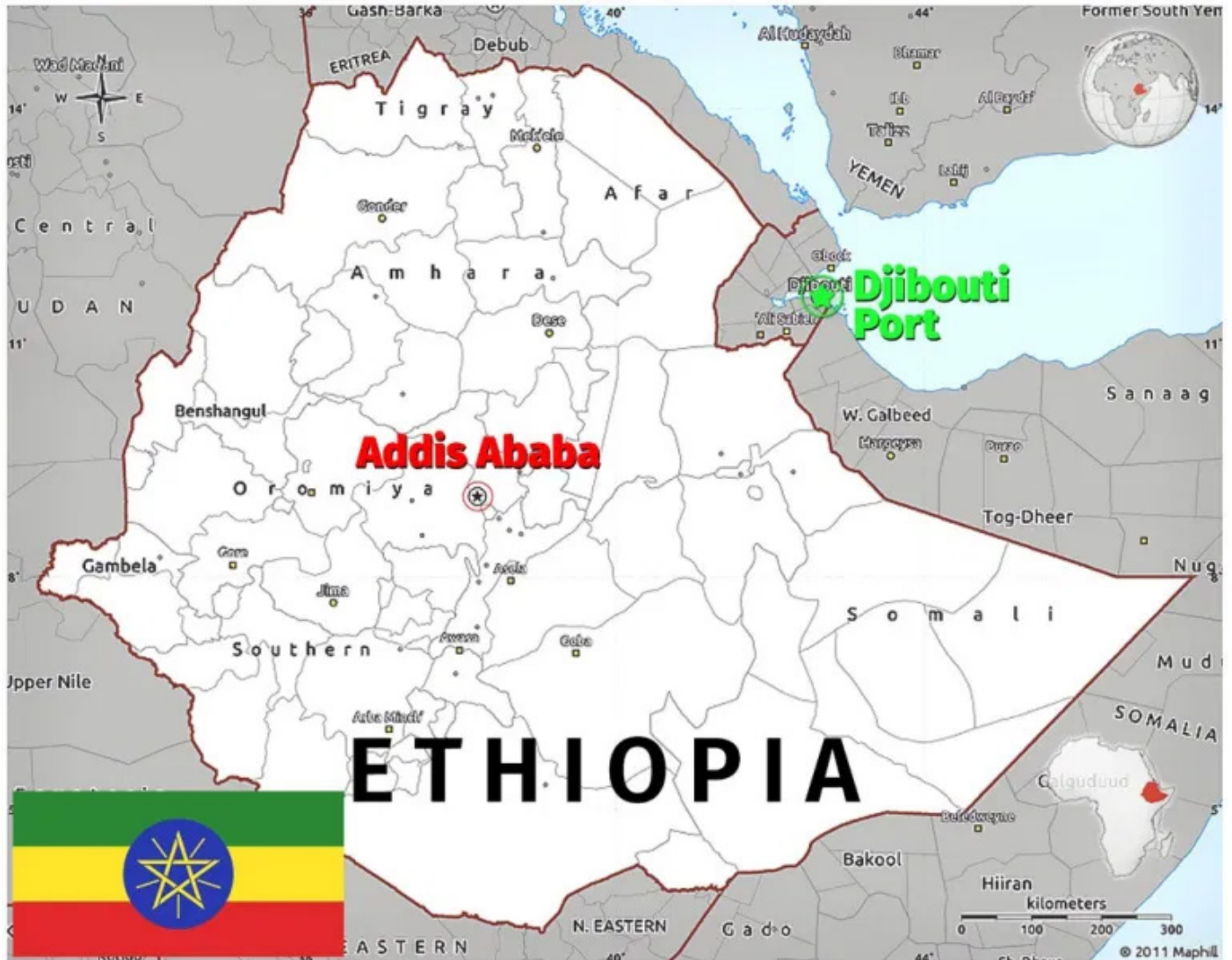
Ethiopia is a rapidly developing country with a strategic location. Tell us about the seaborne trade. How does it reach Ethiopia mainly, and can you tell us about the ports and airports that are primarily used since Ethiopia is landlocked?

Ethiopia is the world's 12th most populous country (estimated at 114,963,588 according to 2020 data from the UN) and at the same time, the fastest developing country. We say we are a land-linked country. Our main sea gateway is Djibouti Port which handles more than 85% of the volume of both imports and exports to Ethiopia. We use Port Sudan in North Sudan and Berbera in Somalia for the balance of the volumes. Our main airport gateway is Addis Ababa International Bole Airport with a capacity of 22 million passengers and 1.2 million tons of cargo per year.



What is the distance from Djibouti to Addis Ababa, and how is cargo normally transported between Addis and Djibouti? If cargo arrives in Djibouti with a final destination of Addis Ababa, where does customs clearance take place?

Djibouti is about 925 kms northeast of central Addis Ababa. Shipments are transported both by truck and rail service. Trucking takes about 3-4 days; rail is only 14 hours. Customs clearance will be done in Ethiopia either in Addis or other cities where the final destination is planned. There are about 14 ICDs placed strategically in different cities. As soon as goods arrive at the Djibouti Port, they will be moved to one of these ICDs.



Does Ethiopia have its own shipping line?

Yes, Ethiopia owns its flag shipping line, Ethiopian Shipping and Logistics Services Enterprise (ESL). ESL operates about 20 vessels, both conventional and containerized vessels, with two additional oil tankers.



Going back in history a bit, could you tell us about Eritrea and Ethiopia and the conflict that has been—which we understand has just ended—because looking from the perspective of a map, good relations with Eritrea means you have unfettered access to the ocean. So, is that also an option besides Djibouti?

It was unfortunate that the two sister countries entered into an unnecessary conflict for the past 20+ years. The saga just ended last year (2019) with the help of the now Nobel Peace Prize Laureate, Abiy Ahmed, Ph.D. Prime Minister of Ethiopia. Eritrea does have two active ports, Asab and Metsewa. Asab is the closest to the central part of Ethiopia while Metsewa is closer to the northern part of the country. There is a possibility of adding more ports if need be. Yes, this will create a big opportunity and give additional options to Ethiopia for port service. In addition, Ethiopia will take a lesson from Djibouti Port and will look for a concession on these and further ports by jointly developing the ports, too.



Can you provide us with a few examples of cargoes that you have handled recently?

Ethiopia is said to be the water tower of Africa. We do have so many lakes and rivers. The longest river in the world, the Nile River starts in Ethiopia. Our government is wise to use its natural resource of hydropower, and we are glad that we had the chance to handle several of these projects. We moved everything from containers to big transformers for the power generation house. We do have a few clients who are in the oil and gas vertical, and we were glad to move heavy equipment and long tanks, too.



Are you currently a member of any networks?

We are Ethiopian Freight Forwarders and Shipping Agents – EFFSA and FIATA Members .

What rule of thumb would you say exists if and when doing business with Ethiopia?

In regions like ours, you need young and energetic staff who can handle shipments despite all the ups and downs from different entities and long bureaucratic procedures. Communication is our core competence.

How is it best to get in touch with you?

I can be reached at tesfa.dagnachew@ginchi.net. I am also available on Twitter @DagnachewTesfa / @Ginchi-Trading, For WhatsApp / imo / Viber / Telegram /BOTIM/, please use the phone number +251-911-60 67 41.



Featured Video

Voyage Through the Suez Canal

Editor's Note:

Filmed whilst onboard CMA CGM Andromeda en route to Jeddah. Standing at the bow of the vessel proceeding slowly through the Suez Canal is a marvel to behold.



Editor's Note:

Power of Huawei P30 zoom used in the Indian Ocean. Outline of a container vessel on the horizon then using zoom an OOCL container vessel can be seen.





WEEK #08 – 2020

February 20, 2020



Editorial

Dear Readers,



It is Thursday, the 20th of February, and we are here again. During the past few days, I was fortunate enough to have a visitor from Austria. In fact, it was my daughter, now 18, who paid me a visit here in Stockholm, and we had a lengthy discussion about which university she wanted to go to. After a couple of days here, we visited Grenaa, Denmark to say hello to her grandparents, and we enjoyed some great hours together as families do.

It reminded me again that I have generally spent too little time with both my family and my children over the years. In some ways, I have a problem in understanding that that little girl is now 18 and has the right to move through life on her own; that my father is 83; my mum is 77—not to mention that I am 57.

I think it is the same for many of us: once we stop and give ourselves time to think and contemplate, we find that time has passed quickly, and the older you get the quicker it goes. The clock is relentless in moving forward, and there is no stopping it.

With age comes problems of various kinds but also more peace and calmness. Normally, you tend to struggle like hell during your life just to make ends meet, earn money, and provide for everyone. Then, when you finally have time to start enjoying some of the fruits yourself, you are either too tired or already burned out from overwork or stress.

I suppose the lesson is to live a little every day and not always wait until you reach the rainbow that you will never quite get to. Easier said than done, of course, but one thing is for sure—I am extremely good at telling others how to solve their problems, but I often cannot solve my own...sound familiar to you?

Another lesson is one I learned from my parents: respect tradition but never become a slave to it. I am teaching my children the same.

That means although we don't spend a large amount of time together as a family, it is the quality of the time that we do share which is vital. For example, we can celebrate Christmas anytime—not necessarily on December 25—because whenever we meet as a family, it's a celebration of life. It doesn't have to be a specific date.

This leads me to my next thought. Hypocrisy is ripe nowadays with regard to honoring people. For example, we seem to find time to salute people when they are no longer here, when they have passed on, instead of spending time visiting them when they are actually here among us.

In my opinion, 'something ain't right.' I am sure you know what I mean.

I am back in Stockholm now and have got a couple of days before jetting off to the Middle East, US, and Portugal to make that living I mentioned above.

On the political front, I, strangely enough, don't have any shrewd observations to make this week. I guess there is not always something to comment on, and I also must be careful not to become another CNN with the same news repeating every 30 minutes for days at a time.

On the business front, I start off with a visit to the island nation of Mauritius, a place with wonderful beaches. They have aspirations to become a hub in the Indian Ocean for air freight to/from Asia and Africa. Talking to MC Easy Freight (based in Mauritius) gives us food for thought.

I didn't manage to find a taco restaurant in Mauritius, so I decided to visit the land of tacos, the Gulf and Pacific coasts, and beautiful women. In other words, Mexico. We hear from Kensa Logistics (located in Mexico) about the challenges facing this populous and developing country located just south of another great 'would be' wall and north of smaller nations belonging to the South American continent.

We finish off business this week by reminding you of an interview I had with Savar Corporation in Peru—a country with some of the best food I have ever tasted and with a history to match.

Hope you will enjoy the interviews, take note of them, and actually contact the interviewees to develop your business with them. Feel free to do so and feel free also to place a banner ad with us!

We conclude this week's newsletter with the usual import/export trade intel, shipping news, videos, pictures, and wise words.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



MC Easy Freight - Mauritius

Interview with

Mr. Curtis Barbier
Agent Network Director

First of all, Curtis, tell us about the history of your company. Who owns it? What is your main business? What made you choose the name MC Easy Freight?

MC Easy Freight was launched on 31st July 2000 and stands out today as one of the leading, full-fledged freight & logistics providers. Over the years, we have established and nurtured a vast and reliable network of professional partners all over the world, thus providing a fully integrated supply chain for inbound, outbound, and cross-trade cargo.

Licensed by the Mauritius Revenue Authority customs department as a Freight Forwarder and FIATA member, we sit on the Administrative Committee of the Mauritius Association of Professional Freight Forwarders.

Our activities encompass all logistics and counseling services:

- Sea Freight
- Air Freight
- Cross-Trading
- Multimodal Transport Combinations
- Warehousing
- Consolidation
- Customs Brokerage
- Project Cargoes (Air and Sea)

We have experience in air charter since, to date, we have air freighted 27,000 kgs GWT equipment.

Since October 2017, MC Easy Freight forms part of 'La Sentinelle Group', the leading media group in Mauritius. This integration has opened doors to more penetration in African landlocked countries where we attend to door-to-door deliveries of educational printed matter for educational projects funded by UNICEF. Founded in 1962, La Sentinelle Group publishes more than 30 titles and employs over 600 people clustered into three main business sectors: Media, Printing & Distribution, & Logistics.

In August 2014, MC Easy Freight opened its own subsidiary in the Republic at the heart of the capital of Madagascar, Antananarivo and close to Ivato international airport.

What prompted the choice for your company name?

Our co-Founders are Clarel Michaud and Marino Martin. The from where the initials MC came from. Easy Freight ... We make Freight Easy.

Tell us about the port of Mauritius and what connections are available to/from Mauritius?

Port Louis, our only port, is at the crossroads of main shipping connections and positions itself as the preferred, regional, transshipment hub. Transshipment represents 52% of our container traffic with captive cargo at 48%.



From a lighterage port, Port Louis is now a modern, containerized port in continual upgrading to meet challenges in the shipping industry.

The port operates three distinct terminals:

Terminal I: Bulk maize, molasses, inter-island trade and fish port

Terminal II: Fuel. Coal, fertilizers, cement, general cargo and some cruise ships. Geared container vessels when terminal III is congested.

Terminal III: The Mauritius Container Terminal (MCT): Fully containerized vessels with a 22 TEU per hour productivity. The terminal works on 3 x 8 hours shift all year round except on 1st January. Vessels can operate on an alignment of 800m quays dredged at 16.5m and served by 8 shore gantries (3 Super Post-Panamax and 5 Post-Panamax shore cranes). The port offers a berthing window service to shipping lines facilitating their vessel operations at Port Louis.

The container yard covers can accommodate up to 21,000 TEUs including 576 reefers and is serviced by 16 RTGs and 50 trailers. Customs runs two container scanning units.

Shore cranes can handle loads up to 70,000 kgs. No mobile cranes are operated by the port but can be rented from specialized, heavy load companies.

Since 2008, fuel and heavy oil tankers have been operating at an oil jetty at the port entrance with a 4.0 million ton capacity per annum.

In its endeavor to cement its position as the preferred regional hub, the Mauritius Port Authority has commissioned a techno-economic, feasibility study on the construction of an Inland Container Terminal opposite the existing MCT. The port vision for 2040 is very promising:

Year	Captive	Transshipment	Total
2020	294,000	472,000	768,000TEUs

2025	354,000	679,000	1033000 TEUs
2030	420,000	904,000	1,324,000 TEUs
2035	487,000	1,119,000	1,606,000 TEUs
2040	560,000	1,382,000	1,942,000 TEUs

The CNOI Shipyard (Chantier Naval de l’Ocean Indien) stands as one of the leading ship repair and shipbuilding yards in the Indian Ocean.

More than 350 vessels have entered the CNOI dry-dock since 2003. The shipyard offers full shipbuilding and repair facilities: mechanics, steelworks, pipeworks, painting, tank-coating, electricity, electronics (sub-contracted), hydraulics, cooling systems, bilge and tank cleaning, carpentry, and crange up 130T.

A dedicated quay is allocated to cruise vessels.





Do you have heavylift cranes available or floating cranes? Are you able to handle flatracks and oversized cargo coming into the islands, and if so, could you provide us with a few examples?

Though the port does not have shore cranes, such cranes can be rented from private companies.

Keep in mind that the port can handle out of gauge 20' and 40' containers as well as loads of 70,000 kgs under their shore cranes.

Special arrangements have been made whenever heavy and/or out of gauge loads are to be moved either to or from the port. Electric turbines and motors for sugarcane factories and the Central Electricity Board are among the heavy loads to move.

Recently, I have seen that the Mauritius Development Board is trying to make the island into a transit

hub for airfreight between Asia and Africa. What more could you tell us about that? I also understand that you have some major events planned to promote the island.

There was a project in which Mauritius aimed to become a bridge between Africa and Asia based on an agreement between Air Mauritius and the International Airport of Singapore for the creation of an ‘air corridor’ between the African and Asian continents. Air Mauritius hopes to open new prospects in a highly competitive environment. Changi Airport is a major hub of Asia. It hosts 120 airlines and is connected to 317 destinations worldwide. Singapore Airlines is one of the best airlines worldwide and operates a network of 64 destinations. The correspondence in Asia will be provided by Singapore Airlines and its subsidiaries, Silk Air and Tiger Airways, serving 90 destinations in Africa. Air Mauritius will provide flights between Singapore and Mauritius, as well as regional flights between Mauritius and African destinations and those of the southwest Indian Ocean.

There is also promotion of Mauritius through conferences organised by the economic development board. Examples include:

Mauritius: Gateway to Africa

Mauritius: The logistics platform to trade in Africa

The modern logistics infrastructure of the Mauritian port results in cost-effective shipping of cargo to Africa in a relatively short time frame. Advantages comprise the following:

- Zero corporate tax for trading activities
- Exemption from customs duty on all goods imported into the Freeport zones and free repatriation of profit
- Reduced port handling charges for all goods destined for re-export
- Access to the local market: 50% of re-export value
- Excellent logistics and distribution supply chain with cold chain facilities
- Low costs of operations (USD 330 in Mauritius Freeport compared to USD 2,000 in UAE’s Free zone).
- Preferential market access to COMESA and SADC RECs.

Since the implementation of our project in the Mauritius Freeport, we have benefited from strong and continued support from the broad network of available service providers. The reliability of such support greatly facilitated the start of our operations. The modern infrastructure and excellent sea and air connections also influenced our decision to set up in Mauritius. Notably, the Board of Investment has always been ready to assist us to ensure the smooth running of our business. Today, we’re looking forward to a long-term trading relationship with Mauritius

Additional advantages include:

- Impressive track record, political stability, and more than three decades of sustained economic growth
- Secure investment location with established rule of law
- Freest and most business-friendly country in Africa
- Peaceful, multi-ethnic community with a unique lifestyle in a blend of cultures
- Flexible, bilingual (English/French), and skilled workforce
- Investment-friendly regulatory regime
- Open to foreign investors and talents
- Ocean State with one of the largest Exclusive Economic Zones in the world
- Preferential market access to Africa, Europe, and the USA
- State-of-the-art infrastructure
- Convenient time zone (GMT +4)

How would you suggest that people contact you?

Our web site: www.mceasyfreight.mu

Contact person and address: Curtis Barbier, Agent Network Director, 20 Borneo Street, Port-Louis, Mauritius

Direct Line: +230 204 7807 | Mobile : +230 5255 4773

Email: cbarbier@mceasyfreight.mu



Featured Photo

Editor's Note:

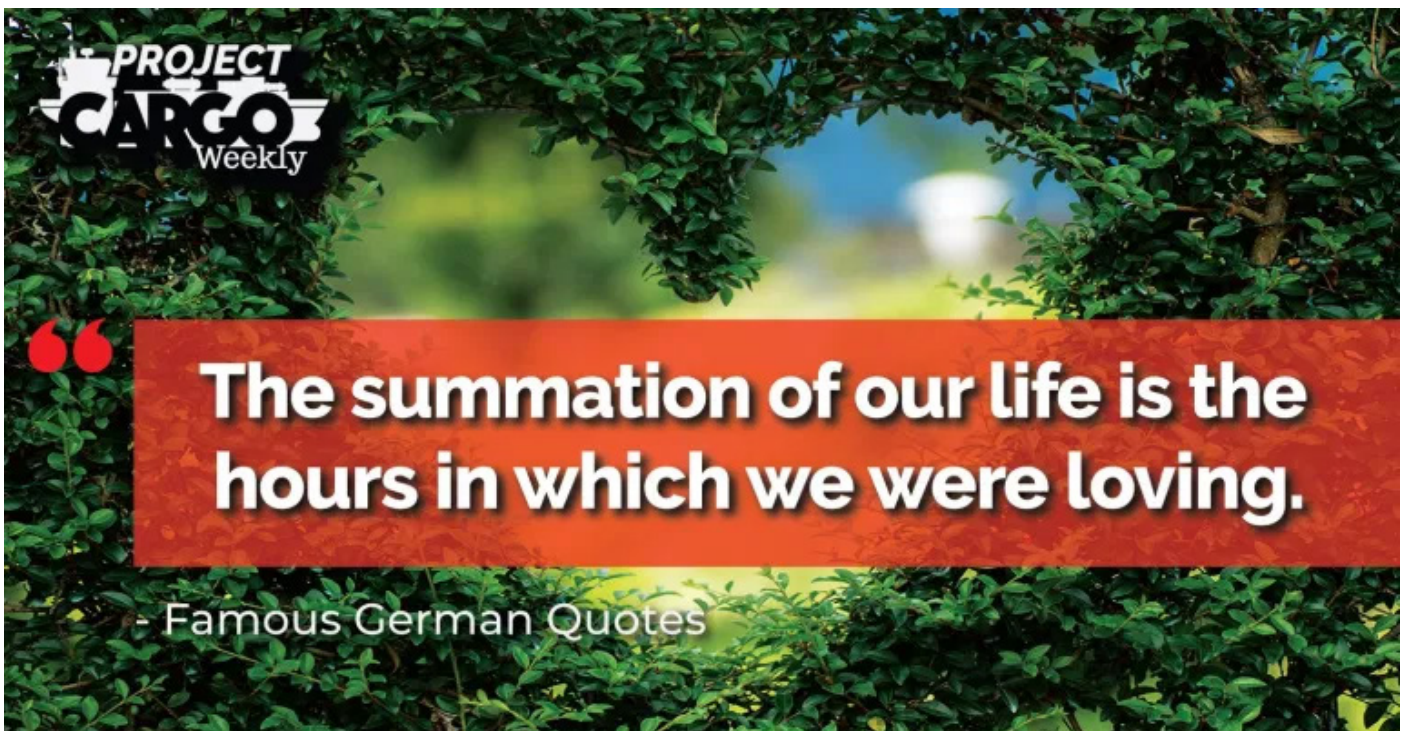
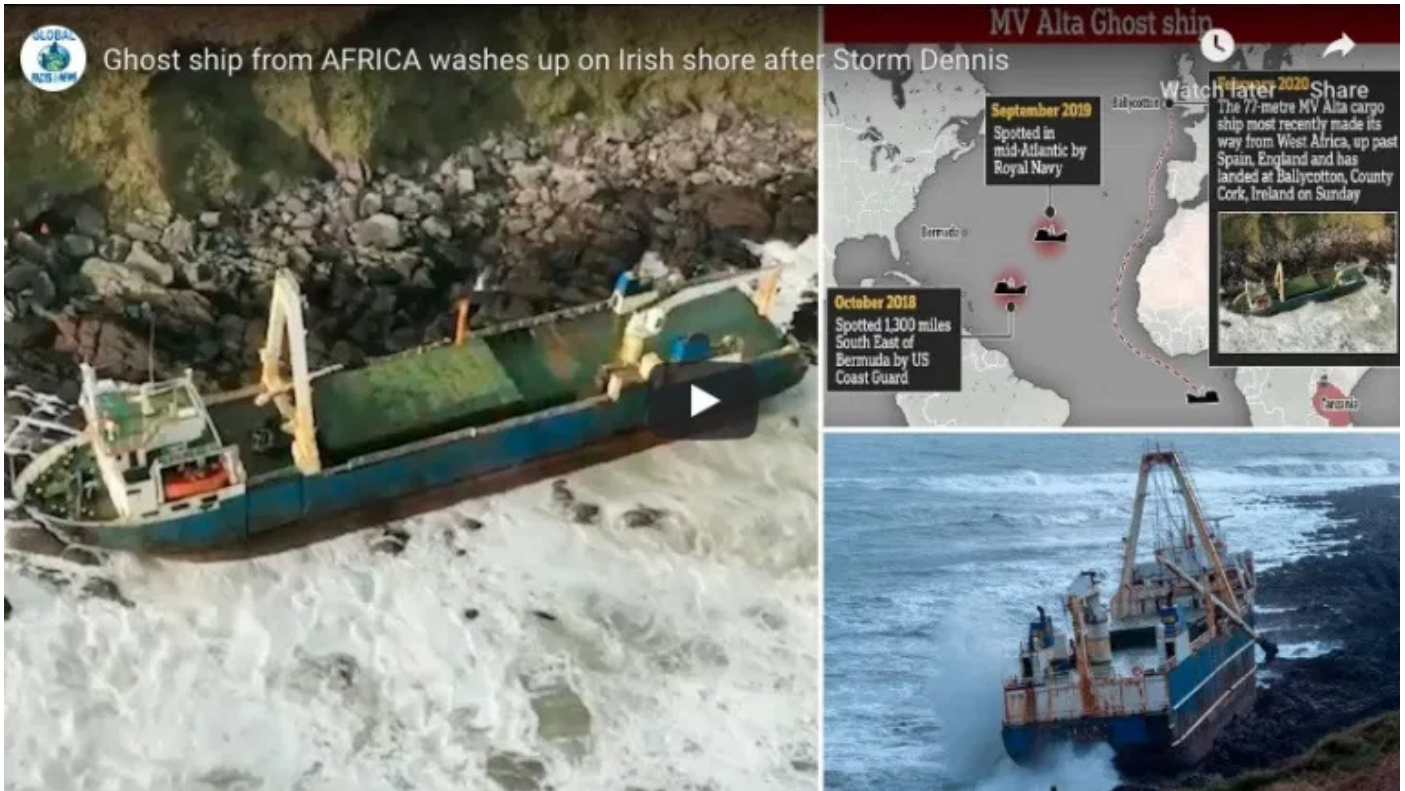
When you buy a condo or book a room you always hope it will be a room with a view. Here is a room with a view taken from the editors condo in Kota Kinabalu, Sabah, Malaysia a place where the CLC Projects Network will have their annual conference in November, 2020.



Ghost Ship from Africa Washes up on Irish Shore after Storm Dennis

Editor's Note:

A ghost ship that has been roaming the Atlantic for a long time finally ran around in Ireland. See the incredible story here.





WEEK #09 – 2020

February 27, 2020



Editorial

Dear Readers,



Its Thursday the 27th of February and PCW is here. I am writing to you from Dubai, UAE. I arrived here from Malta three nights ago and I generally enjoy staying in the old part of Dubai beside Deira Creek. It is always nice in a hotel, restaurant or entertainment established to be greeted by someone who knows you. of course, you never know if the smile is because of a great tip you gave or because they generally like to see you again.



My view of Deira Creek in Dubai

Being in the middle east I sometimes wonder, “Where are the locals?”. Everyone I meet is coming from India,

Pakistan or Nepal. They are all friendly and nice but I have to admit that meeting someone who actually comes from the UAE is a bit of a task.

I have attended the Breakbulk expo in Dubai. It wasn't that big and somehow the mood even seemed a bit subdued, but likely because of the corona virus and overall global worry about the economy. I hardly saw anyone from Asia at the event and that tells me a lot.

On the political front there is not much to say except, of course, with UK exiting the EU and leaving a 10 billion Euro gap in the financing the establishment doesn't seem to have a single thought about adjusting cost to income. Politicians, especially French, Italian and so on, only know how to spend, never how to save or how to earn!

We also have the usual news and since i was busy in the middle east this week I remind you to look at www.projectcargo-weekly.com and I also show you (below) pictures of your editor networking.





Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Editor's Note:

This view shows the real size of modern, giant container ships



Jebel Ali Port, Dubai

Editor's Note:

Attending Breakbulk expo in Dubai it makes sense to give you a link to this nice video about the port of Jebel Ali.



“ **Things are not always right because they are hard, but if they are right one must not mind if they are also hard.**

- Winston Churchill





WEEK #10 – 2020

February 20, 2020



Editorial

Dear Readers,



It is Thursday, the 5th of March, and since it is Thursday again, we are back.

The coronavirus ([more here](#)) is starting to take a serious toll on anything related to transportation and shipping. Not only is there cancellation of events and insecurity about whether events are on or not, but you have shipping lines lifting a fraction of the cargo to fill up their vessels compared to before. You have airlines that are unable to keep many of their planes in the sky in order to earn money and finance themselves. It is also increasingly influencing the supply chain, and sooner if not later, there will be problems in keeping the production flowing because parts cannot easily be sourced as efficiently and cheaply elsewhere as from China. It is also a stark reminder of the importance of China in today's economy.

In my opinion, this whole coronavirus crisis has shown both the weakness and the strength of China.

In terms of strength...

Can you imagine a country in Europe shutting down a city the size of London, let alone a country the size of France? Most Chinese that I know are pretty subdued at the moment, and here at home, being married to a Chinese person with family in Shandong province, I hear firsthand about the measures taken to contain the virus, primarily in Hubei but also in nearby provinces.

In terms of some weakness...

From what I understand firsthand and not from a BBC reporter far away in a 5-star compound, China is indeed doing what it can to deal with this. I think the cost to China alone will finally make them wake up to the fact that education in the countryside and changing old traditions of food handling, open markets, etc. MUST happen!

The virus crisis also influenced my own traveling. I decided to return earlier from Dubai, skipping New York and Lisbon, and cancelled a trip to Doha and Perth in April.

The jury is still out concerning my joining the Antwerp XL (April 21-23) which, of course, will suffer from, as many other conferences, a lack of visitors from Asia if this situation persists.

Let us keep the mood positive, and hope that we are able to contain the virus, dealing with it swiftly and in a non-democratic way. In other words, sometimes the time for talk is past, and action is the only measure that counts.

I can say upfront that with a daughter in Vienna, son in New York, daughter in London, and kids in Stockholm, plus family in China, I do get the global view from my own “reporters.” Safety of family and the rest of the world is paramount.

I hear some voices that say: “Hey, don’t worry. It’s nothing more than a flu.” They are likely the same type that say while onboard the plane in heavy turbulence: “Hey, I ain’t worried. I fly a lot and am used to it,” whilst ordering a stiff drink and hiding behind the newspaper. In other words, they are as worried as anyone! In a global world, we have to stand shoulder to shoulder, moving forward to deal with problems head on.

The EU is having another standoff with Turkey’s Erdogan in an ugly game involving thousands of people. Legitimate—and many non-legitimate—refugees want to enter the EU in search of a better life. ([more here](#)) It remains to be seen if this time around, the EU can do more than just talk and pay Erdogan off. Perhaps it can actually defend its own external borders because as the result of a stupid agreement called Schengen we have before we were able to secure the outside, opened up borders inside. Frontex, the EU agency for controlling the EU borders, is apparently manned with bureaucrats and seems to be unable to do something until it is almost too late.

The EU has not made things clear from the start, and we need to go back to the 2007-2008 idea that there is no free lunch in Europe. Whilst we are, and rightly so, always willing to help **real refugees from war and famine**, we are not a haven filled with jobs and welfare—at least not any longer. The strain is showing in most European countries, resulting in the rise of right wing parties (called “populists” by the cafe latte, politically correct, mainstream media).

If the EU had shown some backbone from the beginning, we would have avoided people traveling with false hopes and avoided feeding human traffickers who earn money off the gigantic industry that this migration has now become. The huge NGO industry running the shuttle services from Libya to Italy are also part of the problem and feeding the human traffickers. Naiveté of career politicians. As a famous politician said: “Wir schaffen dass.” (We can do this) to which I will add “nicht” (not—We can not do this)!

I opted today to stick to two interviews so that you won’t fall asleep reading after this long editorial.

I spoke to Atlantic Ro-Ro Carriers Inc, of New York. I got their take on their business, mainly between the US, the Baltic states, and Russia, but also their ability to cover other parts from the world, including the Levant and South Africa as breakbulk and container ship owners and operators. It is always nice to see that the US still does have a merchant fleet of its own and certainly the skillset is still there with interviewees like ARRC. We also include an interview from our archives with Ekman & Co. AB – a major global trader in paper and pulp related products shipping worldwide.

We, of course, will not deviate from our usual course of having some shipping news, trade intel, and interesting videos including wise words.

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com

Atlantic RO-RO Carriers Inc - New York, USA



Interview with

Mr. Rick Shannon
Board Member



First of all, Rick, tell our readers a bit about ARRC and yourself. In particular, how did you get into shipping in the first place? I also believe that you set out a couple of clear demands before joining originally. Tell us more.

Atlantic Ro-Ro Carriers, Inc. was incorporated in New Jersey in 1995. We started the service using two small vessels with ro-ro capability. Over the past three years, we have upgraded our vessels to carry more variants of cargo. This was in order to keep up with the changing cargo needs of the trade.

Newer, larger, multi-purpose vessels were brought on to the service to accommodate cargo demands as well as increased ports of call.

As for myself, I have more than 40 years in the transport industry, holding senior positions in world-wide shipping companies. My career covers most of the major trade lanes in the world, including South-Central America, Europe, the Far East, and Africa. I have extensive experience in the Middle East including Iran, Iraq, Saudi Arabia, Kuwait, Dubai, and Turkey. I have headed up logistics projects and shipping for the building of ports,

airports, and buildings, with complete turn-key responsibility throughout the Red Sea and the Persian Gulf. I lived and handled services between the USA, Puerto Rico, and the surrounding islands from 1967-1970.

I entered the Soviet Union as US General Agent for all 17 Soviet Union ocean shipping companies in 1991. In the early 1990's, the Soviet Union was going through the turbulent times of privatization, and the basic infrastructure in the USSR was not compatible with western systems. This was the period of private entrepreneurs taking over State-owned properties, and a period of mayhem followed.

A new group formed in 1995—Atlantic Ro-Ro Carriers, Inc., and I was approached to come on board as their first president. During negotiations, I was told they had an idea to do something that had not been done since the USSR breakup in 1991—to create a company in the Russian trade that was completely compliant with US regulations as well as those in Russia and any other ports they would expand into. This was not an easy task to achieve as that philosophy would eliminate their access to major cargo moves. Also, it would be a liner service versus the usual tramp operations that traded there or transshipped over an EU port.

ARRC also had staff that I classified as “maritime families”, and I knew many from my earlier exposure in Russia.

During the negotiations, ARRC also agreed to use the same accounting and legal firms I had used since 1986. After one day of negotiations, I came on board as their first president.

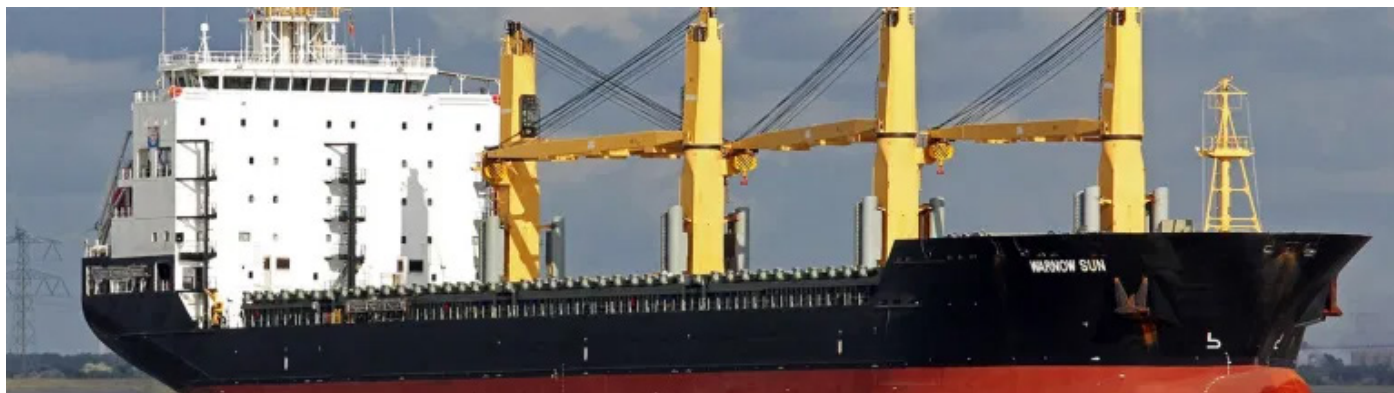


I understand that your main trade lane is between Russia, North West Europe, and the U.S. East & Gulf Coasts but that your group also runs a regular service into the Levant and between the US and South Africa. I have seen your impressive leaflet, (there will be a link to it here) but can you elaborate about how the services originally came about?

ARRC key personnel had a background in this area from the Soviet times. As a result, they had heavy exposure to almost every trade lane in the world as the Soviet Fleet was the largest in the world with over 2,500 vessels of all types. So, they had relations with all of the trade lanes we added onto our ARRC services beyond

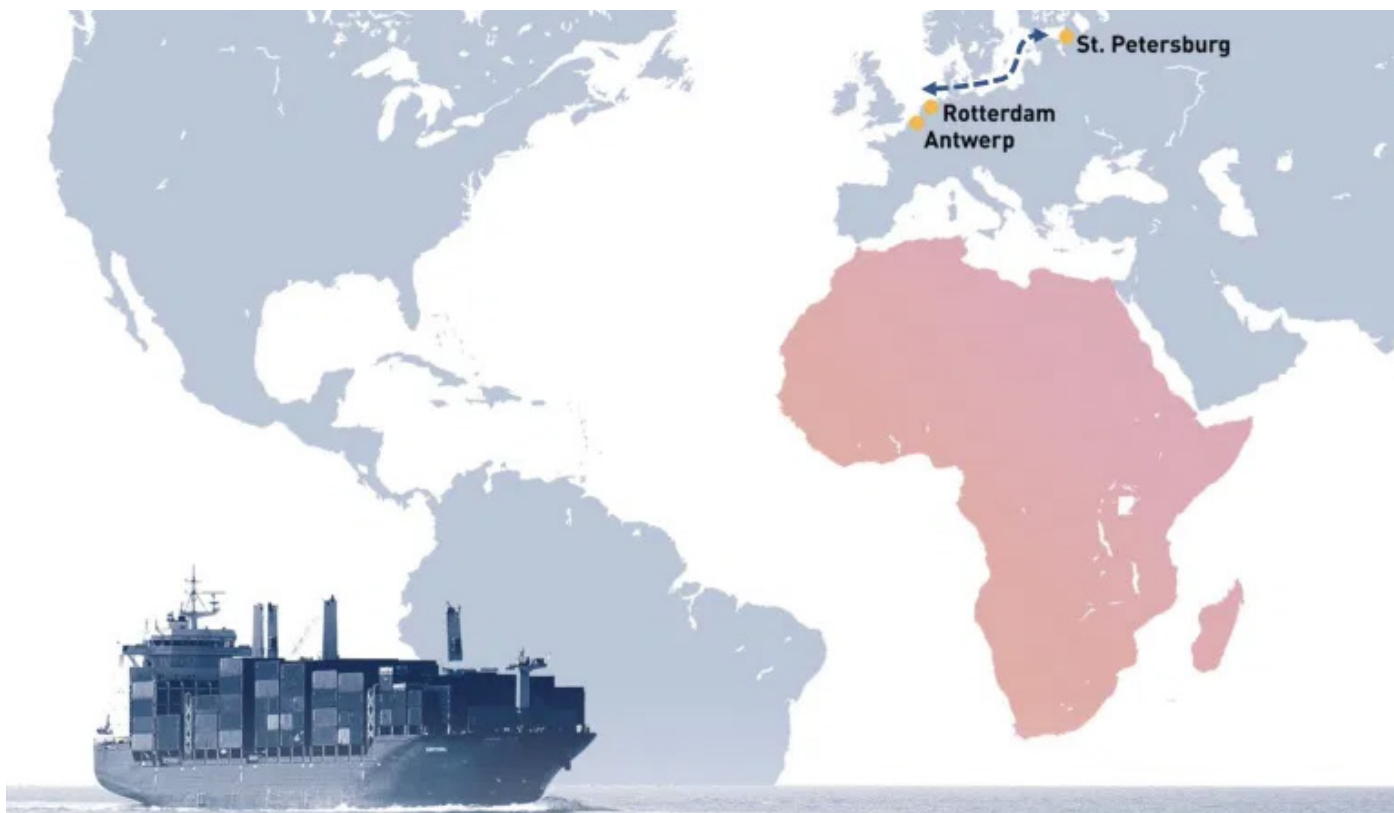
Russia. As sanctions started to impose greater restrictions to US-Russian cargo, we simply expanded into regular port calls in Antwerp/EU as well as in Africa, areas that we knew quite well from previous activity for many years.

When trade lane cargo gets reduced, many larger companies (having 100+ vessels) run into financial difficulty, usually leading to collapse. With our smaller vessel fleet, we usually just added another port on route to our normal destinations.



Breakbulk shipping has seen hard times as it seems to fluctuate according to trade deals, embargoes, and friendships between countries that come and go. In the case of your link with the Baltic states and Russia, would you say that recent times have been difficult in the US/RUSSIA trade? How is the situation at the moment? Regarding the port situation in Russia, does your group have priority when coming to port? We hear from others that they sometimes face trouble, in particular in St Petersburg.

Certainly, recent US-Russian trade has been difficult. You mentioned sanctions (such as embargoes) being a major issue. True, but since we are a liner service with dedicated vessels calling at St. Petersburg and not transshipping over an EU port, we are a preferred carrier for certain clients and specific cargoes. Our main competition would be tramp operations with charters demanding minimum cargo per shipment. With ARRC, we can, and do, take any volume of breakbulk/project cargo, be it 100 Revenue Tons (RTs) or 20,000 Metric Tons (MTs). This means that shippers do not have to accumulate cargo to make certain minimums. While shippers may get a lower ocean rate for moving, say, 20,000 tons, such quantities also tie up funds for long periods of accumulation, terminal space, storage charges, etc.



This can be a critical point. Shippers who must accumulate the larger minimum cargo, risk having their contracts restricted due to increased sanctions during their accumulation time. They also risk drayage to a terminal, then having to remove their cargo if the USA, for example, implements a new sanction on their product or receiver.

Some letters of credit also restrict moving cargo over a transshipment port where EU Customs may hold cargo already released by US Customs once discharged at their port. ARRC does not discharge cargo destined for St. Petersburg if we call at an EU port on route to STP.



You also asked about issues with the Port of St. Petersburg. ARRC has been calling at St. Petersburg for the last 25 years on a regular liner basis, and we have had no major delays. Although we cannot say we have preferential berthing, the 25 year relationship and familiarity with our staff also goes back many years before ARRC.

However, in Houston, ARRC does have preferential berthing, and our ships are always given priority berthing. That gives us and our shipper/receivers substantial savings and, most importantly for our accounts, no delays on release of cargo.

Which types of containers can you accept on board? IMO? SOC? Your own? A mixture of several?

We absolutely accept IMO and SOC containers. Actually, ARRC is the only carrier that is licensed to carry HEU-LEU to the US Eastern Gulf Coast from Russia. This was an agreement between the U.S. and Russian governments which signed off on a 20-year contract in 1993. Since that time, there has never been one accident or incident. This is a product that is responsible for supplying 10% of the electricity for the US lighting system and nuclear plants. For the last 25 years, we have had special agreements with the US Customs and Border Protection (CBP) and terminals to handle this cargo, and our crews are trained on an ongoing basis to meet all standards.

Note page 15 of the CISN outline of our services: we own/operate a fleet of over 3,000 TEU's and are licensed to carry all dangerous cargoes. We also accept SOC, and our vessels have a lifting capacity of 195 metric tons.



Many shipowners opt to have their “own” agencies representing them abroad. What is your policy concerning this, and how do you generally cooperate with project freight forwarders? We have seen in recent years that some breakbulk shipowners now opt to “go direct” almost all the time when it comes to the bigger shippers. I believe many of our readers would like to know your stand on this.

While it is not directly or specifically outlined, as mentioned earlier, our agents have been with us long term due to agreements worked out a long time ago. Our agent in Chicago has been with us for the last 25+ years, and I believe [Protos](#), also.

You mention that some of the breakbulk shipowners now opt “to go direct” when it comes to the bigger shippers/forwarders. Quite true, and I see now that many of the major lines, container operators especially, are offering many of the services that forwarders had always performed. As we all know, some of the major carriers

and large forwarders have adapted “one stop shopping” that allows shippers/forwarders to call a single party for the booking, warehousing, trucking, costs, receiving cargo, inland transportation, certificate of origin, payments, etc. Basically, they seem to have the ability to absorb all the functions that smaller forwarders always performed.



In addition, due to the requirements of the carrier/terminals, many of the large ocean carriers will also supply the technology interface that is required. Again, the carrier may replace a forwarder/broker, and this seems to be happening.

Forwarders have always been part of our base cargo for many years, and our philosophy is to be neutral in those areas.

With agency agreements we try to accomplish a few things that work for both agent & principal as often both parties have established relations with the same clients. While being in a restrictive market such as Russia, naturally we have relations for long periods of time but we also realize that although we have good relations with major clients, we cannot always service with a physical face/face relationship.

Also on certain moves even if they were House A accounts there are still services an agent would have to perform and be paid for. We normally will first review our active accounts like “A” House accounts. Second we establish an account list by name, analyze our activity or inactivity with that client and come up with a commission that works for the agent and principal.

So far, we really don’t wind up with many disputes or different opinions as, having been an agent in many trade routes ourselves, we realize if the agent does not make a reasonable profit it will not work and we both have lost time and a chance to form an agent relationship.

As I said earlier, we try to come up often, not with just a general percentage on everything, Russia is a good example where a relationship, when established, you want to keep on stable footing. Also, it is common that based on Terms of Sale, control could be in Russia, where we have our own staff, mostly long term employees.

We secured an account last year for about 7,000 RT where they had been moving the freight Russia-Houston then inland USA. However, the Russian shipper, who had control, would not make any moves without approval by their Miami receiver that arranged the release from the pier, trucking etc. The receiver estimated to maintain his present costs ARRC would have to drop our rates which, overall was about \$10 higher than his overall cost STP-final destination USA with his present costs.

The cargo, based on existing rates would not be worth-while for us to take that kind of a hit on. We worked

with our stevedore and Terminal and at the end of the day we dropped our ocean rate \$5/mt, the terminal dropped their cost (to us) \$3 per ton, and the stevedore dropped his rates \$2 a ton.

Working jointly we were able to come up with rates/service that made us competitive and win the cargo. We are flexible on dropping our rates or increasing them to accommodate forwarders-shippers or agents.

This is just an overview with a few circumstances of our trade lane being a little different than most, and it cannot only be done by territorial designation. We, as I said, have no problem paying a commission wherever it makes sense. We don't hesitate to give percentages on cargo we may already be handling but do not go with a blanket territorial commission.

Some of the clients we have already tied in with s/c usually tied in to December 31 to make all commitments like minimum volume etc. As we progress can refine some of the issues as needed.

ARRC maintains our own staff in most ports. We have about 40 of our own staff in St. Petersburg, five in Moscow, 10 in Odessa, 25 in Montreal, eight in New Jersey, and five people in Houston.



Who owns ARRC?

ARRC has been a private USA company since our inception in 1995, and we have had the same owners since our start.

Looking into your own crystal ball, what do you see with regards to breakbulk shipping in/out of the markets you serve, and could you envisage opening new routes, too?

Russia-USA: While import from Russia is still holding strong, export is down. There is a strong indication that the export will pick up after the November 3rd Presidential election. Most indications are positive. We attend many of the Department of State & Commerce activities in Washington, and this is what we hear. Despite media comments, no doubt both Russia and the U.S. want trade to be normalized and strengthened. Trade is a powerful tool for political pressure, but we have seen the sanctions take a toll on relations. As a result, many of the sanctions put in are either shortly thereafter taken off the overall sanction list or continually extended under pre-sanction provisions.

We are always open for new trade routes, but as with all breakbulk operations, we look for a base cargo to allow a new route to have some financial stability.



How is it best to get in touch with you?

Atlantic Ro-Ro Carriers Inc.,
 95 River Street, 3rd Floor
 Hoboken, NJ 07030
 Tel: 201-356-2300 Direct: 201-356-2310 Fax: 201-356-2299
 Email: ricks@arrcm.com
 Web site: www.arrcm.com



Lastly, where are the shipping rates, etc. being decided or would local offices/agents have their own decision-making power?

Each local office does have the ability to quote directly based on a matrix we give them. Otherwise, central pricing would be unable to cope with the volume. However, should a local office run into an issue, Central Pricing or the senior person in the office of origin will call ARRC Headquarters to see if any flexibility is possible for the original quote.

Please keep in mind that we often get as many as 10 forwarders/NVO-OTI all calling/bidding on the same cargo, and according to our U.S. rules, we must be uniform in our quotes. However, upon a firm commitment from whoever is awarded the cargo (forwarder, etc.), we can adjust the quote for the firm booking or Service Contract.

Freight payments/receivables are controlled by our central financial programs that allow us to monitor all payments or receivables before the release of the cargo. (as per our FMC Tariff)

We have strict Compliance Policies and a Code of Conduct. This is also one of the reasons we did not use agents in Russia but went the route of our OWN personnel. We preferred not to farm out those requirements to an outside entity where we would not have total control of the activity.

Additional resources:

[A bit about the history of ARRC Line](#)
[CISN Shipping Group Introduction](#)

COSCO Shipping Specialized Carriers

Editor's Note:

COSCO is open for business now more than ever when their pillow, the Chinese market, is severely affected. Thus try to approach them for business even when not involving any transport to/from China at all. They DO have the tonnage needed.

Speak to:

MR. Yufei Shen (沈宇飞)

Marketing and Sales Center

COSCO Shipping Specialized Carriers Co., LTD.

中远海运特种运输股份有限公司

TEL: 0086-20-38161180

MOB: 0086-18933924996

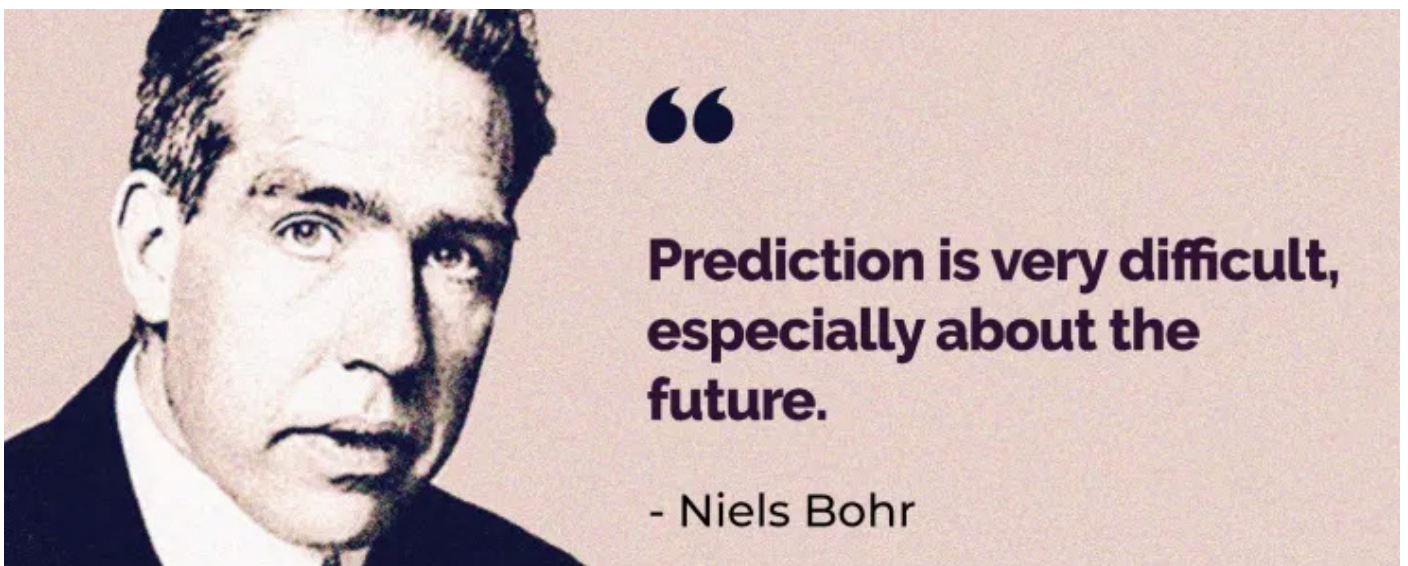
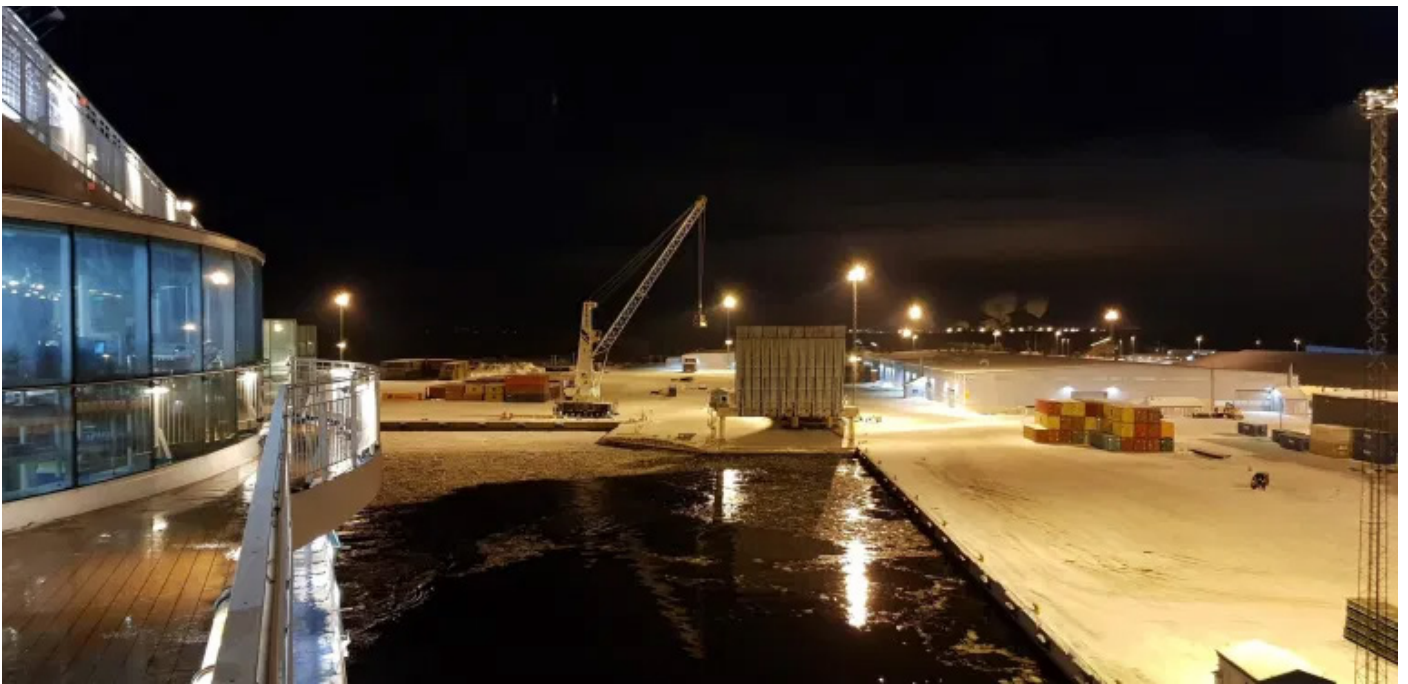
EMAIL: SHENYF@COSCOL.COM.CN

Website: <http://www.coscol.com.cn/>



Editor's Note:

Kemi, Finland some 150km from Santa Claus village here at minus 28C from onboard Birka Cruise Line returning to Stockholm.





WEEK #11 – 2020

February 20, 2020



Editorial

Dear Readers,



It is Thursday, the 12th of March, and it is time again for our newsletter.

I don't wish to be a Pete Repeat, but it does seem that the corona virus is on everyone's agenda at the moment. Events are being postponed or cancelled, flights have never been as cheap as they are now, and tickets have never had as few restrictions to change as now is the case.

The latest report from China that I got tells me that things are improving, so now it is a question of whether the information from China can be trusted or not. Given the size of China, which sometimes is overlooked by foreigners, it does mean that there could be doubt about what we are being told by the authorities.

Having said that, it does seem that greater parts of Asia are safer places to be right now than Europe where Italy is standing out as the hardest hit and, as a country, virtually in a lock down mode.

It is impossible even to begin imagining the costs to the world, each country, people's businesses and livelihood of this virus as travel (and thereby travel-related businesses such as hotels, travel agencies, airlines, etc.) and people's movements grind to a halt. Let us all hope, and pray if you prefer, that this virus will be eradicated as soon as possible.

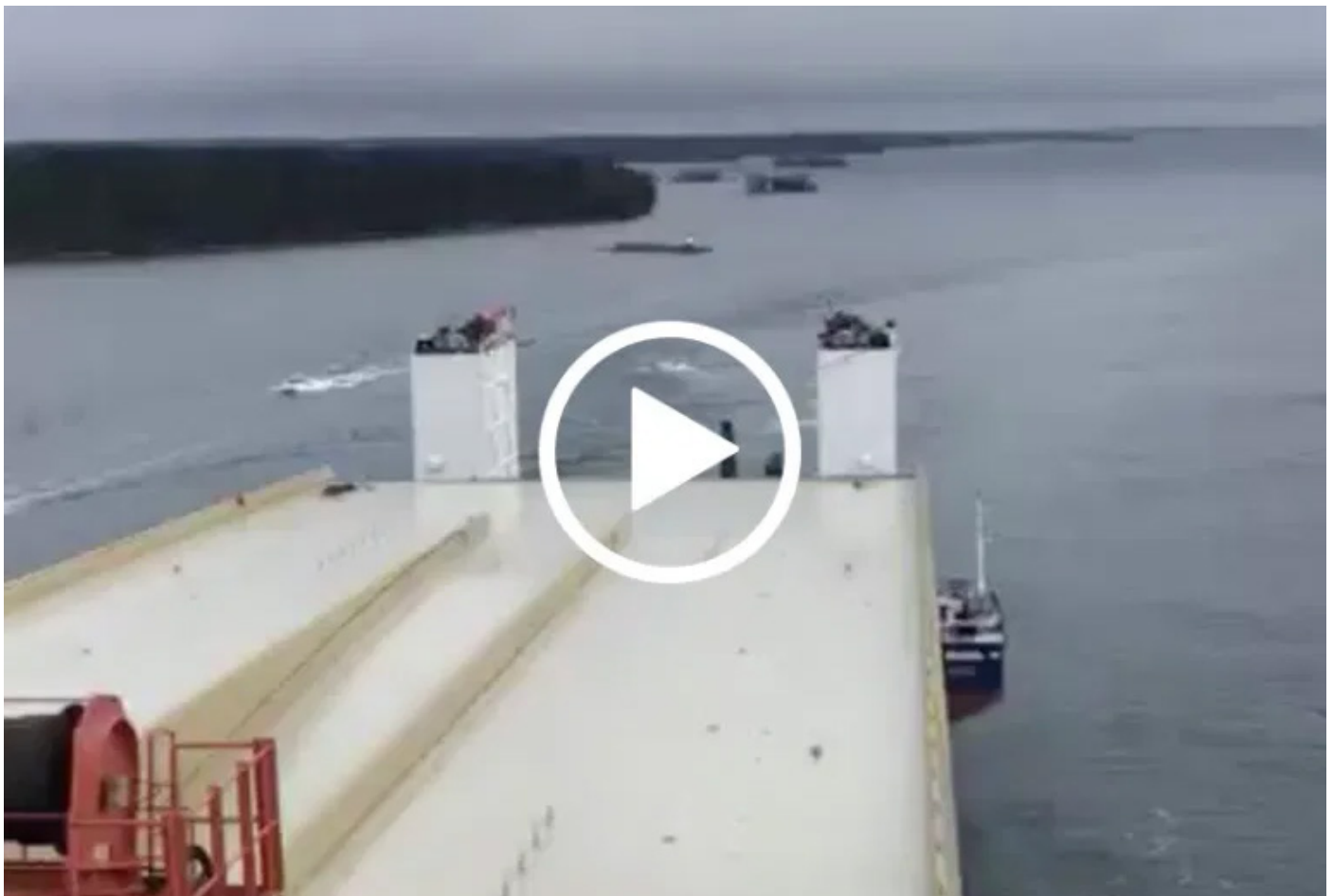
We are all most certainly in the same boat, and in this boat, there is no first, business, or economy class I think. Whether the virus will trigger a collapse of the world economy (or "correction" as they say in the financial industry) remains to be seen, but the fact remains that the world is in debt more than ever before and the easy printing of money, to keep on fuelling and inflating the value of assets, must sooner or later be rectified. There is an interesting [article about it here](#) from South China Morning Post.

On the shipping front, I would like to share a happy moment with you. The heavylift vessels, Zhen Hua 32 and Zhen Hua 33 are both coming to Stockholm this, and the following week. COSCO is handling the ves-

sels via their sub-agents. The manager (now partner and country manager) of COSCO Shipping Lines here in Sweden is Mr. Erik L. Eriksen who was, in fact, my first trainee in COSCO in 1986 when we both moved to Stockholm. He has come a long way, and I am sure that it makes every man proud to see one's trainee and former colleague develop into a capable and resourceful, all-around shipping person, along with the incredible development of COSCO and China, too, of course.



This video shows the 3500 ton heavy “golden bridge” for the Slussen area of downtown Stockholm seen en-route to Stockholm, where you can see it close up passing through the archipelago in Stockholm.



Next week, the Zhen Hua 32 is arriving with giant STS cranes for Stockholm/Norrvik, and, of course, I will be there at the discharging if possible. There is indeed a lot of “shipping” happening here, and I advise ship-owners and freight forwarders to get out of their Gothenburg offices once in a while and visit the capital here by the Baltic Sea!

As a shipping man from 1984, I’m extremely happy to see that AAL – the well renowned breakbulk and project and heavy lift carrier – has launched a monthly liner service from Europe to Asia. With modern tonnage, 25 years’ experience in operating liner services and a long-term plan for the trade – in particular, in light of the names that are now past (Rickmers Line and Zeamarine) – it’s good news for both shippers and project forwarders to have this new option.

[Video Here](#) features one of AAL’s 31,000 dwt A-Class MPVs (the same class of vessel being employed on its new EU-ME/IN- ASIA Liner Service) discharging cargo in Europe, loaded in Asia.

Politically, I have nothing new to comment on, although I am sure that I will soon have food for thought on that score again. Instead, I am happy to tell you a bit about the kind of interviews we have in store for you today. With less traveling, now it is my hope that you have additional time to read more than just the editorial.

I start off with a quick visit to Maputo, Mozambique, and surprisingly, we speak to a Danish, project freight forwarder named Tschudi Logistics Group. They decided to open an office in Maputo, and they tell us their reasoning behind it.

We then elaborate on my recent visit to Dubai where I, as chairman of Cross Ocean Network, intend to invite members to a Dubai Creek Cruise. A famous man once said you need to treat your vendors with respect even though you are the customer. He was right, and thus, Creek Cruises is portrayed and interviewed in this newsletter as we will be using them in October.

Finally, I pay a visit to a Frenchman in Hong Kong, a former shipping man turned author and speaker, and knowledgeable, in particular, about the Silk Road and its influence on logistics. He wrote a book about it called, “Transportation & The Belt and Road Initiative—it’s available on Amazon.

We naturally continue our tradition with trade intel, shipping news, and wise words, and I trust you will find the newsletter interesting. Remember you are always welcome to comment by sending me an email: bo.drewsen@projectcargo-weekly.com

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Tschudi Logistics Group – Mozambique



Interview with

Mr. Thomas Vestergaard
Managing Director



We have interviewed Tschudi Logistics Group before (here and here), but this time we are talking about Africa. What made you look into opening an office in Africa in the first place? Which location did you choose and why?

At Tschudi Logistics, we always try to stay on top of our game. We have followed the development in Mozambique for many years, and last year, we decided that the timing was right to open a physical office in Maputo. Since we have conducted many projects in southern African countries, we already have great local relations. Among others, we are tightly connected with Energy Works in Maputo.

Maputo is the capital of Mozambique but also the hub for white collar business. The main airport is also located here, which means that this is the city to which expats and other international stakeholders most often fly. While most offices are located in Maputo, a lot of the hands-on work takes place in Nacala and Palma as Areas 1 and 4 are located in the northern part of the country. I believe that these cities will attract more people in the future, as the infrastructure is continuously developing, and the newly renovated airport in Nacala is ready to take on a large group of people.

Was it difficult to find the right staff to man your office? How did you go about it because it's a frequent problem I hear not only in Europe but also in Africa—lots of people but still difficult to find the right ones.

At Tschudi, we have a mantra saying that “you can shape your own job and career, if you work for it.” To me, what matters is finding people with the right mindset. Employees with the right mindset and engagement can learn as we go and grow with the tasks they are given. Further, a great personality and skills to meet and engage with new people is essential—especially in Mozambique. Here close relations with business partners and clients are important. For this reason, our business cannot be run from our offices in Europe. We must be present, show up to events, and take part in meetings face to face. To ensure that we do so, I have spent most of my time in Mozambique since we opened the office last year.

We are creating a team with a mix of locals and expats. I believe that this will give a beneficial dynamic working environment as we can draw on each other's knowledge. My experience is that the locals are extremely important to understand the nuances of the local culture—nuances that can benefit our negotiation skills and handling of challenges when they arise. On the other hand, having expats will help us enforce and guarantee that we live up to the standards we are known for in Europe and Asia.



Maputo Port – photo credit <http://www.portmaputo.com/>

How do you see Mozambique as a market overall? It is a big country, with lots of resources, but it also has transshipment possibilities. Does your office intend to get involved in all kinds of project forwarding or will you stick to a few selected areas?

I have worked on several projects in Africa throughout the years. I believe that the key to success is finding the balance between local adaptation and global complexity. In Africa, it is essential to be able to navigate risk in order to explore opportunities—something we have done for many years.

Tschudi Mozambique offers all kinds of project forwarding, purchasing services, and a local workforce in relation to ship management, Offshore & Towage, Ship-to-ship LNG. We benefit from being in a tight-knit group, so we can draw on know-how and resources from the eight other Tschudi companies.



Maputo Port – photo credit <http://www.portmaputo.com/>

Which container ship owners have you found have the best quality of service to/from Mozambique?

Currently, we do not focus that much on containers, however, we see that both MSC and CMACGM are strong, and CMGCGM also offers inland services. We have a tight relationship with Augustea Maritime Transportation in Mozambique. In partnership with them, we are representatives for a total of three barges and tugs. The carriers are: AMT Venturer, 17,400 DWT deck cargo barge and AMT Carrier, 9.025 DWT submersible/deck cargo barge. The tug is: Mythos, ocean going tug, multipurpose field support vessel 4,00 BHP class.



Maputo Port

Have you done some projects there already, and if so could you share some pictures with us? Even if not, as your office is relatively new, could you share some pictures from the ports etc. with our readers?

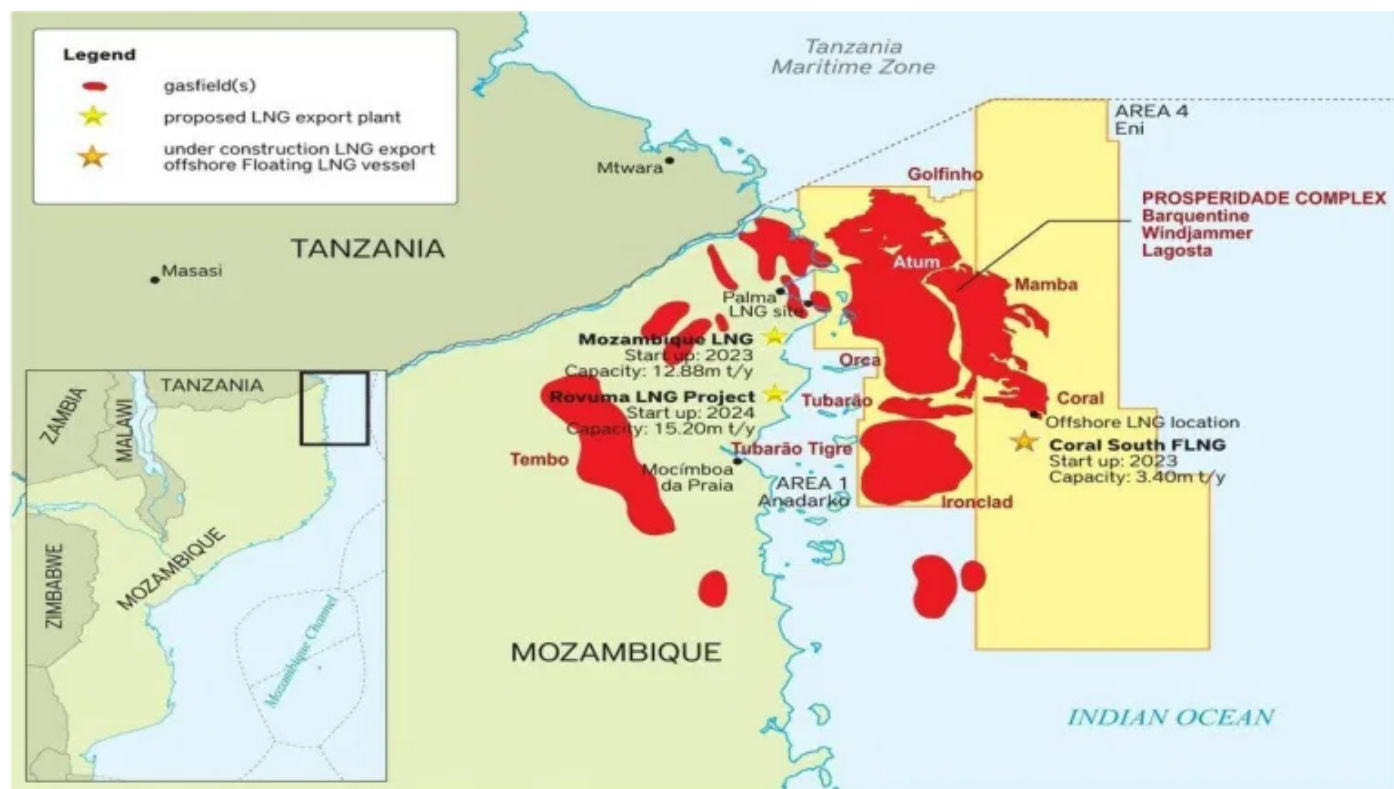
Currently, we are mainly involved in smaller transports of construction equipment and material. However, the tender process for large gas projects is really picking up the pace, and contracts are even getting awarded. With such huge projects both on- and offshore, there will be a great need for logistics services. We, therefore, not only see ourselves as a door-to-door forwarder, but also as a supporter for other forwarders and owners who

are not physically present in Mozambique.

We will soon be able to offer agency services along the coast and not only as today in Maputo.

What is your own impression of the country when you visit there? Which route do you normally take when flying there from North Europe?

Mozambique is currently the 10th poorest country in the world, but it has also been mapped out to become one of Africa's fastest-growing economies. It is definitely clear that the country is under development with the finalization of Areas 1 and 4 constantly moving closer.



Overview of the oil/gas fields of Mozambique – photo credit: [Riviera Maritime Media](#)

Doing business in Mozambique can be challenging at first. I have experienced a lax attitude to time, which can be frustrating as sticking to deadlines is crucial in an industry like ours. To me, that makes it very important to focus on our business culture and our way of working at Tschudi. By doing that, we do our best to uphold the same standard in all the countries we are based. Other than that, Mozambicans are, in my experience, both hardworking and motivated.

I often use the TAP connection via Portugal directly to Maputo or Lufthansa via Johannesburg. The visa process can take some time, but I still recommend travelers to search same upon arrival, it is easy and cheaper. If any require advice or even a form to prefill, please do not hesitate to reach out.

Tschudi Logistics Group is active in all the Scandinavian countries, the Netherlands and now Mozambique. Are you in a further expansionist mode this year?

We have big plans for our office here in Maputo. The development of Areas 1 and 4 (the two offshore fields where natural gas has been discovered) is moving fast, and this means that related areas such as infrastructure and construction for both onshore and offshore will commence soon. We must be ready to offer potential clients logistics solutions, and therefore, we are currently extending our team.

In Europe, we are still experiencing a lot of activity. Our office in Rotterdam reopened a year ago and is already operating with great success. We still do a lot of projects which pass through eastern Europe and the

CIS countries, and in relation to this, we have decided to open a new office in Poland. We expect the opening to happen within the next couple of months, and we are looking forward to adding yet another location to our far-reaching offices still this year.



How is it possible to reach you?

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Mozambique

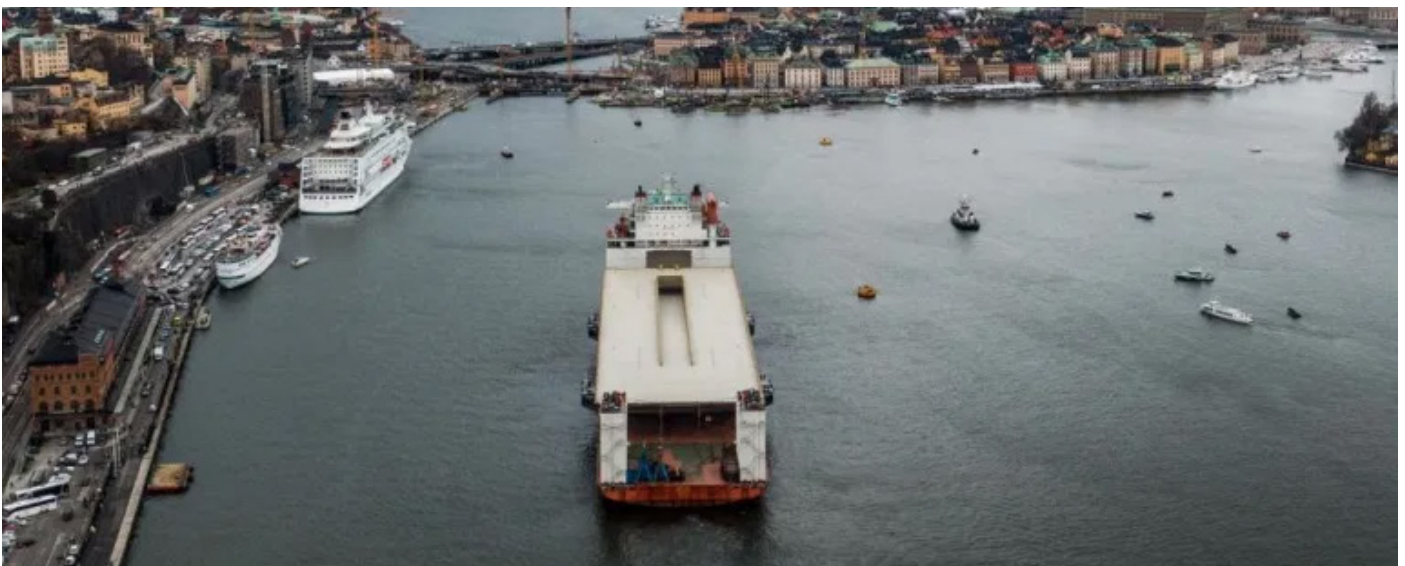
+258 84 824 6588



Onboard the CMA CGM Georgia Close to Rodondo Island

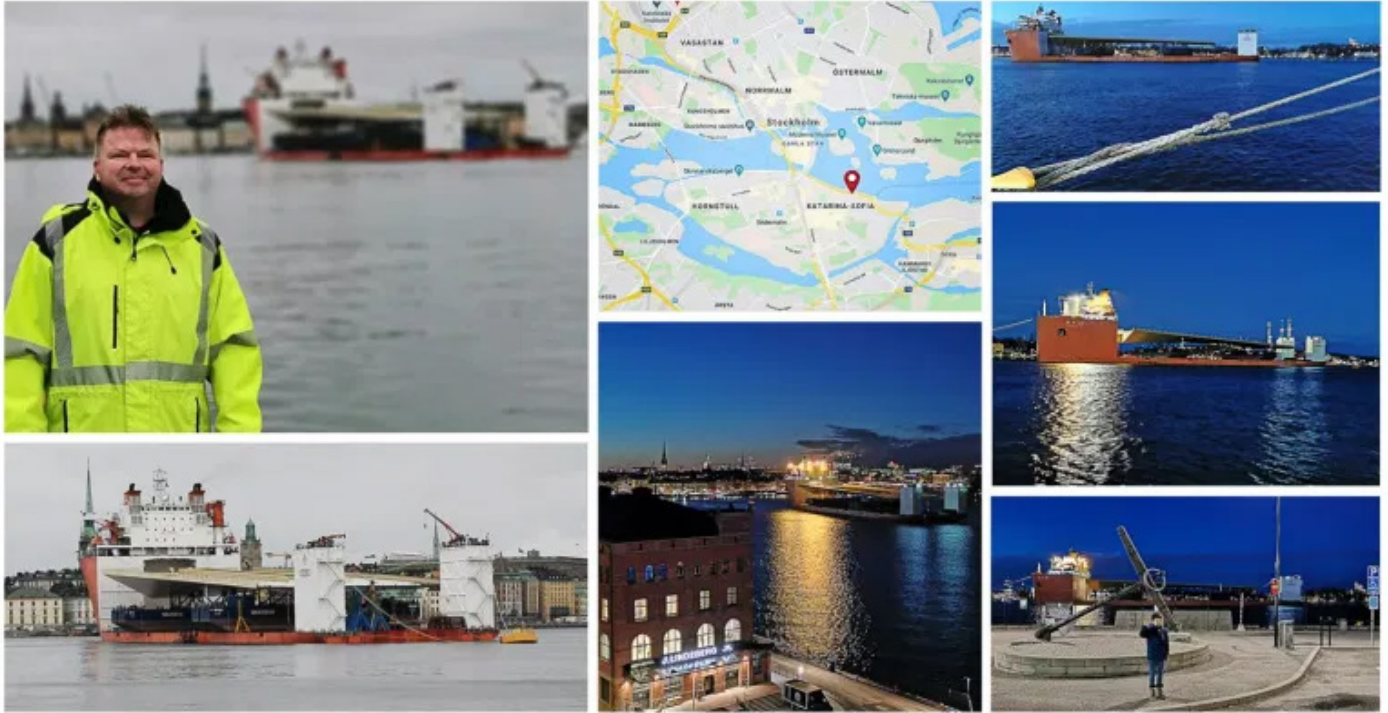
Editor's Note:

Slowly being overtaken by ANL Grippsland south of Melbourne footage taken during ocean voyage holiday last July. www.cross-ocean.com/ocean-voyages/



Editor's Note:

The bridge section for "Slussen" manufactured in China and shipped by mv Zhen Hua 33 arriving in downtown Stockholm yesterday afternoon. The seavoyage took 70 days and was delayed mainly because of rough seas in the Bay of Biscay. Now the job of placing it to foundation remains and how they plan to do it with this 3500 ton heavy and 145 meter long and 45 meter wide piece you can see here: <https://youtu.be/y5JkJC3ZTFc>



Wise Words

“IF YOU KICK A STONE IN ANGER
YOU WILL ONLY HURT YOUR FOOT.”

- Ancient Vietnamese Proverb





WEEK #12 – 2020

March 19, 2020



Editorial

Dear Readers,



It is Thursday the 19th of March, and I am writing to you from the home office.

The home office, although being my normal place of work, is now a reality for most of us. As I understand from my children in the banking sectors in London and New York, it is also a reality for them, and God knows how many other places worldwide.

The corona virus takes its toll around the world, and panic seems slowly but surely to be setting in. Just last week, the Scandinavian Airline SAS asked 10,000 employees (equal to 90% of their staff) to take a forced break from work, and time will show if they will be able to return. A kind of depressed mood has set in, and everything seems to be on hold. All Apple stores outside China have been closed, and Google has some 100k employees working from home currently.

It's a matter of containing the spread of the virus which is also why I told my wife that I can no longer assist her in the kitchen due to the social distance that we need to keep. 😊 (As if I ever did spend much time there doing anything besides eating.) Yet, in a time of crisis and seriousness, somehow life has to go on. We adapt, overcome, and with a good portion of humour, life does get easier.

Perhaps something good can come out of this crisis, too. There will be plenty of time to spend with your family, time to contemplate the life you have lived so far—perhaps for some of you in the fast lane, the rat race, stretching to get this or that gadget. Somehow, it all loses importance when lives are at stake, doesn't it? It becomes a matter of overall health, in particular, when you face an enemy you can't see.

My editorial would be 20 pages long if I listed the events that have been either cancelled outright or postponed, but I can say that AntwerpXL has now been delayed from April 21-23 to September 15-17. There is a press release about it under shipping news. Besides being overwhelmed by coronavirus news and coverage, I did manage to do some practical work today.

I drove to the port of Stockholm/Norrvik which is located some 45 km south of the Swedish capital to welcome the arrival of yet another semi-sub vessel from China organised by COSCO. This time the cargo included 2 ship-to-shore cranes for the new port, and 6 straddle carriers and 2 ship-to-shore cranes for the port of Dunkerque where the vessel is headed later on.

It was a fantastic sight to be alongside, welcoming the vessel together with a lot of other dignitaries, all in yellow jackets and wearing helmets. I shall be sharing some drone footage with you as well in the issue next week, but for now, you can find [pictures and videos here](#) that I was able to take as an amateur using a Huawei P30 pro.

On the shipping front, today, we got two fresh interviews and “resuscitated” one from the archives. We start off with a reputable German company called COLI Logistics. Due to their excellent relationships with owners worldwide, they are able to help anyone it seems. We then pay the country of France a visit, and we immediately rush to the city of the French Connection (a movie with Gene Hackman if you recall), i.e. Marseille. We talk to Martin Bencher France which partly belongs to the Martin Bencher Group and to their local managing director—who is well known to me, as is the company itself. They have done well in a difficult market and have grown rapidly since they started offering project cargo solutions in the conservative French market. We finally revisit the Emirates—or rather Dubai—and speak to MBM Logistics which is a reliable, local freight forwarder superbly connected in the Emirates and beyond.

Rounding off this newsletter, we share with you shipping news, trade intel, and our usual features of the week, including wise words.

Wishing you all health, safety, and happiness.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Interviews



COLI Logistics GmbH – Hamburg, Germany

Interview with

Mr. Patrick Zernikow Managing Director



First of all, Patrick, tell us why you got into shipping in the first place and how you ended up as MD of COLI Logistics GmbH?

Due to the fact that my grandfather was a shipowner, I got in touch with the shipping business very early, actually from the time I was a child. Shipping was always a topic in our family. When I was a child, my father and I went to the port of Bremerhaven and could get very close to the ships. In those days, it was still possible, because it was before 9/11. Even though shipping and logistics is part of my daily life, for me it is still unbelievable how such big ships can keep afloat and carry so much cargo.

After several years working for another freight forwarder and doing some port consulting afterwards, the owner of COLI Group asked me to join COLI in order to set up the logistics division as a service addition of the COLI Group. So now we have brokerage, carrier and logistics under one umbrella.



Who are COLI Logistics today? Who are the owners of the group, and what is the main activity that you perform in shipping? Are you a project freight forwarder, broker, shipping agent or all of the above?

COLI offers brokerage, own operated vessels and logistics services under one umbrella. I'm responsible for

COLI Logistics, and the aim is basically to generate cargo for our own vessels. Yet, we do not focus only on project cargo, but also on FCL (including Flat Racks) and Ro/Ro Cargo. On the one hand, COLI Logistics tries to be the connection part to COLI Shipping and work out other shipping options such as Break Bulk on container vessels and Ro/Ro. On the other hand, we focus on smaller shipments like a combination of Container, Flat Racks and Break Bulk pieces. COLI Logistics operates offices in Hamburg and Bremen. Furthermore, we have a strong internal connection to our offices in Turkey, China and Brazil.



Outside of COLI Logistics office in Hamburg

- ▶ Wider your network to the Scandinavian countries; Sweden, Norway, Finland and Denmark.
- ▶ One contact point for all shipping related enquires to Scandinavia.
- ▶ Cost efficient solutions.
- ▶ Wide range of cargo expertise.
 - ▶ Projects
 - ▶ Oil & Chemical
 - ▶ Dry
 - ▶ Navy
 - ▶ Container



**ALL KINDS
OF VESSELS,
ALL SWEDISH PORTS.**

TSA Agency is a local port agent with global experience.

TSA Agency ensures that customs documentation, declarations, and duties are handled in a timely and efficient manner and that freight forwarding, ship supplies, crew transfers, or whatever other need that may arise are all dealt with in the best possible fashion.

TSA Agency - cost effective solutions, unparalleled quality, and timely service in all Swedish ports.

TSA Agency Sweden AB

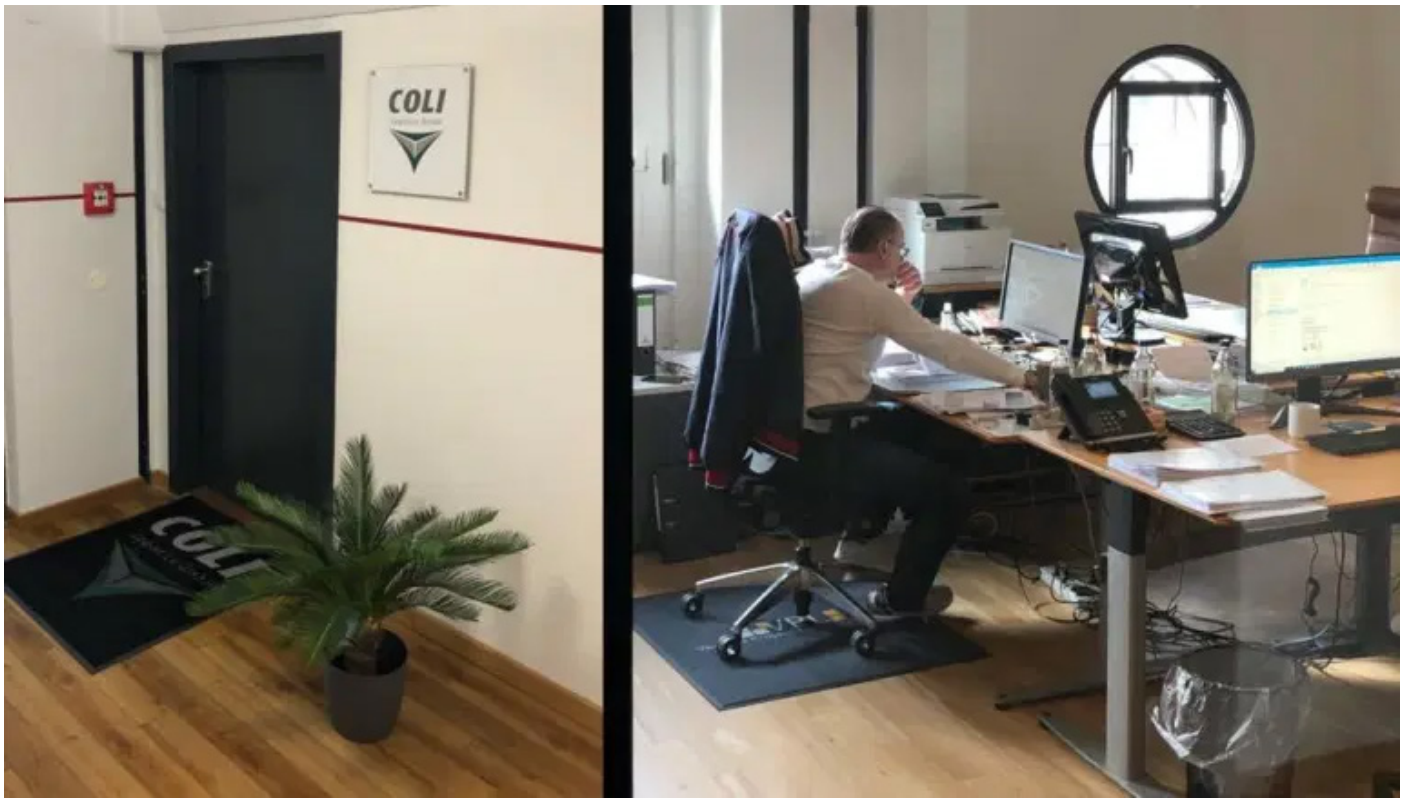
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TSA

**AGENCY
SWEDEN**



The offices of COLI Logistics Bremen

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

Recently, we handled a shipment for our Cross Ocean member, BP Logistics, to Ho Chi Minh City, Vietnam. We were asked to pick up cargo for an attraction park (a Sky Tower) from locations in Germany, Hungary, and France and bring it to Ho Chi Minh City. We loaded some elements on Ro/Ro Vessel (2x), some on Flats Racks (10 x 40'FR) and some in Containers (8 x 40'HC).

Furthermore, we are currently handling a shipment of Brewery Equipment to Brazil. This project includes pre-carriage by barge from Bavaria to Antwerp, Break Bulk shipments on container vessel and Flat Racks and containers. We are also responsible for DAP delivery to two different locations in Brazil.

We are also able to handle import shipments. We handled a shipment from Brazil to Germany. This Break Bulk shipment came in via Ro/Ro vessel, and we were responsible for DAP delivery including customs formalities.

Also for our partner, Wiima in Finland, we have handled land transports from Germany to Spain.



Within the COLI group, you also have a strong brokerage division, I believe, and customers and other project freight forwarders may get help from you in finding suitable tonnage, right?

Yes, indeed! Our brokerage team often asks us to find other shipping solutions as an alternative to Break Bulk Vessels. Case by case, we have to evaluate clients demands in terms of transit time, costs, and handling instructions. Due to our experience of many years in the logistics sector, we know which carriers are strong in which trade, and we have built up strong relationships over the previous years.



Tell us about your offices abroad and your activities outside Germany.

From the logistics point of view, we have very strong offices in Brazil and China. In particular, our connection to Brazil is very strong as this country is an FOB market, so the importance of having an office there is very high. Together with our China office, we have handled cross trades, for example, from China to Africa.

COLI Shipping operates offices in Antwerp, Denmark, Turkey, Dubai, Singapore, and Tokyo.

Are you a member of any networks at the moment? If so why, and have you found such membership useful?

We, as COLI Logistics, are members of CROSS OCEAN. For us, it is important to rely on a network of well-experienced and high class freight forwarders in order to offer our clients local services in countries where COLI does not operate its own offices. Furthermore, this network gives us the possibility to meet each member once a year and exchange information about each country in terms of market situation and also cultural issues.



Business evolves all the time, and looking into the crystal ball, what do you foresee in terms of development of COLI Logistics in the next couple of years?

The next few years will be tough as we have been in the market with our new name for little more than one year. We have to face the challenges of the current worldwide market situation, such as uncertainty, as well as asserting ourselves against competitors.

I'm of the opinion that the human beings behind the company name are still a very important sales argument, and I say this to my team everyday.

Furthermore, nobody can foresee the impact of the current Corona disease today. There will certainly be a deep impact. I hope the world economy and the logistics sector will recover quickly, but the most important thing is that as many people as possible stay healthy.

What is the best way to get in touch with you?

You can get in touch with me via:

Email: patrick.zernikow@coli-logistics.com

Mobile: +49 151 1463 1380

LinkedIn: <https://de.linkedin.com/in/patrick-zernikow-8793b515a>

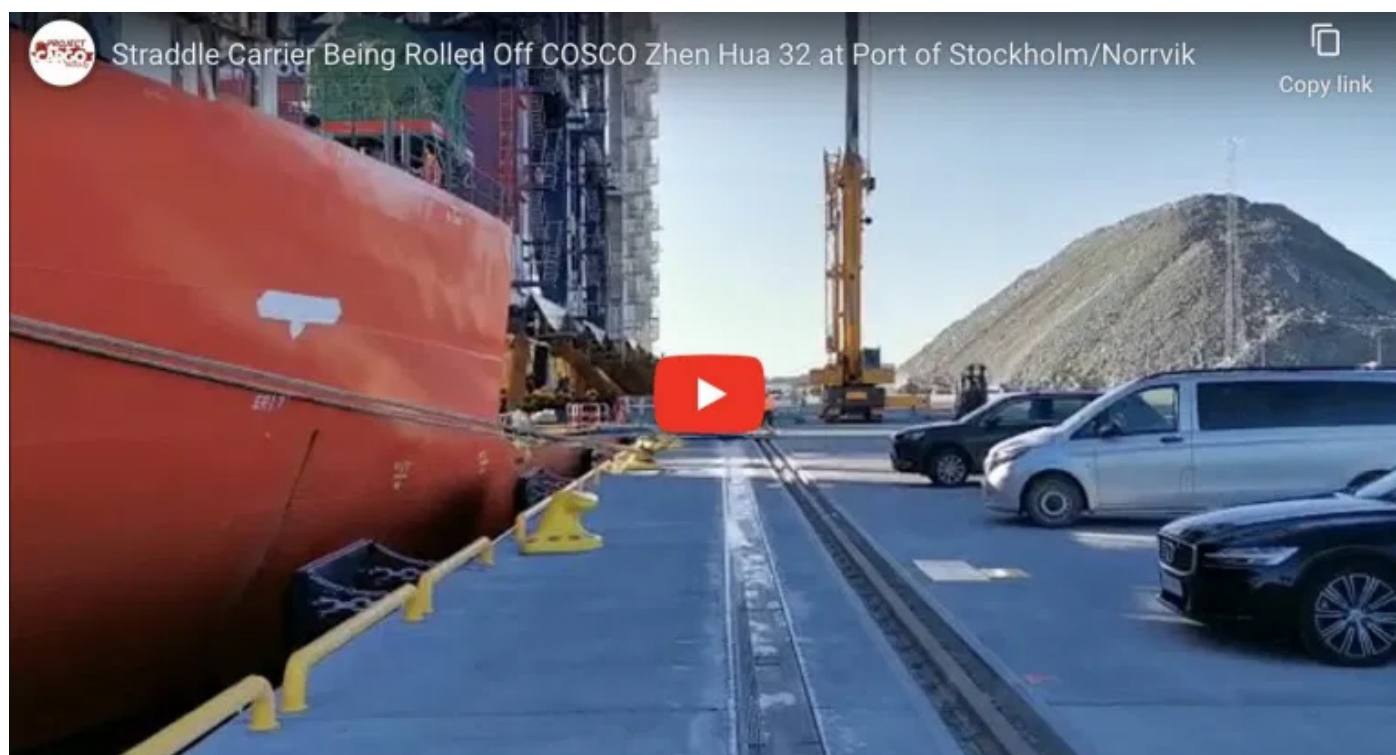


Featured Video

Straddle Carrier Being Rolled Off COSCO Zhen Hua 32 at Port of Stockholm/Norrvik

Editor's Note:

Eight straddle carriers were successfully rolled off the vessel COSCO Zhen Hua 32 to the port of Stockholm/Norrvik on 19th of March, 2020.



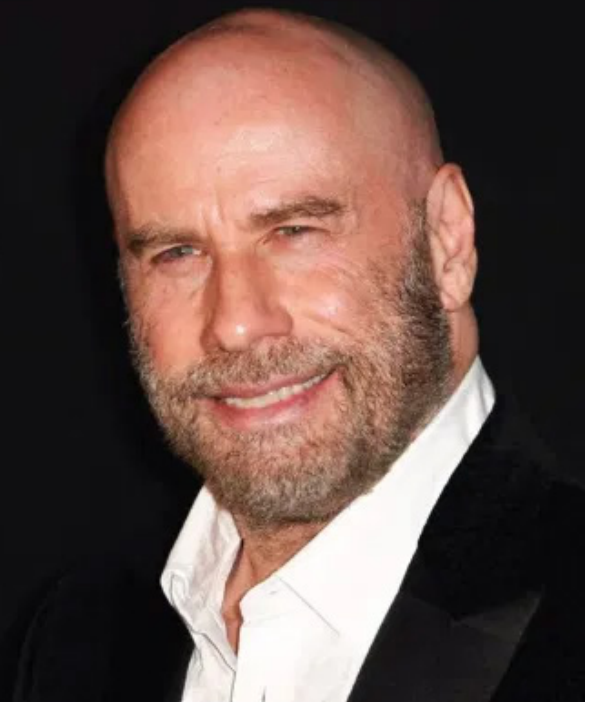
Editor's Note:

In virus times I started to miss flying already!



**“WHENEVER I GET STRESSED
I JUST WANT TO HOP ON
A PLANE TO QUEENSTOWN.**

- John Travolta





WEEK #13 – 2020

March 26, 2020



Editorial

Dear Readers,



It is Thursday the 26th of March and the last Thursday before we enter the month of April. April is normally, at least here in Sweden, a month of more happiness than January, February, or March, simply because spring is in the air.

Yes, spring is slowly entering the air now, but so is an enemy that we have problems facing, and that enemy is the Covid19 virus. Currently, there is no newspaper, news outlet, or TV program that more or less doesn't start with updating the numbers of infected persons and deceased, compared to the day before. Irrespective of whether it is a matter of overwhelmingly older people with some underlying medical problems or not, it is a sinister time that we are facing on a global scale.

It is indeed strange times, and you feel somehow that you are part of a movie in the sense that all the things you took for granted previously have vanished more or less before your eyes, and you are confined to the same place until the authorities tell you to go ahead and mingle again. I have never experienced anything like it, and thinking of the generation after me who most certainly never faced any hardship, for them, it must be mind boggling and scary to say the least.

Here in Sweden, we place our faith in the experts and less in the politicians. Time will judge them both harshly once the smoke clears from this pandemic. Loss of life, loss of livelihood, and loss of optimism for the future will take months, if not years, to heal, and it will bring out both the best and the worst in us all I have no doubt.

Wherever you are and whomever you are with, PCW wishes you and yours a healthy life, with safety and happiness, whilst we mourn those the world has lost. Let us see the lesson learned after this is over, and perhaps we may rethink a lot of what we are doing overall in both life and in business.

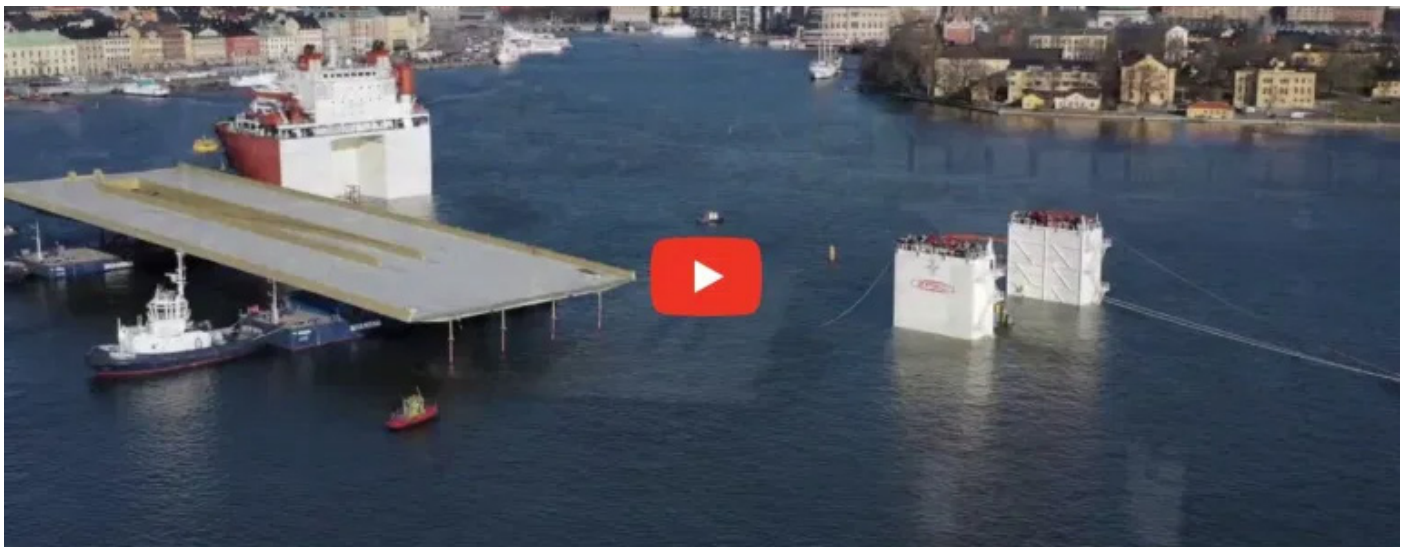
Life goes on, and I would like to share something positive with you from the past week. In spite of the above, the world is still turning, and last week while downtown, I met a very friendly guy at the Stockholm pier. He

was looking into a screen and being fully focused. I asked him jokingly if he was watching a pornographic movie, to which we both laughed, and he told me, “No, I am operating a drone!”

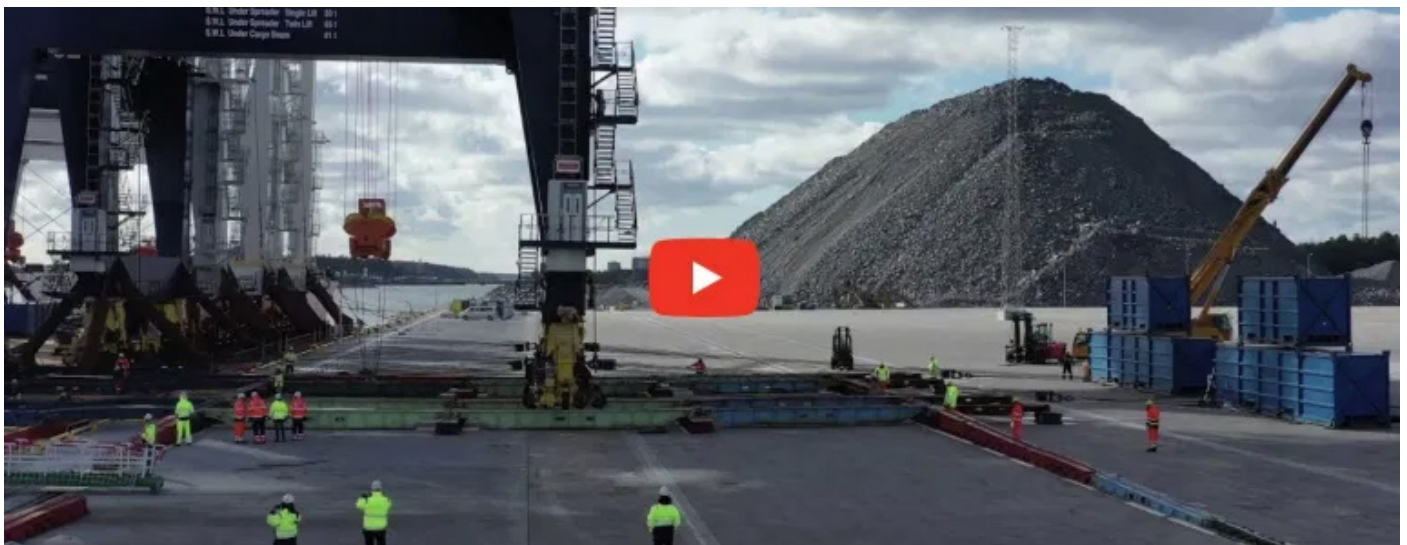
I was alongside the pier because the Chinese heavylift vessel, Zhen Hua 33 had delivered a bridge section of 3500 tons to the Swedish capital. This gentleman and I got along, and since I am a non-technical or electronics type of guy, I was keen to see the kind of footage that can be made using a drone. Whilst it is perhaps not new, it is amazing to see project cargo being delivered from “above”.

The gentleman and I had good chemistry from the start, and since I was also going to attend the Zhen Hua 32 only a few days later with two, giant, ship-to-shore cranes arriving in Stockholm, I asked this local Swede, Micke Andersson if he would join me and film that event also (COSCO Shipping, Sweden quickly agreed, too). Micke readily agreed, and the result, which I believe is VERY worthwhile looking at, is here :

Footage of the discharge of Zhen Hua 33 with 1×3500 ton 145×45 m piece for Slussen Golden Bridge in Stockholm



Footage of the discharge of Zhen Hua 32 with 2 STS cranes and 8 straddle carriers for Norrvik Port/ Stockholm



Enjoy this amidst all the news of gloom and doom, and be impressed. Feel free to contact Micke Andersson at: hello@bydrone.se / Mob: +46704057158 / www.bydrone.se

It turned out that Micke is, by profession, a professional DJ. If he has a similar high level of skills being a DJ as he does at his drone hobby, I will certainly invite him to be the DJ at the enormous party I am going to host once Covid19 is in the past! And just for the record, there is no kickback agreement. I simply liked the guy

and his work, so if you have a drone job, you want to contact him, no matter where the work will take place. Networking can be great, and luckily, that is most of the time!

Now to the business section of my editorial because although I cannot travel and I am confined to working from home, so much of our lives is on online. Thus, I have managed to secure two fresh interviews for you, and one from the archives.

We start off in our neighbouring country – the land of an incomprehensible language and 70,000 lakes, but with excellent seafood, and fewer talkative guys – Finland. I spoke with Scan Global Logistics in Finland who are a strong player locally, and through its global reach, is able to find solutions for both project and general cargo.

We then turned our focus eastwards to a land of beautiful women, excellent food, and an Asian tiger, with a resilient population that beat the western powers several times. That country is Vietnam.

Logistics provider, BP Logistics J.S.C. told us about what they do in Vietnam, and having dealt with them just recently in business, I can verify their claim of being efficient and trustworthy.

We round off our interviews this week with one from the archives of PCW, and this leads us to the land of curry and the quote “no problem, sir” but also a land of beauty and extremes—India. Neptune Container Line tells us a story about logistics in their country. We finalise the newsletter with shipping news, trade intel wise words, and our usual, featured picture and video of the week.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Interviews

BP Logistics J.S.C. – Ho Chi Minh City, Vietnam

Interview with

Ms M.T. Binh
CEO



Ms Binh, tell us first, please, when you started the company BPL?

BPL was set up in Feb. 2017, but our teams have been together for several years.

There is a lot of competition in Vietnam. Why do you think that BPL has advantages and is a good choice for customers?

Yes, there are a lot of forwarders and logistics companies in VN now. However, we have our own strengths. Although we are a small company, we are serving some of the biggest groups in Vietnam, such as Vingroup or Sungroup; Novaland which specialize in real estate; entertainment places such as Wonderland, Casino; etc. It is thanks to not only our relationship, but also mostly based on our experience, ability, honesty, and enthusiasm. We are always willing to support our clients even if the project doesn't earn us any profit.

We do not have a great quantity of clients, but we have high quality clients!

We make sure to maintain our reputation not only to our clients but also to our sub vendors, so that we are working together in win-win situations!

However, we know that it is not enough! Our road is still very difficult in this intense competition. Our challenge is finding more qualified clients.

Joining Cross Ocean Network is one of the ways that we can increase the exposure of our company name to the world and thus have more opportunities for new clients.

Thanks very much for your help !



How is the economic situation in Vietnam at the moment? There used to be a few state shipping companies in Vietnam such as Vinatrans and Vietfracht. Do they still exist, and if so, do they play a role at all in Vietnam today?

Here is the Vietnamese economy through my eyes: We are confident in the development of our country. We have more and more advantages to attract FDI. Many factories have been moved from China to Vietnam. The domestic Economy is also developing. I believe that we are on the right way!

Vinatrans and Vietfracht were the 1st state-owned forwarders of Vietnam. They still exist but do not play a big role any more since the Vietnamese government opened the sector to private national and foreign forwarders. They are not our competitors because we have different sections of clients.



Can you provide our readers with some examples of project cargoes that you have handled?

We have handled many projects, among which we can list some as follows :

PROJECT / PRODUCT/SERVICE OFFERED

VINPEARL PHÚ QUỐC RESORTS & HOTELS

Import Clearance and Multimodal Transportation

CASINO CORONA IN PHU QUOC

Import Clearance and Multimodal Transportation

VINPEARLLAND NAM HỘI AN

Import Clearance and Multimodal Transportation

VINPEARLLAND NHA TRANG

Import Clearance and Multimodal Transportation

HÒN THƠM PARK, PHU QUOC

International Transportation from FCA EU to CIF Ho Chi Minh, then Multimodal transportation to Hon Thom, Phu Quoc.

VINPEARLLAND PHÚ QUỐC MỞ RỘNG

Import Clearance and Multimodal Transportation

SEA WATER FILTER SYSTEMS

Import Clearance and Multimodal Transportation

VIETJET AVIATION ACADEMY

International Transportation from FCA EU to CIF Ho Chi Minh, then transport to Vietjet Aviation Academy in High Tech Park, Dist.9 in Ho Chi Minh City



Customs clearance and corruption—is that a problem at all in Vietnam nowadays?

We have been submitting customs declarations through the VNACCS system, so now, the situation is much improved.

The problem is that when the exporters complete the documents, they often leave out information. Documents with insufficient details will cause difficulty and more costs during customs clearance.

For example: For a machine, the exporter should show details such as model, brand name, capacity, etc. Without the details, we will have difficulty during the customs declaration procedure.

Tell us more about the ports of Vietnam. Which ports are mainly used for project cargoes such as heavy machinery, OOG, and so on?

In the South

- Container OOG: CMIT in Vung Tau, Cat Lai Port
- Heavy machinery in breakbulk: SSIT, PTSC Phu My, ODA... in Vung Tau, Ben Nghe, Lotus, Tan Thuan... in Ho Chi Minh City
- RORO vessel: SPCT Hiep Phuoc in Ho Chi Minh City

In the North:

- Haiphong port : Hoang Dieu terminal, Đình Vũ.

In the Middle of the country:

• Although Danang is the main port of the middle section of the country, heavy machinery comes to Dung Quất more. There are PTSC Dung Quất, Gemadept and Doosan Heavy Industry terminals in Dung Quất.



If our readers would like to get in touch with you, what are their options?

You can contact me as follows:

BP LOGISTICS J.S.C

Address: 5th floor, 17-19 Hoang Dieu, Ward 12, District 4, Ho Chi Minh City, Vietnam

Tel: 028-39451715

Cellphone: 0903751596

E-mail: binhmt@bplog.vn

Skype: binh04Aug

Website: www.bplog.vn



Featured Photo



Editor's Note:

From project forwarder Hitpound, Xian – an open loop scrubber system being shipped onboard mv Dong Xiang from Shanghai to Singapore. <https://en.hitpound.com/>

Farewell 'Orange Roughy'

Editor's Note:

A farewell here to an Australian icebreaker – icebreakers you normally associate with Finland, Russia or Canada but hardly Australia. Still, down under after Australia the next stop is indeed Antarctica.



“

**Better than the
young man's
knowledge is the
old man's experience.**

- Famous Tibetan Proverb



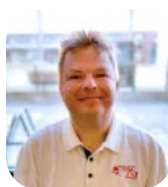
WEEK #14 – 2020

April 2, 2020



Editorial

Dear Readers,



It is Thursday, the 2nd of April, and Project Cargo Weekly is hopefully at your inbox again.

The past week has certainly not seen much traveling, not even domestic traveling here in Sweden, let alone even in the capital of Stockholm. Although we are not in complete lockdown mode like so many countries around us, there is very noticeably much much fewer people on the streets, in the shops, or anywhere for that matter.

Lockdown seems also to have played a role in the much acclaimed EU solidarity pact, but it turned out to be hogwash because shipments of PPE equipment, although paid for, were either stopped for export by Germany or France or simply stolen enroute. EU cannot find common ground when it comes to migration—and certainly not when it comes to life-threatening pandemics—and it does create one important question: WHAT is the use of paying enormous amounts of money to that bureaucrat-ridden gravy train in Brussels ?

Well, at least one thing is for sure, the ridiculous waste of taxpayer money by moving the parliament once a month for 4 days from Brussels to Strasbourg (due to what I have been told was a stubborn French demand) has stopped for now. Let us hope that we rethink many strategies on both national and international levels after this virus.

As far as the PPE equipment, though, Chinese suppliers have in some cases “come to the rescue”, but only to have their products of PPE equipment rejected for inferior quality by governments who have scrambled to fill the huge demand. If anyone can clamp down on rogue traders or substandard suppliers like that it is China, so China, fight them as you did the virus, please! Here is an [interesting article](#) in the South China Morning Post that gives us food for thought on our leaders whether they are national, EU or international.

Trying to say something else in this editorial is a bit difficult, but I am a keen believer in trying to continue to work with what one can, regardless of the situation around you. As they say in AA, why bother about things

that you cannot change?

Here's an example. Today, it is the 2nd of April, my ex wife's birthday (born in 1976). Yesterday, April 1st, it was my current wife's birthday (born in 1976, too). In the beginning, it was a hassle to remember to send the right flowers on the right dates, but I have now, after some years, gotten the hang of it because again, it's yet another thing that won't change.

Thinking about the current situation again, I do keep social distance which means that I am unable to help with both the kitchen work and vacuum cleaning, so yes, it is quite an ordeal. Whilst on that note, I do believe that with a lockdown mode of the severity we are seeing, it does put quite a strain on relationships. They are now being put to the test. Already warnings are out in Australia and the UK to buy less alcohol, and in my native country, Denmark the shelter for battered women is seeing an increase in their "cases". Scary but true, and the saying that a crisis brings out the best and worst in people is very true!

Business-wise this week, I have also some sad business news to share. A friend of mine with more than 40 years in shipping, logistics, and networking, Mr. Henrik Christensen passed away due to an aggressive form of cancer. I have written a small "tribute" to him in memoriam below.

Moving on, we have managed to get one interview, and that is with the Port of Stockholm who tell us about their plans for expansion now that they are about to open the new deepwater berth at Stockholm/Norrvik with brandnew STS cranes as shown to you in last week's PCW.

We then add an interview from the archives with a well-renowned shipowner, SAL who has a capability like few others for engineering and heavylift shipping. They just recently, I believe, even ordered new tonnage.

We end our newsletter with shipping news, trade intel, picture and video of the week, and wise words, and we send you our best wishes about safety, security, and health for all.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Interviews



Cargo Ports of Stockholm – Sweden

Interview with

Mr. Nicklas Ebersson
Marketing Manager



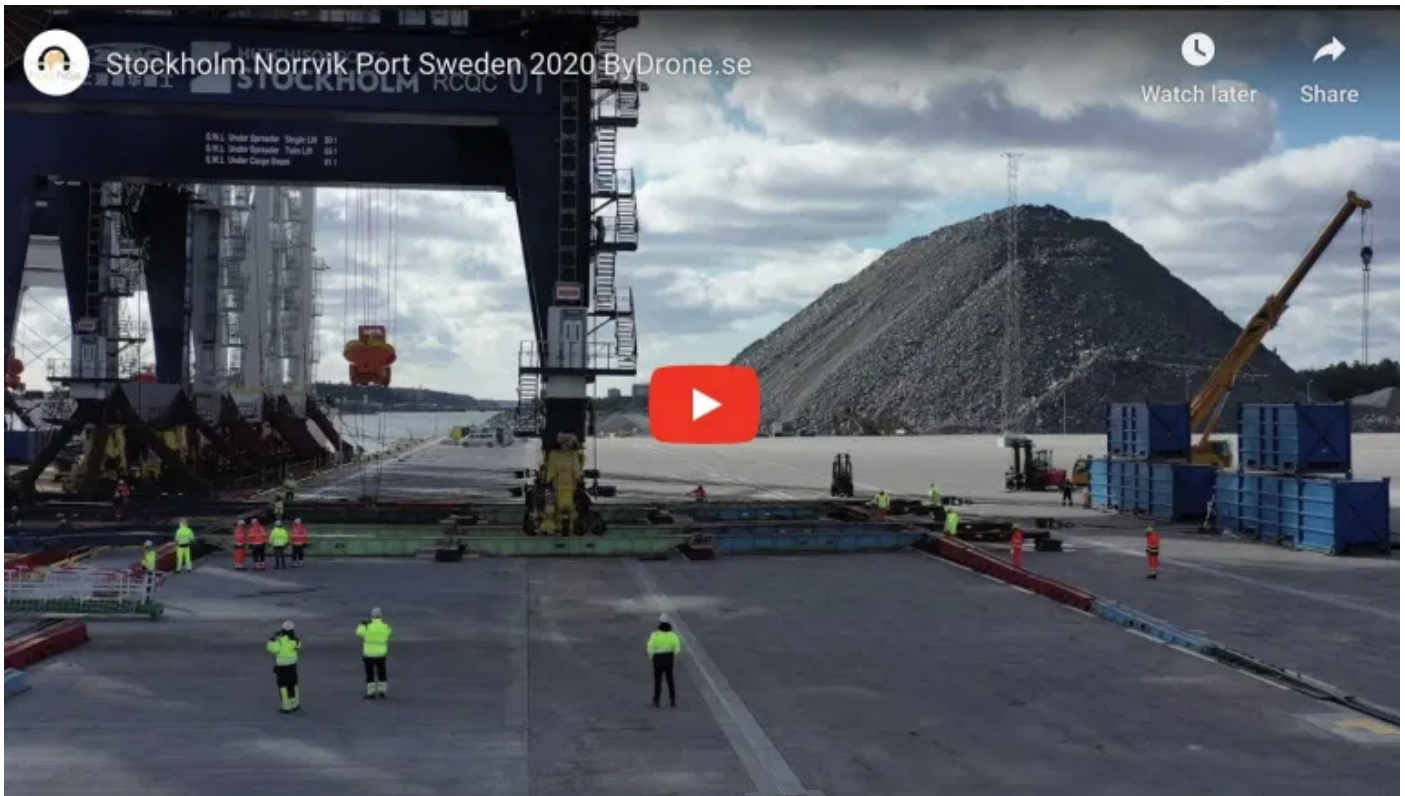
First of all Nicklas, kindly explain to our readers what Ports of Stockholm mean? Does it mean that you have more ports in the area or more ports under your responsibility? Please outline for us where the ports are or will be in the future.

That's correct! Ports of Stockholm consists of a number of different ports within the greater Stockholm area. From Kapellskär in the North to Nynäshamn in the south, and as of the 4th of May this year, we will open the brand new cargo and container port, Stockholm Norvik Port. We are pleased that our ports are located in one of the world's largest growing area in the world—Mälardalen. 50% of Sweden's consumption takes place in the Mälardalen region, and therefore, we are pleased that cargo is arriving by seas as close to the end customers as possible. It's a more sustainable solution compared to land and other modes of transport.



We saw that you recently received two new straddle carriers and also new ship to shore cranes. Tell us more about that. How big of an investment is that in fact? What are your plans for this brand new equipment?

The container cranes are now in place at Sweden's newest freight port, Stockholm Norvik Port. The super-post-Panamax cranes are the largest on the Swedish east coast, and they are adapted to handle the largest container vessels operating in the Baltic Sea. With these cranes, we can even receive main liner calls on the East Coast of Sweden. Our ambition is that the customers trafficking our existing container port in Frihamnen, will start sailing to Stockholm Norvik Port, and we also expect new customers coming to our new port.



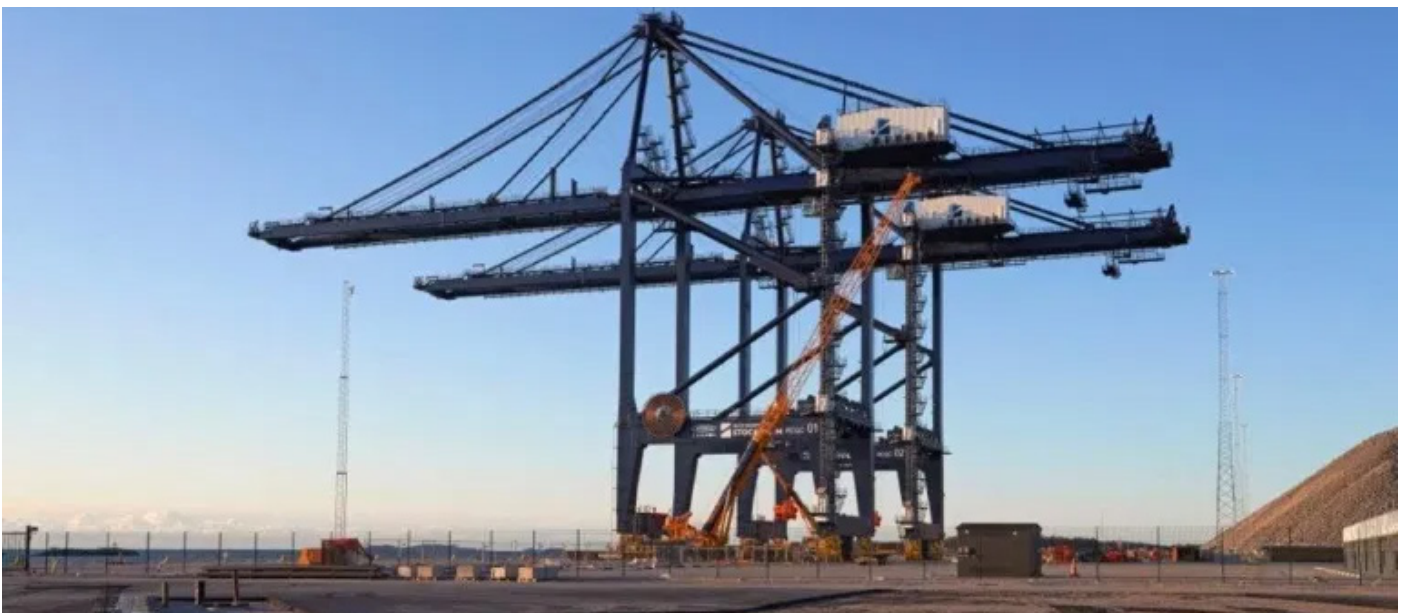
Stockholm Norrvik Port Sweden 2020 [ByDrone.se](https://www.youtube.com/watch?v=...)

Stockholm is the capital of Sweden but has a strategic location in the Baltic Sea. Looking into the future, could you envision Stockholm as a transshipment hub to other Baltic ports perhaps?

Definitely, in particular in the long-term. Stockholm Norrvik Port was built to serve the coming 100 years or so, with the ambition that it will be a game changer, not only in the Nordics but for the Baltic sea in general.

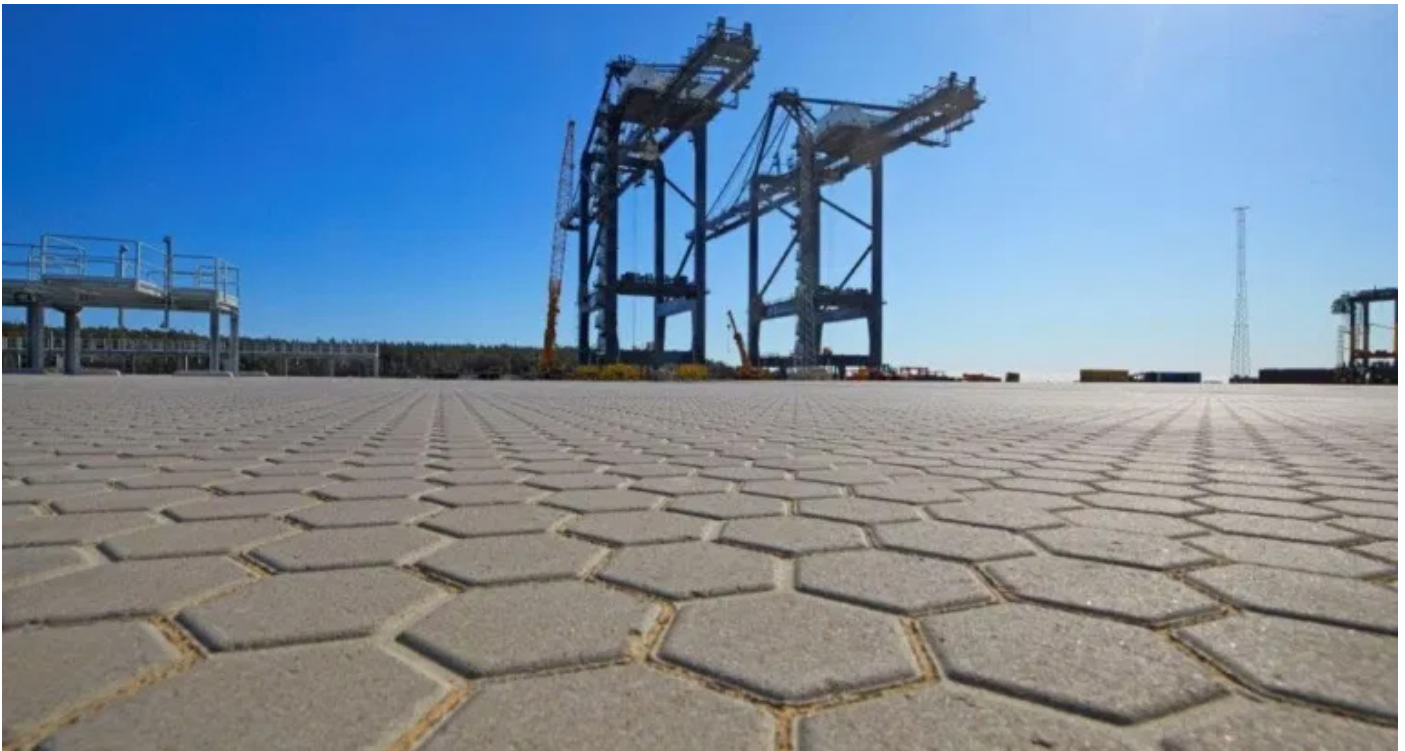
There is a huge amount of ferry traffic between Stockholm and Finland. Tell our readers, please, about the size of the ferry passenger traffic, and how often there are actually ferries between the two Nordic states and also some of the Baltic states.

Ports of Stockholm is handling approximately 12 million passengers per year, which makes us one of the largest passenger ports in Europe. The largest passenger traffic is between Sweden and Finland, with roughly 15 departures per day. In addition, our customers do have daily departures to Estonia, Poland, and Lithuania, and weekly departures to Russia.



If I was a shipowner wanting to get rates for storage, handling, and calling at the Port of Stockholm whom should I speak to? I understand that there is a deal in place with Hutchison Ports. Can you explain how this arrangement is set out and who does what?

Please email me at nicklas.ebersson@stockholmshamn.se. I'm available anytime to discuss business possibilities. Yes, Hutchison Ports is the dedicated container handler at Stockholm Norvik Port. Parties can contact Hutchison Ports, Stockholm for stevedoring activities. We are pleased to cooperate with the largest independent container handling company in the world. Hutchison's relationship with shipping lines and their professionalism definitely helps attract new customers.



How long did you work for Ports of Stockholm yourself? What is your own background?

I have been working for two years at Ports of Stockholm, and my background is from the freight forwarding industry. So, it feels great to bring some of the knowledge I have from the freight forwarding industry to the port side of the business.

What are the options for people to reach you?

My contact information is as follows:
Nicklas Ebersson, Marketing Manager, Cargo
nicklas.ebersson@stockholmshamn.se
Tel: +46 8 670 26 73
Mob: +46 70 770 26 73
Stockholms Hamnar
Frihamnsgatan 21-23
Box 27314, 102 54 Stockholm
Växel: 08-670 26 00
www.stockholmshamn.se



Stockholms Hamnar

Shipment from Long Beach to Surabaya on BBC Emsland

Editor's Note:

Traditional breakbulk cargo loaded on a BBC vessel from Long Beach to Surabaya, kindly contributed by American Export Lines. The cargo was crated generators for the huge island nation of Indonesia.

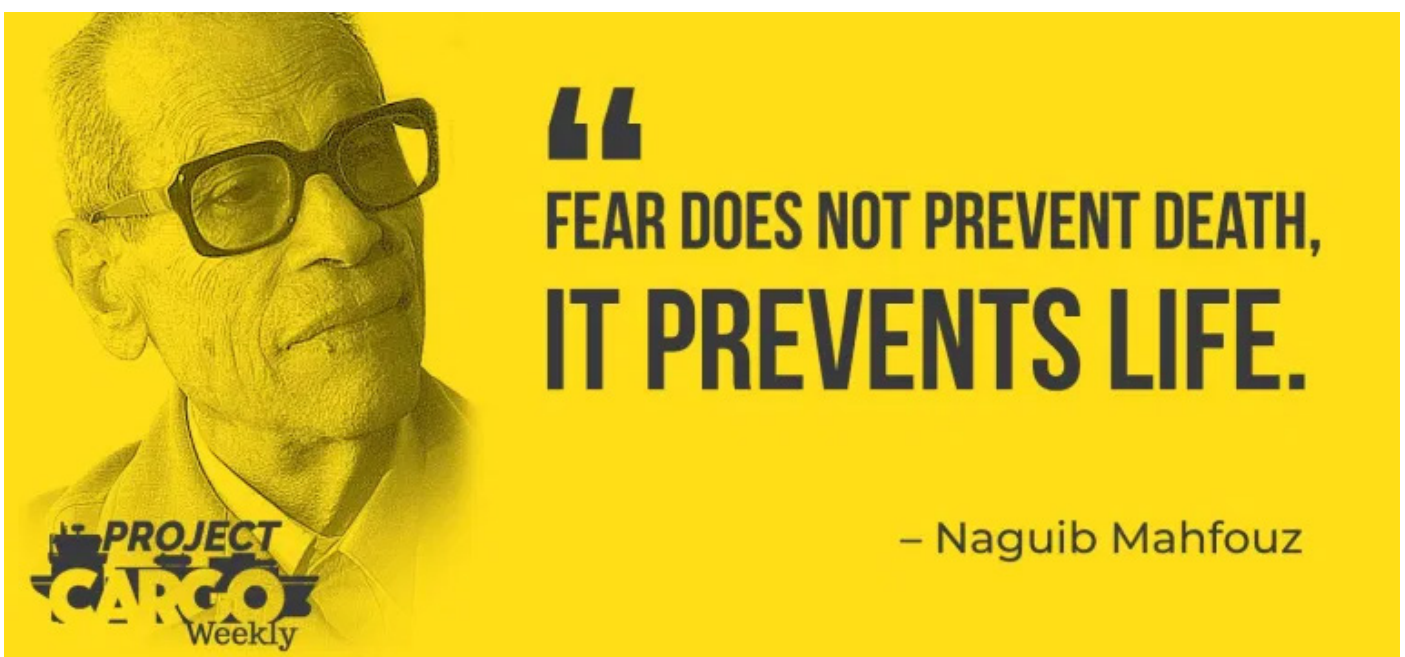
American Export Lines: www.shipit.com



COVID-19: Aviation's Fight For Survival

Editor's Note:

Although it is not shipping directly, we all depend on air travel to get to and from meetings. In view of the COVID-19 crisis many airports have shut down, airlines have grounded nearly all their flights and the skies are cleaner than ever before, which can be seen in the pollution indexes, especially over China and Europe. Here is an interesting video by Sam Chiu that highlights the huge change in air travel due to this pandemic. We at PCW hope that things will normalise for all of us soon.





WEEK #15 – 2020

April 9, 2020



Editorial

Dear Readers,



It is Thursday the 9th of April, 2020. In Denmark this date has a special meaning. It was the very date in 1940 that the Germans occupied Denmark during the Second World War.

History repeats itself, or so they say, but let us hope not. We still remain a flat country, easy for tanks to roll through on the way north, and the highest “mountain” only lifts itself off the ground by about 147 m or so.

Nowadays, we are mainly “invaded” by the Germans arriving in their cars which they can buy at about 1/2 the price of a car in Denmark, and although they do add a lot to our tourism income, they also are known for bringing most of their necessities with them. I don’t know whether it’s because of our traditionally high price level or their stinginess.

We are good neighbours nowadays, however, and Denmark did get off “lightly” in during World War II as opposed to many other countries in the world. I just finished reading a book about Stalin and his utter failure to beat the Finns during his winter campaign. A former customer from Finland (a veteran) once told me whether you fry a Russian in butter or in oil, he remains a Russian. So for the older generation up there and perhaps around the world, they won’t forget the aggressors from the past.

NATO, the European Union, etc. all are supposed to symbolize unity, but with the on-going COVID-19 crisis, we have again seen that this is mere lofty talk from what I normally call an overpaid, bureaucrat-ridden EU headquarters in Brussels.

For example, Swedish importer Molnlycke, famous for their sanitary products, had tons of face masks stopped illegally in France although they were deliveries for the worst-hit countries of Spain and Italy. Only after the Swedish foreign minister threatened “legal” action did the French finally budge and instruct their own enormous bureaucracy to release the items. So much for the open market.

This COVID-19 crisis will show that the national states will NEVER be governed fully by the EU, and it has shown that even the loudest of Eurocrat countries, notably France & Germany, are indeed the most selfish when push really comes to shove. Embarrassing, to say the least, but as we say in my home country, “Empty barrels always make the most noise.”

On another note, I listened to a podcast from the US, and to this day, I am still amazed at just how backward the country is in many ways when it comes to providing basic medical care for its citizens. Turn a corner in almost any city and you will find yourself in a 3rd world country where it is survival of the fittest. We, in Europe, sometimes practice survival of the unfittest, and in my humble view, we should find a way in between. Anyone can get sick, rich, poor, young or old, they should all get the care they need. A society should be judged by the way sick people are treated.

Minimum wage has been introduced, so how about a maximum wage as well? The general notion is that if we let capitalism have free reign and Wall Street have a free hand then “success” will trickle down, but the result is the opposite, isn’t it? This crisis has shown the gross inequality that is created by unfettered capitalism. “Wall Street” asking for government bailouts (whenever it rains a bit on them or their bonuses are touched) appears to have little to no regard for “Main Street” in a crisis. This is embarrassing in my view.

Well, with all my opinions from an armchair, it’s weird that I didn’t get into politics, so perhaps I should reduce my own rhetoric and focus on what I know a little about—shipping.

We start off in a small but very rich country with a well-known and famous airline—Qatar. We speak to Mi-laha which is a state logistics provider. They kindly tell us about their services in a country that has developed rapidly in recent years from a backward, desert area with access to the Persian Gulf to a modern, businesslike nation state.

We then visit the land of flamenco, wines, beaches, and drunken visitors from the rest of the EU—Spain. We spoke with Continental Worldwide Logistics Madrid who tells us about their company, and our thoughts are with them during this time of crisis as Spain is seriously hit by COVID-19. That they were able to take their time to reply to PCW shows just how resilient the Spaniards are.

We finally let you go with a story from the archives, and this week I have chosen to remind you about an interview we had with ISS Palumbo in The Netherlands which offers worldwide services, in particular in agency and oil/gas.

We provide you with trade intel, and it does show that companies are still entering into contracts. We list some recent shipping news that you might find interesting, and finally we round it off with our usual featured picture, video, and wise words.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com





Milaha – Doha, Qatar

Interview with

Mr. Elias Abou Jawdeh
Senior Manager – Commercial



Qatar has many projects ongoing and coming up, kindly elaborate on the services that you can provide, shall we say, overseas project freight forwarders and customers in Qatar.

Qatar is well known in the region for its Oil and Gas project expertise. Milaha has played a major role in many industrial projects with global logistics requirements. With extensive project experience and diversified capabilities obtained throughout the years of operation in changing environments, Milaha is able to offer a complete solution for project cargo – be it onshore, offshore or both. From air and sea-freight forwarding, to land transport and warehousing, we give our clients engineered door-to-door, logistics solutions, as well as offering specialized equipment and skilled labor for managing warehousing & distribution and oil & gas facility yards of major upstream and downstream energy companies. Milaha is THE Qatar project forwarder; when it comes to project cargo and tailor made logistics solutions for the oil & gas industry, we are the preferred forwarder that every EPC can count on.



What can you tell us about the ports of Qatar. Do you have several available ports handling project cargo? I recall personally that I once handled project cargo destined for Mesaieed. I think our readers would like to know about the different ports, or sections of port available in Qatar to handle project cargo.

Qatar currently have 3 major ports with main focus commercially on the newly inaugurated “Hamad port“. The port is managed by Qterminals which is a Milaha Joint Venture (Milaha has 49% share). The decision of which port to use is usually cargo determined when it comes to projects and of course the proximity to the final destination. Messaid port on the other hand receives all project cargo destined to Messaid industrial city strictly and in the North of Qatar, Ras Laffan port receives cargo destined to Ras Laffan industrial city.

The General cargo terminal in Hamad port is around 190,000 m2 with a capacity of 6.3 million freight tons and has a berth length of 1,200 meters.

Is the customs clearance procedure efficient in Qatar?

The customs procedure is done on a single window system where all the documentation is presented digitally. This makes the customs process extremely efficient and reliable.

What kind of heavylift cranes are available in port?

The general cargo terminal has a crane capacity of 100 tons and from the land side Milaha’s fleet of cranes range from 100 tons to 550 tons capacity.

Could you perhaps provide us with some pictures of project cargoes that you have handled in Milaha?

We recently had a project to move a boiler for one of our customers and Milaha provided the service ex-works Europe to laydown on foundation in Messaid in Qatar, you may find the picture of the Milaha team who handled the project.



How to get in touch with you?

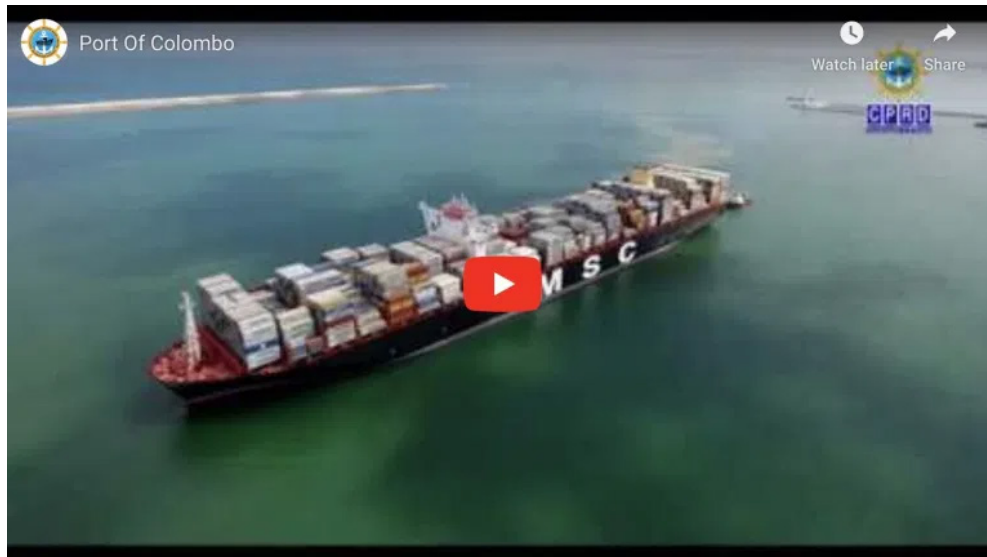
You may reach Milaha through all digital channels; chat on our [website](#), [LinkedIn](#), [Facebook](#), [Twitter](#), and other social media platforms. You may, of course, also contact me directly at EAboujawdeh@Milaha.com and I will be delighted to answer all your questions.



Port of Colombo

Editor's Note:

The beautiful country called Sri Lanka is located strategically south of India by the main east / west corridor for shipping between Asia / Europe and Africa / Middle East. Here is a nice presentation of their port of Colombo.



Editor's Note:

It's not every day that a helicopter project is shipped from Bahrain to New Zealand but just recently it happened and it was performed by Aqual Global Logistics, Bahrain.





WEEK #16 – 2020

April 16, 2020



Editorial

Dear Readers,



It is Thursday the 16th of April, and we are closing in on May 1st which is the traditional day when we celebrate workers' rights that people have fought decades for.

In this time of the COVID-19 crisis, we will see exactly which employers are worth working for and also worth supporting after the crisis is over. That goes for the way that our seafarers are treated, too. I hope that you will all remember to vote with either your feet or with the spending power left in your wallet when you decide where to book your flight, hotel, dinner table, and so on. Remember NOT to support the ones that gave you unnecessary trouble when you wanted to cancel your reservation because this situation is most certainly beyond anyone's control.

I had actually promised myself to write less about the COVID-19 crisis, but it is next to impossible to avoid it.

The COVID-19 crisis will also show us who radiates true leadership, who tells us the truth. It will show whether it actually is beneficial to belong to unions such as the European one when the going gets tough or whether we should consider practicing free trade but without the political strings that come strongly attached to such unions—of course, provided that is possible.

I see that OLAF, the EU's anti-corruption unit, has finally managed to achieve some results in the fight against greed from some of the parliamentarians that we pay for day in and day out in Brussels. You can [see more here](#).

The saying normally goes like this: "There is no such thing as a free lunch." Similarly, don't expect that China's Silk Road Corridor is a free lunch either, and this COVID-19 crisis will expose that, too—but hey, it is the world we live in, and we have to stick with it. The South China Morning Post had a great article about the Silk Road which you may find interesting. [Read it here](#).

In our business section today, we have an interesting interview with a freight forwarder located on some

islands that we certainly seldom hear about in the news. The Solomon Islands in the Pacific are a string of islands where Express Freight Management (EFM) are active in providing logistical solutions. We then re-visit 2 Norwegian shipowners turned into one, i.e., the G2 Ocean which has become strong in transporting renewable equipment worldwide. Finally, we speak to an Austrian lady living in France, running a project freight forwarding outfit headquartered in Lyon called CERL. Hope you will enjoy our interviews.

We remain as always with the best wishes for your health and happiness!

Until next week,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Interviews

Express Freight Management – Honiara, Solomon Islands



Interview with

Mr. Ronnie Isip
General/Country Manager



When and where was the company Express Freight Management (EFM) established?

Operating since 1989, Express Freight Management (EFM) has grown and expanded its business portfolio to be one of the South Pacific's leading freight service providers.

EFM's mission is to maintain excellence in service by providing superior logistics offerings professionally and competitively the first time for arrival on time.

Family owned and operated with management who has extensive knowledge and experience gained from over 30 years in the PNG freight industry, the company employs over 400 staff, dealing in international import and export trade.

EFM is the best choice in the South Pacific & Oceania.



Solomon Islands is far away from the major trade lanes, so can you tell us whether you sometimes handle project cargoes on the islands? How are the port conditions, crane facilities, etc.?

Yes, Solomon Islands is far from the major trade lanes, but we are still a major part of the trade between Australia, New Zealand, Japan, China, Southeast Asia, Fiji, and PNG.



We have proficiency in handling major projects. Our ability to deliver efficient service paves the way to be the preferred Project Logistics in the Solomon Islands. We are the major player on the Tina River Hydro Project. EFM provides logistics support by clearing and delivering 36 pieces of heavy equipment for the first stage of the Tina River Hydro Project in 2019.



This project worth over USD 200 million is the largest ever project for the Solomon Islands. It aims to address one of the high operating costs of doing business in Honiara which is electricity. It is expected to generate at least 440 jobs during the construction phase from 2020 to 2024.





The year 2020 opened with a requirement to clear and transport 100×40', 10×20' & 24' construction equipment and 3 oversized prefabricated offices.



Solomon Islands Ports have two key transshipment facilities: the Port of Honiara and The Port of Noro. These ports cater to both international and domestic requirements which are both handled by the Solomon Islands Ports Authority (SIPA). For the South Pacific, SIPA is the second largest port authority in terms of the square footage that it has under its portfolio and is one of the most profitable port-operating entities, although we're one of the only state-owned organizations in the region.



Honiara Domestic Port



Honiara International Port

The Honiara Port does not have any port cranes and uses only ship cranes. But SIPA has the following types of equipment:

- Reachstacker: 8×45 MT
- Forklifts: 8 FL (ranging from 3 – 16 MT)

The Port Capacities are as follows:

- Container facility : 20ft 2,000, 40ft 1,000
- Refrigerated container stations : 30 (and connection points)
- Daily take off capacity : 250
- Off take capacity of gang shift : 100

Is customs clearance difficult?

Customs clearance is a simple process that is part of our service. One should have a licensed broker that is the only one authorized to clear any shipment by air or by sea.

EFM has an in-house broker.

What are the main commodities for import & export on the islands?

Solomon Islands is the 155th largest export economy in the world. In 2017, the Solomon Islands exported \$696M and imported \$588M, resulting in a positive trade balance of \$107M. In 2017, the GDP of the Solomon Islands was \$1.3B, and its GDP per capita was \$2.42k.

Using the 1992 revision of the HS (Harmonized System) classification, the top exports of the Solomon Islands are:

- Rough Wood (\$474m)
- Processed Fish (\$52m)
- Palm Oil (\$28.7m)
- Wood Stakes (\$24.1m)
- Copra (\$18.8m)

Its top imports are:

- Refined Petroleum (\$88.7m)
- Electric Filament (\$45.7m)
- Rice (\$40.7m)
- Large Construction Vehicles (\$24.7m)
- Cars (\$13.1m)

The top export destinations of the Solomon Islands are China (\$456M), Italy (\$56.5M), the Philippines (\$30.4M), the Netherlands (\$18.8M) and India (\$17.6M). The top import origins are Australia (\$100M), China (\$79.1M), New Zealand (\$78.7M), Singapore (\$78.1M) and Malaysia (\$69.7M).

The Solomon Islands borders Australia, New Caledonia, Papua New Guinea and Vanuatu by sea.

How do you handle transport to the outlying islands? Have you had such experience, and could you provide us with a few examples & pictures of cargoes you have dealt with?

Inter-island transport is one of the challenges that most are encountering here in the Solomon Islands. But with our “Yes We Can” attitude, we treat these challenges as part of our work ethic that increases our expertise in handling anything.

We use domestic ships, barges, and landing crafts that partner with us in serving our clients, providing them with whatever requirements they need to transport whatever cargo they have.

I am sorry, but we don’t have any photos that I can share, since there was nothing taken. If we have some soon, I will ensure that moments as such will be captured. Those cargoes are mostly break-bulk of industrial generators, washing machines, and dryers

Can you elaborate a bit on the history of the Solomon Islands, and tell our readers more?

The Solomon Islands is a country in the southwestern Pacific Ocean. It consists of a double chain of volcanic islands and coral atolls in Melanesia. The country comprises most of the Solomons chain, except for Buka and Bougainville, two islands at the northwestern end that form an autonomous region of Papua New Guinea. Read the complete history here: <https://www.britannica.com/place/Solomon-Islands>



When flights resume worldwide again, via what gateway is normally the best way to get to Honiara?

Normally, there are flights to Honiara transiting to Port Moresby with South East Asian Countries through Air

Niugini and direct flights from Brisbane through Solomon Airlines & Virgin Airlines.

If you were a tourist, which place on the islands would you recommend to visit?

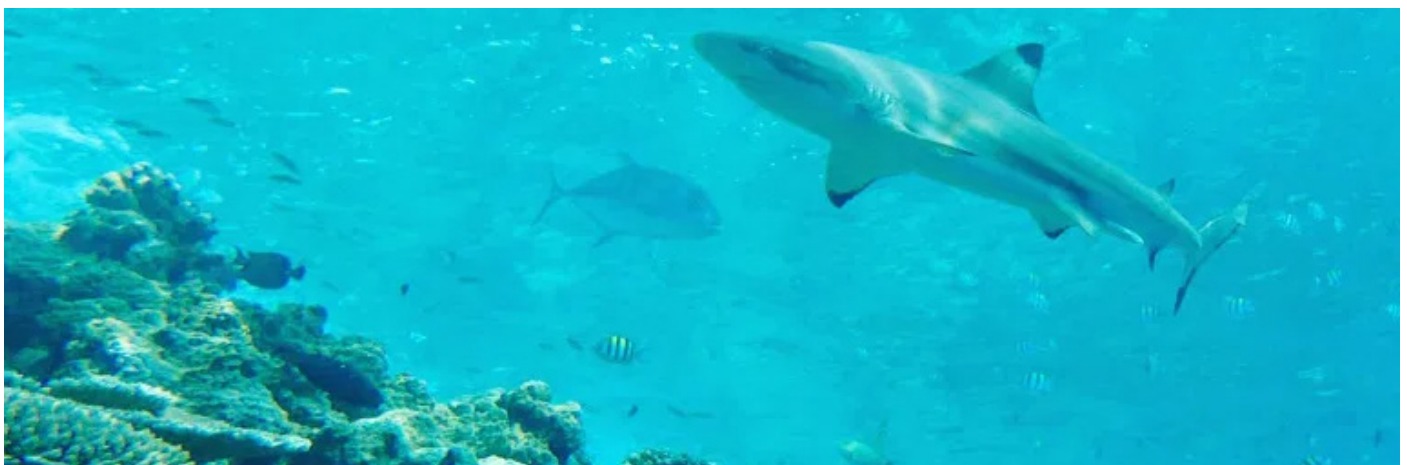
There are many places in the Solomon Islands to visit:

The US War Memorial is located at Skyline Ridge. Tales of the historical happenings at the Battle of Guadalcanal during WWII are written on the stone wall monuments—a great way to learn about the involvement of the US forces during WWII. Organized tours can be arranged with local tour operators or one can easily get there by taxi or minivans.



US War Memorial

Many uninhabited islands, and twenty inhabited, dot Marovo Lagoon—the world's largest lagoon at 140 km.



dot Marovo Lagoon

This popular tourist attraction marks the spot where a young John F. Kennedy swam ashore when his PT boat was hit by a Japanese destroyer in 1943.



Kennedy Island

There are so many places that one can enjoy here in the Solomon Islands. I just mentioned a few of them.



How is it best to get in touch with you?

I can be reached through the following:

Ronnie Isip

Tel : +677 21112 / 21115

Mob : +677 883 7909

Email: isipr@expressfreight.com.sb



Featured Video

Milano Bridge Containership Cleans up the Gantry Crane and Seaspan Containership at Busan Port.

Editor's Note:

Terrible mishap here last week in the port of Busan. A giant containership accidentally hits one of the STS shore cranes which then crashes.



Editor's Note:

Running in nature with your dog is great, in particular if you have a view of the ocean that includes a semisubmersible vessel at anchor waiting for orders. MV Zhen Hua 33 is pictured here anchored at Skagen Roads, Denmark. Photo credit: the CEO of Martin Bencher Group. www.martin-bencher.com





WEEK #17 – 2020

April 23, 2020



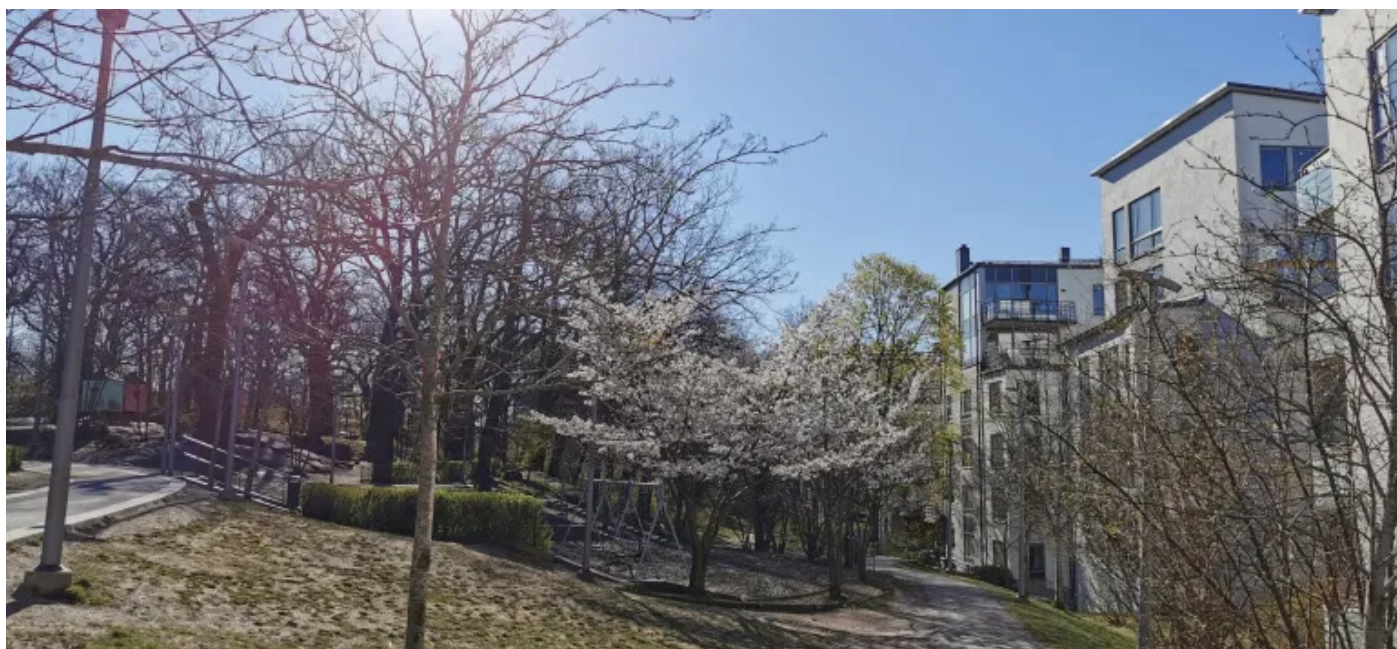
Editorial

Dear Readers,



It is Thursday the 23rd of April, 2020, and we are here again. Spring has arrived in Stockholm, and whilst contemplating life and what is happening in the world, I am so pleased to welcome the light, temperature creeping up to 16-17 degrees, and birds chirping from the early morning. It reminds us to be thankful for what we've got and that happier times are around the corner. Here are a couple of pictures that I took just outside my "office" home:





Although some lockdown measures are being lifted gradually, including in the Wuhan epicentre of the COVID-19 outbreak, there is still a certain apprehension about going out, and international travel and communal events seem to be months off still, [watch this video](#) about Wuhan's re-opening. Fantastic what we CAN do on-line, but on the other hand, face-to-face for real always beats talking through a screen.

What concerns me are the millions of workers out of a job with nowhere to turn, the employers who may take advantage of the situation, and the apparent gross inequality that exists in some of our so-called "rich" societies. Let us see if we all will learn a lesson personally or otherwise after this crisis has abated.

The crisis has also shown with scary clarity that most nation states fend for themselves and that so-called unions talking big about solidarity are just that....talking only. I think of the instances where French authorities, for example, stopped protective gear destined for Italy and Spain. Embarrassing to say the least.

The air quality in China and other megacities is now better than ever, and perhaps the crisis so far has made us think about life in general. It remains to be seen what habits, if any, will be changed after this. That most western countries are totally dependent on simple things such as protective equipment, gloves, masks, etc. being made in China shows that they have outsourced almost all of their independence mainly for profit. If we here can rethink our strategy a bit so that we, at least, have some ability to make at home items like the ones we now scramble for, then much would be won. One small example from my own work desk: I got a wooden Swedish flag, and when I turned it upside down it said "Made in China". Half of Sweden is covered with forests and yet a simple thing like that is made far away and transported here. There need to be some changes to the way we are thinking and, not least, consuming.

Business goes on, albeit slowly, and I did manage to interview an interesting company based in Israel: Freightools. They are known in Israel for high tech in some areas and that also goes for software to the shipping and freight forwarding industry, and I am sure you may find their input interesting. We then remind you about two interviews we had last year. One is with ANL, the Australian, now French-owned, container line servicing Australasia and accepting breakbulk cargoes on most of their services even to some of the Pacific Islands. Finally, we remind you about a traditional LINER AGENCY still in existence today. INCOTRANS in Hamburg is one such liner agency, and they are able to find solutions for you on most trades worldwide representing a variety of principals.

Yours sincerely,
Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com

Freighttools.com – Israel



Interview with

Mr. Adam Yaron
CEO



First, off Adam, tell us about the history of Freighttools, and tell us about who owns this product?

Freighttools is all about helping Freight Forwarding teams be more efficient and effective using digital tools. It is the next-gen SaaS solution for digital shipments!

White-labeled, Freighttools has a branded set of tools that can turn any SME into a digital forwarder without substantial upfront investments or an in-house programming team.

Freight Forwarders still struggle with manual systems, weak visibility, and inefficiencies across their businesses. This is why Freighttools has developed a set of tools that resolves these issues and offers the SME freight market these solutions to safeguard their future business across today's global digital disruptors.

The company initially started as a project for digitizing a freight forwarding company in 2015. After the successful proof of concept, we decided to establish a company in Israel and hire the best R&D team from the startup nation to start developing a white-label, SaaS solution for SMB freight forwarders.

In 2018, Freightools (Powered By FAST) has successfully completed the acceleration program of the DOCK Innovation Hub, a vertical Venture Capital firm investing in and providing industry expertise to startups developing technologies for the ports, shipping and logistics sectors and supported by MAERSK, Wartsila, DSV, CARGOTEC and more.

The Freightools Beta product launched in late 2018, and as of today, Freightools has completed the transformation of more than 15 companies to become Digital Freight Forwarders!



There is a wide range of internet platforms in the market nowadays. Some might even say that the market is swamped. What makes your product stand out?

New, digital companies are transforming traditional freight and logistics as we know it. This includes digital freight forwarders such as Flexport, marketplaces like Cogoport, and digital strategies of industry giants such as Twill by MAERSK. Their offerings, built on big data, cloud, and connected digital technologies, give customers the seamless experience they already enjoy as consumers.

On the other hand, Freightools is White Label Software as a service that targets the long tail of the forwarding industry. With super FAST implementation, any freight forwarding company can turn digital and get immediate ROI due to Freightools economic pricing for onboarding and maintenance

Freightools includes full Digital TMS to manage any type of shipment digitally, from customer care, cargo visibility and sales proposals to operations, tracking and invoicing. This replaces the legacy, on-premise, core applications that were used for ages in Freight & Logistics, driving digital agility into the business.



Can users save time, and ultimately money, by using your platform?

Freightools can help freight forwarders save time and money using digital tools. Here are the key areas where freight companies building digital freight platforms on Freightools were able to do more with less:

1. Infrastructure cost reduction

Money spent on in-house development-related activities like software, server maintenance, travel, and consultant services was notably reduced by replacing the legacy, on-premise, core applications with the agile SaaS platform.

2. Reducing customer care expenses

Freight companies avoided adding to their operations headcount. Freightools allowed them to shrink ongoing customer care costs due to the automated customer alerting and cargo visibility systems.

3. User productivity increase

Freightools creates a “rocket effect” stream of business opportunities for the Global Freight Forwarder through Sales and Operations Optimization, using the most advanced Digital Collaboration Platform, able to cover all the end-to-end processes of a freight company.

4. A rise in sales team productivity

Organizations reported considerable business gains as a result of the higher productivity brought on by Freightools which enables simple connections, “1-To-Many”, with the Suppliers’ Network, rocketing forwarders’ competitiveness level in terms of price and time (1st success factor in their market), also using an Automatic Quotation System to eliminate waiting time.



Say that I am the owner of an SME freight forwarder, and I face competition from the global players in the market that often have their own brand, own IT department, and seemingly endless resources to interact digitally with customers. What can you do for me?

Like every business these days, SME freight companies must adopt digital technologies to compete in the digital age. Recent research clearly shows that if freight and logistics companies persist with the “business as usual” approach, traditional players can expect to lose both competitiveness and value.

Freightools has delivered a set of white-labeled, branded tools that resolve these issues and offers the SME freight market these solutions to safeguard their future business without substantial upfront investments or an in-house programming team, across today’s global digital disruptors.

Digital Disruption now threatens traditional freight companies with irrelevance unless they, too, learn to disrupt.

What prompted you to develop this digital tool, and how stable is it?

It started as an internal project to develop a new, digital customer portal and freight software system for the company I was working for back in 2015. Today, the system handles an average of 20,000 transactions per day. Many users are using the system for daily operations, eight hours a day, five days a week.



There is no free lunch, even online. Your product comes at a cost. What more can you tell us about that generally?

The standard pricing of Freightools Pro is currently an average monthly fee of USD80 per seat (Admin User) replacing the legacy, on-premise, core applications, which reduce the overall IT costs dramatically.

Due to the fact that more and more businesses are impacted by the spread of COVID-19 and are encouraging their employees to work from home, we want to do our part to help freight forwarders manage their freight business in these uncertain times. So, we have recently rolled out free access to Freightools digital shipment

management capabilities to all the Freight Forwarding community globally, on first come, first served basis. Some of the tools are:

- Branded digital freight forwarding app
- Online quotations & booking including rate management system
- Real-time container and air cargo Track&Trace within the digital freight app
- Centralized paperwork system with secured storage of up to 5GB
- BI dashboards and automated reporting system

These features (only available in Freighttools PRO) will be available to all new customers until September 1, 2020.

We're committed to supporting the Freight Forwarding community during this challenging time and are continuing to scale our API and infrastructures to support higher demand, ensuring streamlined, reliable access to the service throughout this period.



Shipping and freight forwarding consist of many parties working together—trucking companies, ship-owners, freight forwarders, surveyors, shippers, consignees, customs, etc. Would you say that your digital tool is aimed at mainly freight forwarders in the market or a different sector?

Freighttools was built after over four decades of collective experience in freight forwarding. We are a team of experts set out to safeguard the likes of the small to medium enterprise forwarding businesses and to enable them to compete with the various disruptors in the industry.

The system includes access for other parties like shippers, consignees, truckers, warehouses, etc., but the access is usually free as collaborators with the freight forwarding company.

We are almost midway through 2020. Tell us about the rollout of your product and your plans for this year.

Our plans for 2020 are to introduce low touch product features such as wizards and in product salespeople for some tools. This will give more and more freight companies (struggling to adjust to digital disruption) the keys to a variety of new, customer-centric business models, each of which could unlock significant value-generation opportunities.

How is it best to reach you?

The best way to reach us is via email.

General company email: info@freighttools.com

Adam Yaron: adam.yaron@fast-technologies.com



Editor's Note:

A very expensive catamaran loaded below deck in Le Havre and shipped to Yantian, China a couple of years ago onboard CMA CGM Christophe Colomb. I was onboard as passenger.

For breakbulk quotes via CMA CGM contact: ho.sberninet@cma-cgm.com



Stockholm Norvik Port is Now Connected to Sweden's Railway Network

Editor's Note:

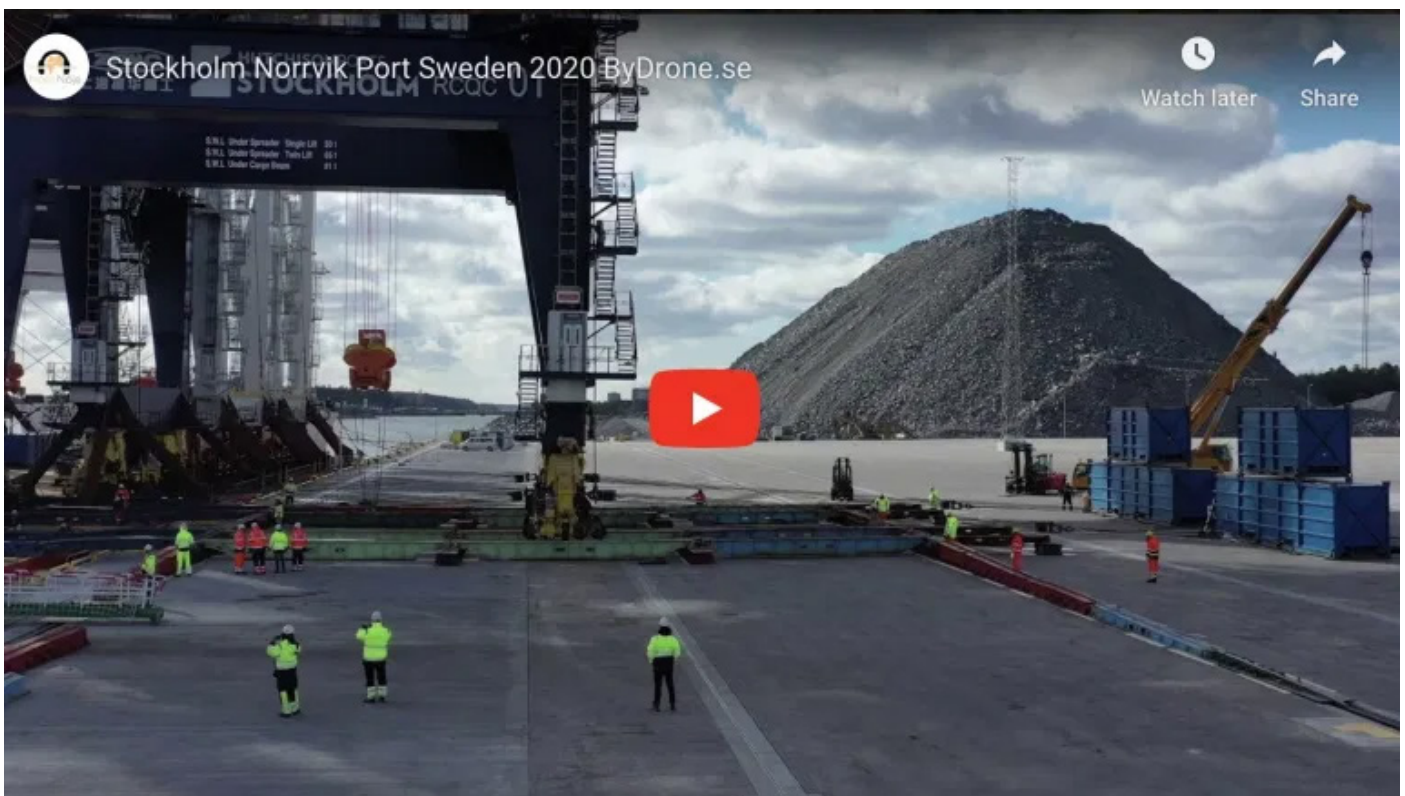
As you may know from earlier issues Stockholm Norrvik Port has opened for business. 2 new STS cranes arrived from China and last week the railway linking the port to Stockholm Metropolitan area was opened.



Stockholm Norrvik Port Sweden 2020

Editor's Note:

Video of 2 STS cranes arriving from Shanghai to Stockholm. (Video by Micke Andersson: hello@by-drone.se / Mob: +46704057158)





WEEK #18 – 2020

April 30, 2020



Editorial

Dear Readers,



It is Thursday the 30th of April and the final issue of PCW before the May 1 holiday.

All around the world people are itching to get back to their normal chores, back to work, and back to seeing their business colleagues, friends and family again. I hope this will happen soon, and although we are very fortunate here in Sweden with only minor lockdown procedures in place, primary schools open, etc. but no traveling possible, there is no doubt that there is a profound sense of unease as to what kind of world we shall enter into once the pandemic lifts.

Perhaps life as we knew it won't really disappear completely, and we will need to adjust ourselves to a new normal involving wearing face masks when traveling. For those robbing banks, of course, it's business as usual, but for the rest of us....and will airplane travel ever be the same? Perhaps now we all MUST fly business class in order to keep social distance (that of course would be a good thing), but all joking aside, there is little doubt that many things will change and that it will take some time to get back in gear.

Tourism, which is the world's largest industry, has been hit badly, but the upside is that many rundown sights have had some chance now to breathe and recover. Perhaps we will realize that mass tourism, invading scenic places like hordes, should be a thing of the past in some ways. Time will tell.

The shipping business certainly has taken a hit, too, but still there are signs of hope, and to reverse all the doomsday talking even in this "light" editorial, I ask you to [click this link](#) and see the world's largest container ship live – just launched in South Korea last week. Twelve of them are on order for the South Korean ship owner, HMM. Now, all we can hope for is that they will have cargo to load and fast!

I have now been unable to travel for two months and have found the joy of reading books again. I am sure you know what I mean—that bookshelf with all the nice books you got but never seemed to get around to getting further than halfway through a single book, if even that. I just finished a book which was partly about

the GULAG and the Cold War. I was reminded how astonished I am to this day as to how some of our “dear leaders” acted in the past; some of them even now. GULAG was the name encompassing the islands of prison camps that Stalin built to house anyone with a different opinion, religion or anyone who was an “enemy of the USSR”. You may want to take a [look at this video](#) called the Road of Bones. It is about a highway built literally on the bones of the dead prison inmates in Siberia and give them a thought. I must say that if there is a people, repeat people not leaders, that I respect it’s the Russian people who have endured hardships during the last 100 years.

I am now reading a book about Vietnam and other “leaders” interfering in another way into the affairs of someone else, but this time it was covered up by the name of “democracy and freedom”. Books are a godsend, and I am happy to have found the book reading spirit again. No computer, TV show or Apple gadget can replace a solid, well-written book ever!

Businesswise this week we start off by talking to a reputable, project freight forwarder of German origin called deugro. They tell us about their capabilities in project management & 4D Supply Chain Consulting that may be sorely needed by some shippers. We then talk to ACE 54, with the owner of this company giving us insights into his experience, in particular, relating to the African trade and how to overcome the complex task of finding the right contacts in this emerging, giant, 54-country continent. We finally remind you about an interview we had last year with Icelandic shipowner, Samskip which although being headquartered in a remote part of the world known for fishing, financial crashes, and beautiful women, also shows us that they are capable of handling logistics Europe-wide on a grand scale.

We naturally maintain our usual way by providing you with shipping news, trade intel, and wise words. Note also the interesting video of the week and a great photo taken near Christmas Island, Indian Ocean last year.

Until next week, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Interviews

ACE 54 – Africa Project Cargo Management – Dubai, U.A.E.



Interview with

Mr. Philippe Somers
CEO



ACE 54: how did the name come about and what does it mean?

“ACE”...We wanted a word that described exceptional talent or expertise. The definition states: “ranked highest” and “a person who excels at a particular activity”. Other words which describe the word “ACE” are master / expert / genius / winner / professional.

“54” because of 54 countries in Africa.

African trade is your focus. Please elaborate for our readers about your experience on the African continent and your background.

From the early to mid-nineties, I was based in Gabon (Central Africa) and combined my roles in Libreville and Port Gentil with extensive assignments in Pointe Noire, Republic of Congo, and also part of the Central African region.

It was my real first assignment in the project business. I filled roles from Branch Manager, Head of the Ship’s Agency & Husbandry Services, Freight Forwarding Manager and Deputy Managing Director. These assignments taught me to lay the foundation of international trade relations, a combination of the African business culture and the African day-to-day life. That was my first important business—and life—lesson.

In all these roles, one has to wear different hats, and nowhere else more than in Africa, project clients expect the manager to be in the front line from commercial up to the administrative tasks. Most importantly, I quickly learned that the execution of the job is what matters most.

In addition, I was confronted with the reality that success or failure may have tremendous high financial consequences in our (industrial projects) activity. Oil & Gas was very indicative. When delivery of equipment did not reach the offshore rig on time or pipes and machinery were delayed arriving at the port, the financial consequences ran into the millions of dollars per day. On the other hand, timely and early deliveries may cause the operators to award our client a (financial) bonus.

So, preparing complex and bureaucratic customs clearance processes, obtaining all necessary permits and authorizations from port and customs authorities correctly and in a timely fashion, are critical to a flawless delivery. Even though it is 25 years later, this has not changed and is still equally the most important and challenging part of flawlessly executing projects in Africa.

Before taking the global role at Geodis (2006-2018), Africa played another important role in my development. After a second spell in Houston, I was called in to rescue an operation in need in Nigeria (2005-2006). Nigeria is a country that is usually recognized for the highest population in Africa, abundant poverty, and with a high rate of corruption. At the same time, there is no country in Africa that has so many resources (mainly oil & gas) and runs as many billion-dollar projects simultaneously. During this time, we executed materials

and pipes for one of the largest onshore pipeline projects from Nigeria to Ghana, running via Benin and Togo.

This experience helped me manage teams that handled the largest pipeline project in African history, the Chad-Cameroon pipeline for the world's largest oil & gas company. The project involved 20 expatriates and 300 staff during peak times, with five different pipe yards and more than 100 onshore rig moves per year.

Between 2007 and 2019, we, together with our clients, were able to identify commercial opportunities that allowed us to open offices in Africa.

1. In Algeria, we managed to win power projects in Oran, a rail/tram project for major French EPC, cement manufacture, oil & gas projects in upstream as well as downstream, i.e. In Salah and Amenas gas fields, oil E& P for Berkine, etc.
2. In Libya, we accompanied our American oil & gas client and opened offices in Tripoli and Misrata to support their deep water drilling operations.
3. Our experience in running a shore base for deep water drilling helped us win a similar contract in Morocco for a Spanish oil major.
4. In Kenya, we opened an office to serve a Korean EPC during their power project.
5. For another French mining EPC, we won a multi-million dollar project in Niger and to respond to the 2000 km trucking from ports in Togo and Benin to the site, we set up mechanic shops, ran staff houses, etc.
6. We have many other examples where we mainly opened to accompany our international customers with their capital projects, respectively in Mauritania Senegal, Tanzania and Uganda. Apart from the above, I carried out P&L responsibilities in Cameroon, Chad, Congo, Gabon, South Africa, and Sudan.

The annual good results in Africa were a big contributor to the bottom line of our global statistics, and in fact, were the driver that allowed us to invest and grow in other parts of the world. Often our clients in Africa followed us to other continents based on our good performance in Africa.

While Africa has always been considered one of the most challenging places to execute projects, it is fair to say that the continent has the best risk-reward ratio in the world. Most of the time, African-based projects with lower volumes compared to bigger volume projects in Asia or the Middle East delivered better bottom lines.

The monopoly by most African ports, the challenging roads, the lack of lifting equipment, and the scarcity of special trucks/equipment required per the international QHSSE standards make operating costs in Africa very expensive. Usually, the African cost in-country is more expensive, perhaps almost double, to the origin charges.

Are you a freight forwarder? Are you a management company? How would you define your role in the market since it consists of a lot of players each protecting their own role?

We have consciously chosen to be a management company rather than a consultancy. ACE 54 Project Management (our official name) prides itself on being hands-on by supporting International Project Forwarders (IPF) with pricing and required technical information during the tenders that will decide on winning or losing high value business opportunities.

We act as the IPF, in-country pricing desk, taking the part of the African/local services from arrival of the vessel at the African port to the site. Everybody knows that this is the most challenging for the IPF. That is ACE 54's immediate added value.

Apart from the above mentioned scope during tender stage, ACE 54 is actively part of some companies' (destination agents or international project forwarders) business development, providing market intelligence of ALL projects in ALL industry projects segments (oil & gas, mining, renewables, power, infrastructure and nuclear) in ALL 54 countries. In other words, we create the pipeline in Africa for the IPF.

As you know, a pipeline is the best guideline for budgets and dictates for many project forwarding companies which strategic decisions to make. The concept is certainly unparalleled within the industry and therefore, requires a change of mindset. Yet, it has become a strategic decision for the IPF companies.

In our short existence, we have noticed that CEOs and company owners, who are always looking for profitable growth opportunities, have considered the ACE 54 concept as a unique opportunity to not only expand their geographical footprint (54 countries) but also gain market share from existing clients. With this approach, our customers are able to attract interest from companies they may not have had access to in the past. Company leaders understand that the concept does not require any investment, enabling them to avoid setting up offices in Africa or going through a complex, costly, and time-consuming agent vetting process. In this regard, our track record and experience are greatly recognized in the market.

The chicken and egg situation is always one in which it is difficult to have references before one has gotten the first projects off the ground. Do you have an already established track record, and can your knowhow and skill be verified in the market with your references?

The company was announced during the BB conference in IAH in October 2019 and registration was completed in early November. The project business has many steps before award of a project: several price indications during the client's tender stage, RFI to RFQ, clarifications, and finally to project award (or loss). While we have already lost quotations, 80% of the delivered pricing and technical are pending final RFQ or award, have been lost by the shipper during his tender stage, or the project has been cancelled or delayed. Despite these difficulties, we remain focused on procuring the most competitive project solutions available in the market. The feedback from the market so far has been that the analytic processing of our quotations is offering different pricing comparisons subject to different technical solutions (customs clearance, tax regimes, etc.), entry ports, and routings.

We notice a steady increase of inquiries from the same customers, but also new project forwarders that have approached us. All of these are from Europe and Asia. Again, it takes time for the IPF to decide to focus on Africa. Once they have decided, they need to go after and receive the inquiries that – let's not forget – they usually rejected in the past. It will take time before Aladdin's cave opens with regards to ACE 54, but we have received more interest and inquiries than we anticipated in such a short period.

While we have built good momentum between February and March, with the COVID-19, inquiries (understandably) came to a standstill. While the pandemic is not over, we have been receiving new inquiries from new customers, which is showing that the business world is slowly but surely picking back up (although we know that the battle with the pandemic is not yet won).

There is no free lunch in Africa either. Generally, how is remuneration for your services agreed? Do you service only bigger companies or are you also able to support and offer smaller companies in the market your services?

Another important aspect of our concept is that we only get paid if the quotation has been won. If successful, ACE 54 will benefit from a success fee. If ACE 54 is actively part of the company's business development on a first refusal basis, ACE 54 receives a monthly retainer to develop a certain segment, African country, or region in Africa. Due to the confidentiality involved, this usually requires ACE 54 to sign an NDA from both sides.

But more than anything, our target audience is International Project Forwarders (IPF), who are ready to expand their geographical footprint and are as committed to Africa as we are. We target companies where our market intelligence, country, and segment experience contribute to the company's strategic growth.

Several people have given up on the African market because the feeling is that...well, Bollore or other big French outfits or global forwarders will do it or get it anyhow. But the truth is, I suppose, that NO ONE is a specialist in the whole of Africa, right?

Indeed, some companies with “just a company flag in the ground” and not necessarily dedicated to executing projects have often been awarded them by default. In reality, no company can claim to be the overall Africa project specialist. That is why ACE 54 is vetting/connecting and ensuring the IPF success in Africa. We develop relationships in the countries and become the conduit for success for our global clients shipping to Africa.

We have several clients in specific countries which have cultural business limitations, language barriers, communication deficiencies, but also African business knowledge. In the African sector, we are highly recommended for companies requiring assistance with large, multi-phased projects over several years, specifically, to help them manage the project from award to execution.

Our mission is to integrate the local culture with the International Project Forwarders and build the infrastructure proudly together with our partners.

What is the overall, main advantage of enlisting your services?

Our concept means the International Project Forwarder can avoid investing in setting up offices in Africa. The process is long, complex, and brings security and safety issues, not to mention demanding local contents, currency devaluation, and profit transfer limitations. If you need to go through agent vetting, it is cumbersome, time consuming, and expensive as travel costs of the network agents and QHSSE staff is required.

By using ACE 54, you don't need to hire sales staff with African expertise, no training sessions required. We bring immediate expertise and experience that is vital to winning tenders to Africa...now. These commercial wins will generate quasi immediate bottom line results as avoiding investment in infrastructure or agent vetting will limit negative cash flow.

Tell us about how you got into shipping in the first place.

I was born in Antwerp, whose port has been Top 5 in the world for handling break bulk for many years. Who says “break bulk” says “project cargo”? My first job was working at one of the largest Antwerp stevedoring companies, where I was a cargo inspector. Then I moved on to Panalpina in Antwerp. Shortly after, I left to Gabon, Africa. The rest is history.

If people would like to contact you, what are their options?

You can reach us in many different ways...by mail project@ACE54.com, leaving us messages on the website www.ACE54.com, or leaving a message on my personal or company Linkedin.

We are used to working on the road and with mobile phones through BOTIM, Whatsapp messages.

If you need a face-to-face immediately and travel is not in the books (like now), we are reachable by MS Teams, Zoom or Skype for Business.



P&I Clubs Insurance

Editor's Note:

The history of the P&I club insurance is good to know for anyone involved in shipping. Found this interesting video on youtube that I thought would be good to share with you and since most of us now work from home you may have time to watch it to the end – unless your kids are noisy in the background...



Editor's Note:

Being onboard a cargo ship as passenger is a great experience. Here is a rare “group photo” with the ship’s professional Chinese & Sri Lankan crew to enjoy the view, blue ocean and sunshine in your face whilst steaming along at 18 knots. I give highest compliments to CMA CGM as one of the few who accept passengers onboard their cargo ships for this opportunity. This picture was taken onboard passing Christmas Island enroute to Fremantle, Western Australia, July 2019.



A banner for Project Cargo Weekly Week 19. The background is a sunset or sunrise over a body of water, with a large, stylized logo in the center. The logo features a ship's silhouette and the text "PROJECT CARGO Weekly WEEK 19" in a bold, white, sans-serif font.

PROJECT CARGO Weekly WEEK 19

WEEK #19 – 2020

May 7, 2020



Editorial

Dear Readers,



It is Thursday the 7th of May, and we are back.

In Europe, we have just been told by the European Commission that we should expect our economy to contract for the whole of the EU area by 6-10%. This is the biggest contraction ever, and particularly hard hit are the countries of Greece, Italy, and Spain—not that it is surprising news generally as those said countries usually bring up the rear when it comes to the relative strength of economies in Europe. Still, these are hard numbers to digest, and there will be massive unemployment in the wake of this COVID-19 pandemic.

Hundreds of blank sailings on the major trade lanes between Europe and Asia also mask the massive problems that many in the shipping industry are having. Suddenly, in the blink of an eye, it almost looks foolish to have invested so much in mega containerships in excess of 20,000 TEU-carrying capacity in the past few years.

We reported last week that Hyundai Merchant Marine just received the first 1×24000 teu container vessel in a series of 12, so again, we can only hope and pray perhaps that the world trade will pick up very soon. Otherwise, these ships will be very expensive for everyone, in particular and ultimately for the ever-patient taxpayer.

I listened to a [podcast on stitcher](#) (the app) about this very issue. It seems that although we have hospital workers, store keepers, and staff deemed indispensable and vital staff to keep us going during the crisis, they still have not seen anything relating to better pay, a bonus, or such like. Let us hope that our politicians don't only deliver hot air but also really ensure that funds are going to the needy and those on the front lines who do contribute more than most. Who else would risk their lives for the rest of us? They are certainly not found on Wall Street, The City in London or similar places elsewhere. Another podcast you may listen to with a cup of coffee is this one focusing on lives versus economy.

As you know, here in Sweden, we have become famous for NOT having a complete lockdown since the beginning, and I have been fortunate enough to take many walks. So besides finding the pleasure of books in the evening (after yelling kids have dozed off), I listen to podcasts. Besides enjoying the music, they make the 7-8 km that I walk daily at a brisk speed work like a charm. I continue with sports and, of course, replenish afterwards with Ritter Sport (a type of chocolate), so any immediate health benefits from my walking are probably to be found just like a rainbow, i.e. never!

Business-wise this week we interviewed a company called HASS Logistics, active in the West African country of Ghana. An interesting country, perhaps overlooked by many, as I have heard many positive words about both the people and business there. HASS tells us more about what they can do locally and via Ghana to the interior of the continent.

We then re-visit South America, and we start off by visiting Panama, famous for the enlarged canal (and perhaps for wealthy people having shell corporations), and we are reminded that AD Solutions, a local freight forwarder, is available to solve any problems you may have in logistics.

We then visit the country famous for Incas, food, Macchu Piccu, women, the seaside, but also serious crime and abductions in broad daylight, i.e. the country of Peru. Andina Logistics tells us more about this amazing country from a logistics point of view.

We naturally provide you with the usual condiments such as trade intel, shipping news, wisewords, and our featured video and photo of the week.

I hope you will enjoy them all, and whilst you are enjoying them, feel free to consider placing a banner ad (or link to a video) with us. You reach 40,000+ readers every Thursday. Costs are very reasonable, and given that we ONLY allow 4 ads each week, your ad WILL be noticed. In COVID-19 times, you certainly need to be seen when you can't travel, right?

Until next Thursday, I remain,

Yours sincerely,

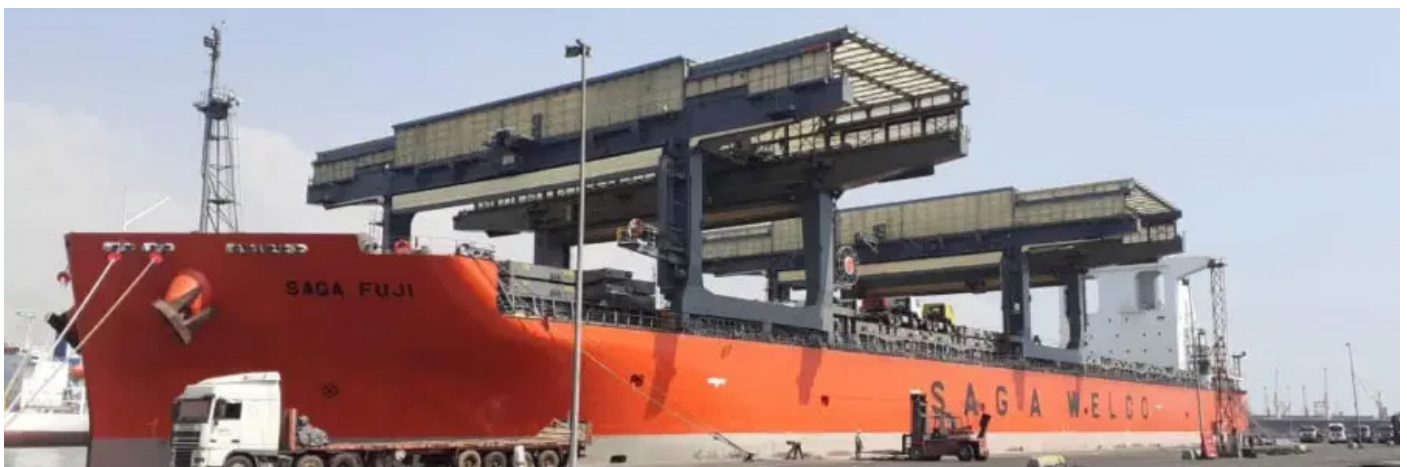
Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Interviews

HASS Logistics – Ghana



Interview with

Mr. Ignatius Afrifa
Managing Director



First of all tell us about the company name. Hass Logistics—how did you come by that name and is there a specific reason for calling it Hass Logistics, Ghana?

We chose the name from our major backers and owners of Hass Holding Group. Logistics being a global activity, if we were lucky to be associated with the Hass Holding Group which has such presence and credibility, then it made sense to leverage that.



Ghana is a growing economy on the west coast of Africa. Most people, when thinking about logistics in Africa, consider French companies or perhaps Belgian companies due to their colonial past. Who are the owners of HASS Logistics? Can you also tell us more about your activities in Ghana?

Ownership is Ghanaian with significant backing from our Polish partners. This is a cooperation between two groups. One part is a group of experienced shipping and logistics business leaders with tremendous Ghanaian, local knowledge; having worked and managed at the highest level with the French Group (formerly SDV and now Bollore Transport and Logistics) and the Anglo Saxon Group, Hull-Blyth Ghana. This is our side. The other part is our partners, the Polish group with an enormous shipping and logistics tradition as owners of Euroafrica Shipping Lines. We believe this is a unique platform to deliver value to clients, and if the last two years' results are anything to go by, then we are on course.

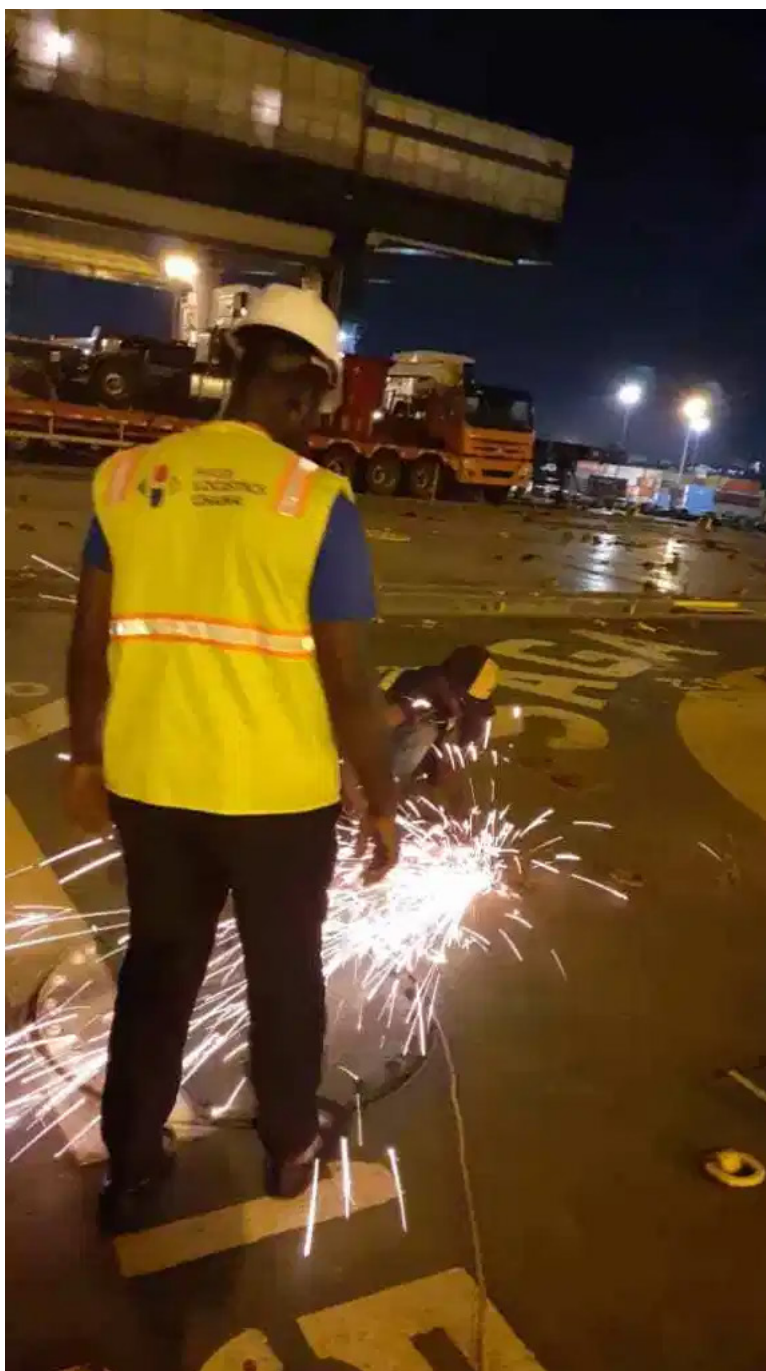
We offer total logistics solutions in both ports of Tema and Takoradi in Ghana: customs clearing, warehousing, sea-freight brokerage, oil & gas, people and material logistics, project cargo and dangerous cargo handling,

etc.

I have noticed that you also act as a local shipping agent. Who are your current principals and whom do you represent in Ghana?

We have a liner agency agreement with Euroafrica Shipping Lines who schedules 2-3 vessel calls per month to ports of Ghana with various bulk and breakbulk cargoes such as ammonium nitrate, fertilizer, paper reels, steel and is a major carrier of cocoa, shea nuts and steel billets, sows, etc. by Valco out of Ghana.

We also hold several tramp agencies for breakbulk, bagged and bulk (including BIBO), project cargoes, steel, pipes, and also government services like naval vessel operation and crew change, etc.



Tell us about the ports of Ghana and elaborate for us whether Ghana is a possible transshipment port for other places in West Africa. Please also tell us whether it's feasible to deliver cargo to countries bordering Ghana in the interior of Africa?

Ghana has two major ports: Tema and Takoradi, with an estimated container throughput of 3,000,000 and 600,000 TEUs, respectively. MPS Terminal, which is a consortium between APMT, Bolloré Ports, and GPHA/

Government, is positioning itself as a transshipment hub in West Africa, but details are scanty at the moment. We will update in due course when we have more information.

Otherwise, the ports of Ghana have always had established transit corridors to serve our land-locked neighbors, ie. Burkina Faso, Mali, and to an extent Niger in whose trade we are deeply involved as forwarders.



Ghana sights: Osu Castle

Tell us about the current state of politics in Ghana. Who is in charge? What kind of government rule do you have in your country, and elaborate, if you will, on the current major countries that Ghana trades with?

Ghana is a stable democracy, established since 1992 with several political parties but two dominant ones, ie. The New Patriotic Party (currently in power) and the National Democratic Congress. The New Patriotic Party tilts to the right, and the National Democratic Party tilts to the left (center right and center left respectively, for want of a better expression).

Our major trading countries/blocks are:

- Europe for export of cocoa, shea nuts, other primary products, and fresh fruits, etc. and import of commodities.
- China for all manner of finished products, ie. durable and semi-durable consumer goods, rice etc.
- USA for oil and gas equipment etc.
- Turkey and Korea, to an extent, both countries mirroring the Chinese imports.



Ghana sights: Kejetia Market (New)

COVID-19 is affecting most of the world. How is the situation in Ghana presently? Are the ports fully operational? How is the situation on the ground?

COVID-19 has affected our port operations as in many countries. The government, however, exempted the ports during the lock-down. Yet, since human traffic was reduced mostly to essential movements only in late March and early April 2020, it adversely affected port operations to the extent that the Ministry of Transport directed shipping lines and terminal operators to offer demurrage, detention, and rent waivers to cushion port users for the period 30th March to 19th April.

Otherwise, we are emphasizing all the precautionary protocols: social distancing by running shifts to reduce staff numbers in the office, regular washing and sanitizing of hands, wearing of face masks, clear guidelines to follow in case of suspicion of illness, reducing meetings to the very essential, all with enough physical distancing and continuous education to remind ourselves of the new normal in order to keep our eyes on the ball.



Ghana sights: Kwame Nkrumah Memorial Park & Mausoleum

Have you handled project cargoes before? Could you perhaps provide us with some examples of cargoes that you have handled recently?

We have handled a lot of projects and recently did vessel CL Seven ex Shanghai-Takoradi in February 2020 for the project Anokye: mainline compressor station with varying dimensions. We also handled the MV Saga Fuji in January 2020, ex Lianyungang and Shanghai, also with a power station, pipes of varying sizes, and police and military equipment and vehicles, etc.

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

Here is our contact information:

Hass Logistics Ghana Ltd.

Meridian Roundabout | Tema Main Harbour

P. O. Box 4899 | Community 1 | Tema, Ghana.

Tel: ++ 233 303 220 180 – 2 | D/L ++ 233 303 220 145 | Cell: ++ 233 244 311 613

Email: ignatius.afri@hasslogistics.com | Website: www.hasslogistics.com



Steaming Ahead in the Bay of Biscay

Editor's Note:

Onboard mv CMA CGM Christophe Colomb. Filming while standing aft and steaming ahead in the Bay of Biscay looking towards a large Yangming container vessel. It never ceases to amaze me how much power it takes to move a 165,000dwt ship through the ocean at 18-20 knots.



Editor's Note:

I am lucky to be able to take many great photos during my trips as passenger onboard containerships. Here is one of my favourites, which I took onboard the mv "Lutetia" of Hamburg Süd close to Kingston, Jamaica a couple of years ago. It's always difficult to get a good picture pointing directly at the sun but, I believe this one was just right. Great inspiration to see the sunrise and sunset always! ps. NO photoshop or other software used!





WEEK #20 – 2020

May 14, 2020



Editorial

Dear Readers,



It is Thursday the 14th of May and we are baaaaaack as Mr. Schwarzenegger said with a heavy Austrian accent once in a movie.

This past week, surprise surprise, I have been working from home. However, I did manage to sneak out on a short trip using my car and drive to the port of Sodertälje, some 25 km south of Stockholm, to witness the discharge of prefabricated housing modules coming by the shipload from Malaysia to Sweden. Apparently, it is so much faster and cheaper to have the modules made almost completely in either Malaysia or China, and then have them assembled here in Sweden for a housing market that has been booming for years.

I've included some of the pictures that I took in Sodertälje below in this newsletter but what was nice was to get out of the house, take a drive, and actually see something else. I suppose in these COVID-19 times any travel will be a blessing for those stuck looking at the same walls or even the same people all the time. Love is grand but I believe everyone needs their own time space regularly.

By chance, I read that it is 25 years since the Taiwanese superstar singer, Teresa Teng died. She was special to me because it was the music that I listened to in the past, from when I arrived in Asia 1986, until I married for the first time in Hong Kong in 1988. [Here is a link to her music](#) which is soft and pleasant to my ears at least and epitomizes my arrival in Asia – an area of the world that I really could not live without for a variety of reasons.

Thinking of the 80's, or rather 1986, reminds me of the year that my father was captain of a naval cadet training vessel which was a gift from the Danish Government to Thailand. It was built at the North Sea Shipyard in Ringkøbing, Denmark. If you would like to see a video and remind yourself about shipbuilding anno 1986 then [watch the video here](#).

1986 was also the year when I first visited Beijing, Shanghai, Guangzhou and Hong Kong at the age of 23. I can say for sure that it was a whole different world back then in China. We could NOT fly direct, so we used Lufthansa into Hong Kong and then CAAC (“China Airways Always Cancelled” as the joke went) from Hong Kong, still under British rule, to the Chinese capital which was dark, drab, and almost with everyone in grey or blue mao suits riding their bikes to and from work.

We were treated very well, and it was fantastic to see how China was more and more “open minded” the further south we got in the country. Our trip took us to Beijing-Shanghai-Guangzhou and finally to Hong Kong. [See this pdf of photos](#) from 1986 with me, Claus Andersen of Triship, Copenhagen; Mr Chen Wei (I think his name was) from Penavico, Beijing; and the driver by the Ming Tombs. There are also a few shots from Shanghai, Guangzhou, and Whampoa (now Huangpu) port.

Well, all of this thinking about history can be triggered by any event, and as we grow older, I guess the weight of history starts to bear on you – but certainly I appreciate my memory bank and travel there freely and inexpensively. I am thankful to have been given the chance back then by the owners (Mr Claus Andersen & Mr Walter Christophersen) of Triship, Denmark, the agent of COSCO/Sinotrans in the eighties in Denmark.

Turning to business this week, we start off with a highly reputable and known shipping agent & logistics provider in Turkey and parts of the Black Sea/Caucasus region called Lyonel A. Makzume (LAM) Group. Turkey has a strategic location indeed, and thus, it is important to have reliable partners there for logistics. We believe that LAM could be one of those choices.

We then turn to the current situation of international travel today, and by chance, a friend of mine and manager of Scan Global Logistics, Thailand/APAC, Mr. Torben Nybo shares with us his recent trip back from lockdown Bangkok to lockdown Amsterdam and onwards to lockdown Copenhagen. An interesting story that you won’t want to miss, but what they call “business class” in COVID-19 times you certainly would like to miss in future after reading his report. Torben has extensive experience in Asia and is now recovering from his trip at his summerhouse in the solitude of Western Jutland, Denmark.

We finish off by visiting an island that is famous for whisky, bar songs, Thin Lizzy & Phil Lynott, and red-haired girls, i.e. IRELAND. We remind you about an interview we had with AB Cargo Belfast in a place that is now no longer known for its “troubles”.

We of course share with you our usual shipping news, trade intel, wise words and video & photo of the week.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Lyonel A. Makzume Group of Companies – Istanbul, Turkey



Interview with

Capt. Umur Ugurlu
Head of Project Department



First of all, could you tell us a bit about your history? I understand that LAM is the abbreviation of Lyonel A. Makzume. Where is your head office located, and who are the owners today?

We are a family company with both a family and corporate culture. The company was founded by Lyonel A. Makzume in 1944 in Iskenderun, Turkey. Today, the group's HQ is based in Istanbul, Turkey, overseeing a group of companies and its own presence in 11 countries.



In which countries are you currently active, and do you handle all kinds of logistical work?

Alphabetically, we are present in Azerbaijan, Egypt, France, Georgia, India, Iraq, Kazakhstan, Romania, Turkey, Ukraine, and the USA. We offer various services in each country from shipping to logistics.



I understand from your website that your company first started as a shipping agency. Do you still perform shipping agency functions, and do you represent some regular shipping lines currently?

Yes, we still act as ship agents in 5 countries (Turkey, Romania, Ukraine, Georgia, Egypt) today and hopefully more in the near future. We represent liners in all types of shipping activities, i.e. container liners, PCC liners, as well as NVOCCs.

Noting that you are active in Azerbaijan, which we all know is an oil-rich country, how do you foresee business in the Caspian Sea this year? What is the best gateway for getting cargo into the Caspian Sea region?

We see the future of the activities in the Caspian Sea as normal. We do not expect an increase of activities, but we believe the States of the Caspian will continue to steadily improve the infrastructure within the energy industry. The oil crisis will temporarily affect certain projects but not all. Project Cargo can arrive via the Vol-

ga-Don river way system and more narrow pieces and containers can travel via Georgian ports.



In Turkey, the market is seemingly crawling with shipping agents and freight forwarders. How do you manage to stand out in Turkey?

Our reputation is our best asset. You are unfortunately right. There are too many actors in shipping and freight forwarding. A lot of these companies are unfortunately staining the reputation of the country. Fortunately, old and new companies with great management are still available in Turkey

Are you currently a member of any international networks or international organisations?

Yes we are, and we also rely a lot on our own network acquired with time and experience.

Have you had experience in handling project cargoes before, either as freight forwarder or shipping agent? Also, could you perhaps provide us with a few examples of such?

Both as freight forwarder and as ship agent we have had experience handling many project cargoes, and most of the time, we are combining both shipping agency and freight forwarding. As LAM, we handled a few projects to the Maghreb region and one important project for an international non-profit organisation to South Sudan via East African port last year. Today our JV ‘ Sinotrans Makzume ‘ is also regularly handling project cargoes in our region.

What is the best way for people to get in touch with you?

They can get our contacts on the group’s website. People can also reach any of our group’s company via info@makzu.me, and their query will be forwarded to the right contact.



Departing Haiphong Near Halong Bay Onboard Rickmers Antwerp

Editor's Note:

10 years ago, in 2010, I was a passenger onboard mv Rickmers Antwerp from Singapore to Houston. The voyage took exactly 2 months and the first stop after Singapore was Haiphong Roads. Here is a short video sequence departing Haiphong close to Halong Bay. Regrettably we didn't have any James Bond film crew to follow us (Tomorrow Never Dies was shot there). It was a wonderful experience for all five of us passengers.



Editor's Note:

This week I went to visit PORT OF SODERTALJE just 20 minn south of the capital Stockholm. It's a well known roro port but also increasingly known for other project cargoes such as prefab housing modules coming by the shipload, this time from Malaysia, but also in the near future from China. A solid port with good service, hands-on management and friendly staff. For more information about the port write to: per.fredman@soeport.se





WEEK #21 – 2020

May 21, 2020



Editorial

Dear Readers,



It is Thursday the 21st of May, and we are hopefully in your inbox. This last week has been rather uneventful for me, as I continue to work from home. There still seems to be no real let up in the restrictions to traveling, although some of the airlines are starting to tell us that they expect to ramp up capacity in July, so realistically, I suppose I won't be flying to Asia until August.

I do need to visit Bangkok and Hong Kong as a priority, and hopefully, it will be possible—service or no service onboard the flight, if we must take to heart what we were told in the interview from last week, giving us an account of a recent “COVID-19” flight back from Bangkok to Amsterdam.

I did take some time out for a long walk on Tuesday to downtown Stockholm/Slussen to see the place where the giant 145x45m and 3500 ton piece, known as the Gold Bridge, was discharged from a semi-sub to pontoons for the final ride to its place of rest. As a reminder to you all, [see the video from some weeks ago here](#), and the [pictures taken from this week here](#).

I have also increased my book reading in the week since we spoke, and right now, I am quite far into a book by the author, Svetlana Aleksijevitj entitled “Zinkovyje Maltjiki” which is the original title. In English, it is “Boys in Zinc”. The book covers the horrific Soviet invasion of Afghanistan during which so many young Russians perished, fighting in a war that no one could understand. Aleksijevitj won a Nobel Prize for that book, and it's been gathering dust on my bookshelf for 4 years.

From time to time, I glance up from my book like any “modern” person nowadays, looking at my mobile phone to see if there are any messages from the “President” or anything else has happened since I checked 5 minutes ago. That is the extent of the mobile “infection” that I have caught, but as I can see I am far from being the only one infected.

Did you ever check how often you yourself look at your mobile? Please don't do it or you will be unpleasantly

surprised.

Speaking of mobile phones and books, I do believe that there is a reckoning to be had at some point, and that goes to the profit margins of Apple and the working conditions of Foxconn (producing for Apple in South China). Why must Taiwan's already richest company earn more, and why must Apple—already the world's most profitable company—earn more? Are both of them really unable to ensure that working conditions, including salaries, are improved in their Chinese factories and sweatshops? I referred to books/Apple/Foxconn above, and the reason is because I put in an order for this book, "Dying for an iPhone: Apple, Foxconn, and The Lives of China's Workers , 2020" which will be released on Amazon on July 21. It will, no doubt, be interesting to read.

Thinking about workers' rights, leads me to the question, "Where are the workers rights rights so openly protected in the constitution of China or are those just words without a meaning? Still, of course, there are 2 sides to every coin, and I am confident that the other party will make their voices heard once this book is out. Life isn't fair I guess, but we could do better in many countries and in many world organisations in combating the systematic abuse of workers.

In politics this week, nothing much has happened except the usual: the EU showing a total inability to move forward except on one point—asking member states to pay more to the EU coffers. This is irrespective of the fact that a large net contributor, the UK, is leaving soon, so the belt should be tightened. It seems the COVID-9 crisis is opportune for those who wish even more regulatory powers to be granted to the "elephant" in Brussels. At least we can be pleased that COVID-19 has put a stop to the ridiculous traveling circus that the EU parliament performs once a month between Brussels and Strasbourg at the cost of 100 Million+ Euros a year.

With the hope of a continued slowdown of the virus and opening of our freedom of movement, I turn now to this week's business. We start off with a visit to one of the most beautiful countries I have visited, and that is South Africa. For starters, we interview Frits Kroon Transport, a company strongly asset-based with expertise in inland and international OOG haulage and logistics in Africa. We then pay a visit to the land of the kibbutz, oranges, high tech in specific areas, and the home country of the lesser-known but global carrier Zim to interview a capable and local service provider called Genesis Forwarding & Logistics. We round off our interviews this week with a re-visit to Croatia, where we remind you about an interview we had with Comark & Liburnia, a successful partnership on the shores of the Adriatic, with a main office located in Rijeka. We naturally provide you with our usual condiments, and it is my hope that you will take pleasure from all of it, perhaps finding some usefulness from the intel that we provide you with.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Genesis Forwarding & Logistics – Israel



Interview with

Mr. Yaron Per
Business Development Manager



Tell us about the history of Genesis Forwarding in Israel and about who the owners are today?

Genesis Forwarding & Logistics was established in 2004 by two owners: Mr. Ran Horovitch and Mr. Ady Aizman. Both of them came from the shipping line industry.



What are the main ports used in Israel for import/export, and is there any difference between them from a service level point of view?

Genesis mainly deals with imports to Israel (around 98% of our business). Of those imports, 95% are imports by sea and 5% by air. Our main activity is from China to Israel. We are one of the biggest forwarders in the trade from China to Israel. We also have a large amount of traffic from Turkey to Israel as we are one of the 5 biggest forwarders on this line. In addition, we handle a big volume of the traffic from Italy, Spain, Belgium, and Germany. We are strong in ceramics/tiles, furniture, white goods, disposable goods, tires, and plywood.



Have you experience in moving project cargo? Could you provide us with a few examples of such?

While we have experience in project cargo, it is not our main activity. We mainly deal in FCL/LCL traffic at the moment. One of the reasons we became part of the CLC Project is to increase our project cargo shipments.



How about customs clearance in Israel. Is it difficult or complicated?

Genesis has its own customs broker department which is very professional. The customs clearance in Israel is more complex than that in other countries, but it is not difficult.



Which shipowners would you say call Israeli ports regularly from a container shipping and breakbulk (or Ro-Ro) shipping point of view?

Grimaldi and Kline have regular Ro-Ro service to Israel.

I believe competition is severe in Israel among freight forwarders, What makes you stand out?

Even though Genesis is only 50 people, we give personal attention to our clients. Also, all the staff of Genesis are very professional, giving the best service. In addition, we have a very good reputation in Israel as a freight forwarding company and are very strong financially.



Are you a member of any international networks these days?

Yes, we are a member of the Centrolene Network, and CLC Projects Network.

How can people get in touch with you?

You can get in touch with me by email: yaron@genesis-fwd.com or ady@genesis-fwd.com. We are also on WhatsApp via the mobile number: 972-50-454-5480. I am available 24/7.



Featured Video

Nuka Arctica in Bad Weather in the North Atlantic

Editor's Note:

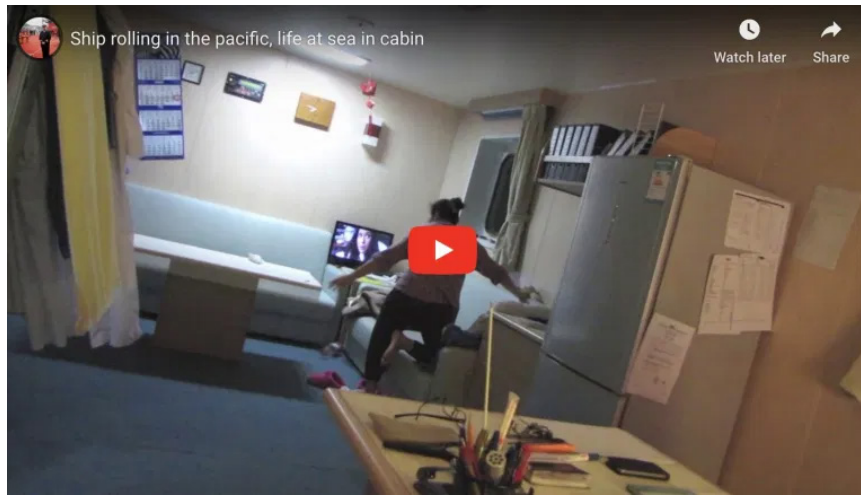
Whilst we can see beautiful weather surrounding the featured pictures of the week with mv "Tukuma Arctica" please also see this footage of one of the other vessels in the Royal Arctic Line fleet in rough North Atlantic weather enroute to Greenland.



Ship Rolling in the Pacific, Life at Sea in Cabin

Editor's Note:

We sometimes can see video footage of ships in rough weather but it is more seldom to have footage from inside the cabin in really rough weather. Here is an interesting video showing a rather relaxed wife of the seafarer filming trying to go about her chores whilst being onboard a ship in stormy weather.



Featured Photo

Editor's Note:

Editor's Note:

Denmark is a huge country that is when we calculate in our “autonomous region of Greenland” that is. Royal Arctic Line has a very distinct color of their ships and with a background of ice and snow very often or clear blue skies they DO stand out in the traffic to/from the worlds largest island. They also accept breakbulk cargo on their newbuilding as can be seen here mv “Tukuma Arctica” recently delivered from a chinese yard. For more information contact:

Mr. Esper Boel

Team Leader Agency & Projects

Royal Arctic Line, Denmark

esb@ral.dk

www.ral.dk/





WEEK #22 – 2020

May 28, 2020



Editorial

Dear Readers,



It is Thursday the 28th of May and the final issue before June. We are in the continuous grip of the pandemic, although we are slowly starting to see some light at the end of the tunnel. I only wish that it is not the headlights of a train coming towards us.

Some airlines plan to gradually resume flying their normal routes, but of course, it won't help much if you will have to go into quarantine on arrival or if your desired destination doesn't even allow you to enter. So, yes, it will take a bit of time for sure to get things back to the new normal!

I have been following the situation regarding the oil prices a bit, and since oil/bunker is a major thing in shipping and a major cost, the control, quality and price of the product does play a major role in the world economy. When the oil price is high, there will also be much more project cargo around. Singapore plays a big role in the bunker trade as does Rotterdam, and therefore, it didn't escape my notice that a major, bunker trading scandal happened in the Lion City (recently again I might add). If you [read this article](#) from the South China Morning Post, it will give you an idea into what's been going on. However, newspaper content should be corroborated. So, I confronted an old friend of mine who has experience in this area from Singapore in the nineties. He had [this to say](#) about the bunker trade in Singapore—at least back then.

So, I guess that it is indeed like Mao Tse Tung famously said once: “In the cleanest water lives no fish. Although Singapore does portray itself as a beacon of light in the sometimes murky business world, things DO happen there that belong to grey and shady business even to this day. Finishing this chapter off, [here is the official promo video](#) about bunker trade in Singapore.

Don't think for a minute that we do not have our own issues in Europe. In Malta, a wonderful island in the Mediterranean and part of the EU recently, scandals have abounded, even including the murder of a journalist who happened to write about nepotism and business corruption reaching into the government. So, perhaps the shades of grey exist among us in most places—some lighter, some darker.

Business-wise this week we start off in the US state of IDAHO. According to the interviewee, *Veritas Global Transport*, the state is indeed a place to which people wish to move **into** and not out of. Veritas tells us about their capability in logistics and inland transport across North America.

We then speak to a freight forwarder originally famous for the transportation of wine & spirits, i.e., *Hillebrand*, and we are enlightened by the manager of their office in Kenya. I must say he has perhaps the best “wild nature view” of any home office that I have seen recently.

We finally re-visit another part of Africa, i.e., the country of Ivory Coast, and we speak to a well-known, Belgian, project freight forwarder called *Comexas*. Belgians certainly are at home also in Africa it would seem!

We finish our newsletter with the usual shipping news, trade intel, and wise words, etc. We hope that you will find the newsletter still to your liking.

On a separate note... kindly be advised that PCW will take a long term holiday from June 18 (last issue before summer) until Aug 6 (first issue after summer).

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Interviews

Veritas Global Transportation Inc. – Idaho, USA



Interview with

Mr. Sean Betts
President



First of all Sean, tell us about your own logistics career leading up to becoming president of Veritas in Idaho?

This is a question that I could answer a couple of different ways. Officially I started my career in logistics in 2000 working as a warehouse receiving clerk for a newly merged consolidator that you have probably heard of Vanguard Logistics (DCL, Conterm, Brennan). But really my logistics career started much earlier than that. My Mom, Donna Betts, was one of Charlie Brennan's (Brennan Int'l) first hires and became a key component to the company's success. From the time I can remember, forwarding has been in my life and so you can say I grew up with a logistics spoon in my mouth. I worked many summers as a kid pulling files and doing odd jobs for Charlie and others at Brennan. I learned a great deal about shipping in my formative years and I believe that has helped me throughout my career.



In 2001, my Mom, my brother and I started a new forwarding company, Allison Shipping International, Inc based in Long Beach, CA. This is where I truly learned the nuts and bolts of the NVOCC/Forwarding world. My focus was on learning Project and OOG cargo movement and that quickly became my favorite sector to work in. I also learned all other facets in international logistics, FCL, LCL, Cross-Trade, Air Freight, L/C processing, etc...

In 2015 after moving out of California the vision for Veritas Global was formed and the rest is history.



Could you elaborate a bit on the history and ownership of Veritas?

Veritas Global Transportation Inc. was formed in 2015. The owners are myself and my wife Patricia Betts. Veritas was formed with a specific goal in mind: to provide honest, trustworthy, and reliable transportation services. Veritas is Latin for “truth,” and it is the standard we set for our company. We are a Christian company and we operate our company under the guiding principles found in the Bible which teach us to operate all business with honesty, integrity, and diligence. Proverbs 16:11 says, “The Lord demands accurate scales and balances; He sets the standard for fairness.” Our ultimate aim is that every client feels taken care of and has a complete peace of mind when doing business with us.



Idaho is an inland state in the US so I assume that you have plenty of experience moving cargoes inland in the US. Provide us with some examples and could tell our readers about some of the most difficult jobs you might have undertaken?

We have moved many projects throughout the US and Canada, most of which were either being exported or were part of an import job.

18 x OOG Truck loads moved of Oil Baskets from Port of Houston, TX to Monroe, LA.

1 x OOG Farm Tractor moved from Holgate, OH to Port of Baltimore for final destination Sihanoukville, Cambodia (photos attached).

1 x OOG Corn Harvester moved from Weston, OR to Port of Oakland for final destination Xingang, China (photos attached)

1 x MD500 Helicopter moved from Mesa, AZ to LAX Airport for final destination Bratislava, Slovakia (photos attached)

We just finished a difficult project at the end of 2019. Our UK client purchased a section of a Paper Plant in St Laurent, Quebec, Canada. We were hired for the job strictly because of our expertise in projects but also on our reliability that we could get the job done on time and on budget. The project consisted of 2 x 40' Flat Rack loads and 8 x 40' HC OT containers. The challenge was this – the client was flying in from the UK to the job site on December 19th and everything had to be out of the warehouse by December 23rd so our client could fly back to the UK to have Christmas with his family. In addition to this, the client was not registered in the Canadian Customs system so we had to arrange this as well to ensure the cargo could be exported in compliance with Canada export regulations. We got the job done on time and on budget and the customer was very pleased.



If cargo is destined for Idaho which ports would generally be entry ports on the West Coast?

Seattle is the best port of discharge for Idaho.



Do you handle projects nationwide or are you mainly active in the western part of the country?

We handle projects nationwide. We have clients in all parts of the USA and the world so our projects span from New York to Los Angeles and everywhere in between.



Do you belong to any networks currently and if so, why?

We belong to the following networks:
Cross Ocean, WCA and Africa Logistics Network.

We joined Cross Ocean Air & Sea Project Network recently because it has many active project forwarders.

I have a long history working with the WCA and know many of the advantages of being part of their network so we felt it a good fit for us.

The ALN is a network we wanted to become a part of because we have a heart for Africa and feel that there is significant growth potential there. Africa has always been a difficult region to find good agents so we wanted to be a part of a network that focuses strictly on that.



How do you view the competition currently, in other words, are there many competitors out there? What is your take of the prospects in 2020?

Competition is always there, and since the COVID-19 epidemic it has become more fierce as the cargo pie has gotten smaller and companies are dropping their rates to move whatever they can. We try not to focus on our competition too much but rather on what our clients need. If we are doing the best job we can for them, we believe they will be loyal to us, and most are. A recent client gave me the following feedback after we went above and beyond for her:

"And that, my friend, is why I don't even let other brokers try to quote my business. You ARE THE BEST! Thank you so much."

*Stacie MacKay
Sales & Marketing Manager*

As far as 2020 goes, it is a presidential election year, and it never fails that things always go a little haywire – and now you throw in COVID-19. We trust, however, that our core principles of business will allow us to be prosperous. Again, we can only focus on the main thing – which is the customer and that they are happy with our service. We try not to waste our energy on the unknowns that we can't control.

Idaho, I can see from the internet, is a beautiful state in the US. Tell us about a few spots that you could recommend people to visit that are perhaps NOT overcrowded by tourists generally.

Idaho is a great state, it has been the best move I've ever made. Following are some great spots to visit, crowds here are not like other USA destinations so you don't have to worry too much about intense crowds:

Capital City of Boise – great place to visit. Beautiful city, lots of accommodations, great food and the city of trees. In the fall the whole city is yellow, orange, and red.



Capital City of Boise

Sun Valley – great place to hike in summer and fall and ski in the winter.



Sun Valley

Snake River – world renowned river for fishing, probably top 5 in the world.



Snake River

Coeur D'Alene – beautiful wilderness surrounding a crystal clear lake. Great place for a family vacation.



Coeur D'Alene

Overall Idaho is a great place to raise a family and if you like 4 seasons then this a perfect place to be. It was the #1 state people moved to last year in the USA so the secret is out.

How to get in touch with you?

Veritas Global Transportation Inc.
 Sean Betts | President
 T: 208-473-2364 | F: 208-473-2394
sean.betts@veritasglobaltrans.com
www.veritasglobaltrans.com



Featured Photo



Editor's Note:

When the new Panama Canal just opened I was lucky enough to be there chairing the CLC Projects Network conference. You certainly wouldn't need a gangway to get off the ship here and jump safely to shore, that is how close this one of the first mega-container vessels passing the canal was. Later that day in the restaurant at Miraflores Locks, Miss Universe ([Pia Wurtzbach from the Philippines](#)) and her entourage were eating lunch at the table next to us. We forgot all about shipping that's for sure!



Featured Video

Sunset in the Taiwan Strait

Editor's Note:

Was onboard CMA CGM Andromeda from Malta to Busan along with my daughter in 2017. 32 days as passengers onboard and we were witness to one of the most spectacular sunsets or rather one where the setting sun paints the whole sky in wonderful colours. It happened just north of Taiwan after we had been drifting for a day to avoid meeting an oncoming typhoon that later on hit the mainland and Xiamen. Enjoy and when possible book a trip at www.cross-ocean.com/ocean voyages.





WEEK #23 – 2020

June 5, 2020



Editorial

Dear Readers,



It is Thursday the 4th of June, and it is a day to remember in many ways, but one thing in particular springs to mind. That is the Chinese government intervention in Tiananmen Square.

I recall that day in 1989 vividly. I was driving through Sweden on the way to Denmark when my then Hong Kong wife started crying as she was listening on the radio to what happened in Beijing. All foreigners had fled from Beijing just leading up to that event and, my colleague back then in Triship, Mr. Claus Andersen, managed to get out with the last SAS flight from Beijing to Copenhagen. Perhaps those of you old enough [remember this](#).

Fast forward to this day and age, and protests are now regularly occurring in Hong Kong. They are dealt with by local law enforcement but also increasingly with more and more force. On the other side of the Pacific, we see another huge country being rocketed by out of control protests, looting, violence, and, of course, when talking about the US, we must also include gun shootings. It seems to this editor that both countries, China & the US, really have their own problems to deal with and that they should focus on cleaning up their own backyards first before pointing fingers. Throwing stones when in a glasshouse is never a good idea. There is enough in the news about the Corona virus, the lifting versus non-lifting of lockdown procedures, and statistics of both the dead and the recovered, so I won't go further into that this week.

I turn my focus to shipping and the apparent change that has become more evident recently. The shipowners are now increasingly wanting to become a door-to-door, one-stop-shop for the customer. In effect, they inadvertently cut out the middle man, i.e. the freight forwarder, by going “ashore”. A friend of mine, Mr. Pratap Nair, owner of FEI Cargo in Mumbai, reminded me about this development and [shared his opinion here](#).

Personally, I worked as a liner agent in my career first, then as a project freight forwarder, and I also had a stint as logistics manager of Ericsson in Beijing. Although I wasn't very good at my job, sitting on the shipper's, side I learned to understand the situation from more than one angle. My personal view is that the freight

forwarder DOES play a vital role because no one shipowner can do it all. No matter how much tonnage they have, there will always be some cargo for which they have no solution or no ship in position. That's when the freight forwarders show their real value. In other words, they are free to scour the market for a broad range of solutions. Having said that, we must, of course, evolve in freight forwarding & shipowning, and as in shipping so also in life the pendulum swings back and forth.

I had time this past week to watch [a video posted on YouTube](#) about the value, or rather the reduced value of money. With all the stimulus packages and the printing of money that takes place to cover up our real problems, it is indeed scary to consider just how “worthless” money has become. Please do me a favour and watch this documentary about money, banks, and the financial system. The good thing about this video is that it's in understandable English—even for us “non-financial industry wizards”!

The EU now wants to roll out a gigantic “loan without strings attached” package for the EU countries, once again bailing out mainly countries who already before COVID-19 were unable to reform, clean up and follow budgetary constraints for years. Of course, the EU must show its relevance somehow, and the only way this is done is by asking for more money always – never the opposite.

When it comes to saving, you can rest assured of one thing: the traveling circus between the EU parliament in Brussels and Strasbourg and the gravy train for the EU politicians will continue, crisis or not! 8 years ago [this video](#) asked the question about it, and it is **still ongoing today! Since this video, about 1400 million EUR has been spent—if the 200 million EUR/year figure from 2013 is still valid!**

In our newsletter today, we start off by speaking to a capable, project freight forwarder in the land of Texas, USA. Don't mess with Texas as the saying goes, and for sure, Global Shipping Services (GSS) don't mess about. They seem to be doing many OOG projects worldwide.

We then re-visit a beautiful island, once called Ceylon, and famous for tea and beaches, now named Sri Lanka. FPS there tells us about their logistics capabilities. We stay in the region and fly north to India and speak to NTC—a very strong, logistics provider in India with serious capabilities for moving renewable equipment around the world and also inland in India.

We, of course, provide you with shipping news, trade intel, and wise words. We hope that you will enjoy this edition of PCW.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Global Shipping Services (GSS) – Houston, USA



Interview with

Mr. Paul Mcauley
Vice President Projects – North America



To begin with Paul, tell our readers about the history of GSS. When was it established and who owns it?

Global Shipping Services was founded in 2004 by Mr. Morten Olesen. GSS began in a truckers warehouse and has now grown to 4 USA offices and approximately 50 staff.



Do you have experience in handling project cargoes? The USA is a huge country, and many overseas freight forwarders have come up short when trying to find a reliable company to do inland transports in the US. Elaborate for our readers, if you will, on a couple of the projects that you have undertaken with complex inland moves.

GSS is heavily involved in project cargo, both import/export and domestic. In 2010, we set up the Houston office as a dedicated project cargo center. In addition, we have project personnel in our New Jersey office to handle OOG cargo. In the 10 years since we opened GSS Houston, we have handled many vessel charters and interesting projects, the two that come to mind are:

The most interesting was an extremely urgent project. We were supposed to ship via Houston with CMA or Maersk, but conditions and timelines with the customer's projects changed, and we had to switch to a last in / first out basis with Big-Lift. We also had to switch the port of loading in order to achieve a faster ocean transit times (11 days) from Savannah to Gibraltar. Then, at the last minute, we had to arrange back-to-back vessel discharge from BigLift vessel Happy Dover to the Heerema Crane vessel MV Sleipnir off shore, approx. 20 miles out from Gibraltar (1 MV Sleipnir is the world's largest crane vessel 2 x 10,000 mt lift capacity).



Louisiana to Savannah to Gibraltar – LIFO

We switched the trucking to Savannah. Permits were an issue and no travel was allowed on weekends, so we loaded Thursday, drove as far as we could, and then laid up for the weekend in a secure yard. Then on Monday, we arrived into the Savannah port around 4pm and delivered direct under hook to the vessel Happy Dover. Having a flexible trucker was key on this one—we had them booked to Houston, and when we switched on them, they had no complaints, just got on with the job, readjusted, and executed perfectly.



Louisiana to Savannah to Gibraltar – LIFO

We had excellent partners on this job from the trucker, Savannah terminal ops, surveyors, and the vessel owners Big Lift. Everyone was committed to the project and committed to ensuring it went smoothly. There were excellent communications and updates, and every one was informed at each stage.

The vessel arrived 1 day early, so everyone was extremely happy.

These are the kind of shipments we all live for.

The second interesting shipment was 16 units received directly from CMA-CGM vessel to trucks alongside and delivered to Russellville KY. With any direct discharge, timing is everything. We were on site in Savannah for 3 days prior to discharge, waiting with our trucker for the vessel to arrive, so we could complete the discharge smoothly. All the route surveys and permits were completed in advance. At the same time, we arranged the customs clearance prior to the discharge. Once the trucks were all loaded, we laid up in the port and departed the next day under police escort to Russellville, KY. The customer was waiting with cranes and riggers for the offload. And we are pleased to say it all went very smoothly. The key to success was communication, but also choosing the right partner for the trucking. At GSS, we firmly believe you cannot over communicate.



Louisiana to Savannah to Gibraltar – LIFO

Competition is hard, and there is always someone else out there who is “cheaper”. How do you ensure that you stand out amongst the competition?

“This ain’t Walmart” is one of my famous and favorite lines. You’re absolutely correct. There is always someone cheaper. At GSS, we do not portray or promote our services as the cheapest; the best maybe, but not the cheapest.

Our customers demand excellence of service, attention, and communication. They “expect” that when they hire GSS, everything will go as planned. And although it doesn’t always go as planned, we never disappoint the customer, and we always achieve the goal, meeting the schedule demanded by our client.

We Keep Our Promises!

And in our many decades of experience, going cheap is not always the cheapest option in the end. Delays due to poor service levels, late vessels, truckers not showing up... There are many things that can and will go wrong, if you are not paying attention and looking after each aspect and every shipment. We choose reliable carriers, reliable partners, and we have hired excellent personnel whom we are constantly training and who are constantly learning.

In 2018, we invested heavily in a new operating system—work smarter not harder.



Back-to-Back discharge

Do you need a special licence to work as a freight forwarder in the US?

Yes, you need to be licensed, and you need to keep your licenses valid. GSS holds them

all: Licensed customs broker, NVOCC, FMC Holder , IATA, CTPAT, Export Compliance, TRACE and Licensed truck brokerage.

It Is essential to keep “current” and up-to-date on these, so you know and understand the changes in the industry.

Compliance is essential since 9/11 and Trace (Anti Corruption) is the latest program. Without these licenses and programs, you cannot bid for certain projects or customers, so they are essential to freight forwarders in the U.S.A.



Savannah to Russelville KY – Direct discharge from CMA vessel

Freight forwarding as a business is not as well known in the US. Often, I have heard from overseas that it is not a “sought after” business career. People would rather be lawyers, bankers, dentists and what not. Of course, this problem is happening in many places, but have you found it difficult to find competent staff? Do you have in-house training set up for your new colleagues, and what exists in the way of education in logistics?

I agree. There is a huge shortage of logisticS personnel in the industry today, and it’s slowly getting worse each year.

Each region of the USA is vastly different with its own challenges.

Texas A&M University, located in Galveston, has a 6-year program to train all aspects of the maritime industry, seamanship and the logistics industry. Whilst not glamorous, as a career, it’s extremely interesting and secure. Every day brings something new.

We also have local networks such as the International Trade Managers Association (ITMA) which promotes maritime industry jobs and training.

We use recruitment agencies and online recruitment tools to find good people, and we also use word of mouth within the industry to find good people looking to move on and up.

Yes, GSS has training programs for each discipline from Customs, Airfreight, Ocean, and Projects. We like to teach colleagues new tools all the time. Every day we can learn something new in my experience.



18ft diameter piece from Louisiana via Galveston to Labuan via Singapore



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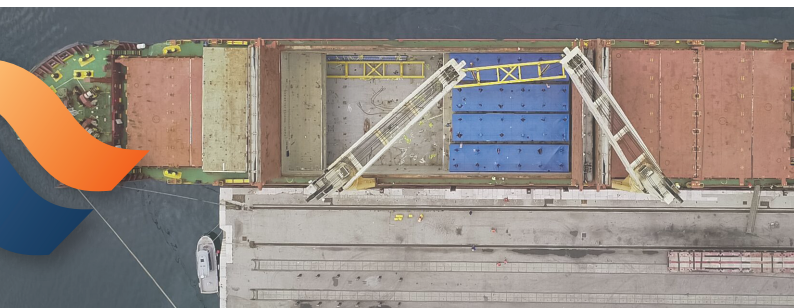
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Tell us about your most interesting project that involved both overseas and inland movement and if you could provide some pictures or a video perhaps.

In 2018 we had to deliver some OOG cargo to Labuan, Malaysia. We had to deliver the cargo to the end user, Shell Oil Company, in Labuan, and we had to arrange to offload it to the ground at their facility in Labuan.

We first trucked the cargo from Louisiana to Galveston (Texas), then Ro-Ro to Singapore (faster transit time), and finally transferred it to a barge across to Labuan. Then, we offloaded it to trucks and delivered it to the job site where we had cranes set up waiting to offload.

The US is a nation of immigrants. What is your country of origin, and for how long have you lived and worked in the US? “Every man can make it in the US” was the mantra in our young days. Is that still so?

I was born in Belfast, Northern Ireland during “the troubles with the IRA”, but we moved to Wales, my mother’s home country, when I was just 4 years old, so I consider myself Welsh.

I came to the USA in January 2001. I never really wanted to go to the USA, but now, it’s the best move I ever made. For sure 100%, the USA is still the land of opportunity. And if you set your mind to it and work hard, all your dreams are possible.

I have recently started my journey to citizenship and hope to become an American Citizen within the next 18 months.



18ft diameter piece from Louisiana via Galveston to Labuan via Singapore

Can you tell us about your future plans for Global Shipping Services, Houston?

We opened in Chicago, January 1st 2020, so we have recently expanded our operations and coverage into the midwest.

We are always looking at new opportunities, even during these tricky times with COVID-19. We plan to expand to Los Angeles in 2020 and then into Atlanta in 2021.....that's the plan.

What is the best way to get in touch with you?

The best way to contact me is by email paul-mcauley@glship.com or cell phone 281 705 2382

Our group email is: gsstx@glship.com



Featured Video

Pink Ship – ONE Ibis Leaving Port of Southampton

Editor's Note:

A video here from youtube showing the amazing magenta colours of the ONE alliance vessel here seen departing the port of Southampton. It took some getting used to but now I find the colour chosen by ONE as stunning and yes outstanding!



Editor's Note:

Was onboard mv Lutetia drifting outside the port of Guayaquil, Ecuador and I was walking on the bridge wing port-side when I suddenly spotted this giant Manta Ray circling the ship, probably wondering what we were doing in it's territory. An awesome sight that I will never forget.





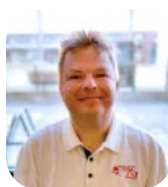
WEEK #24 – 2020

June 12, 2020



Editorial

Dear Readers,



It is Thursday the 11th of June and we are here again. I just remembered by chance, that is, when I was editing the Project Cargo Weekly Yearbook 2019 that 10 years ago today I was a passenger onboard the mv Rickmers Antwerp on a trip from Singapore to Houston via China/Korea/Japan across the Pacific and international date line and via the Panama Canal. It was a fantastic experience, in the morning (Singapore time) I was at the bow of the vessel with my friend Torben from Scan Global Logistics filming [this video](#).

We were both passengers onboard and I recall that we had a Romanian captain and Filipino officers and crew. We even had some breakbulk cargo from Martin Bencher (the company of which I was a chairman of and partner back then) onboard destined for Haiphong! It was cement plant equipment if I remember correctly.

So yes, although my private bank could do with a few more deposits, my memory bank is NOT in lack of deposits. The memory bank is more important than all the banks in the world because it lets you deposit and withdraw freely, there is no interest and it is always with you during good times and bad. I first got to think about the memory bank about 20 years ago when I was hospitalized in Bumrungrad Hospital in Bangkok with dengue fever that I had contracted in Koh Samui. My wife back then thought I just had the usual hangover but when it lasted more than 4 days even she knew that something was wrong. I certainly don't wish to remember that excruciating pain that I encountered during the dengue attack and since there is no cure it is simply life or death and time will show. Speaking of my friend Torben I recall that he paid me a visit back then with a bottle of whisky in hand, that I DO recall!

Shipping is many things, both good and bad, like memories. One of the darker sides of shipping relates to fishing and the industrial and sometimes criminal scale by which fishing vessels or industrial trawlers, especially from Taiwan and China, are scouring the oceans raping them of whatever they can yield in order to generate income for unscrupulous owners. It is incredible that the authorities in the small island nation of Taiwan cannot get a handle on this and as for China, which has been in the media recently too ([read here](#)) with

their security apparatus, they surely should be able to clamp down on illegalities that are happening in parts of their fishing fleets. You may take a look at [this video](#) from youtube whilst enjoying your tuna and salmon and wondering what cost was paid in order for it to be ready for consumption. Some Chinese & Taiwanese employers are certainly not against mistreating foreign workers, so if they complain that overseas owned factories are treating their workers in China and Taiwan badly they may look at their own record too! It seems to be mainly Indonesian workers who are mistreated and I hope Indonesia will remember this next time they consider a Chinese or Taiwanese company for a contract in their country. Modern-day slavery has apparently not been totally abolished.

I checked with a friend of mine living in Taiwan and he did say that things have come to light and have been improved – let us indeed hope so. A couple of weeks ago I mentioned about the company Foxconn of Taiwan producing for Apple in China and I remind you here about [the book](#) that you should order and read. it sheds a clear light on working conditions on land too.

Shipping-wise this week we start off with a visit to one of the great port cities of the world ie HAMBURG, Germany. We talk to HHLA International which, surprisingly enough, is not only involved in running an efficient port, ideally located in Europe, but they are also into logistics and inland transport and even have offices in the Caucasus region. We then visit another great country, South Africa, where the scenery and food, not to mention the wine, is heavenly. We interview Afrilog which tells us more about logistics into their country and beyond. Finally we return closer to home to a country where the men are famous for not saying much EVEN after 10 beers but still are trustworthy and the country is FINLAND. We re-visit the versatile and active local port operator and logistics provider Hacklin that has a very long and proud history in the Baltic. We of course provide you with shipping news, trade intel, wise words and so on.

Finally I would like to adjust some information for you: the final issue of PCW will be 25th of June and then on 2nd of July we will publish a link to the free e-book PROJECT CARGO WEEKLY YEARBOOK 2019 with selected interviews, editorials, videos from the whole of last year. It's about 400 or so pages and it is free. I hope you will be able to relax with it during the month of July or whenever it suits you!

Until next Thursday, I remain,

Yours sincerely,

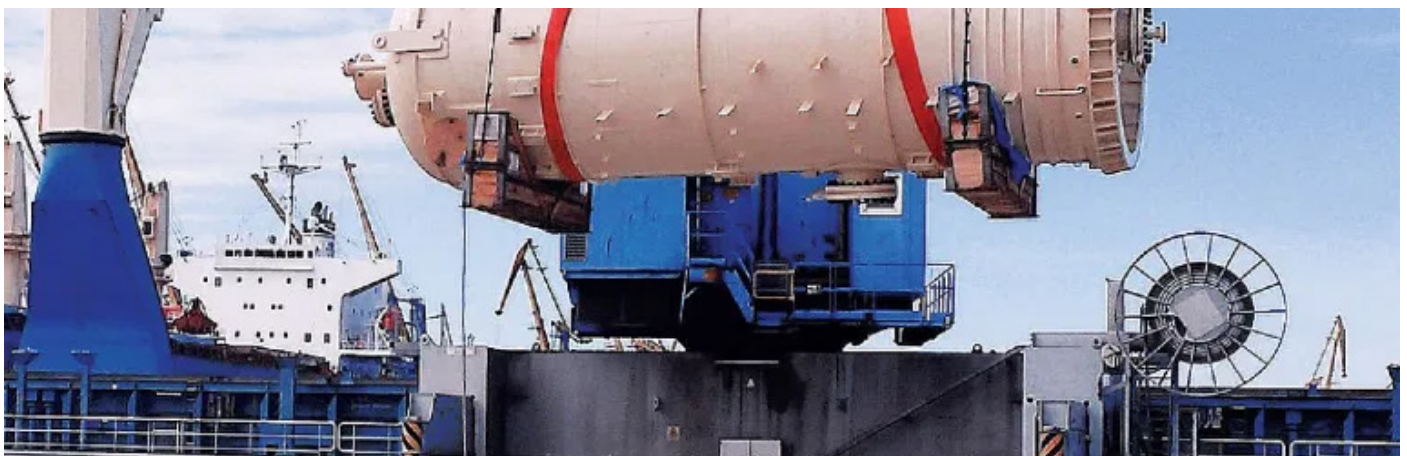
Bo H. Drewsen

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Interviews

HHLA International GmbH – Hamburg, Germany



Interview with

Mr. Philip Sweets
Managing Director



Let's begin with a little bit about HHLA. What does the abbreviation stand for, and could you elaborate a bit on the history of HHLA as I understand that you now also have an international logistics outfit in HHLA?

HHLA – Hamburg Hafen und Logistik AG – is a well-diversified, European logistics company listed on the stock exchange. The company has a long history, established in 1885 to manage the port activities in Hamburg.

Today, HHLA operates container terminals in Hamburg (Germany), Odessa (Ukraine), and Tallinn (Estonia). In addition, with its intermodal subsidiary Metrans (one of Europe's biggest private rail operators), HHLA has a close-meshed network with its own intermodal terminals in Germany, Austria, the Czech Republic, Slovakia, Hungary and Poland. Metrans offers excellent hinterland connections to Central and Eastern Europe. HHLA represents a logistics and digital hub along the transport flows of the future. Its business model is based on innovative technologies and is committed to sustainability.



Metrans is a subsidiary of HHLA
© HHLA / Thies Rätzke

I understand from the market that as HHLA, you are active in the Caucasus region. Tell us about your business there. How did it come about that you, as HHLA, established yourself in Georgia and Azerbaijan?

One of the companies in the intermodal division is HHLA Project Logistics LLC, based in Georgia and Azerbaijan. As a result, we have been present in the region since 2001, initially under a different brand.

Next to providing traditional forwarding services to local and international customers, HHLA Project Logistics has become the specialist for project cargoes to Georgia, Azerbaijan, and the broader Caucasus region.



HHLA Handling a Transformer
© HHLA / Thies Rätzke

If we focus on both Georgia and Azerbaijan, what are the logistics services that you provide customers with? Do you also serve other freight forwarders and logistics companies or do you deal mainly with direct shippers?

HHLA Project Logistics is a specialized company for all logistics and forwarding services in the region with almost 20 years of experience in arranging challenging transports.

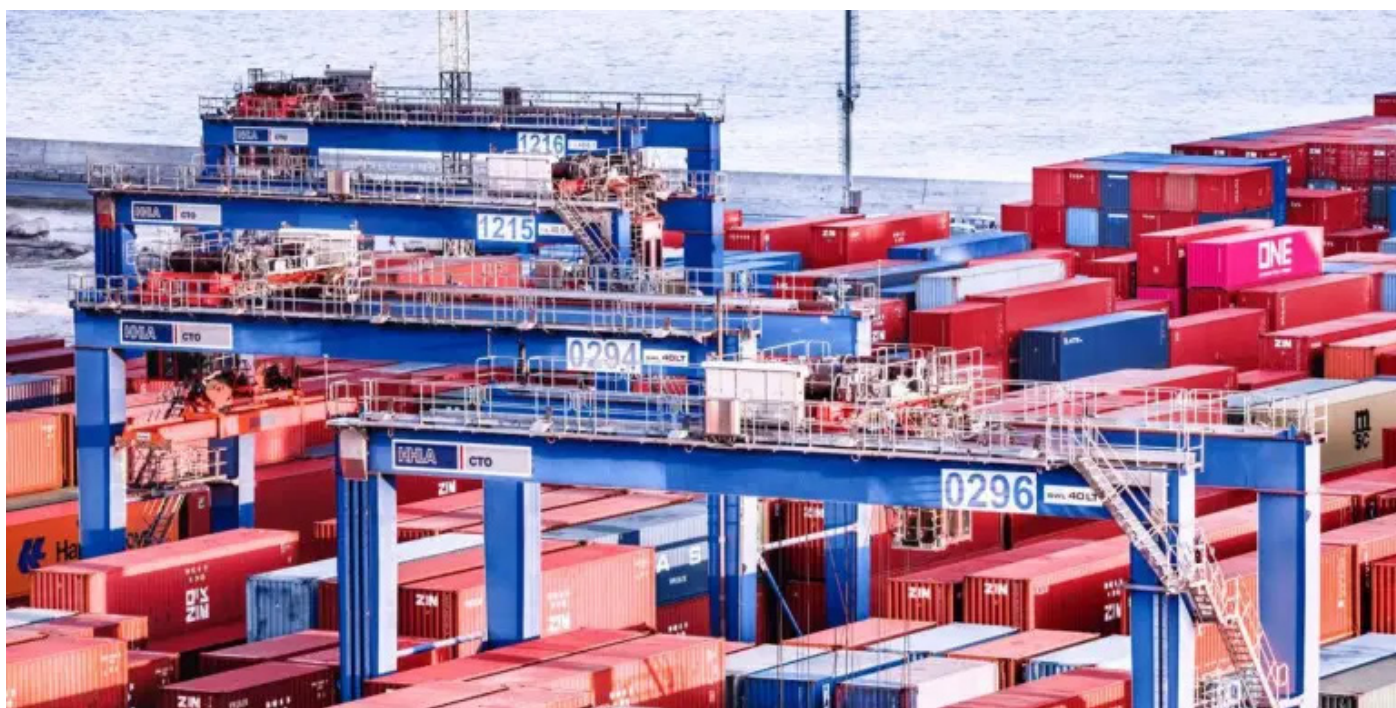
In addition to providing the traditional forwarding and logistics services, HHLA Project Logistics is specialized in the transport of high & heavy project logistics by sea, barge, truck, and rail. We also provide special features such as customs clearance and warehousing as well as GPS tracking.



Project Cargo Alongside
© HHLA / Thies Rätzke

Our business model is primarily focused on providing an efficient and high quality service to forwarders without having to have their own presence in this demanding region. For this, we work with many different international partners to support their needs in the region.

To ensure this, we have a team of 15 specialists in our offices in Poti, Tbilisi, and Baku with longstanding experience in all kinds of complex shipments to support the different customer requirements. Being part of the HHLA Group, we are also intransigent on compliance, a further value added service in the region for our international partners.



Block Yard Container Terminal Odessa
© HHLA / Thies Rätzke

Is HHLA also involved in block train traffic to/from Asia, mainly China?

Alongside intermodal hinterland transport and continental traffic in Europe, HHLA's rail subsidiary Metrans is indeed very active on the rail-bound Silk Road. Metrans is further expanding its rail services from Asia growth markets to Europe and vice versa.



TK Estonia Container Terminal
© HHLA / Thies Rätzke

Tell us about your own background, Mr. Sweens. I met you a couple of years ago when you worked at one of the major container shipping companies, and now I have the pleasure to interview you as a representative of HHLA. I am sure our readers would like to know a bit more about what led you to choose a shipping & logistics career in the first place.

The transport and logistics sector has always fascinated me. One of my previous bosses once said it is 'big toys for big boys', and there is some truth to this. However, my start in the shipping industry was somewhat of a coincidence.

After my studies, I started with a strategy consulting company, and the first project I worked for was the restructuring of a port operator. This is where I caught the 'maritime' bug. Most of the projects I worked on for the following 12 years were related to shipping, rail or logistics, in Europe, Asia and the Middle East.

In 2008, I moved to the shipowner side, first in Dubai, later on in Hamburg. Three years ago, I joined HHLA to manage the new international subsidiary. I thought it would be an interesting challenge and a good combination between managing the existing international activities and further expanding the company's international presence. I have not regretted this as the job is very exciting, and I have a great team supporting me in this venture.



Project Cargo by Rail
© HHLA / Thies Rätzke

How do you view the future, and what plans, if any, do you have to develop HHLA International on the logistics side?

The aim is to further develop the activities of HHLA Project Logistics in the Caucasus region, capitalizing on the know-how and experience of the team. Further, with the owned ports in Odessa and Tallinn, we are looking at ways to further tie our presence in those countries to create more of a network.

Finally, we are also endeavouring to network even further with like-minded logistics and forwarding companies in these regions.



Transformer Under Hook
© HHLA / Thies Rätzke

What is the best way to get in touch with you?

Best is actually to contact our local team, led by Mr. Korneli Korchilava as Managing Director of HHLA Projects Logistics. His contact details can be found on the website of HHLA: <https://hhl.de/en/company/subsidiaries/project-logistics/contact-persons>

Port of Odessa

Editor's Note:

An interesting video here from the Port of Odessa. By coincidence I just booked myself on a trip with CMA CGM to depart from Singapore June, 2021 onboard CMA CGM Volga to disembark in Piraeus. Odessa is one of the port calls enroute. Looking forward to the trip and let us hope that I don't fall in love in Odessa. Ukraine is famous for love "business".



Editor's Note:

Evening view at Westport Port Kelang, Malaysia from CC Georgia towards CSCL Globe.





WEEK #25 – 2020

June 18, 2020



Editorial

Dear Readers,



It is Thursday the 18th of June and PCW has arrived. Our country's "fame" by following a different COVID-19 strategy than our Nordic neighbors has resulted in our having quite a substantial number of fatalities in comparison. Although I do carry a Danish passport and would be able to visit parents in Denmark at some point, there seems to be little in the way of coordination between the countries regarding ability to cross borders. Swedes cannot enter Denmark, but Danish can enter Sweden. Frankly speaking, to me, it doesn't make sense. Let us await the "jury" verdict after this pandemic has subsided as it is indeed a clever enemy, and it seems able to strike anywhere and without warning.

Although we certainly do NOT live in hardship here in Scandinavia, the days are becoming a bit dull, and I suppose the main thing is that we are unable to plan anything moving forward. Families are split up worldwide as many cannot be reunited. Seafarers cannot be relieved of duty and cannot get to see their families, and the list just goes on.

Why is it always that when disasters happen, it is the most vulnerable that are hit the hardest? We simply don't have a system in many countries that protects the vulnerable, and in some ways, that should really be addressed on a higher level.

Another thing to address is pollution, and a horrible accident happened in the vicinity of Norilsk, Siberia recently with a diesel spill of thousands of tonnes into the river system. It will be interesting to see HOW the authorities in Moscow will deal with the problem. [See more here](#). Perhaps Russia can finance the clean up by selling off some of the diamonds they are harvesting in Siberia by [digging gigantic holes in the ground](#). Diamonds are forever, they say, but nature is not; NOT even in Siberia which is so vast that any disaster can be hidden—and heaven only knows what other disasters are out there or in the Arctic waters to the North in that vast country.

The “green party” here in Sweden and most of their followers particularly in European countries could do with a fact-finding mission to Russia to see some of the real problems out there, but getting their hands dirty is not really the aim of these “modern day religions”. Instead, it’s all about being politically correct, especially when others foot the bill through endless taxes and “green fees”—and here, I am not talking about golf.

On another note, in the past week, I was in touch with a friend of mine, Julian of Asercomex in Spain. Spain is a preferred destination for tourists in Europe, and although hard hit by COVID-19, the country seems now to be opening up again. Thus, I was very pleased to see that his small freight forwarding company has started to generate business again and managed to book some project cargo from Spain to China ([See photos here](#)). So, yes, I heard from him that they are opening up to tourism, albeit with some restrictions as to keeping distance and so on... perhaps the new normal for us all?

Business has been severely hampered by the inability to travel, so a lot is done using interactive means such as video calls and video conferences. One such conference that you might wish to sign up for is the one by [Antwerp XL](#). This conference focuses on the break bulk and project cargo industry. Otherwise, I do hear from many that although video conferences CAN for a while take up the slack, it will never replace in-person meetings —also not in educational terms of meeting face-to-face, and thank God for that. Still, there is no doubt that people who like to travel on the company’s expense will now find it harder to justify (and perhaps face more scrutiny of) their travel expense claims....

Regarding our interviews this week, we start off in the land of the Taj Mahal, curry, Bollywood, and yoga. Yes, you guessed it. It’s INDIA. We have got 2 interviews in store for you today, and we start off with a famous shipping agency in India called SAI MARITIME. They have a long history and tradition of representing reputable shipowners in Indian ports and can certainly be trusted to provide good service to you. We stay in the area of Mumbai and have a talk with another company with a very long and distinguished history. The company is called JEENA, and they give us their input on logistics to and from this large and populous country. We finally return to the scene of the “crime”, i.e. Siberia, and we speak to MORTRANS in St. Petersburg who tells us more about what to do logistics-wise in a country whose size defies belief.

We provide you with our usual treat, consisting of shipping news, trade intel, wise words, and featured picture and interview. We also feature a shipping profile of the week which features an interesting shipping person from Croatia.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Interviews

SAI Maritime Management (P) Ltd. – Mumbai, India



Interview with

Ms. Rukhsana Vohra Mithani
Director



First of all could you tell us about the history and ownership of Sai Maritime in India?

Sai Maritime & Management P.Ltd. was formed in 1984 as a subsidiary to our parent company, Sai Shipping Co Pvt Ltd. The primary focus of Sai Maritime was to acquire Indian flag, heavylift tonnage with a plan to operate along the Indian Coast. Unfortunately, this project was shelved, but as they say: “When one door closes, another opens.” A couple of years later, we were approached by German Carrier SAL (formerly known as Schiffahrtskontor Altes Land GmbH and then owned by the Heinrich family) to handle their vessel m.v. ANTJE calling at Kandla port. This opened up a window of opportunity to expand the Group’s activities into the project & heavylift market.



m.v.Antje 2×150 mton Derricks – the first SAL vessel handled by SAI

Besides offering Agency services at Mumbai, Kandla, and Chennai where we have our own offices and a strong sub-agency network in all the other major and minor ports in India, Sai Maritime are also brokers specialising in chartering of heavylift tonnage, LO/LO, RO/RO and semi-submersible tonnage.

We work very closely with the crème de la crème of the Indian heavy engineering sector and leading freight forwarders to find suitable solutions with our trusted partner carriers for their ODC and heavylift cargoes.

I understand that you represent some VIP shipowners in India. Tell us more about your activities in this field if possible.

Sai Maritime are the exclusive agents in India for SAL Heavy Lift GmbH Germany (a part of the Harren & Partner Group) who own 22 heavylift vessels operating around the world. We are also their longest serving agent, spanning a partnership of 34 years.

SAL's extensive experience coupled with SAI's strong Indian presence and in-depth knowledge of the Indian market make us the first choice as a proficient partner for the safe delivery of all types of heavy, over dimensional (ODC) and project cargoes.

We provide our clients with a fleet of ultra-modern and purpose-built vessels at competitive freight rates. Our services can be described as are self-gearred, in-house, customised, engineering solutions, including personal supervision from the planning stage to the successful completion and supported by a highly skilled crew on board.

SAL vessels regularly call at Indian ports There are, on average, 2-3 sailings a month east and westbound and also along the Indian Coast, carrying a variety of heavylift cargoes

Due to the non-availability of Indian flag, heavylift tonnage, SAL tonnage is regularly employed for coastal movements, especially cranes and dredgers which need to be shifted port to port. Heavy reactors, which are usually moved by barge or by road, are also transported on HLV due to shorter transit times and safer methods of transport, especially during the monsoon period May to September when barge movements are restricted along the coast.



Dredger weighing 300 mtons from Kandla to Dhamra

Transporters of wind energy equipment such as nacelles, hubs and windmill blades are also now opting for the faster route of shipping by HLV.

We recently successfully completed 4 consecutive voyages from Chennai (East Coast India) to Kandla (West Coast India) carrying a full load of nacelles and hubs, each shipment comprising 23000 cbm.



m.v. Maria performed 4 consecutive voyages from Chennai to Kandla with a full load of windmill equipment

SAL Heavy Lift and SAI Maritime have together won many accolades and awards, as well as broken many records at Indian ports.



In 2009, m.v. Anne-Sofie loaded the heaviest reactor ever handled at Mumbai port, weighing 1010 metric tons and measuring 29.50 x 8.10 x 7.40m. ([See the video here.](#))



M.V. Lone loaded 1 Unit Ethylene Oxide Reactor 1324 metric tons (Weight along with lifting gear) Dimensions – 21.300 X 13.00 X 10.250 meters (L X B X H) in 2013

There is a lot of competition in India in general. I suppose ALSO on the shipping agency side in particular. What makes your company stand out as the reliable agent to choose for marketing and services in India?

Ship Agency has been the essence and core of our business since 1977. Our personal attention to detail, on call 24×7, a professional and dedicated team, the ability to think out-of-the-box, especially in challenging circumstances which are quite common at Indian ports are all skills which we bring to the shipping table. We have continually offered quality assured shipping services, always finding solutions ahead of time.

Our Agency team comprises highly experienced personnel with a wealth of knowledge and who are able to handle the most complex of project cargo shipments independently, without the supervision of a Port Captain or a Supercargo.

Some of our key service attributes include:

- Trusted & Reliable
- Excellent relationship with Authorities
- Professional and skilled
- Quick turn-around of vessels & cargo, ensuring operational efficiency and cost savings
- Constant connectivity with ship owners/operators, charterers and forwarders



Our Agency Team – in attendance 24×7

India has a lot of ports. Could you tell us a bit about the main ports used (in your experience) for moving project cargoes?

The Indian peninsula is one of the biggest in the world, spanning 7500 kms. This lengthy coastline is responsible for a large portion of India's export and import. There are currently 13 major seaports in India (12 of which are operated under the Government of India and 1 which is operated privately) and 187 notified minor and intermediate ports, some of which are privately held.

Most Indian ports have facilities to handle multipurpose vessels, but breakbulk and project cargo movement is concentrated at Mumbai, Deendayal (formerly known as Kandla), Mundra on the West Coast, and Chennai, Tuticorin and Visakhapatnam on the East Coast.

From having a few major ports only a while ago, India has seen an exponential growth of ports, with the private ports now the dominating players for project cargoes, offering gateways & roads to access the final sites and vice versa for exports where we have seen EPC's setup close to the private ports, like for e.g. Mundra and Dahej.



M.V. Svenja (Beam 27.91m) entering the Mumbai Lock Gate on her maiden voyage to India



India's infrastructure has been a bit slow in developing, but recently, massive improvements have taken place. Can you confirm this, and what is your view on the infrastructure and the ability to move project cargoes and OOG pieces inland in India?

Yes, India's infrastructure has been slow with various hurdles expected in dealing with such a vast country and diversified cultures. The stable political climate has been positive, making a serious thrust to the growth and infrastructure, and we are seeing an especially good expansion on the roads plus the inland waterways which will be a very important route to access the midlands of India and develop basic projects since access of transport is feasible. With the introduction of digital payments and the implementation of GST nationwide, the procedures have indeed become much easier.

I can see from your excellent website that you also provide ship management. Can you tell us more about this side of your business?

The Ship Management division was started in 2012 to focus on managing the Group's two owned vessels in order to maintain a high standard which we also now offer to other shipowners.

We handle complete management of ships, comprising of:

- Officer & crew recruitment, payroll and portage bills handling

- Ship's staff repatriation & victualling
- Technical management, Class & Flag matters
- Repairs & spares handling
- Sourcing of original spares from demo market
- Dry docking
- Marine insurance (H&M)
- P&I Club negotiations
- Bunkering of vessels
- Maritime legal matters
- Ship inspection & new acquisitions
- Demo negotiation & delivery.
- Banking & Ship finance.

Sai Maritime also holds Document of Compliance (DOC) issued by the Indian Govt (DGS) & the Panama Maritime Administration (PMA)

When did you join the company yourself, and what made you choose a career in shipping?

You could say it's in my blood. While I was growing up, the only conversation at our family dinner table was about ships because it was our family business, helmed by my father and 4 elder brothers. By the time I finished school, I was familiar with all the shipping lingo, but I had never thought of it as a career because I always saw it as a man's business. I was in my first year of college pursuing a Degree in Arts, when I decided, in order to earn some pocket money, to take up a part-time job as an assistant in the chartering department. It was a good introduction to shipping and a fun experience, which led to my drive to learn about other departments through internships. I worked in Freight Forwarding, Accounts, Agency and Marketing. I was very lucky to be mentored by some of the best professionals in the industry during this time. After spending several years in container marketing, an opportunity knocked in the shape of a project cargo. A dismantled SKODA plant from Mumbai to Gdansk landed in my lap, which I fixed with SAL, and there has been no looking back since.



Recipient of the “Woman Entrepreneur of the Year” at the MALA Awards 2011

What does the future hold for Sai Maritime, and what do you have in the pipeline with respect to company developments?

We are 36 years young and still raring to go with a passion to strive more, open new avenues, and offer our expertise to clients worldwide. Even though we are based in India's financial capital city – Mumbai – our reach and connectivity is global.



Power Team – Rukhsana Vohra & Khalid Vohra Chairman and Managing Director, SAI Group

If people would like to reach you, what are their options?

Ship Management

Capt. Ravishankar, CEO

Email: ravishankar@saiship.com

Chartering

Ms. Rukhsana Vohra Mithani – Director, Projects

Email: rukhsana@saiship.com

Agency and Port Information

Mr. Santosh Gurav – Manager, Operations

Email: agency@saiship.com

Disbursement Accounts

Mr. Rafique Shaikh

Email: accounts@saiship.com

Our website: www.saimaritime.com



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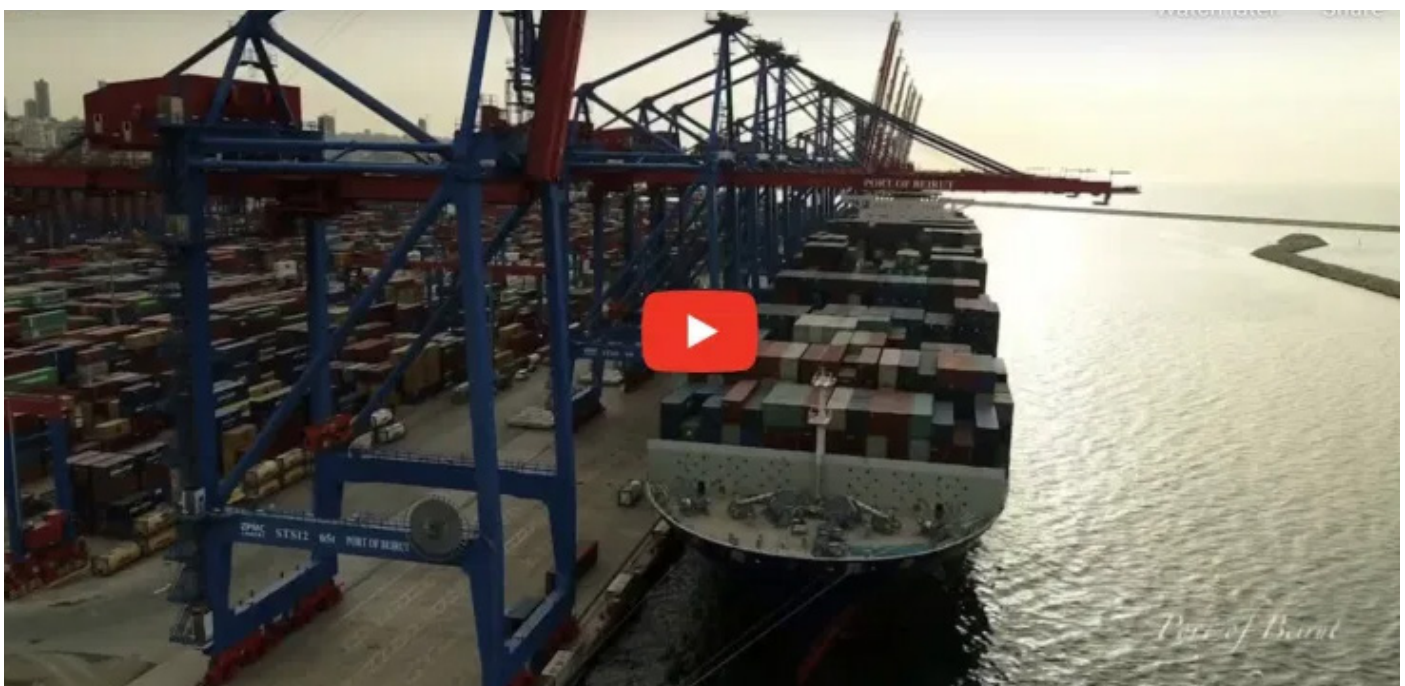


Featured Video

Port of Beirut

Editor's Note:

It was once called Paris of the east and I am referring to Beirut, Lebanon. I was there personally in 2017 onboard CMA CGM Andromeda and had a nice lunch in their Monaco style marina but it is certainly a city with several faces and several levels of income. I didn't see Carlos Ghosn there but understand that he arrived there later by stealth from Japan.



Editor's Note:

The KESS – Kline European Short Service RORO vessel seen here at the Port of Sodertalje south of Stockholm where the majority of car imports are arriving at the Swedish Baltic Coast.





WEEK #26 – 2020

June 26, 2020



Editorial

Dear Readers,



It is Thursday the 25th of June, and we are having our last regular issue of PCW before the summer. However, we will, on Thursday the 2nd of July, publish the much awaited Project Cargo Weekly YEARBOOK 2019. We will share a link to an ebook that you will be able to download for free. You are welcome to share this link and do with it as you please—which I, of course, hope will include actually reading it and enjoying a compilation of editorials, main interviews, and clickable videos from the start to finish of 2019. It is the first time that I have published a yearbook and believe we are now in a more established league media-wise, meaning that receivers actually might like to read it. It is virtually ad-free and will provide the reader with solid intel and wise observations from the undersigned 😊

Every day, I try to walk briskly about 10,000 steps or so. This amounts to between 5-7km a day. Being of the older generation, I only recently found the value of podcasts that I listen to whilst walking. I must share a couple of links to podcasts that I found very informative and relate to what PCW and I am all about – shipping. The [first one](#) is about the origin of containerisation. The [second one](#) is about the easy target that seafarers represent when blame for mishaps has to be assigned. I must say that in my opinion, this podcast says it all, and it is evident that what we see is that blame only goes to a certain level and the “higher ups” wash their hands. Sounds familiar, doesn’t it? Yes, it certainly does, and it always seems that the buck stops before it reaches either the big bucks or the upper levels who are often involved often the poor conditions, mismanagement, and so on. Naturally there should be blame to go around commensurate with your responsibility but taking a wider view when assigning blame is important at least. That is the position of PCW.

Whilst we are on the plight of the seafarers, especially in COVID-19 times, there are also sunny stories out there. Recently, one German shipowner managed to repatriate a large number of crew back to their home country through consistent efforts. [See more.](#)

Being unable to plan any formal holiday 2020, and this year being a gap year in my wife-approved allowance

of container ship cruise trip once every two years, I just booked myself, daughter and a colleague onboard the CMA CGM Volga from Singapore via Suez Canal, Black Sea Ports to Piraeus in June 2021. I certainly hope that the virus has subsided by then and that our trip is on. I do believe that having something to look forward to—whatever it is—keeps us going...a bit like trying to reach the rainbow although knowing that you won't ever reach it, but the trip there is awesome! This is a tribute indeed to CMA CGM Travellers club in Marseille who facilitate trips onboard modern container ships worldwide.

On the political front, not much has happened except that a former Trump staff member, Mr. Bolton published a book mainly about his former employer, but as the saying goes: "If you point a finger at someone, at least 3 fingers point to yourself." At least that is what I learned during a stint in AA some years ago. One might say that if he hadn't had that job that he writes about, most wouldn't have been interested in buying his book, so perhaps it's a good idea if he shares some of the royalties paid 😊 But it is America, and everything is possible, and "the Hollywood show must go on" is everywhere, particularly in US politics.

We have interesting interviews in store for you today. We start off in my native country, famous for Vikings, pornography (at least in the 60's), wind turbines, and shipping. The country is Denmark, and we have a talk with Alpha Project & Logistics which, although headquartered in Denmark, has most of its business in Africa and other parts of the world, showing that location is not always important for where you conduct business.

We then travel to the country of the Aztecs, which shares a long border with the US, has great food and beautiful women, and that country is Mexico. Talking to FTGV Transport, they tell us more about their capabilities in logistics in a country with both Pacific and Gulf costs and inland obstacles for delivery.

Lastly we speak to a company in a country where they finally are learning to speak English, menus in other than their native language may now be found, and is a fantastic country in many ways for both tourism and trade, and we are talking about France. Listening to Michel Hurel Transport, we learn more about their capabilities both in France and the UK but also in North Africa where the giant and oil and gas rich country of Algeria plays a vital role.

In this final issue before the summer break, we also have for you an interesting interview with LOGISYN in the US. Logisyn is a company specialised in the buying and selling of logistics companies. Age creeps up on all of us and sooner or later. If you wish to either expand or retire, you may need the services of a company like Logisyn in order to find a suitable match worldwide. Although you are selling up, you would still want your legacy to be preserved in some ways, right?

We finally bother you with shipping news, trade intel, wise words and featured picture and videos of the week.

Finally, may I remind you to look out for the **LINK to download the 2019 PCW yearbook which we will email you on the 2nd of July**. If for some reason you do not receive the email please email me at: bo.drewsen@projectcargo-weekly.com.

I wish you a very happy month of July, and I shall return formally to your inbox again on the 6th of August.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



ALPHA Projects & Logistics – Copenhagen, Denmark



Interview with

Mr. Peer Rommelhoff
CEO



Could you elaborate a bit about the history and ownership of Alpha Projects & Logistics?

First of all, here is my CV to give you an idea of my background:

Dates	Position(s)	Company	More information
1985-1987	Apprentice + water clerk	Liner agency – Lehman Junior, Copenhagen, DK	Worked for NYK, ABC, DSR, Alianca
1988	Operator + water clerk	Topgallant (previously US Lines), New York, USA	
1989-1992	Project forwarder	Intergroup, Copenhagen, DK	
1993-1994	Terminal worker	DFDS, Brøndby, DK	Loading / offloading trailers, etc.

1994	Project forwarder then GM	Lysander Shipping, London, UK	
1999	MD	Lysander Shipping, London, UK	Opened Copenhagen office
2006	MD	Lysander Shipping, London, UK	Moved to Italy and opened Genoa office
2008	Owner	Alpha Projects & Logistics, Genoa, IT	Company established
2009	Owner	Alpha Projects & Logistics, Denmark	Office established
2011	Owner		Moved to Denmark
2013	Owner	ALPHA Projects & Logistics, Rotterdam, Netherlands	Office established
2016	Owner	ALPHA Projects & Logistics, Dubai, UAE	Office established
2018	Owner	ALPHA Projects & Logistics, Gaborone, Botswana	Office established
2019	Owner	ALPHA Projects & Logistics, Walvis Bay, Namibia	Office established

I have worked in the shipping industry since 1985. This year, in August, it will have been for 35 years, with 30 years in project forwarding. I have seen quite a development in the shipping industry coming from telex and typewriter to now.....

I am the owner of ALPHA Projects & Logistics. To recap the timing in the table above, we began in Italy in 2008. Then we established our headquarters in Copenhagen, Denmark. Further offices followed thusly: Netherlands 2013, UAE 2016, Botswana 2018 and Namibia 2019.



We have three offices in Europe strategically located. One, in Genoa, Italy, is the busiest port in Italy and the Mediterranean sea. It is from Italy that we ship most of the construction materials for our customers such as many EPC projects. Another office in is Rotterdam—the busiest port on the northwest continent and a perfect

position for many breakbulk shipments from Antwerp as well. The last office in Europe is in Copenhagen, taking care of the nordic countries and the Baltic Sea.

Since our start, we have performed many shipments to project sites in the Middle East. Therefore, it was natural for us to establish an office in Dubai to be closer to the market and local region.

We have always had the dream to establish offices in Africa. We have chosen the southern African region. We believe in years to come, there will be many projects to develop in the region. At the same time, the region must protect their treasures, like the fantastic people, culture, nature, and wildlife.

We believe that we have much to offer. For example, our experience, knowledge, and skills in project forwarding as well as our 1st class customer service. We spend a lot of effort developing manpower, keeping our service at the highest level, and continuously improving our ALPHA team.

At the same time, our vision is to teach and share our skills, experience, and knowledge with the local ALPHA team and market. We have constructed our own ALPHA, two-year trainee program. Each trainee will enter this program which includes a mentor from our European office.



I understand from the market that you are active in Africa. Is there a specific reason for that, and how do you find it working actively in the African market which many say is the “final frontier” to be developed?

We believe that in years to come, the region will be developed, and therefore, reliable and skillful manpower with great experience and knowledge will be required.

We put a lot of effort into the education of our local manpower, and we have made our own two-year, ALPHA education program for trainees. This is all part of developing our presence in the region with a huge respect of the people and culture.

We have chosen Botswana and Namibia as we see Walvis Bay as a good alternative for transshipping cargo to Durban. We see a lot of uncertainty in the delivery time via Durban due to congestion in the port and heavy

delays by rail.

Walvis Bay is smoother with no congestion. It is well-positioned for easy delivery to Southern Angola. When the current bridge projects in Botswana (Okavango River Bridge and Kanzungula Bridge project from Botswana to Zambia) will be completed, it will create a smooth and fast gateway to other African countries like Zambia, South Western DR Congo, and Zimbabwe.

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

We coordinated the transport of construction materials to the Okavango River Bridge. This included transport from Walvis Bay to the jobsite in Botswana and discharging the charter vessel to the delivered FOT job site.

There were total transport weights of more than 12000 cbm and it is still ongoing. We had units with a weight of up to 76000 kg where special agreements and reconstruction of the border crossing had to be done in order for the units to cross the Okavango River by river barge. See the following [video](#) for more information.



[View the video](#)

Are you currently a member of any international networks, and do you find it useful to be part of such networks?

Yes, we have been members of GPLN for a number of years where we have met many good partners. A network can be good if members give fellow members a chance to quote for their business and give frank feedback (whether the price or service did / or did not secure the business with a constructive reason). We are very happy to have the chance to be a part of the CLC Projects Network and explore the opportunities. We look forward to mutually supporting each other in the network for successful business hopefully.



Construction Materials from Walvis Bay to Okavango Bridge Project

Has the COVID-19 situation affected your business overall? What is your recipe for coping?

Yes, we have been affected by COVID-19. Botswana and Namibia have had a lockdown for more than 2 months and are still suffering from this lockdown even in June. Many factories have been closed in Italy and other European countries, and therefore, materials have not been shipped as production has been on hold.

Our overseas EPC customers that purchase from European companies have, in some cases, cancelled orders due to uncertainty in delivery of materials to their overseas job site. The job sites have been ongoing in the Middle East, the Far East and Africa. Materials had to be supplied to job sites (when you have 3-5000 workers and a serious time frame) or the project would be delayed with huge penalties as a consequence. Therefore, we see materials being purchased in other places of the world as a solution. This can have a negative impact on manufacturers in Europe and the related transportation. At the same time, it can be crucial for these manufacturers as the EPC companies might have found new suppliers who they will use in the future as well. No-one knows yet the impact of COVID-19. It will take more time, and perhaps, we will know in 4Q this year. Changes will for sure have happened, and we must adapt.

We do not believe that we will get back to a situation like before COVID-19. Perhaps, this will be for the better. We know that we must adapt to the new market, and we will. We seek new opportunities and are focusing more on the African market. At the same time, we have just become members of the CLC Project Network. We look very much forward to working with these members and will do our very best to develop business together.



Construction Materials from Walvis Bay to Okavango Bridge Project

How do you view the future logistics-wise in the part of Africa where you are currently active?

We see a huge potential in Namibia and Botswana with stable governments that steadily will develop their countries. We see the potential for a new gateway into Africa from Walvis Bay. There is no congestion in Walvis Bay, and customs formalities / transit formalities are quite fast.

For years, the gateway has been through Durban. However, we know from many customers that the uncertainty in delivery dates is a huge problem. There have been huge delays on the rail connections due to lack of capacity and congestion in the port.

With the current constructions of the Okavango River Bridge and the Kazungula Bridge over Zambezi river from Botswana to Zambia, Walvis Bay will be a great alternative as a discharging port to Durban. Currently, you can have queues of trucks of 15-20km waiting for the river ferry to cross the Zambezi River from Botswana to Zambia. The completion of the new bridges will have a huge positive impact on the transit time for inland deliveries in Botswana, Zambia, DR Congo, and Zimbabwe. We are very positive for the future and hope that COVID-19 will soon be under control in this region.

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

I will be available on:

// email: peer.rommelhoff@alphapnl.com

// skype: [alpha1@alphapnl.com](https://www.skype.com/people/alpha1@alphapnl.com)

// Mobile + whatsapp + Kakaotalk: +45 23371030

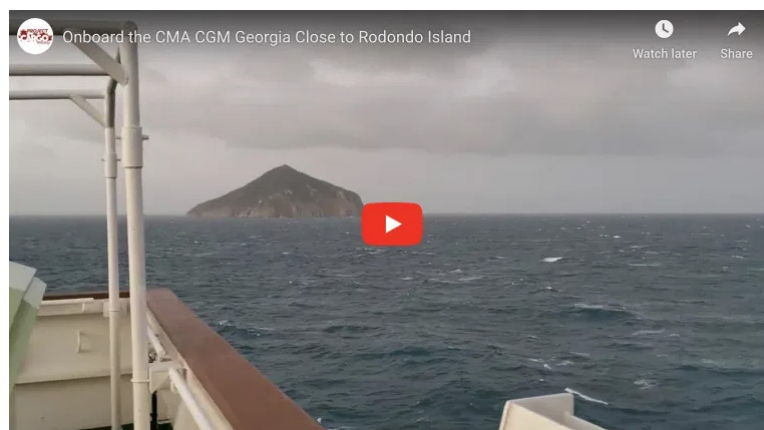


Featured Video

Onboard the CMA CGM Georgia Close to Rodondo Island

Editor's Note:

Last year I had the pleasure of taking a trip onboard CMA CGM Georgia from Singapore to Melbourne. Here is a short video filmed not far from Rodondo Island near Melbourne, a day ahead of arriving alongside. I just booked my next trip onboard CMA CGM Volga from Singapore to Piraeus via the Suez Canal and Black Sea Ports for the end of June, 2021 (god and virus willing).



Editor's Note:

The Huawei P30 Pro phone has great zoom, see here a vessel on the horizon with and without zoom. Taken at Sliema Malta.





WEEK #32 – 2020

August 6, 2020



Editorial

Dear Readers,



It is Thursday the 6th of August, 2020 and we are back—hopefully to be read frequently after the summer holidays.

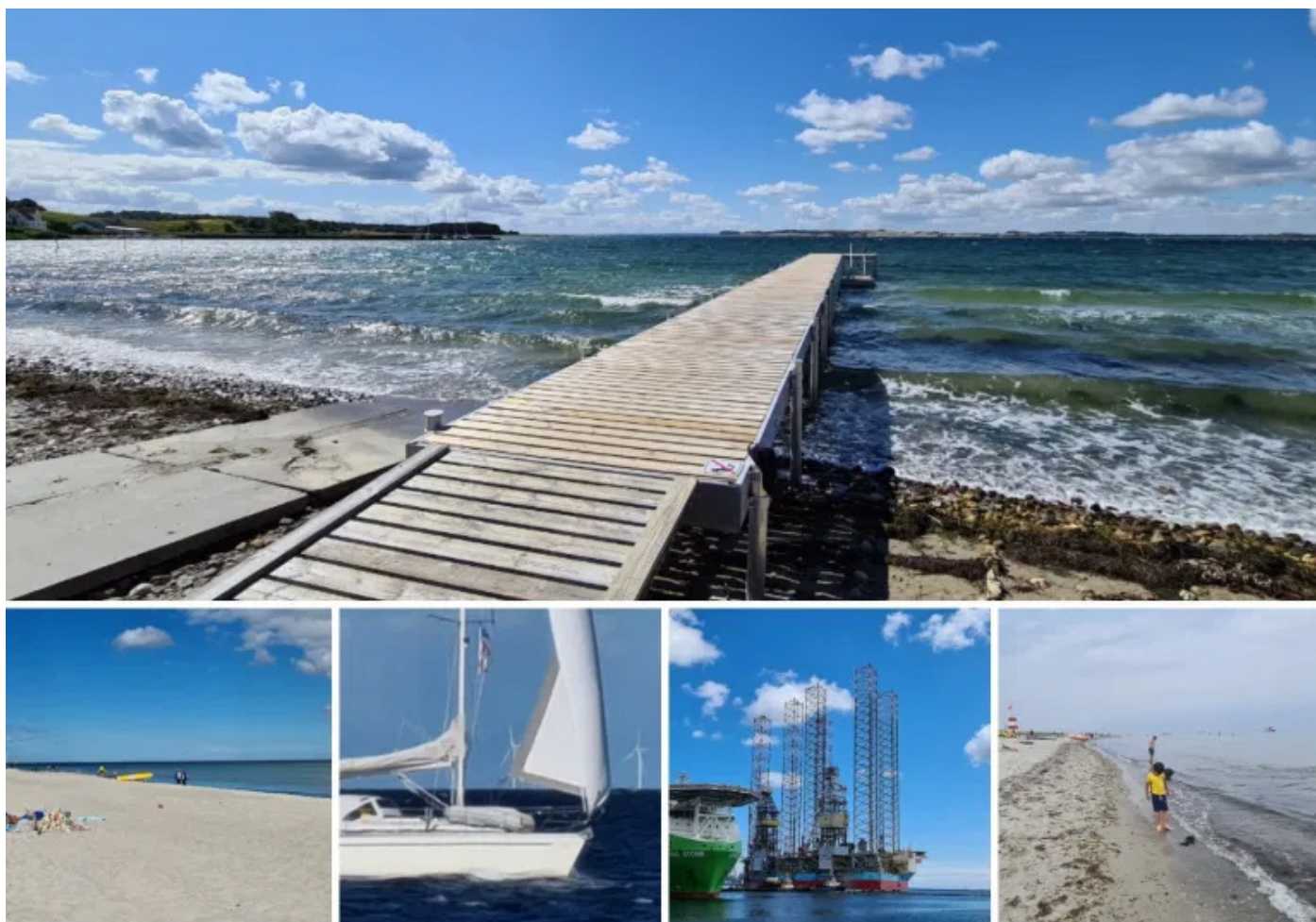
As the COVID-19 situation is still developing both up and down and even with regional outbreaks again after shutdown, traveling is still very difficult to plan. I did, however, take a road trip with the family to Grenaa, Denmark where my parents have been residing for 20 years. It is a beautiful city by the Kattegat Sea, and you will even find an interview with the port director further below as it is indeed a greatly located, deepwater port with beautiful beaches, too.

The road trip took 11 hours by car, including 2 stops, and we crossed three main bridges. First was the Øresund Bridge between Denmark and Sweden, then The Great Belt and the Little Belt Bridges in Denmark itself.

Until last Saturday, Swedes were NOT allowed to enter Denmark, but since I am Danish—and the children are, too—we had no problems entering the kingdom of Denmark...although I did have to double check before we left with the police as my wife is a Chinese citizen, but they told me that as long as I brought proof of our relationship (I suppose the three kids in the car was proof and noise enough), then it would be ok.

A few shared pictures for you here.





Weather-wise, the summer has been great. The temperature has been hovering between 18-26 degrees celsius (64 – 79 Fahrenheit) which I suppose for us Northern Europeans is close to ideal. I am now back at our Stockholm, Sweden residence and starting today after the long holiday, I must admit that it does take some effort to get back in gear completely.

It has missed no one that the rhetoric between the two great nations of the world, i.e., the USA and China has been intensified, and I am beginning to wonder who is TIK and who is TOK if you get my meaning. They seem to be accusing each other of exactly what they are doing themselves. I just saw the movie *Citizenfour* by Laura Poitras about Edward Snowden (after reading the books) and learning what the NSA and combined intelligence community of the US are able to do and ARE doing. Then, I listen to the tirades by President Trump about Tik Tok and Huawei that we are supposed to be scared of due to what they can do.

Isn't the problem rather that someone else that the US is now capable of producing both the equipment and software that the U.S. government would want and that an internet controlled by the US is not a foregone conclusion anymore?

While it remains to be seen, frankly speaking, it is time that the two bullies in the sandbox start to outgrow it. By comparison, the EU almost seems to be more balanced, well-considered, and more “normal” nowadays, and although they make little in the way of hard decisions ever, it does seem that the European continent is now getting to grips with the pandemic without the noise and Hollywood show that we are witness to daily, especially from the US.

The only thing is, of course, that the children of Europe will be saddled with an enormous debt due to the recent agreement among EU leaders to give large handouts of funds to specific EU countries, notably in the southern borders. Yet, the question remains as to whether they will be able—or more apt, willing—to reform and clean up their economic excesses of the past. And let us see if the French finally will give in and lessen their pride, and STOP the ridiculous travel circus between Strasbourg and Brussels at the everlasting cost of

EUR 100 million a year. The fact that Britain as a net contributor to the EU has left doesn't bother anyone it seems; we just increase the budget nevertheless. I wish I could run my business like that – don't we all?

The pandemic has left many capable people in search of a job because many employers take the safe course before the unsafe. Whilst many companies, of course, also use the excuse of the pandemic to rid themselves of unwanted luggage, still I have a few likeable, and in my experience, competent friends that are out there.

One person comes to mind and that is Mr. Peter Schou who is out and about looking for employment. He is one of the few, original experts in the renewable and wind energy transportation business who has not become arrogant and "know-it-all" from the rapid rise of this very industry. You can [read the interview and his story here](#). Further down in today's newsletter, you will also learn about another shipping profile of the week: Nikolaj Gryndahl who is very competent in chartering. So, although the crisis is here and doors are closing for those of you who are ready to move, some doors are indeed opening, too.

On the shipping and interview front, we have today three great interviews in store for you. We start off as mentioned above in the port of Grenaa, Denmark where the CEO tells us about what they have done, can do, and why Grenaa is a good option for you as both shipowner and/or cargo owner. We then travel to another great port and a bit warmer location, known for Bob Marley, fast runners and a superior location in the Caribbean: Kingston, Jamaica. I was in Kingston in 1967 at 4 years old on the MV Thyra Torm although I have no recollection of it. I am sure that the rum even then was great. We speak to LTN Logistics in Kingston, and they provide us with an interesting insight into logistics to and from this great island.

Finally, we visit a country of many people (5th most populous country in the world) and the gateway to Afghanistan, i.e., the country of Pakistan. MSL Karachi provides impressive feedback to questions about their capability, and as you know, competition in the country of Pakistan in logistics is nothing but fierce, but MSL does seem to be a good choice.

Apart from the formal interviews and two shipping profiles, I also provide you with our usual shipping news, trade intelligence, featured video and photo, and wise words, so I hope that you still stick with us also in the 2nd half of this year! Finally before bidding you all goodbye for now, I remind you all about the link to our first ever [PROJECT CARGO WEEKLY YEARBOOK](#) which we published on 2/7. Feel free to download, distribute, and read at your leisure.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Port of Grenaa – Denmark

Interview with

Mr. Henrik Carstensen
CEO



First off, Henrik, please tell us a little about your background leading up to your position as the CEO of an important commercial port in Denmark.

I worked in various positions in the shipping industry for 30 years before I started in the “port industry”. I have now been the CEO for the Port of Grenaa for 5 years.



Map showing Grenaa in Denmark

You have got Aarhus nearby which supposedly is a competitor or colleague. What strengths would you say that Grenaa has in the market for niche products?

Most importantly, our Port in Grenaa is a 100% industrial port with no private housing and with a distance of 3 kilometers to the town center. This means that we can handle and work with our core segments without

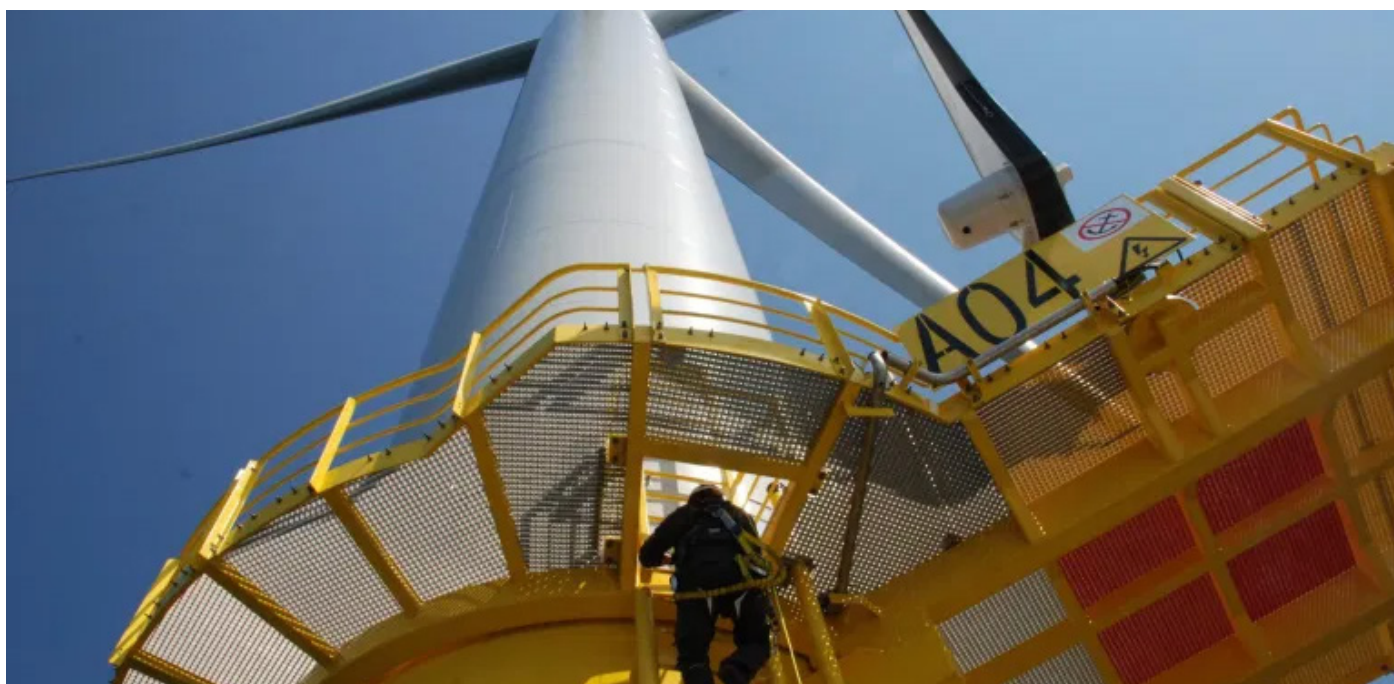
causing any problems—of course with all the needed environmental licenses.



Port of Grenaa, Siemens turbines

Give us more details about the port itself such as draught (draft), crane capacity, etc. I also understand from a recent visit that you even store giant, jack up oil rigs?

We have 1,450,000 square meters of land at the port and approximately 4 kilometers of quay area. Our max draught (draft) is 11 meters which we have in more or less 50% of the port. We have different sizes of mobile cranes and the two biggest can lift 110 and 120 tons and in a twin lift approximately 200 tons. We have shore power in most of the port and have also invested in a mobile shore power unit. Our unique shore power setup is one of the reasons why Maersk Drilling and a lot of other rig and ship owners are calling at the Port of Grenaa for stacking.



Port of Grenaa, Siemens turbines

There has been a lot of talk over the last couple of decades lamenting the lack of political will or understanding to increase the highway and infrastructure connections to and from Grenaa. How is this proceeding now, and what developments in that regard are you working on?

We have, of course, a very intense and continuous focus on the infrastructure to Grenaa. Our hope and goal is to secure a so-called 2 to 1 road the whole way from the Djursland motorway to Grenaa (the cost of a 2 to 1 is only 25% of a motorway). If this happens, we will have a good and workable infrastructure to Grenaa.



Port of Grenaa, Siemens turbines

Tell us more about the mega, offshore, wind turbine project that you handled a couple of years back for a location off the island of Anholt, including volume, timelapse, etc.?

All pre-assembly for the Anholt Offshore Windmill farm was done and handled from the Port of Grenaa. The project lasted for two years (finalized 2013), and in this period, approximately 2000 employees (from DONG and Siemens and their sub-contractors) were working at the port. The project was operated very successfully and has meant that the Port of Grenaa has gained a good name within the wind industry for handling projects like this.



Anholt Offshore Wind Farm

Do you have any lines regularly calling at Grenaa besides the Stena Line to Sweden which I also understand is increasing its port calls?

Besides the Stena Line which has two, daily double tours from Grenaa to Halmstad, we have the ferry to Anholt calling at our port every day. Next year, the Stena Line will expand the route to Halmstad with an extra ferry which means four, double tours per day from our port.

What is next for the port?

We look forward to a very interesting future where we will continue to strengthen our core segments (wind, bulk, stacking, projects, recycling, ferries, warehouses) but also give a lot of focus to different projects coming up with which the Port of Grenaa can be a part. There are, for example, the Femern project and a new offshore wind farm called Hesseløe.

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

I can be contacted via email hec@grenaahavn.dk or mobile +45 22160016.

<https://www.port-of-grenaa.com/>

Maritime News/Poor Monitoring and Ship handling Led to Lost and Damaged Containers

Editor's Note:

mv "Uni Florida" lost some containers overboard during heavy weather as you can see from this video footage. It comes on the heels of a recent occurrence in Australia with mv" APL England" leading the AMSA of Australia to implement stringent checks on all containerships now entering Australia. Recently also an MSC vessel was involved near South Africa having lost numerous containers overboard. Still, compared to the volume of containers actually on the seas at any given time a minuscule amount is ever lost. No-one can control the weather, not even the maritime authorities of Australia.



Editor's Note:

I was invited by the local COSCO office and port of Sodertalje to attend the arrival of mv Tian You to Sweden with pre-fabricated housing modules in late July. It was a beautiful day in port!



mv Tian You Port of Sodertalje, Sweden July 2020



WEEK #33 – 2020

August 14, 2020



Editorial

Dear Readers,



It is Thursday the 13th of August and we are back again here at PCW.

I had another quick trip to Denmark last weekend. This time not for family reasons but for friendship reasons, and although COVID-19 is here, I did manage to meet up with a friend of mine from the Danish ship owner Ocean7 as well as a compatriot from IOL Logistics in Asia who similarly was “stuck” in Denmark due to the virus.

We had originally planned to meet in Antwerp to test the best French food and wine there, but those plans were scuppered. So, we decided to meet at DK-Svendborg which is a beautifully-located city in the middle of the small kingdom. It is famous though for its roots in shipping—where a name like AP Moller Maersk comes to mind. Having lived abroad for most of my years, it is always a pleasure to return home and be with good friends speaking your own native language. Although it sounds like we are speaking with a potato in our mouth to most, it was nice.

On the world trade scene, things are developing rapidly and since the US election is getting closer, the anti-China rhetoric (fair or unfair) is in high volume. The latest concerning Hong Kong is that the special trade status that the city has enjoyed is now being revoked and that will no doubt be dealing a blow mainly to the locals. [See more here.](#)

Trade sanctions are also in place against Iran, Cuba, and North Korea—and perhaps coming soon to a place near you. The problem in our view is, and has always been, that trade sanctions more often than not hit the average person in the street more than it hurts any decision makers, but of course, it's a good sound bite in any election.

It also seems that Joe Biden has emerged from his basement to nominate, finally, his candidate for vice president, so now we know who the contenders are for this the most important job in the world. If her capability

matches her looks then they are assured of success.

A terrible explosion happened in the port of Beirut last week ([read more](#)) and more about this obvious tragedy in the shipping news below.

On another note, I spoke with a couple of contacts in shipping (both sea and air), and as a wise man once observed: “One man’s pain is another man’s gain”. It would seem that many ships are indeed fully booked on some trade lanes, but the great winner of all are the ones who are experts in airfreight. With those rates going through the roof due to the lack of alternatives, it is obvious that there will be more yachts in someone’s marina soon.

Overall though, I am sure that if there is a “man upstairs”, then the scales will be balanced one way or the other in life.

Oh yes, I almost forgot in these times of political correctness it would, of course, also be prudent to say a “woman upstairs”... I am confused by most of this and believe a lot of it is undue noise in a world where we DO have other pressing problems now. You have to be really careful whom you “offend” nowadays and that includes many journalists who have seldom been outside the secure cafe life here in the west. Many journalists though are being hunted and are the true unsung heroes in an age when free speech is often under attack. Let us see where we end up. One thing I do recall was the number of China experts—or experts that I had to listen to when I lived there—most of whom had never paid the country a visit, let alone lived in it. Some would call it the “tyranny of experts”—which also is the title of a readable book by economist William Easterly!

On the shipping front, I managed to get first of all a most interesting interview with a company located on an island famous for Corleone and olive oil but also for great wines and friendly people, and the place is Sicily in Italy. We speak to a local provider of ports and logistical services on the island. Then, we stick around in Europe and re-visit the country of beautiful women, nice design, and men who hardly say a word, and that is Finland. The local company there that we spoke to before reminds us about their services both into but also out of and via Finland to Russia. Finally, for those of you who like to listen whilst jogging, resting, or similar to interesting business people in shipping, we remind you about a lady we spoke to in Gothenburg, Sweden who started a shipping podcast. I am confident that you will test out listening to some of her podcasts that are available freely on her app.

And apart from reminding you of all that, we, of course, provide you with shipping news, trade intel, wise words and featured picture & video of the week.

We wish you a SAFE and a very happy weekend to come.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Promospedit – Sicily, Italy



Interview with

Mr. Marco Spano'
Area Manager



When was the company Promospedit established in Italy? I can see from your excellent website that your main office is in Sicily.

The company was established in June 2019 on the eastern coast of Sicily exactly in Syracuse. We are located

a few kilometers (about 30) from the city of Augusta where the petrochemical center, the port, and the commercial area inside the port are located. It is a strategic point in the Mediterranean.

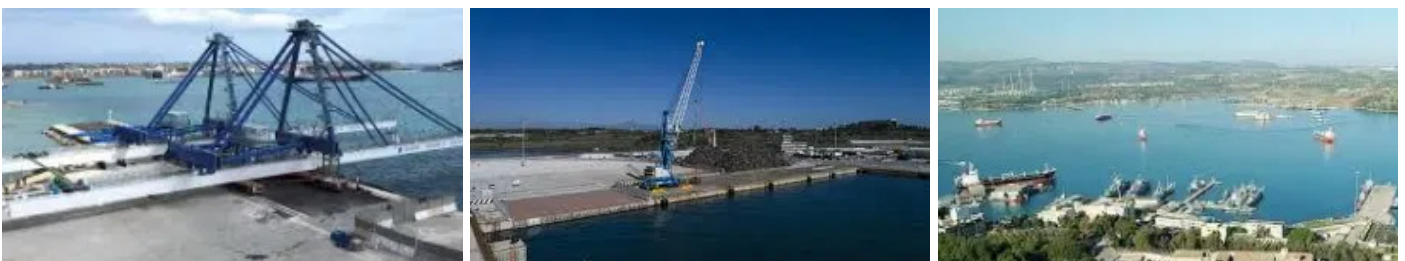


Syracuse Historical City



Sicily is a famous island not only from movies but also for food and wine, etc. Perhaps most of our readers are not too familiar with the ports of the island. Can you tell us more about the various commercial ports of the island?

About this I can answer with statistical data and in any case, since Augusta is a hub for the oil refinery industry, it falls far behind. The commercial port is under-used and under-sponsored. (I assume due to local policies).



Commercial Port of Augusta

PALERMO – The system of Sicilian ports (Catania, Messina-Milazzo, Palermo-Termini Imerese, Augusta) in 2016 exceeded 64.5 million tons of goods. The figure is the highest in the last four years; it represents 13.4% of the national total. The oil component is important, which exceeds 67% of the total. Palermo totals 6.8 million tons of goods handled. The data emerged from the conference “The economy of the sea, a concrete opportunity for development” which was promoted and organized by Intesa Sanpaolo with the support of SRM

(Studies and Research for the South, a study center connected to the Intesa Sanpaolo group).



In the Ro-Ro segment (freight ferries), the Sicilian ports of call are among the Italian excellences. With almost 19 million tons, the island represents 20% of the total Italian and over 40% of the total Mezzogiorno traffic. There was a 3% increase in traffic recorded in 2018 compared to the previous year. Ro-Ro represents 87% of the traffic of the port of Palermo with about 6 million tons of vehicles handled. Over 7,000 ships handled goods and passengers in the port of Palermo in the first 11 months of 2018 (+ 14% over the same period of the previous year).



Are you a member in any networks currently?

No, not at the moment.



You run a service between Sicily and Malta? Can you tell us more?

Augusta is about 80 nautical miles away from Malta. Passenger and freight services to Malta depart from the ports of Pozzallo and Catania. At the moment, they have the monopoly, however, nothing prevents them from having an additional service from the commercial port of Augusta. The company with which we have this commercial agreement holds two small container port units. Therefore my thought and project is to create a reference hub right here.



With your company being in Sicily, I need to ask you whether the media reports about the huge influx of boat refugees into Sicily is still ongoing and a problem for the island?

The media report is true, and our area has been a sorting hot spot. Currently the landing reference point is mainly the island of Lampedusa and does not affect the Augusta area for the time being.

How many years have you been active in shipping?

I have at least 10 years of experience in the shipping business.

How is it best for our readers to reach you?

We have a representative office in Syracuse in Viale Zecchino 110 on the 5th floor. You can also reach us via mobile at +393518355706 (also WhatsApp) and via email info@promospedit.com



Featured Video

Alpha Projects & Logistics Project Movements August 2020



ALPHA Projects & Logistics
Website: <https://alphapnl.com/>

Editor's Note:

I was in Beirut alongside in July 2017 onboard CC Andromeda. Exactly where the CC Lyra was on the day of the explosion. I was also downtown for a medical checkup and a great lunch with the local CMA CGM shipping operations manager. PCW pays tribute and honor to those who lost their lives & were wounded in this tragedy last week and we hope that a better tomorrow is in store for all Lebanese!





WEEK #34 – 2020

August 21, 2020



Editorial

Dear Readers,



It is Thursday the 20th of August, and we are back again.

Although Sweden is in a kind of lockdown, the restrictions on movement around the country are virtually non-existent, so I try to get out of the “office” a bit whenever it is possible. Last week I visited the port city of Gävle which is located some 175 km (109 miles) north of the capital of Stockholm. Gävle, along with other ports on the northern part of the Swedish east coast such as Umeå, Pietå, Luleå, Sundsvall, and Harnosand, are all awash with breakbulk ships coming with wind turbines and related equipment at least foreseen until 2022 or 2023 which should be the peak. All the suppliers are involved, i.e., Vestas, Nordex, Siemens, and GE. When I visited the port of Gävle and one of the reputable local shipping agencies there, TSA, they were expecting at least 15 breakbulk vessels with project cargo to arrive in the next few months. The quantities are huge, and the investments are creating thousands of jobs all along the coastline in the name of “green energy”.

The next vessel from COSCO, mv Tian Hui, will be in Gävle early September, and certainly I shall be in port to take a few pictures. Nothing beats getting away from the wife and out to see real shipping outside a computer screen. As for the wife, I am sure she feels equally pleased having me out of the way!

Perhaps you have the same experience as I have: the further you get away from the bigger cities and the nations’ capitals, the nicer the people are, and they seem more relaxed, attentive, and overall more positive to deal with.

Last time I visited Gävle was in 1999 or 2000 I think when I worked for the COSCO agency—then called Penta Shipping. We had a team of Chinese engineers dismantling a complete steel plant from SSAB which was shipped to Wuxi Iron and Steel in China. Later on, we shipped a similar plant from Luleå to Handan Iron & Steel. Those were the days when a 2nd hand plant in Sweden could be decommissioned, dismantled, and then shipped to China, basically there working as a “new plant”.

As you all know by now, “green” is the buzzword for most of us, and everything is excusable as long as we claim that it is for the good of the environment. One thought comes to my mind though—what about the time when the wind turbines are no longer working, how can we dispose of them? When the batteries for the influx of electrical cars are done with, how can we dispose of them and so on? I only hope that there is a reasonable and open debate about it. Just because you dress yourself in a green coloured shirt and shout out all the “right opinions” that doesn’t mean you have the monopoly on wisdom.

A clean environment starts at home, and we are here with the Baltic Sea close to us where the major pollutants are being spewed into the ocean from Russia in particular but also the former Soviet Republics of Estonia, Latvia, and Lithuania. Perhaps we might spend a bit of our energy to clean up that first before spending millions of taxpayer dollars in subsidizing the green wave of energy. We may also in our “developed” world learn to clean up after ourselves after a night out in the town. On many a Monday after the weekends here in Stockholm, it does look awful in the streets and near the suns-seeker spots with rubbish, empty beer cans, plastic, and whatnot. I recently saw on LinkedIn a photo from the greenest capital of all, Copenhagen....[see here](#), so you can get an idea what it could look like. So, if you want a clean environment, start at home, and if you want clean energy do go for it but have a back-up plan and a basket of energy sources available as there is usually a catch, and let’s avoid always telling other countries how to live their lives!

On the COVID-19 front, it is still wreaking havoc and so-called “safe places” are now again unsafe, so it is the opinion of this editor that we had better hunker down and expect to do so for the long haul until the vaccine is here. I put my faith in the medical profession who now are put to the test to develop, test, and roll out a vaccine that really works, so we can get back into gear.

The virus has also given us time for contemplation, and at least for us in the so-called developed world, we may reflect on the lifestyle we had before. I do feel sad for many, though, who through no fault of their own, have problems making ends meet or see their business go under (or at least be severely hampered).

A friend of mine lives in Melbourne, a city of 5 million that is now in a severe lockdown mode. I met him last year when I arrived there by CMA CGM Georgia as a passenger from Singapore ([check out the video here](#)). My friend runs a container positioning business, and his business is also suffering from this pandemic along with millions of others, of course. His company, Silverback is interesting by the way, and you may [read more about it here](#).

Shipping-wise, we have got 3 nice interviews in store for you today. We start off in the “lucky country”, aka Australia, and speak to a company called VISA which, besides having a valid visa, have expanded into many other places around the globe. Then we speak to a local, project freight forwarder active in a beautiful country known for wonderful coast lines, golden sand, and friendly people, and that country is Oman. We interview Aqua Air Logistics which has a proud Indian background. Finally, we visit China and the province of Anhui, and we talk to a company called Greenroad—a company that has expanded its reach into the interior of China and Central Asia but also provides overseas project cargo services.

Certainly, as usual, we provide you with shipping news, trade intelligence, and featured pictures, videos, etc. and we conclude our newsletter with wise words.

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com

VISA Global Logistics (VGL) – Australia



Interview with

Charlotte Cox and Steve Larsen
VGL Australia, Project Cargo Division

First of all, please tell us about the history of VISA Global. Where is your company headquartered and who are the owners?

VISA Global Logistics (VGL) began its journey in 1982 in Sydney, Australia. This remains our global head office. VGL provides a complete, end-to-end, supply chain and logistics service that entails global freight forwarding, customs brokerage, 3PL warehousing, and transport and distribution. For the past 38 years, we have grown to provide the most comprehensive service coverage in Australia whilst also expanding to operate our own offices in Belgium, China, Germany, India, Italy, Netherlands, New Zealand, South East Asia, Spain, Turkey, and the USA. To-date, we have 67 offices globally.

Our mission at VGL is to be the one-stop-shop for our clients for all their logistics needs, backed by outstanding customer service. In line with this, VGL offers several customer-centric, value-adding services such as 24/7 support, real time shipment tracking, and an unparalleled level of supply chain reporting.

We operate well in our space where we have found a gap between the service provided by large multinational competitors and smaller operators. We are large enough to deliver global coverage but also small enough to be flexible, nimble, and responsive to client needs as they change in real time. Our team takes pride in knowing that our clients never feel like they are just a number when they work with us.



Do you have experience in handling project and oversized cargoes? Could you provide our readers with a few examples?

VGL has a dedicated Project Cargo Division that has completed a multitude of projects across the government, infrastructure, defence, machinery, industrial, and renewable energy sectors to mention a few. These include shipments that are usually break bulk, out of gauge, heavy lift or require chartered vessels.

Some completed projects include: The 6-month project management and transportation of a complete asphalt plant ex-Italy which involved multiple flat racks, break bulk shipments requiring crane and under hook handling and delivery.



Asphalt plant ex-Italy

Another example is the 9-month project management and transportation for the Spencer Sewerage Project ex-UAE and Germany to Melbourne, Australia. This involved the procurement and transportation of pipes which were used for the biggest sewerage upgrade in Melbourne's central business district.



Queens Wharf Sewer, Procurement of pipes ex Germany to Brisbane, Australia, 4-month project

What's unique about VGL's Project Cargo services is that we provide 24/7 visibility and monitoring of project cargo shipments through our proprietary freight management system, OneTrack. OneTrack is integrated with Ocean Insights which provides automated real-time updates on vessel departures and arrivals around the world. This capability plays a crucial role in our team's ability to respond to supply chain delays as they happen, so we can adjust the transport plan, ensuring set arrival dates are always met. Our team understands that every hour and every day of delay can translate to millions of dollars to our clients and their projects. VGL's systems, processes and software technology have been built and set up to ensure timely deliveries.



Project cargo transport of an industrial dryer ex China to North India. Completed by VGL's India Team, 2-month project

Another unique aspect of our Project Cargo operations is that in Australia and New Zealand, we own and operate exclusive trucks and trailers built to transport heavy cargo. VGL has the licences and accreditations as well as long-term partnerships with local authorities to attain special permits to cater to all requirements.

Our team also offers local expertise at origin and destination, a strong global network, and great relationships with leading air and sea operators, enabling our access to multiple weekly services.

Aside from our Project Cargo expertise, VGL also has logistics solutions across the following sectors: food & beverage, building materials, automotive & parts, fashion & accessories, furniture & homewares, machinery & parts, electronics & appliances, and valuable cargo.



VGL's Super B Quad Quad – designed and built for heavy cargo

There are a lot of freight forwarders out there. How do you ensure that you stand out in the crowd, and what is, in your view, the hidden secret behind your success?

Our team's relentless commitment to our company mission of being the one-stop-shop for our clients for all their logistics needs has propelled our success for the past 38 years.

Guided by our company mission, we developed our own proprietary freight management software, OneTrack, to provide complete supply chain transparency to our clients through real time tracking of their shipments as well as comprehensive KPI reporting. OneTrack tracks and records our performance, the client's supplier's performance, their supply chain savings, their shipment volumes, and the total percentage of container utilisation to mention a few features. OneTrack offers hundreds of reports to empower our clients to make sound business decisions daily relating to their supply chain.

OneTrack can also track carbon emissions in supply chains – ideal for companies that need to report on this for sustainability requirements. This feature was built to support the evolving needs and expectations of our clients.

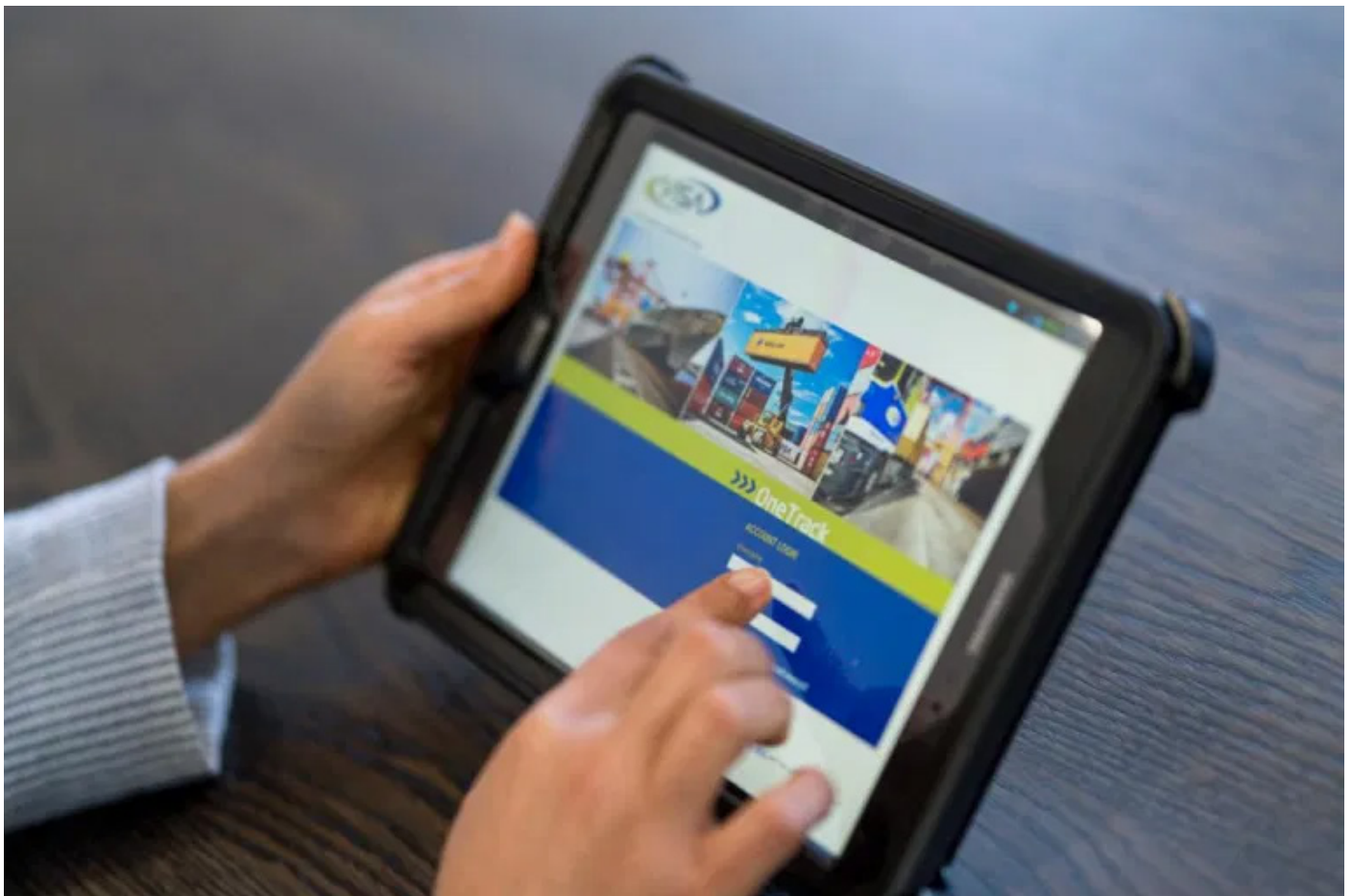
Another exclusive feature of our OneTrack system is its Detention Management capability. OneTrack monitors the allocated free time of every container and sends automated reminders to our clients and our team to

prioritise containers that are due for detention. This has saved our clients thousands of dollars every year.

VGL operates a paperless business through OneTrack – every step of the process from origin to destination is automated and digitalised. We have helped our clients automate their supply chain and position their business for growth.

Competitors usually charge a subscription fee for the use of their freight management system, but at VGL, we provide free access and use of OneTrack to all our clients.

In 2019, OneTrack received 4 industry awards in innovation and customer service. These awards were added to VGL's industry accolades that currently number 20. The most recent include: 2019 APAC Business Awards: Best International Freight Forwarding Company; 2019 APAC Business Awards: Excellence Award in Technology & Innovation; 2019 Australasian Fleet Safety Awards: Safe Vehicles; 2019 Freight Industry Awards: Best Application of Technology; AFR Australia's Top 500 Private Companies; 2019 Supply Chain Experts of the Year; 2019 Most Outstanding in Customer Service.



VGL's unique competitive advantage for project cargo: its propriety freight management software, OneTrack

What are your contact details in case our readers would like to get in touch?

Readers can get in touch directly with us via email or by visiting our website and submitting an inquiry.

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Featured Photo

Editor's Note:

Yes, I know that Hong Kong has been, or is, in a storm right now, not only with mainland China exerting more control but, also the pandemic etc. Still nobody can argue with the fact that the skyline towards the island of Hong Kong stands out as one of the most impressive in the World – at least to this editor. It remains my favourite world city, lets see when I can visit again!



OOCL Vessel Passing Under Tsing Ma Bridge in Hong Kong

Editor's Note:

And staying in Hong Kong here a short video taken from the 32nd floor of a Park Island condo towards the Tsing Ma Bridge with an OOCL vessel passing underneath en-route to one of the nearby Chinese container ports such as Shekou or Nansha perhaps. Enjoy!





WEEK #35 – 2020

August 27, 2020



Editorial

Dear Readers,



It is Thursday the 27th of August. It's the last Thursday of this month, and that means we've got only four months left in this year!

There is an old saying that goes: The water tastes good but who dug the well? I have been thinking about this a bit during the past week since I have time for it—in particular when there is next to no traveling, my wife is studying at an online university, and the kids are in school.

Yes, I have been thinking that success never comes out of your own efforts alone, and really successful businessmen or women are always humble, recognizing people who were instrumental or helpful along the way. But there are also many who after clinging to you, start copying what you have done and leave you by the roadside, thinking that they can, in fact, do what you did. This is not so, and as another saying goes: Be yourself because the world loves an original.

I have tried most of the time (and hopefully with some success thinking back to work) to live according to the following self-made mantra: **Be proud but NOT arrogant – Be humble but NOT crawling.** It was even used as the main quote for the rather successful company of Martin Bencher Scandinavia that I founded together with a friend of mine in 1997.

Shipping has indeed provided many ups and downs, but overall, when I think back, meeting with a variety of people worldwide for more than 30+ years has left me with some everlasting memories of which 99% have been overwhelmingly good and the tiny 1% that aren't, although painful at times, could never erase the 99%. The physical meetings, personal contacts, and having a drink in the bar discussing business whether it was in Perth, Tokyo, San Francisco, Cape Town, Shanghai or Malta simply never could be replaced by any online arrangement.

I would rather zoom in on a drink than zoom in on yet another static meeting with mute/unmute buttons. Still

we adjust, adapt, and overcome. We hope that time passes quickly towards a successful vaccine to eradicate this COVID-19 pandemic, allowing us to be able to see eye to eye for real again.

The shipping and project freight forwarding business is still going on, and from a variety of sources that I checked this last week, most even say that their business is on track to meet or, incredibly, exceed projections. So yes, any crisis has winners and losers but the “show” must go on.

A good contact from Hansa Meyer in Houston shared with me one major move that they made in the past weeks, and certainly it would seem that they have been as busy as if it were normal times. [View project summary and photos here](#). From some other shipowner contacts the story has been the same—ships are full and even big blue is announcing better than expected profits.

I hope that some of the profit will be used in many companies, banks and what not so that they actually can answer the phones if you call them and provide personal customer service instead of voicemail or claims online. I discussed this very thing with a smaller forwarder in Stockholm last week. He told me that a maximum of only one or max shipowners ever move their butts and get out of their offices to actually meet customers—Corona times or not. It is my hope that you award your business to only those who actually are reachable and willing to go to your place of work to meet, all things being equal! Mixing online solutions with personal interaction is the right cocktail. Otherwise, blindly believing in driverless modes of transport we will “fly by wire” straight into the ground just like we have seen some aircrafts doing in recent times.

On the interview side this week, I decided to dip back into the archives a bit and republish some interesting ones again. We start off in a land of great steaks, wonderful wine, and the place of a German naval vessel that was sunk decades ago, and the country is URUGUAY. We then head to the country where the president is twittering daily, and where knowing the geography and locations of countries outside is not always a skillset mastered by politicians, and that country is the USA. US flagships still exist, and they are indeed involved in general shipping. This interview tells us more, as you do need US flag vessels for certain projects or destinations from time to time. We finally visit the country of a great canal, wonderfully friendly people, and a place where many rich people seem to have a branch “office”, namely PANAMA. You will get a solid feeling about competence after reading this interview.

We sign off this week’s newsletter with shipping news, trade intel, and a few features, including a stormy video from the Pacific but with Russian voices in the background and perhaps a drop of vodka to it. As the saying goes: “**Bis problem tavarits**” then all is good!

Until next Thursday, I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com





CLC PROJECTS

www.clcprojects.com

Quantum Forwarding Projects & Logistics – Uruguay



Interview with

Santiago Rodriguez & Sebastian Agostini **Owners**

Tell us about yourself (Sebastian & Santiago) what is your background and when did you start your shipping career originally? What made you choose this business?

▪ Santiago Rodriguez answer: I graduated with a degree in International Business and took my first job at the Argentinian Embassy in Uruguay, thanks to which I got my second job for an Argentinian company that was setting up in Uruguay. I was in charge of importations and logistics. In 2005 I entered the freight forwarding world (general cargo) and later, in 2008 I became involved in project freight forwarding where I feel is where I always wanted to be. As I always say, “forwarding is a way of life!”.

▪ Sebastian Agostini answer: After I finished my degree in International Business I got a job in a familiar local company dedicated to international moves and forwarding, that first job helped me realize that forwarding is the perfect fit for me, partly because all my life I have been immersed in the maritime world because my father was a member of the Uruguayan Navy, he passed his love for the sea and vessels on to me!

When did you establish Quantum Forwarding in Uruguay? Who are the owners?

▪ In July 2016 with my colleague and friend Santiago Rodriguez we decided it was time to start our own business after more than 10 years experience in the logistics business. We were part of the most important investments and logistics businesses in Uruguay like Ancap Refinery, Wind Mills Projects, Pulp Mills Constructions Sites (Botnia / UPM/ Montes del Plata), Total Exploration and Production (deep water world record) and so on.

▪The owners are Santiago Rodriguez and Sebastian Agostini.



Uruguay is not in the news every day, tell us a bit about your country, what are the main ports used for business and what are your main import/export products?

- The most important ports in Uruguay are:
- **Montevideo (MVD)** for container vessels, cruise ships, RORO vessels, heavy lift vessels.
- **Nueva Palmira** for bulk ships and barges that attend Paraguay & Bolivia through the Parana River.

We export meat, soy, rice, dairy products among others, and we import products such as spare parts, vehicles, machinery, retail goods etc. Last but not least, Uruguay with the Free Harbor Law is positioned as a logistics hub in South America capable of providing services to the whole region.

We have competitive and comparative advantages that put our country in a very good position for the region and world. For example, sometimes it is much more convenient to handle shipments to Argentina, Paraguay, Bolivia and the South of Brazil through Uruguay due to the cost & time conditions. We have a modern Customs that makes operations easy and secure.



What are the main activities of Quantum Forwarding today? Can you provide us with some examples of project cargoes handled?

- We have a General Cargo Forwarding Division handling LCL, FCL, Air & Truck shipments from any part of the world and to any part of the world, and we also have a Project Forwarding Division from where we handle special shipments. Some of the projects we have completed from the beginning up-to-now are Oversized Transformers, Windmills, Oil & Gas Drilling Equipment (offshore & on-shore) among others, from EXW up to unloading at the final site.



Which shipowners are calling from outside South America to Uruguay?

- Container carriers we have calling UY include all of the big players: Hamburg Sud, Hapag Lloyd, Cosco, MSC, Maersk, MOL, UASC among others. Over the last few years, some carriers decided not to call MVD anymore, but this is also a consequence of the consortiums that have joined.

We also have RORO carriers calling UY from Europe & Asia, such as Grimaldi, Glovis & Eukor. Most of them came with cars, for example, that are later shipped on RORO barges to Paraguay from MVD or Nueva Palmira Port.

- Bulk vessels call UY when they are chartered, the same applies for Projects Vessels although, for example, BBC usually calls MVD once per month with breakbulk cargo given MVD's proximity to Buenos Aires.



How about customs in Uruguay? can they be difficult and are there any specific rules to follow or guidelines that you can give overseas readers?

- There are no specific rules to be considered other than the usual things we have to bear in mind when handling a shipment. Documents have to be checked in advance to avoid surprises. The Packing list, Commercial Invoice, Bill of Lading and where applicable, Certificate of Origin, are mandatory for all operations.

Again, our Free Port Law allows us to offer a full range of services to our customers regionally as well as globally (picking, packing, etc).

Five years ago our customs authorities launched a system that allows all transactions to be completed via their website system, which helps to avoid delays, bureaucracy and guarantees transparency. Because of the efficiency of the system our Customs serve as advisors to the US Customs. Countries like Colombia, Bolivia, Paraguay have been trying to learn from the Uruguayan model.



Are you member of any international networks currently? If so do you feel it is worthwhile given that there are so many networks around?

▪ Yes, we belong to several networks and we feel that networks are always useful because they help you expand your business, develop strong relationships and a good reputation around the world. We truly believe networks are the best way to keep this business strong and liable. Moreover, you can share your expertise with colleagues and take the opportunity to learn from them in turn.

How to get in touch with you?

Web: www.quantumforwarding.com

- info@quantumforwarding.com
- Santiago.rodriguez@quantumforwarding.com
- Sebastian.agostini@quantumforwarding.com



Editor's Note:

It can be stormy weather in the Pacific as this video shows clearly. In reference to seafarers, a person once said “whatever they pay them, it ain’t enough”. Luckily, there are more pleasant days, during sailing, than unpleasant ones. If I had been on this vessel I would likely have downed a few vodkas as well and then my “Russian skills” would no doubt have improved rapidly.



Editor's Note:

One of the thousands of unsung heroes, i.e. seafarers, of the World plying the oceans to ensure world trade, many of whom now are unable to return home or be relieved due to the corona pandemic. The wonderful Sri Lankan cook onboard mv CMA CGM Georgia from Singapore to Melbourne when I joined with my daughter last year is one of those unsung heroes indeed. It was a great experience on-board and, although I already certainly knew about the friendliness of the Sri Lankans, on that trip I also learnt about their cuisine!





WEEK #36 – 2020

September 3, 2020



Editorial

Dear Readers,



It is Thursday the 3rd of September, and we have fewer than 4 months until 2021.

Although time passes slower now when we cannot really travel, still we somehow adapt, and then the time starts to pass quickly again. I have finally gotten “used to” having Zoom, Google Meet, Skype, WhatsApp and other kinds of online conferences. I’ve also learnt to put on my headset and lock the door to my office, so that the kids don’t rush in to greet you in the middle of a speech.

Besides being editor of this newsletter, I am also chairing a couple of networks of project freight forwarders—www.clcprojects.com & www.cross-ocean.com. All told, with 240 members in 130 countries, it will take a while before I have been able to speak to them all online. We were meant to have physical conferences, but as you all know, that is perhaps practically an impossibility until Q2 2021.

A friend of mine from Singapore just arrived there from Denmark on the once a week SQ flight. He told me that 35 passengers were on board and that he is now in a 14-day quarantine in the Lion City before being able to go to his home. You really must have very strong reasons to fly anywhere if you can accept 14 days of solitary confinement before being able to mingle.

Another contact of mine living in Thailand shared [this story](#) recently published in a Thai newspaper about the predicament and bureaucracy (due to COVID-19) a Dutch gentleman with a Thai wife had to go through in order to get home. The Dutch won’t normally sit in business class anyhow as they won’t spend the money for it, but still nowadays, there isn’t any difference whether you are in the back or in the front.

For me, a big part of traveling has always been the whole impression of the trip—the buzz, the food & drink, meeting people, and getting an adrenaline kick. Now, that is certainly gone.

I was on a call with a friend of mine living in Borneo. He runs a [local travel agency there](#), and he was forced to

cut 50% (soon to be 80%) of his staff. These employees with no other means of income or any governmental support are left (with their families) to their own devices...so yes there ARE heartaches out there now.

And with everyone wearing face masks, who can spot the bankrobber now?

Still, the situation is being worked on. I heard on the Swedish news last night that hopefully, a vaccine will be available early 2021, but it remains to be seen.

On the political front, not much is happening. Trump and Biden are exchanging words, and most of those I have talked to are commenting to me about how the US doesn't seem capable of finding better candidates in a country of 300+ million than what is on offer for this year's presidential election.

The US seems hellbent on isolating China where possible and throws its weight around like another juggernaut, arresting ships carrying oil between two sovereign nations. Albeit it is Iran and Venezuela (so not really friends of mine), the average people living in those countries are nice and have no conflicts with anyone, so did anyone ever stop to think about whether sanctions actually work?

The US is also worried about Huawei and that it can be used for intelligence-gathering whilst at the same time, the NSA has been doing this for years—even spying on their own allies with GCHQ in the UK (as the ever-willing follower to the US). Why be so worried about what China may find out when you are doing the same to the rest of us? China certainly needs standing up to, and they are by no means cleaner than others, but in one of his few wise words, Mao Tse Tung once remarked “in the cleanest water lives no fish”. Indeed, the “great helmsman” was right...this time. Going to church and broadcasting it to the rest of the world still won't make up for double standards!

On the shipping front this week, we start off with an interesting interview with a container and breakbulk port operator. The company, ICTSI—headquartered in Manila—is making its presence felt worldwide. In specific places in Africa and the Middle East, they are developing rapidly. We talk to their representative in the Middle East.

We then return to Scandinavia, the place of the Little Mermaid and Hans Christian Andersen, and the country is Denmark. We have an interesting interview with a shipowner and chartering company called UAL. They are also active in the Africa trade, and their office is headed by a guy with a wide experience in breakbulk shipping.

We finally end up in Sweden and interview one of the more active shipping agents and tanker ship owners called TSA who are extremely busy handling ships currently, not least with renewable equipment counting in the thousands of freight tons scheduled to arrive during the next 2-3 years into Sweden from overseas.

We round off this week's newsletter with shipping news, trade intel, featured picture and video, and wise words not to forget.

Wishing you well, keep yourselves safe and until next week I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



ICTSI – Dubai, UAE



Interview with

Mr. Michael Nielsen
Commercial EMEA



To begin with, Michael could you elaborate a bit to our readers about your career in shipping leading up to your current position representing ICTSI—one of the most well-known port and terminal operators worldwide?

I have primarily worked for vessel operators / shipowners throughout my career. I started in the container segment and slowly moved more and more into the break bulk / project / heavy lift segments. I have been lucky enough to have worked in Singapore, Japan, Mauritius, and for the last 8 years in the UAE.

In my current role with ICTSI, I will make use of my operator experience and my network to add some additional focus and further develop the non-containerized cargo we handle through our ports. We recently announced one, new, multipurpose port concession secured in West Africa (more details below), and we hope to be able to announce another couple of new initiatives in the region before the end of the year. These will be in addition to some of the existing terminals already handling break bulk / project cargo on a regular basis.



Baltic Container Terminal Ltd. (BCT), Gdynia, Poland – Wind Turbine Towers Onboard Chipolbrok Vessel

ICTSI is running both container and bulk terminals, right? Tell us more and provide us with some insights as to where you currently have your development focus, please.

ICTSI operates dedicated container terminals as well as a number of multipurpose terminals.

Our terminals range from our fully automated container terminal in Melbourne, Australia, to true multipurpose terminals like our terminal in Umm Qasr, Iraq, which handles both containers and break bulk cargo for Iraq's massive oil industry.



Basra Gateway Terminal, Iraq

Currently, one of ICTSI's focus areas is further expansion in Africa. While we are successfully operating the Matadi Gateway Terminal (DR Congo) and MICTSL (Toamasina, Madagascar), we have also recently signed a concession for a multipurpose terminal at the newly developed Kribi deep water port (Cameroun).



KRIBI
MULTIPURPOSE
TERMINAL
An ICTSI Group Company

GATEWAY to CENTRAL AFRICA
Cameroon, Chad, Central African Republic,
Equatorial Guinea, Gabon, Congo



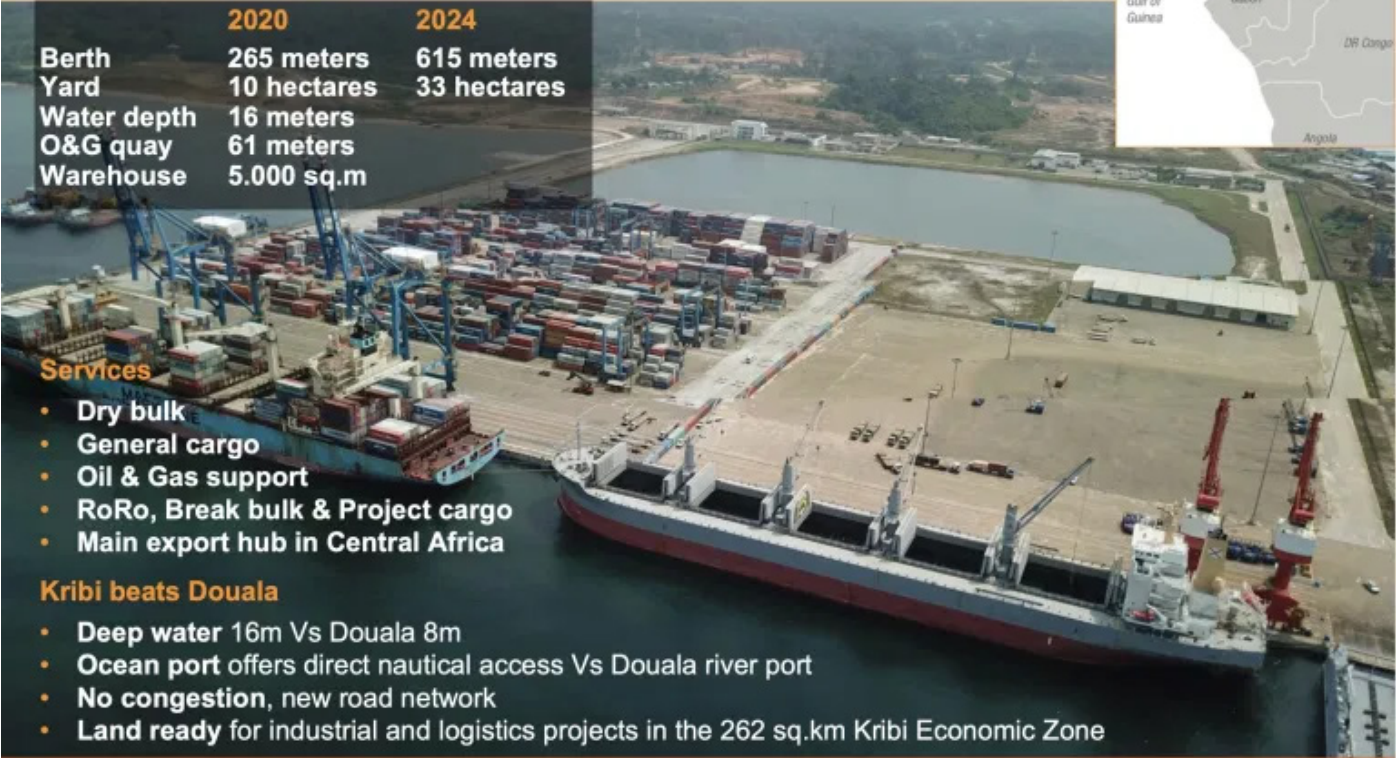
	2020	2024
Berth	265 meters	615 meters
Yard	10 hectares	33 hectares
Water depth	16 meters	
O&G quay	61 meters	
Warehouse	5.000 sq.m	

Services

- Dry bulk
- General cargo
- Oil & Gas support
- RoRo, Break bulk & Project cargo
- Main export hub in Central Africa

Kribi beats Douala

- Deep water 16m Vs Douala 8m
- Ocean port offers direct nautical access Vs Douala river port
- No congestion, new road network
- Land ready for industrial and logistics projects in the 262 sq.km Kribi Economic Zone



www.ictsi.com

Gateway to Central Africa

[View the Gateway to Central Africa brochure](#)

And, fingers crossed, before year-end, we expect to inaugurate another two multipurpose terminals in West Africa which should be of interest to your readers. We hope to be able to announce these projects soon.



Matadi Gateway Terminal (MGT), DR Congo

Who are the owners of ICTSI and where is the headquarters located?

ICTSI is a publicly listed, international port company headquartered out of Manila, Philippines.

The company started operations in the Port of Manila in 1988 and has, since then, successfully expanded globally. We now operate 33 terminals/ports in 21 countries on 5 continents.

More information on all our facilities, finances and our HSSE and CSR initiatives can be found at www.ictsi.com.



Baltic Container Terminal Ltd. (BCT), Gdynia, Poland – Helicopter Handling

I believe that there is quite a bit of competition between various terminals to entice shipowners to call just their terminal. How do you go about securing and maintaining customers, and how is the competition in the market for you currently?

The terminal/port business is very competitive. Significant infrastructure, equipment and IT investments are required to provide the shipowners with an efficient and safe operation. So, we invest on a large scale to ensure we have the handling and IT capabilities that our customers require.

Further, our terminals are empowered to deal directly with the clients and make quick decisions, thus being able to react to customer needs on a flexible and timely basis.

We also focus very much on the customer experience, being open and forthcoming in communication.



What are the strong points of ICTSI?

We are a publicly listed company, but operate day-to-day like a true family company, with the individual employee being empowered and taking responsibility.

You will get a personal, quick, and flexible service in which we tailor-make solutions and resolve challenges on the spot.

In terms of HSSE, with more than 30-years experience, ICTSI has a proven track record of efficient, safe and reliable operation.

Many of the readers of Project Cargo Weekly are indeed project freight forwarders but also shipowners. Let us say that a freight forwarder has a certain project, and he wants to know if you, as a terminal, can handle it, but he hasn't yet decided which shipowner he will use. Would you be willing to support and give input on that? Do you have experience in handling OOG and breakbulk pieces in your terminals?

We are very happy to welcome direct inquiries from project freight forwarders and assist them in finding the best solutions in a given market.

ICTSI has extensive experience handling OOG and breakbulk in many of our terminals, and we are keen to expand these activities further. We will, therefore, be very interested to develop new partnerships for breakbulk business, both with carriers and freight forwarders.

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

I can be contacted on my email address:

mnielsen@ictsi.com

Alternatively on my mobile phone:

+971 56 2166877



Rookery South Energy Recovery Facility Performed by Collett & Sons

Editor's Note:

I lived in the UK from 1995 to 1996 and I was always amazed about how much talk that there was but how little was actually done particularly in their politics. Doing instead of talking though seems to be the mantra of Collett & sons; they are indeed moving project cargo around and doing it big time. Here a recent example of an oversized project in the UK performed by Collect & Sons. There is also a link to a video with some more details about the project itself. Finally may I add that nothing beats the UK countryside when its green!



UHL FAST

Editor's Note:

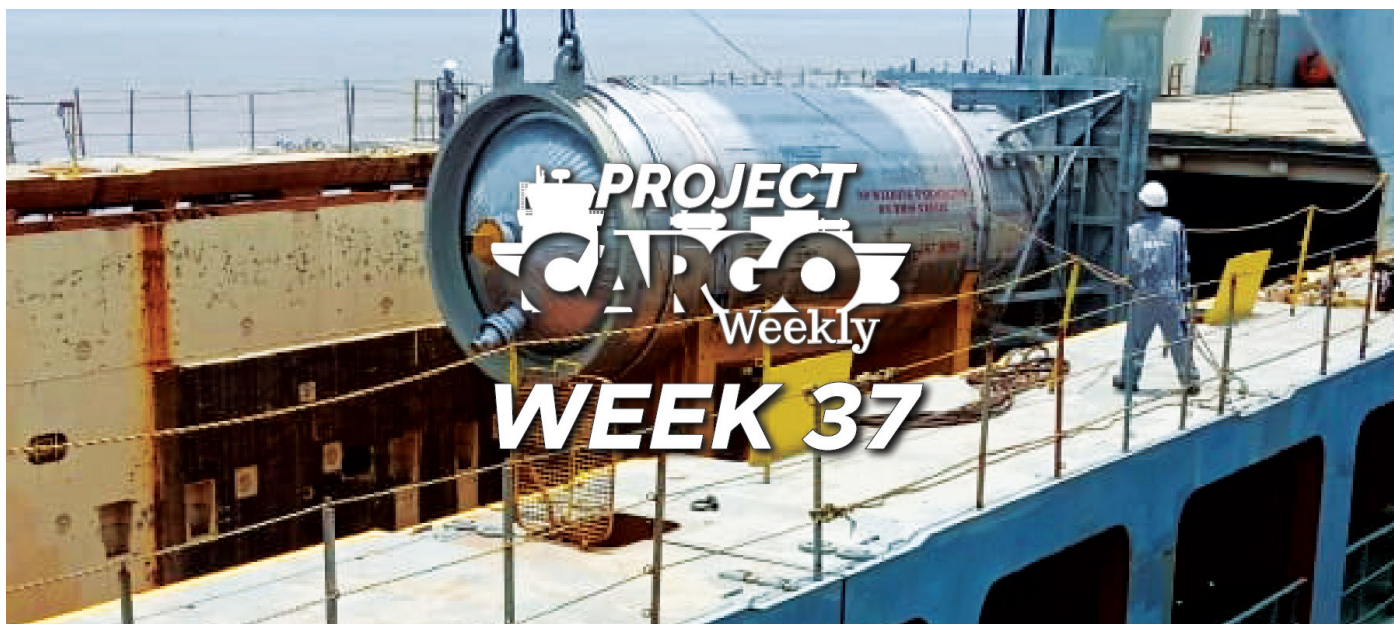
United Heavy Lift a relatively new player in the heavylift market is making its presence felt not just in the transportation of parts for the ever booming renewable energy industry but also in other segments. Here a video of their latest project cargo arriving in Rotterdam.



For further info contact: mira-kristin.rolke@unitedshippinggroup.de

For fleet details and further information visit: www.unitedshippinggroup.de





WEEK #37 – 2020

September 10, 2020



Editorial

Dear Readers,



It is Thursday the 10th of September, and PCW is back.

This year, 2020 is 5 years since Angela Merkel stated “wir schaffen dass”, and by this she meant that it was no problem to handle up towards a million refugees arriving into Europe, mainly from Syria. Yet, it created one of the biggest problems for Europe in modern times, and it is still, to this day, one of the major elephants in the room that most in the politically correct segment don’t want to talk about, especially with regard to the problems with integration and jobs—not to mention related problems arising due to the lack of these. In Denmark, some 22% of the refugee women and some 46% of the men are now employed.

It is the position of PCW that we should always help when people are in distress, but we should also be realistic about what we can handle. The EU was unable to take any hard or long-term decisions such as enforcing border control and putting in place proper arrangements for applying work and residence visas outside the EU. Instead, a deal was made with Turkey, costing the taxpayers billions of Euros, and still, to this day, the borders are NOT controlled. It’s a drop in the ocean so to speak, here recently portrayed by the mv Maersk Etienne picking up refugees from the sea but now being unable to disembark them anywhere in Europe. [See more.](#)

So much for European solidarity to the shipping community. The only time the EU is able to stand together is when member states agree to enlarge their budget and the costs of the EU administration. But assisting the tiny state of Malta—already overpopulated and coming to the proper aid of Italy and Greece with refugee camps filled to capacity, *that* is beyond the EU, and instead of taking tough decisions from the start and risking a bit of criticism from the “correct media”, the snowball just keeps on getting bigger, and it won’t go away. Australia had a similar problem before, but they don’t now. [See more.](#)

Speaking of Malta, in general, it is one of my favourite countries. I lived there for three years and still have a condo there since 2003. One of my daughters even attended school on the island. The location of the country

is superb—ALSO for shipping which you can see in today’s featured video but with proximity to Sicily. The food, both local and Italian, is excellent, and the people are very friendly. Here are [a few pictures](#) that I took during a recent pre-Corona trip to the island.

This week (I am currently in Sweden), I managed to get out of the house. I revisited the port city of Gavle some 200 km north of Stockholm and was there on Monday the 7th to attend the discharging of wind turbine equipment coming from China to Sweden with COSCO Shipping’s vessel mv Tian Hui using the Northern Sea Route north of Russia, meaning a transit time of only 28 days Yangzhou to Gavle! [Here is a link to pictures and video](#) that I took on Monday, and with fantastic weather as a background, it was a memorable day indeed, made possible by COSCO Shipping Sweden and their local agents TSA Shipping Agency, Gavle.

On the interview front this week, we’ve got a few interesting ones in store for you. We start off in a small country known for a capital with bureaucracy in the extreme (Brussels) but also a place known for the best local and French food available and the country is Belgium. We interview a company with a very long and distinguished history called Ahlers. They are versatile and active in all kinds of logistics.

We then proceed to a country with a world famous city, strategically located between Europe and Asia, and the city is Istanbul, and the country is Turkey. Turkey has become very active in recent years, not least in Central Asia and Africa and to see evidence of that, just follow the development of Turkish Airlines. We speak to Sintek, a local logistics services provider able to help you there and beyond.

Finally, (from the archives) we travel to a place where “Play it again, Sam” was mentioned in a Bogart movie once, and to the older readers of PCW, you will know that I am referring to Casablanca, Morocco—a beautiful country also in the Med which is well worth a visit and also shipping wise with the Port of Tangiers (among others) as a hub, we talk to IDEA Maroc who not only are project forwarders but also shipowners running services from N. Europe down to North Africa.

We, of course, provide you with relevant shipping news, trade intel and featured projects, pictures and video of the week.

Until next week, we remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Ahlers – Antwerp, Belgium



Interview with

Mr. Jeroen De Ryck

Business Unit Director, Projects & Machinery



First, Jeroen could you tell us about the history of Ahlers? I believe you have a longstanding tradition of being involved in logistics.

Founded in 1909 in the Port of Antwerp, Ahlers currently employs over 650 members of staff with own office in 3 regions (Europe, CIS, Asia) and a vast network of expert agents worldwide. We help customers drive future growth in complex markets.

Ahlers is a fully family-owned company, 3rd generation Ahlers-Leysen, headquartered in Antwerp, Belgium, supported by a worldwide partner network and offices in key locations. So, for over 110 years, Ahlers has been helping customers all over the world.

Originally, Ahlers started as agency operations. Bureau Maritime H.D opened in Antwerp and became one of Antwerp's leading shipping agencies in the 1930s. In the sixties and seventies, Ahlers transformed from an agency to ship management. We acquired two, ice-class ships for the liner service to Finland. Ahlers also entered the liner trade to the USSR (via Latvian ports) and Sweden. Ship management activities were developed

for a fleet of reefer ships and bulk carriers ordered at Belgian yards.

From the eighties until today, we continue to extend our international footprint across Europe, the CIS, Russia, and Asia. Ahlers transformed and reinvented itself several times. With the rise of container shipments (and consequently the decline of break bulk shipments), Ahlers moved away from its agency and shipping business, and evolved towards a supplier of full logistics services and solutions along the complete supply chain.

Ahlers is known as an innovative and customer-driven organization. Consequently, with a proactive approach towards our clients, today we offer solutions beyond logistics such as e order-to-cash solutions, acting as trade facilitator, and helping our clients focus on their core business while Ahlers does the rest. With the help of an extensive IT and Innovation Desk, we use big data and new innovative tools to visualize and optimize supply chains, set-up control towers or replace armed escorts with in-house-developed security devices.

Yes, Ahlers is a 110-year-old company. However through constant market- and self-assessment, as well as digital transformation, we re-invented ourselves to remain a leader in today's environment.



What are the main segments of business that Ahlers are involved in today?

With the appointment of Stefan Van Doorslaer as CEO (2019), we redesigned our organization to be even more customer-centric. Besides having the right mindset, we decided to reorganize our internal organization around our customers, moving away from a country towards a business unit organization. The integrated business approach allows for the business unit teams to be fully focused, to serve and support our customers through a close collaboration between the different Ahlers offices worldwide.

We consider ourselves to be a niche-player, with a clear focus on complex markets such as Russia, Central Asia, and Ukraine, with most cargo originating from Asia where we also have a strong presence. Our services

are centered around these 4 business units:

- **Projects & Machinery Logistics**, where we focus on handling and managing logistics for EPC projects or production lines from A-Z, including but not limited to heavy lift and oversized cargo. Furthermore, we are specialists in handling machinery for the mining and construction industry.
- We provide end-to-end **sustainable supply chain solutions**, offering multi-modal transport options. Globally we facilitate the entire physical and administrative process of intake, storage, handling, customs clearance, and distribution of your goods. We also have 4 warehouses in different regions in Russia with a bonded warehouse in Saint Petersburg. Furthermore, we offer optimization of logistics cost, performance, and sustainability based on **smart data**. Using innovative technologies, we visualize our customers' supply network proposing actionable insights and improvement opportunities in user-friendly ways.
- **Secured transport of high value and theft-sensitive goods** remains a challenge in our focus areas. With our in-house developed monitoring and security solution (IoT based), we reduce the dependency of human interaction, and realize significant cost savings.
- With **trade facilitation and after sales services**, we help customers develop trade and after-sales service, offering a route to market that facilitates the import and trading function of a local distributor and/or legal entity, providing the customer with full control of their business in complex regions (CIS and Asia).

With these four Business Units, supported by our procurement, transport and customs clearance departments and with the support of our IT and Innovation Desk, Ahlers has been helping clients with one common goal: finding the best solutions that fit our customers' profiles perfectly, so that they can stay focused on their core business.



Do you have offices abroad and what are the roles of those?

With the opening of new markets in the early 1990's, Ahlers expanded its network of its own offices towards the East.

In **Russia and other CIS countries**, we have been present since 1992. In Russia, we are based in five locations: Saint Petersburg, Moscow, Chelyabinsk, Novorossiysk, and Novosibirsk. During the last few years, Ahlers Russia multiplied its business and turnover by continuous organic growth, opening new warehouses in Chelyabinsk and Novosibirsk, a bonded customs warehouse in Saint Petersburg, introducing new services such as after sales & trade logistics, secured transport and data analytics solutions. Furthermore, we have offices in Kazakhstan (Aktau, Almaty) and Uzbekistan (Tashkent).

In **Eastern Europe, Baltics, and Ukraine**, we have had several offices since 1993 in Klaipeda, Kiev, Kremenchug, Odessa and Kharkiv. We also have our own offices in Romania (Bucharest) and Serbia (Nis).

In **Asia**, we have our own offices in China (Shanghai, Guangzhou). We opened several offices in 1998 in Indonesia and have been present in India since 2004 with five offices.

Of course, let us not forget to mention our extensive **Partner Network: Cross Trades and Ocean Bridge Lines**. Together, we represent 70 partners and close to 200 offices worldwide and offer a comprehensive IT platform with network management, extensive collaboration features and real-time intelligent supply chain visibility.

Belgium has a central position in Europe, but that also means that competition is fierce as everyone is there. How do you ensure to stand out and what in your view makes you unique?

Yes, Ahlers has its HQ in Antwerp, but we are an international company. Most of the projects handled by our Business Units are ordered by Western (European) clients, but the sourcing of their projects is global and especially in Asia, where we are well-placed. This way, we are close to our clients in Europe but also close to their suppliers, as well as the final receivers, around the world.

Being in the center of Europe allows us to be close to our clients, located from Italy up to Finland. Our playground is not only the typical hinterland of the port of Antwerp, which of course remains a main hub for project cargo.

The fact that we are based in Antwerp also allows us to attract skilled talent and experts in our field. We might not be the biggest company in our industry, but with bright minds and the agility of a mid-size organization, you can truly move fast and build out-of-the-box and tailor-made solutions, which give us a competitive advantage. Of course, the fact that we offer multilingual, localized customer support, supported by offices in key regions, helps us to understand our clients better and to serve them in the language they prefer.

We understand the challenges and pressures faced by EPC-contractors and manufacturers when it comes to ensuring the efficient, uninterrupted operation of machinery. We do not hide behind contracts or bureaucracy. Instead, we use our experience, our dedicated personnel and creative planning with full force. We act in an agile, hands-on manner and are ready to adapt quickly to new conditions.

Do you have specific experience in handling project cargoes? Could you provide us with a few examples of projects that you are proud of having dealt with?

Our Projects & Machinery division stems from our longstanding, agency-activities tradition for the main break bulk lines where we encountered a lot of oversized and heavy cargo. However, projects do not only consist of this kind of equipment. More and more cargo is designed to fit into containers. **Hence we focus on the A-Z management of projects**, in every aspect: transportation planning, customs clearance and documen-

tation, assisting in obtaining lower or zero import duties or taxes, monitoring of cargo and/or contact with the different suppliers and the final receiver.



Our main market remains the CIS and, in this respect, we have built up quite some experience in the metallurgic, petrochemical and oil & gas industry. The complexity of these projects often is not in the transportation itself but in the preparational work and the correct documentation, communication, and reporting. Consequently, we invest a lot of resources in setting up control towers & dashboards, measuring and visualizing key performance indicators determined by our customers' needs and requirements.

Proof of the pudding sits in our customer feedback with regards to service and performance. We are proud to say that clients often come back to us for other destinations also. Recently, the USA has also become a major destination market with revamping projects and even green field investments.

Besides projects, we handle yearly around 600-700 units of mining equipment (excavators, dump trucks, ...) of the well-known brands, mostly ex China into the CIS, which gives us broad experience in OOG-rail transport and trucking along the new Silk Road.



How do you view the rest of this year and 2021 when looking into your crystal ball, and what is next for Ahlers?

Our confidence in the choices we have made and our extensive capabilities, the teams we have formed over the last 18 months, proves the feedback we get in return from our customers. Of course, the COVID-epidemic has a big impact on all of us and our customers' businesses.

We do not have a crystal ball, but in the short term, we saw some practical issues: material suppliers were closed, production stopped, even some investment projects were put on hold or were cancelled. Despite these challenges, we still managed to reach a growth of around 30% in the first half of 2020 compared to 2019, which strengthens our belief that we are on the right track and doing the right thing to realize our ambitious plans. We realized this by reacting quickly to the changing market, offering alternative solutions to our clients but also by following a clearly-defined strategy of focused business development and integrated team approach.

The long-term impact of COVID (and of the lower oil price) still needs to be evaluated. Will the demand for commodities like steel, aluminum or petrochemical products remain low? Then this will have, of course, a negative impact on the number of investment projects. However, we are confident that we will be able to face those challenges and assist our clients to realize their targets by finding the solution they require to win projects.



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

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Malta Freeport Terminals 2020

Editor's Note:

Malta is a great island in the Mediterranean. Although they recently got a dent in their reputation due to corruption and the assassination of a journalist, still the island is nice, the people are friendly, and the shipping location is unbeatable for transshipment in the Med. Here is a great video provided by Freeport, Marsaxlokk, Malta. For further information speak to caroline.borg@maltafreeport.com.mt



Editor's Note:

A new kind of RoRo shipping was observed here in Stockholm last week. Whilst taking a power walk, I managed to take a few shots of this hilarious way for a local telecom company to advertise their products. They most certainly got my attention!





WEEK #38 – 2020

September 17, 2020



Editorial

Dear Readers,



It is Thursday the 17th of September, and we are here again.

I was never very clever in IT, and I just barely manage to use my mobile to take photos and make some movies, but gradually, I have learnt using Google photos to make some albums from my memory bank which mainly include a lot of trips as a passenger onboard containerships.

[Here is a beautiful collage](#) of some of the best shots taken during a trip from Hamburg to Callao via The Panama Canal exactly 8 years ago and as you can see from the shots there are some incredible views out there on the ocean! We disembarked the container vessel mv Lutetia on charter to Hamburg Sud. My business partner, Cody and I had a great trip onboard, and we have just decided, virus permitting, that we will be taking a trip again in 2021.

The year 2012 was the year when I left the Martin Bencher Group and the year when I started CLC Projects Group—which now also encompasses *Project Cargo Weekly*. At that time, it seemed befitting to take the 30-day ocean trip from Hamburg to Callao via the Panama Canal to refresh my mind prior to starting a new “project”.

I also came across a picture that shows the start of my drinking career. [See the shot here](#) (a picture from the mv THYRA TORM alongside in Durban in 1967 where I am sitting on the lap of the Norwegian bosun and to the right, a picture of the crew hanging high painting whilst we were anchored outside Durban. No wonder AA got a client in the undersigned for some weeks at least 😊

The older we get, the more I believe we reflect, and the strange thing is that I seem to be able to remember clearly what happened 20 years ago and, but I cannot remember where I just put down my glasses...sound familiar? There is, of course, a lot one can do to slow down aging such as exercise, a healthy diet, and so on, but no one can beat time as it goes on relentlessly. Eventually, you will ultimately succumb to the forces of time, so after years of deliberation, I have come to the conclusion that it is better to live and do something

today instead of planning for a day that may never come.

Hence, the new booking in 2021 of yet another containership trip, and this time it will be the CMA CGM Volga from Singapore to Piraeus via the Suez Canal and the Black Sea. You may see [a short video from the vessel here](#). We will be a total of 4 passengers who all know each other. Would you like to join our friendly group? There is still room for one more as the vessel has 5 passenger cabins available. Contact me if you could be interested in joining an epic trip from Asia to Europe!

No editorial would be complete without my own opinion on what has happened in the world, but strangely enough, I don't have much to comment on this week.

The mv Maersk Etienne is finally on the way whilst the fate of the migrants onboard is still unknown, and the latest is, of course, that the refugee camp of Moria went up in flames last week, leaving some 11000 people or so to the forces of nature. If anything, it has further underscored the inability of long-term planning by the EU but also of the "big business" and money involved in people "smuggling." There is probably no one solution for it, but what's the point in having politicians or being part of a club if it's only for talking? The result is a group of the highest paid speakers that I have heard of recently.

The US election is also coming closer, and the rhetoric on both sides is becoming ever more shrill. Again, it beggars belief that there are no better choices available. Still like the famous actor Clint Eastwood once said in a movie: "Opinions...? Everybody's got one." (Although he DID use another word, but I am politically correct, of course).

The virus is still with us. It now seems that much of the world is looking to Sweden for standing out and not just because of an excessive amount of crime, shootings and double standards in our country but also for what seems to be a better COVID-19 strategy. Inevitably, lockdown cannot be sustained, and countries that were in this mode are seeing a great spike in cases. Time will tell!

Shipping-wise this week, we start off in a great port located in a country where flowers, specialist shipping, and penny pinching is famous worldwide, and the country is The Netherlands. We have an interesting interview with the Port of Rotterdam, and you will find that they DO know their business and DO have something to be proud about there!

We then visit the city of Norrköping, Sweden and speak to a rather less known project freight forwarder called Frontlog. They have been remarkably successful in developing the transport of housing modules – big time – from China and Malaysia to Sweden. It shows that the size of a company doesn't always guarantee success. Rather, having the right people, innovative minds, and less arrogance in management can often beat the "big boys."

Finally, we dig into our archives, and we republish an interview from a country vilified, especially by the US, but famous for a long history and clever people but not for country management, and the place is IRAN. Pishbar is a project freight forwarder, and the owner, I believe, even lived in Sweden for a while, as do many of his countrymen/women nowadays, most of them entrepreneurial.

We of course finish off our newsletter with shipping news, trade intel, featured video and picture of the week.

Until next week, we remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com

Frontlog – Norrkoeping, Sweden



Interview with

Mr. David Osterstrom
CEO and Founder



First of all, please tell us about the history and ownership of Frontlog?

Frontlog AB was initially an offspring of Österströms Rederi AB, a shortsea shipping company that serviced the European forestry and steel industries with some 40 vessels, and was then sold to Transatlantic. Two years ago, we got involved with SIBS AB, a Swedish real estate group, and now it's turned into our main business.

The SIBS Group builds prefabricated, modular houses in Asia, and the group comprises all functions of the value chain – from land acquisition and development, to production, logistics, construction and property management – and Frontlog is managing all the logistics and shipments for them. Frontlog is owned by myself and the real estate group, with myself holding the majority ownership.



I believe that you are used to handling project cargoes? Could you provide our readers with some examples of projects that you have taken care of recently?

I have a hands-on background in shipping and logistics. I sailed when I was younger and then worked with material handling in ports and terminals. Now, the great bulk of Frontlog's activities is the handling of the prefabricated house modules from Asia to Europe. We currently handle around 1500 modules (200,000 cbm) per year, 8-10 shipments of northbound modules, and manage all southbound/return cargoes as well. So, it's a pretty steady volume. Project cargoes is a relative term, I guess, but I believe we are sufficiently geared and experienced for serving our clients well.



Do you also organise the chartering of ships, and do you, in fact, organise door-to-door so to speak?

We manage the full logistics scope from the factory door to the construction site, whereby Frontlog is chartering the vessels and is responsible for loading and discharging operations, storage at discharging port, and distribution to the construction sites. The same goes for goods returning to the factory and parts or supplies destined for the production facilities.

I have personally witnessed modular cargoes being discharged at Sodertalje recently where I understood from the port that it was handled by you. Can you tell our readers more about this interesting concept of shipping and “building” apartments? There must be a time-saving aspect involved in this.

The modular construction concept does indeed save time all across the value chain. The modules arrive on site over 90% completed and basically ready for the homeowners to move in, with only the façade, balconies, etc, to be added on. Generally speaking, you cut the construction time by 50% by using the modular method compared to conventional construction. It's really fascinating to see how 5-10 fully outfitted apartments are produced and leave the factory every day.



The time-saving aspect in construction comes with many advantages though. Cost efficiency is obviously what people tend to talk about, but one also needs to keep sustainability in mind. A prefabricated building requires significantly less transport of materials to the site which consequently, reduces heavy traffic in urban

areas. Also, air and noise pollution is reduced accordingly which today is a major issue in big cities.

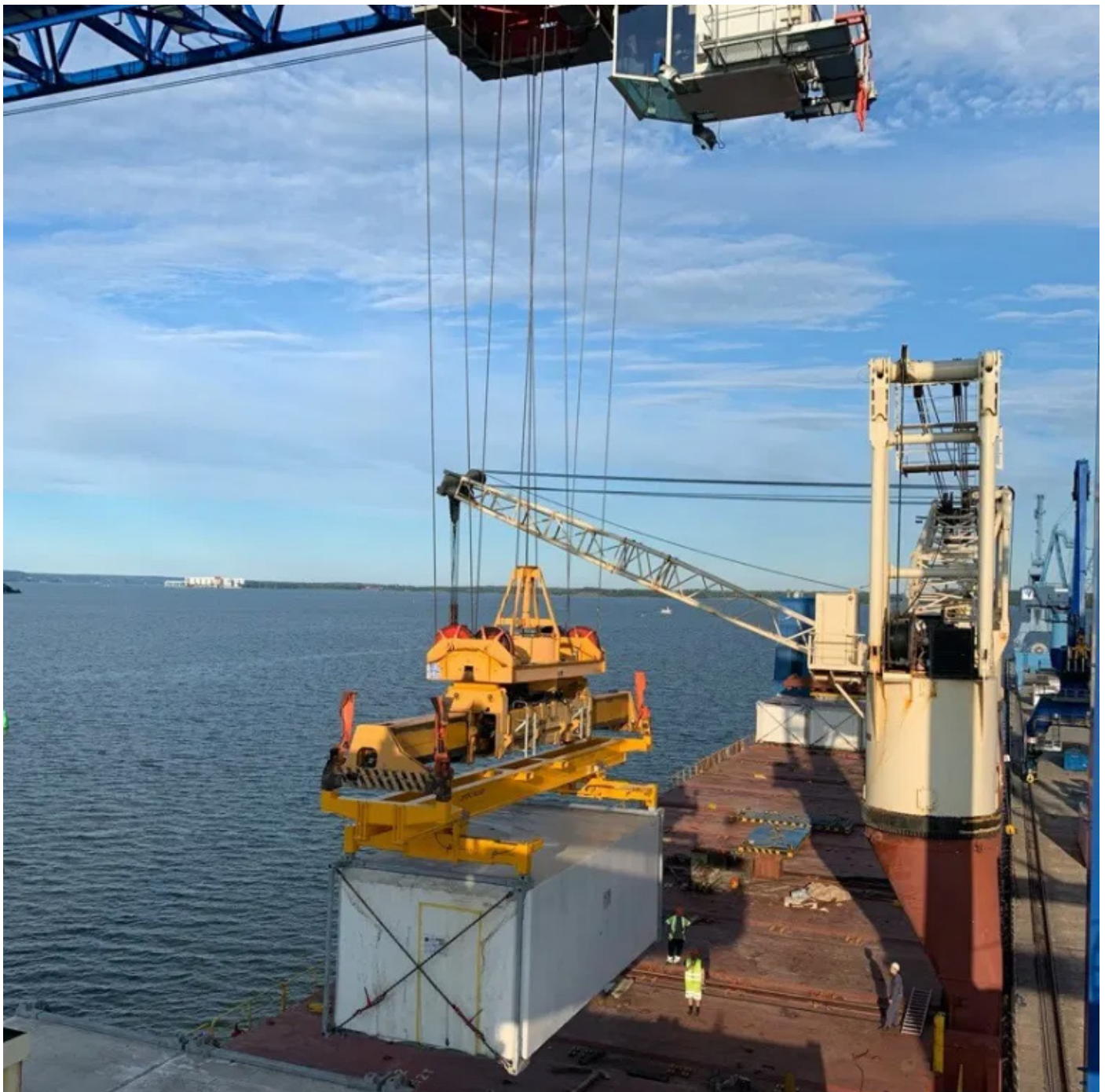
Furthermore, when speaking of saving time, we have developed a system that allows for handling the modules and lashing the modules like containers. We have also developed an adapter spreader that attaches to STS cranes and reach stackers for quicker and more cost efficient loading/discharging operations, so we believe we have optimized the use of time to the best possible extent.

Do you have offices located outside of Sweden?

We are based in Norrköping, Stockholm and Malaysia, with smaller warehousing functions in Norrköping and Gothenburg.

The COVID-9 pandemic is affecting many businesses. What about yours?

We have been extremely fortunate when it comes to the pandemic. The factories in Asia have kept producing, and we are fortunate to have great people managing the logistics in Asia. Of course, the travel restrictions are curbing the efforts in attracting new business, but we can only hope that this turns for the better soon.



How do you view the future of modular housing? Looking into the crystal ball, what is in the pipeline development-wise for Frontlog?

Our impression is that construction in general is increasingly moving over to modularization all over the world, mainly due to the benefits of saving money and time.

We are gearing up to manage shipments of modules worldwide as our main client is increasing their production capacity from today's roughly 1500 modules to around 8000 modules, with one loading every two to three weeks from Malaysia alone. Then, adding the volumes from the other module suppliers and real estate companies we are working with – which also are forecasting increased volumes – we are very excited about the future.

When our readers would like to get in touch with you, how is it best for them to do so?

Please feel free to email me at david@frontlog.se.

Website: <https://frontlog.se/>

frontlog



Featured Video

Arriving Fremantle, Western Australia

Editor's Note:

Arriving into Fremantle onboard a containership in 2019, exactly 60 years since my father was there on a tanker, was indeed an experience. Here is a bit of footage from that event when I was a passenger onboard CMA CGM Georgia.



Editor's Note:

In short, a fantastic picture and a lucky take here of the COSCO Shipping vessel mv Tian Hui in the port of Gavle, Sweden 7th of Sep, 2020





WEEK #39 – 2020

September 24, 2020



Editorial

Dear Readers,



It is Thursday the 24th of September, and the last one before October, and that also means 3 months to go before Christmas.

Where did the time go? It certainly passed by very quickly, and somehow I got the feeling that I just finished one editorial and now need to make another one. Age and kilos both are creeping up on me, I am afraid.

Well, this past week has seen me taking a road trip some 450 km north of Stockholm to a place called Haranosand. The last time I was there was more than 20 years ago when I was shipping out containers with graphite electrodes from Hagraf to China. This time, I attended the discharge of wind turbine towers loaded in Esbjerg onboard a Spliethoff vessel, and since the port was located downtown, I wanted to see it firsthand. Driving in autumn here in the north and seeing the colours changing is a sight to behold, and perhaps you are similar to me—you sometimes just need space on your own, irrespective of the reason behind it. I have shared with my experience [in this album](#) that provides you with all the pictures and videos taken.

Every week, or rather every day, I am fighting with my kids to try and reduce their screen time. Perhaps you have a similar experience. We are constantly online, and make no mistake, I am no better. I have had a book by my reading chair that I now had to vacuum clean because still, after 3 months, I haven't got around to reading more than 40 pages. Email/YouTube/social media instant gratification has taken over, and the first thing my son asks every morning is: "Can I borrow your iPad? May I watch Slenderman on your phone?" I then ask him: "Slenderman? Who is that?" Apparently, it's some scary figure that kids are attracted to, and although I, or rather we, try our best to reduce the screen time, there is also influence from others in school.

It won't be long, I think, before we must have IT AND INTERNET education, focusing on the overuse and abuse of it. Also, the rubbish that is available online is horrendous, and I think many parents are simply not awake to that fact. Sounds familiar to you? But I must also admit that it's the nicest babysitter to turn on or use

as bait once in a while, but overall, something needs correcting in our society, not least because of cases where children drowned at the beach because parents were too “busy” checking their email and social media to pay attention to their loved ones. To this we can add traffic accidents and what not into the equation. Cigarettes come with a health warning; perhaps the internet should too...

On the political front, nothing much has happened, so I won't bother you with any comments this week, except to say that the Brexit showdown is imminent, and there is now less than a month to the date when Boris Johnson said he wanted a final deal/clarity in the UK/EU divorce. Let's see... Normally, divorces go on for a long time, and it all comes down to money, pride and political posturing. If the UK could transform itself into a gigantic Singapore but in Europe, now that would be something!

Shipping-wise, we start off in the Middle Kingdom, and although it isn't a kingdom, it's kind of with a president “almost for life” now installed, and the country is China. We arrive in Shanghai, a place which I visited for first time in 1986 and where I have many great (and hopefully more yet to come) wonderful memories from. The LS Cargo Shanghai office is the offspring of a German, project freight forwarding company with a solid reputation in the market, and they tell us about their work as a local office in Asia and what they can do in China.

Then, we dig into our archives and revisit first a country in North Africa famous for beaches, food and history but also now for boat refugees leaving the country, and it is Tunisia where we hear from CMC in Tunis what they can do for projects and shipping agency-related business in their country.

We finally go to the south of the African continent to a country with wonderful scenery, food, wine and great safari, and that is South Africa. It ain't over until the fat lady sings as you will notice from the logo of FATS the project freight forwarder that we are talking to. They are Durban-based and are capable not only locally but also for transshipment via Durban and other ports deeper into the African continent.

We let you off this week with shipping news, trade intel, wise words and, of course our featured video and picture from the north part of Sweden—this week taken and filmed by the undersigned, so hope the quality is still found to be agreeable to you.

Wishing you well and hope you are keeping safe.
I remain until next week...

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



LS Cargo Logistics – Shanghai, China



Interview with

Mr. René Marte
Vice General Manager



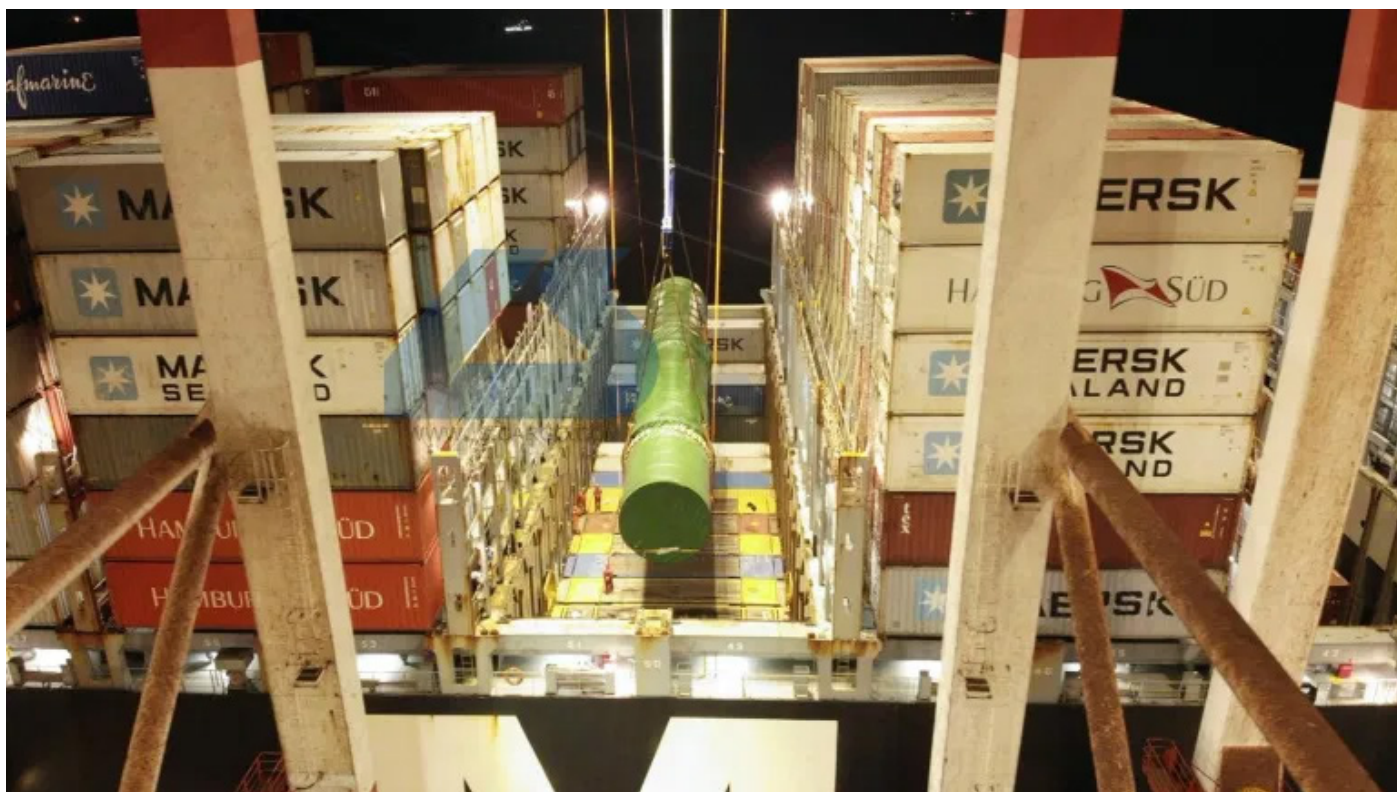
First of all René tell our readers about yourself. Who are you? What is your background in logistics, and for how long have you worked in China for LS Cargo?

I started my apprenticeship directly after school in 2006 with LS Cargo. Since my hometown is Bremen, the chances of not doing shipping or logistics were very rare.

On the other side, I was very much interested in Global Project Logistics and wanted to learn more about the variety and options logistics can offer.

After I had finished my apprenticeship in combination with a Diploma of Economics, I wanted to develop

some international work experience abroad. In 2013, LS Cargo gave me the opportunity to join my colleague in Shanghai. At that time, we had a JV with our local partner. In the beginning of 2016, LS Cargo Logistics China was established, and I decided to stay in China, becoming a part of the newly-founded company and enjoying the possibility of developing the Chinese market with and for the LS Cargo group.



How is the current business situation in Shanghai, also in relation to COVID-19? Do you feel restricted and must you wear masks everywhere, or are things going back to normal?

The life in China has gotten pretty normal again. Most of the restrictions were loosened during May, and in the meantime, it is possible to travel “normally” within China to most of the places. Yes, we still need to wear masks, but this is limited to crowded places or public areas like shopping malls, airports, train stations, etc. All the places mentioned before can be entered with a national QR-Code System. This QR-Code System tracks your activities for the last 14 days, and if you are not coming from any high risk area, you can enter all places without a problem.

The first quarter of 2020 was definitely tough. First of all, not much is happening during the Chinese New Year, two weeks before as well as at least two weeks after the holidays. Therefore, it is already a quiet time. On top of this, COVID-19 exploded in China around the Chinese New Year. It felt like China came to a standstill till the end of March, which we could feel also for the business. After March, the economic wheel started to turn again. It was slow in the beginning, but within a short time, things came back to normal. This situation has lasted till now and hopefully, should continue at least until the end of 2020.



What is the main function of LS Cargo in China? Throughout the years, there have been many types of incorporations in China: rep. offices, joint ventures, wholly-owned, etc.? What type of company is LS Cargo in China?

LS Cargo China is a wholly foreign-owned entity and self-sustainable in China. From the beginning, it was very clear that LS Cargo China would only be a success if we could generate local business by ourselves and were not solely dependent on the international LS Cargo Group. Due to the globalization and high amount of foreign factories within China, it is an advantage to have a local Chinese office, local know-how, and local connections with suppliers and customers. Overall, the layout is leading to a win/win situation, not only for our national and international customers but for our international group and ourselves as well.



In the current business climate, especially between China and US, things are changing. Do you feel as a foreigner in China any change if you compare now with before and the way that you are, shall we say, treated or greeted in China?

No, I personally don't see any big change here in China. The living conditions are still the same and have never changed. There are no bad moods towards any person from any side. I think that the community is learning from each other, and everybody sees the value of everyone from both sides. The developments in globalization are to be felt so vibrantly in a city like Shanghai, and it's great being a part of it. I enjoy this very much. For LS China, the volume of the business to the US became lower in the last few years, and I presume it's mainly related to the difficult political situation. However, in a global world, we need to find ways to overcome these situations as well, and I think we will.

Could you tell us about some of the recent projects you have handled in LS Cargo Shanghai?

Last year, we transported brewery equipment to a remote site in Cagayan de Oro, Philippines. We had two, full charter vessels out of China, including 40 pieces with a length of 21m and a diameter of 6m. In preparation for the domestic trucking in Cagayan, we had to remove a walking bridge, which crossed the main street, for over one month. The trucking was arranged during the night with 3 pieces at a time. On site, we organized a

500 ton crane and did the installation onto the foundation as well.

This year, we transported two whole lines of paper machines to Vietnam, which kept us busy for over four months. It started with the management at the client's factory. We had our own staff based there, who helped to coordinate closely with the logistic and warehouse team for container stuffing and truck loadings of the break bulk pieces.

A few weeks ago, we started another project to Russia, which will include rail transportation, sea freight, and local trucking in Russia. The project will run till the middle of next year.

Overall, it is these projects which make it so interesting to be engaged in logistics, as there are changing daily challenges to overcome. That's what I enjoy a lot.

I understand that you are a part of the German company LS Cargo. Does it mean that your main clientele are German companies or are you servicing anyone having project cargoes to/from China?

Since we have our roots in Germany, obviously we work a lot for German companies, but we are not limited to that. Our clients are manufactures and partners from all over the world. We want to use our expertise and support companies who had or have difficulties within the local market, such as, for example, communication problems and/or cultural differences. We see that there are sometimes misunderstandings, a lack of communication, or problems which will be discussed too late. This often creates even more problems which are difficult to overcome. So, we see ourselves as translators, mediators, and partners in-between to optimize operations and communication to the benefit of the overall project. With our global and local team and a more direct way of communication, we are able to provide technical and commercial optimized solutions at all times.

Any plans to return to good old Europe or are you happy in Asia?

In general, I would love to travel again outside of China, either for work or leisure. Travelling is always something very enjoyable for me, and I hope that the ways of travelling will get easier soon.

For now, I have no plans to move back to Europe. I am happy in Asia. I love my job and the daily challenges here. One day for sure I will be back in Bremen, but I don't know the date yet!

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

I sometimes have the feeling there are too many ways nowadays. Of course, the most traditional one will be by email: r.marte@ls-cargo.com

You can also find all the details on our homepage: www.ls-cargo.com

Especially for everyone in China, I am available by WeChat. You can just scan the QR-Codes below for my contact and/or the LS Cargo WeChat Account.



Many thanks for the interview. I hope I could give PCW a short insight of LS Cargo and the actual situation in China.



Featured Video

Windturbine Towers Being Discharged in Harnosand, Sweden

Editor's Note:

Staying in the Port of Harnosand, this week's video depicts the discharging of wind turbine towers on the Swedish East Coast. Delta Terminals was used here in the beautiful city of Harnosand, 450 km north of Stockholm, the capital. www.deltaterminal.se



Featured Photo

Editor's Note:

Was in the Port of Harnosand some 450 km north of Stockholm to witness a Spliethoff vessel discharging towers for wind turbines. Alongside the vessel were also some impressive expandable trailers operated by the well-known Finnish company, SILVASTI. www.silvasti.com



Wise Words

“

**You don't realize how strong you are
until you have to be.**

- Famous Brazilian Quote





WEEK #40 – 2020

October 1, 2020



Editorial

Dear Readers,



It is week 40, Thursday the 1st of October and we are here again.

I am composing this editorial onboard the fast train from Stockholm to Gothenburg whilst listening to the US presidential election debate between Trump and Biden. The moderator tried his best to keep the combatants from interrupting each other, but now I know what my childrens' preschool teacher says when dealing with a bunch of kids on a daily basis: "Whatever they pay me, it ain't enough." Irrespective of whom you believe in for president, basic education tells you not to interrupt when someone else is speaking. Let us hope that the voters get it right on November 4th for all of us. Let us hope that being loudest is not equal with being the winner. Regrettably, that is often so in both business and especially in politics.

I had a nice trip to Copenhagen last week. Also here I took the fast train from Stockholm and after 5 1/2 hours, I arrived downtown. Irrespective of COVID-19, taking the train and being able to work onboard certainly beats taking the short flights, which combined with waiting, security and being in time at the airport, amounts to about the same time.

I had lunch with an ex BBC Chartering friend of mine in the Tivoli Gardens, a place called Groefte (direct translation "the ditch"). It's a typical, Danish, lunch restaurant with open sandwiches, aquavits and excellent beer, so yes, since I haven't visited Tivoli Gardens for more than 15 years, it was a pleasure.

Being now 57 and with my friend being a bit older, we share the fact that both of us have apartments to enjoy in the wintertime at www.scandinavianvillage.net. It's a place in Thailand where retirees, mainly of Scandinavian origin, have bought residences to enjoy during the long dark winter months. COVID-19, of course, has put a damper on these winter trips there at the moment, but...it meant that we could then meet in Copenhagen.

Later on, I had the pleasure of meeting with shipping friends ex Rickmers Line, Thorco Shipping, Nordana.

We all shared jokes, happiness and washing it down with Tuborg Classic beers. Only thing was that each time we had to get a refill, we needed to put the face mask on to collect it – customer service at the table was apparently not possible at the hotel, but let's face it, even in the best of times, non-COVID customer service is really NOT what some Copenhagen restaurants are famous for. Life is good generally for us here, but it also means that many people are not “hungry” if you know what I mean, and they sometimes don't go the extra mile because why should they? After all, the state looks after you!

On the day of my departure from Denmark, I was invited to attend a video session introducing the network that I chair www.clcprojects.com by the owner of Alpha Projects <https://alphapnl.com/>. The session took place by the Queens Residence and now I know when looking at the footage WHY I am in heavylift shipping :-)... [see here](#).

On the shipping front, it would seem that most of the containership owners currently are finally earning a hefty return on their gigantic investments in tonnage. They have also become much better at working in teams or alliances, standing firm to stick to rate increases, keeping space at a premium, etc. So in this regard, it would seem that some of them finally will be able to pay off their debts.

The freight forwarders nowadays perhaps need to learn to stand together. It is beyond a doubt now, so that some containership owners, after years of trying without success, finally wish to GO ASHORE. In other words, providing door to door services, project cargo services, including pre and on-carriage. Time will show IF they will be successful this time around, but checking with a few shipping sources, it is clear that shipowners, both container and breakbulk, are less patient towards the forwarders now and may be quicker than before to speak to the customers directly. Project freight forwarders do need to adjust and ensure NOT to waste the shipowners time, constantly benchmarking but rather establishing close dialogues with shipowners who support them back.

We have this week some interesting interviews in store for you. We start off in a country populated by a very strong-willed people; they beat the French, the Chinese and the Americans; they have got some great food, but you also need to check them businesswise as the smiles are not necessarily an indication of them liking you. The country is VIETNAM, and the project freight forwarder, FLS tell us their story and show us some impressive project cargo movements which they handled.

We then visit the South American continent and visit a country famous for the Galapagos Islands, friendly people, and superior food, including lots of bananas, and we are talking about ECUADOR. TRADINTER, a versatile shipping agent and freight forwarder, tells us their story.

We then proceed to a country known for a long-time, political mess, some of the best steaks around, the pampas and the LA Recoleta. The country is ARGENTINA, and we speak to NETZ, a local project freight forwarder active there having success by all accounts.

We then provide you with shipping news, trade intel, featured project, video and wise words and with those words we remain until next week...

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Tradinter – Guayaquil, Ecuador



Interview with

Ms. Gabriela Vásquez
Projects & Sales



First of all Gabriela, tell us why you are in shipping and logistics? What made you choose this kind of career, and how do you like it?

Since I was a little kid, my father used to go to work some weekends, so he usually took me with him to the office or to the port of Guayaquil. He started in this industry when he was 24 years old, so I got to learn a lot from him. I also remember traveling on a container's vessel from Guayaquil to Miami when I was 12 years old. It was a great experience. When I graduated from high school, I started working in the sales department of his shipping agency, Tradinter. I took a break to go to college and university in Florida, United States, and when I came back, I started working at Tradinter again. Shipping/ Logistics is a very interesting industry because you get to deal with people from all over the world. Understanding different cultures and behaviors makes me grow as a person. It is also a business full of detail in which you get to learn something new every day.



Could you elaborate on the history of Tradinter in Ecuador? Who are the owners?

My father, ENRIQUE VASQUEZ, founded Tradinter “TRANSPORTE Y REPRESENTACIONES INTERNACIONALES S.A” Shipping Agency in 1992. He had plenty of experience at that time after working at TRANSNAVE, the Ecuadorian flag shipping line for over 15 years. Tradinter started representing shipping lines with regular services to Ecuador. As the time passed, other port services and logistics-related companies came to join what we now call the Tradinter Group.

Tell us about the ports of Ecuador mainly used for seaborne trade and in particular, project and oversized cargoes. I visited your country 8 years ago and the port of Guayaquil, but I remember the ship also called at a port named Paita.

Guayaquil is the main economic city of Ecuador and the most developed in port infrastructure with 4 terminals able to handle any kind of cargo and a market participation of about 90 percent of total Ecuadorian cargo.

The other relevant ports are:

- **Posorja Port DP World** (started operations 2 years ago, and it is really close to Guayaquil’s Port)
- Container terminal
- **Esmeraldas Port**
- Multipurpose terminal
- **Manta Port**

- Multipurpose terminal
- **Puerto Bolívar**
- Multipurpose terminal (mainly bananas)
- Paíta is a port located at the north of Peru close to the Ecuadorian border.



Ports of Ecuador

What are the main export commodities of Ecuador? Which countries are your main trading partners?

The main export traditional commodities are:

- Bananas
- Shrimp
- Canned fish
- Cocoa and elaborates
- Tuna and fish
- Coffee

The main non traditional commodities are:

- Plant extracts and oils
 - Flowers
 - Wood
 - Goods made from Banana Plants
- Tropical fruits
- Fruit pulp
 - Tobacco

- Fish meal

Ecuador's main trading partners are the United States, Russia, Germany, the Netherlands, China, and South American countries.

Do you have experience in handling project and breakbulk cargoes? Could you provide us with a few examples?

Tradinter as a shipping agency in Ecuador has been a general agency of heavy lift carriers. During its years of operation, Tradinter has handled several project cargos mainly for the oil industry like drilling equipment, electric transformers over 140 MT and plenty of heavy machinery.

In addition, from Brasil DAP, we moved all the infrastructure and pipes for the construction of the new fresh water plant at Santa Elena province, 150 kms from Guayaquil.

In 2014, we won a bid with the Main Beer Brewery company in Ecuador, carried from Germany and Holland in several shipments to Quito, our capital, 500 kms from Guayaquil. With a 3-year duration and shipments coming in every week, they built their biggest plant in the country. This is one project we are especially proud of.

We have also vast experience in handling liquid bulk cargo, as Ecuador is a palm and fish oil producer. We have been handling ISO Tanks and flexitanks for over 10 years.



Editors note: Containership here leaving Guayaquil down the Guaya River towards the Pacific

Is customs clearance a problem in Ecuador?

Right, customs clearance is still a problem in Ecuador due to the bureaucracy that exists in this country although it has improved with time, since now all paperwork is handled virtually. This makes clearance a faster process.

Your country is famous for the islands of Galapagos. I am sure that some of our readers would love to visit there. Could you tell us more? Are there visiting restrictions to the islands, and could you recom-

mend a reputable travel agent in this regard?

The Galapagos Islands are beautiful indeed, and it is a place to put in the bucket list.

The Galapagos Islands are an archipelago of volcanic islands located 906 km west of continental Ecuador. These islands are known for their large number of endemic species that were studied by Charles Darwin, and these studies contributed to his theory of evolution.

There are 18 major islands which are: [Floreana Island](#) · [Isabela Island](#) · [Fernandina Island](#) · [San Cristóbal Island](#) · [Santiago Island](#) · [Genovesa Island](#) · [Santa Cruz Island](#) · [Marchena Island](#) · [Pinta Island](#) · [Bartolomé Island](#) · [North Seymour Island](#) · [Española Island](#) · [Baltra Island](#) · [Rábida Island](#) · [Santa Fe Island](#).

The only actual restriction to enter the islands is to have the PCR COVID-19 negative test.

A reputable travel agent specializing in the Galapagos Islands is MUNDITURISMO. They offer different kinds of tours going from the most economical to the most luxury ones.

Contact: Luis Dominguez/General Manager

Email: info@munditurismo.com.ec

Address: Calle Asunción OE1-10 2do piso y Av. 10 de Agosto esquina. Sector parque El Ejido.

Quito – Ecuador

Phone: +593998585856



And yourself... how is it best to get in touch with you?

My full contact details are as follows:

Gabriela Vásquez

Projects & Sales

Email: gvasquez@tradinter-ec.com

Av. Carlos Julio Arosemena Km. 3 Urb. Albán Borja Edificio Classic Piso 4 Of. 401

PH: 593 4 2202915 / 593 4 2204092 / 593 987749367 Ext.121

Web Site: www.tradinter-ec.com

Top 10 Largest Ports in Africa 2020

Editor's Note:

A nice compilation here of the 20 largest ports in Africa.



Editor's Note:

A great day in wonderful Copenhagen last Monday where I had the chance to meet Danish friends with a long history in breakbulk shipping. From left to right: Mr. Nikolaj Gryndal – ex Thorco Shipping Mr. Michael Nielsen – ex Rickmers Line, UAE now ICTSI, Middle East Mr. Soren Larsen – ex Nordana Shipping now WeShip Your editor Mr. Carsten Nielsen – ex Triship Mr. Lars Rasmussen – ex Nordana/ NPC now WeShip Enjoying a cold Tuborg Classic with a view in Copenhagen can never and will never be replaced in quality by any online meeting.





WEEK #41 – 2020

October 8, 2020



Editorial

Dear Readers,



It is Week 41, Thursday the 8th of October, and we are here again. Frankly speaking, it's become tiresome to speak about COVID-19 more or less all the time; however, since it impacts all of us worldwide, we have little choice but to mention it also this week.

President Trump found out that he had contracted it, and he has, in no uncertain terms, told us all that he learnt a lot from it, and he keeps on being optimistic. Normally, I am a right wing leaning person, but I don't fall out of the window [go overboard], as I feel that Trump has proven himself to do, especially in light of the recent spectacle of a debate between himself and Biden. We do need to stand together in the world, and the US, in particular, needs to heal its own rifts. I am afraid that the way Trump acts plays into the hands of other dictators being able to show their countrymen what kind of "democracy" mess other countries are facing and inadvertently asking the question: ... "Is this really what you want?" I am almost inclined now to call the EU and Johnson in the UK "cuddly and level-headed" by comparison....

I visited Gothenburg last week; they claim to be on the right side of Sweden although it's the west coast, whilst we in the capital feel that we indeed are on the right side to the east. I had a very well-organised day, leaving by the 8 am train and returning the next morning. My schedule was: on the train for 3hr 20min, including one on-line Zoom meeting with 10 different countries; then a lunch meeting with a shipping agency; 3 more meetings at the coffeshop of the lunch place, interrupted by another online Zoom meeting with another 10 different countries; and finally dinner with a good friend of mine—the manager of COSCO Shipping Lines, Sweden.

We shared many memories, in particular since we originally shared an apartment in 1986 when we both moved to Stockholm. Later on, I left the COSCO agency business in 1995, but he stuck with it and could tell a lot about the size of COSCO overall and how it's developed. By all accounts, their growth appears impressive, and it seems that COSCO's management now also has entered into the 21st century with more focus on capability and less on who knows who. No doubt, taking over OOCL has sharpened COSCO's edge in this century too in light of IT and related development.

As I reported the week earlier, any Zoom meeting cannot beat meeting face to face, and I certainly learnt that red wine does leave a mark, in particular if downing several bottles of it. But hey, I am sure you know it—when the going is good who switches to fizzy water? Returning the next day with the train at 08:11, being a bit lightheaded but happy, I managed to intake a gallon of coffee and check out the rest room facilities onboard the train.

Resting up after my homecoming, I was sharp the next day morning for a visit to the port of Sodertälje, south of Stockholm where the Western Bulker vessel mv Interlink Dignity had arrived with a full load of prefab housing modules from Penang, Malaysia. Apparently, it had been a voyage from hell since one of the crew members died from a heart attack and another broke his leg, plus they encountered severe weather enroute near Algeria and again in the North Sea. Their next destination was to be Luleå to finish discharging, then Riga to load for Angola. I spoke a bit with the Chinese crew, and since it was October 2nd, I wished them Happy National Day in China (Oct 1st) which the captain from Henan and his mate from Liaoning appreciated. Long hours and long days for these seafarers, and still it seems that we are unable in the world to ensure their repatriation timely, with still thousands of seafarers “stranded” onboard due to corona. The world would quickly feel the pain if they all went on strike—perhaps that is what’s needed for “main street” and politicians to recognize their value to us all! [Here is a video](#) that I took when in port early morning watching the arrival.

Speaking of the seafarers it’s important that they have a good local agent in port with TSA handling the Western Bulk vessel efficiently. Similarly, a couple of friends of mine who started Weship, a shipping agency active in Thailand & Denmark, recently looked after another couple of breakbulk vessels in the Kingdom of Thailand, primarily Chipolbrok which is well known for breakbulk liner service since 1950. [View photos here](#).

On the shipping front, we start by visiting a country famous for “Peace in our time”, “The Empire”, “Fawlt Towers”, and the origin of industrialization, and it is, of course, the United Kingdom. We speak to EASY-FAIRS, a London based organiser of events also for the project shipping industry. They are among others handling the AntwerpXL Expo that should have taken place already but due to COVID-19, online arrangements are done instead. Interesting to hear about what they do and how they assist in promoting shipping people to get closer.

We then pay a visit to a couple of countries that we have visited before. First out is a country known for rich or rather spendthrift rulers, now becoming more rigid in all ways imaginable but still a great place to visit, and the country is BRUNEI. JASRA Logistics in Brunei tells us about their capabilities in logistics there also for the OOG sector and oil & gas.

We then head northwest to the “Jewel in the Crown”, land of colours and the extreme, and the land where many foreigners “find themselves”, in particular in GOA, and the country is INDIA. GPL is a local project freight forwarder with a long history and proud traditions, and it is one very capable such entity in India that I can vouch for. We finish off with our “usual suspects”: shipping news, trade intelligence, featured picture, video and wise words.

Until next week, we remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



AntwerpXL & Easyfairs – UK & Global



Interview with

Mr. Mark Rimmer
Divisional Director



First of all, Mark, please tell our readers about your background and how you ended up as a director at Easyfairs.

Well honestly, I kind of fell into events after University (and a spot of travelling) with my career starting as a sales exec, selling exhibition space for the UK's national graduate recruitment exhibition. That was for a smaller organiser, but since then, I've worked for some of the largest global organisers across a range of events and markets. Easyfairs was a natural next step for me, and when the Divisional Director position came along, I jumped at the chance to launch events again and join an SLT within a top 20, global organiser!



Our readers are mainly into shipping and project cargo movements. I understand that you are in charge of the Antwerp XL Expo. Tell us about the history of Antwerp as a breakbulk expo venue, the establishment of Antwerp XL which happened not too long ago, and finally elaborate on the situation regarding expos in these COVID-19 times?

For sure. One of the main reasons I joined Easyfairs was to launch AntwerpXL. Having managed the Breakbulk series of events for ITE (now Hyve), I was already immersed in the world of breakbulk, and at the time, the Breakbulk Europe event had run at Antwerp Expo for over a decade (with the city & port being synonymous with breakbulk cargo). I think everyone expected the event to return to Antwerp after Antwerp Expo had undergone its renovation work, so it was a surprise that ITE decided not to come back. That decision left a huge hole, and now with a fantastically refurbished venue, it was natural that that hole be filled with a fresh, new, niche-specialised event!

As for running events under Covid... well, saying it's been difficult would be an understatement, but it's been hard for everyone right?! AntwerpXL is run out of our UK & global office in London, and I don't think I'm speaking out of turn to say that the UK government has definitely left us wanting and waiting as a people and as an industry. That said, I'm incredibly proud of Sophie and the wider team who have continued to try to connect and support our industry at an incredibly difficult time.



What is the role of Easyfairs? What do you do to promote the Antwerp XL, and what tools are traditionally at your disposal to generate attention for it?

Easyfairs is all about looking to the future and through our events and other platforms, giving attendees a window to that future... It hasn't been a normal year of promotion to say the least. We've unfortunately had to move AntwerpXL a couple of times due to the pandemic, so I look forward to a more 'normal' promotion campaign! During these times though, we've adapted well and collaborated with the industry to put on an interesting series of webinars and even an innovative digital event in THE FESTIVAL OF BREAKBULK.

Easyfairs holds a huge amount of data within Transport & Logistics, so this definitely helps when running/launching events, but we also partner and work with all key industry associations, networks, and media. Most importantly, we always look to work with our exhibitors as closely as possible to deliver the right attendees.



London, in particular I believe, has a wide range of “expo organisers”. What makes Easyfairs stand out? Is it “easy” to deal with you?

Well frankly yes! We're incredibly easy to deal with! From our 'all-in' exhibiting packages to our 'Easy-Go' digital badge technology, we try to 'Easyfy' the exhibiting & visiting experience as much as possible. Also, one of the things I've noticed from working within other large organisers is they can be rather 'face-less', even rolling out temp agencies to interact with customers at their own events! I and Easyfairs believe in the opposite—we pride ourselves on being close to our markets, understanding the dynamics behind them, and most importantly, having top level people who work & operate within them. We want to really get to know our exhibitors and visitors on as personal a level as possible—Friends & Family is a term we regularly use.



What events, both physical and on-line, do you have in the pipeline going forward?

Of course, we've spent a huge amount of time exploring on-line platforms & how our hybrid events will now evolve. The FESTIVAL OF BREAKBULK was a bit of a 'moon landing' not only for the breakbulk sector but also for us as an organiser. The Festival provided the market with a unique, digital meetings platform, allowing exhibitors and visitors to come together and meet virtually at a time when no-one is meeting en masse. It created a feeling of coming together (albeit virtually), which I know everyone has missed!

What is clear to me is that everyone is not only totally fed up with the economic state, but also the current normal and the isolation that comes with it. We're desperate for the day that we can all move freely again for work and play. I'm happy to say Easyfairs is already set up and prepped to run events as safely as humanly possible. We are committed to our self-issued, 'safest place to meet' commitment. Readers can find more info about our onsite commitment to safety, cleaning & hygiene @ www.AntwerpXL.com/safety-guidelines.



Would you be able to share a link with our readers to seminars that you have held already and that are publicly available for our readers to watch and listen to?

Of course! Everything from our summer webinar series & the FESTIVAL OF BREAKBULK is available through the 'XL Portal' online @ www.AntwerpXL.com/XL-portal

What is the best way for our readers to get in touch with you?

www.AntwerpXL.com/practical-info/contact/, and please contact the AXL Event Manager Sophie.McK-imm@easyfairs.com +44 (0)20 3196 4356 for further information

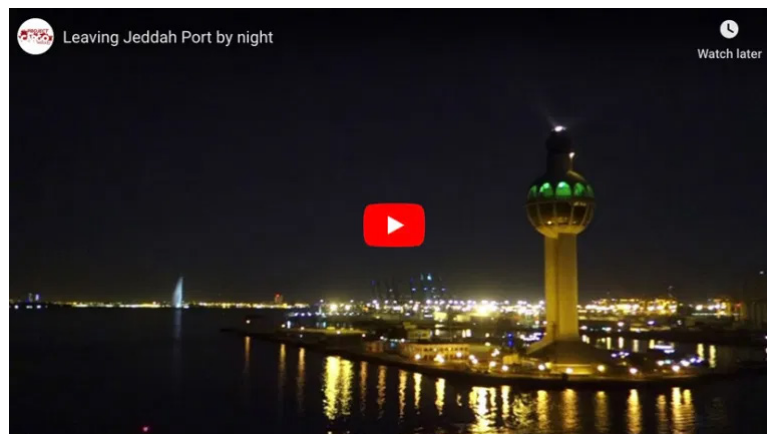
Thank you & hope everyone is keeping healthy & well at this time.



Leaving Jeddah Port by Night

Editor's Note:

Departing Jeddah in the night is pretty awesome. Jeddah has a very distinct harbour master's tower guarding the exit/entrance to the port. It is this editor's hope that Saudi Arabia will be easier to visit as a tourist in the near future, at least there are signs that the Kingdom is intent on letting its tourism industry blossom along with its shipping industry. Lots of modern and versatile ports are available in Saudi Arabia, not to mention incredible sights for tourists.



Editor's Note:

I was lucky enough to have been invited to see the arrival of a Western Bulker vessel arriving in the Port of Sodertälje near Stockholm. [Here is an album](#) of the shots taken on Friday the 2nd of October from a vessel loaded with project cargo from Malaysia.

Thanks to the port agent www.tsaagency.se





WEEK #42 – 2020

October 15, 2020



Editorial

Dear Readers,



It is Thursday the 15th of October, and we are back again.

This week a special notice regarding shipping caught my attention. The headline said : Shipping line exceeds expectations and sacks 2000 people. Now granted that 2000 persons in percentage is not much out of the total number of staffs that the owner has on its payroll but somehow that particular headline is a bit of an anticlimax.

In a global world, we also need accountability—in particular from the bigger corporations—and we are talking here about anyone with a global profit print (not footprint). If you want to earn money in a global world and switch between various tax jurisdictions, morality alone should force any company's board to do what is right, NOT only for themselves and their stockholders but also for the men and women in the street working for them. We have seen a large number of scary examples of outsourcing of jobs, keeping the costs low and giving f...all about the local environment, just to name one such problem with globalisation.

iPhone 12 is soon here, and we will see the CEO standing on stage. I just finished the book, “Dying for an iphone” which can be bought on Amazon. I was thinking about the costs to the environment and people of keeping the production price down in order to maximize profit which leaves a bad taste. I do realise that profit or greed often is good as Mr Gekko famously said in 1984, but when is enough enough? Making a hefty profit is fine but don't take cover under the umbrella called your sub-suppliers (in Apple's case for example Foxconn Taiwan) and claiming that you didn't know. **Place demands on your sub-suppliers**, and **DO YOUR PART** to ask for proper working conditions and respect for the environment. We've got a minimum wage. Why don't we also have a **maximum wage** allowed for corporate executives? I strongly believe that inequality is what will ultimately destroy not only ourselves but also our planet. It will die before our eyes, and for some, it won't matter that they sit in 1st class or in a soundproof boardroom with everyone saying “yes, yes” all the time!

I listen a lot to music on YouTube when I work, and I came across one of the best songs in my view ever

writing this editorial. The song was PURPLE RAIN with Prince. There was a fantastic comment below from one of the listeners that I really found superb: Quote “I played this full volume the other day, and my neighbor called the police on my ass for being disruptive. When the police heard what song it was, they arrested my neighbor.”” Unquote

Here is a [link to the song](#) if you would like to hear it.

I spent this last week making a couple of online interviews, and I would like to share both of them with you here. I first tested it with a friend of mine working at the Danish ship operator, **Ocean7 Projects**, and you may watch the result [here](#). Then, a few days later, I managed to get an interview with one of the capable guys at **Hapag Lloyd Global Special Cargo** and that result you can watch here. I would be pleased to hear your comments about it, the format, and whether you find it informative.

As with any newsletter that I produce, always feel free to comment to me directly at bo.drewsen@projectcargo-weekly.com. So now that I am in the shipping mood in this editorial, I had better tell you what’s in store this week.

We start off by visiting a country full of islands, a former first lady with the biggest shoe collection in the world and certainly a partner in greed but also a country of beauty, hardworking and friendly people, and we refer of course to the PHILIPPINES. The Rigging Co., Ltd. in Manila tells us more about logistics in their country and also inland throughout their archipelago. We then visit the country known for curry, traffic jams, colours and great music and exercises for stretching also known as yoga, and it is of course INDIA. Anil Mantra Aviation are project forwarders with strengths also in airfreight in this vast country. We finally visit the country famous for a canal linking 2 great oceans, and without saying more, most would have guess that I am talking about PANAMA—a place that apparently is visited also by rockstars, politicians and other notabilities having problems paying tax but for us in shipping, the Panama Canal is vital. WLP is a local logistics provider with expertise to/from and beyond Panama in South America.

We then of course provide you with shipping news, trade intelligence, featured picture, video and wise words of the week.

Until next week, we remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



The Rigging Co Ltd. – Manila, Philippines



Interview with

Mr. Jed G. Dulay
President



First of all, Jed, how is the situation relating to COVID-19 right now in the Philippines?

The COVID-19 Pandemic has greatly affected and disoriented not only the industry of Freight Forwarding, but all of its kind globally! However, even with the onset of the said pandemic, our company saw no reason not to continue our capable services. Instead, we continued our operation, moving any commodity, especially on the miscellaneous cargoes and heavy-oversized cargoes which are allowed by the government during the lockdown period.

When did you start the company, and who are the owners?

The Rigging Co., Ltd. started with a humble beginning by the founder (Mr. Jed Dulay). It all started by moving small- to average-sized machines on both import and export, providing packing, crating, rigging-in or rigging-out, and positioning of the machines to its final placement. We did this until such time that the company joined some of the industry's individual players, having extensive experiences, knowledge and great attitudes in the various fields of specialized heavylift transport, rigging, heavylift. Having the various industrial partners

which are our employees, The Rigging Co.,Ltd had started the expansion and programmed the procurement of specialized and new generation equipment to muscle up our expansion, to where our company became one among the leading specialized transporters, rigging, lifting, and alternative service companies. According to our company's slogan "THE RIGGING NEVER STOPS", here we are, and we have the prestige of conversing with the great and honored president of CLC, and being interviewed on our newly muscled services, as a new NVOCC – INTERNATIONAL FREIGHT FORWARDING company.



I understand that with a name like the Rigging Co. Ltd, you must be involved in heavylift and special trucking around the Philippines, right? Can you tell us more?

The Rigging Co., Ltd. has also enhanced and developed its service capacities, not only in land-based services, but we also served and engaged in other special services, like lift-rig services (aerial lift by special type of chopper). We use these for projects related to water such as dams and river diversion, where the project sites are not yet transportable by land. Therefore, we can bring construction equipment, supplies, and other materials and miscellaneous items which would never be able to be carried if not on this kind of transport method. In addition, most of the above movement will firstly be bolstered by freight forwarding services, and adding our special transport, rigging, and lifting services will give us a better stance in these logistical operations and services.

We are also getting ready for marine water services, such as submarine, fiber optic, interconnection projects, and hoping that this will provide us a positive outcome in cases where freight forwarding is one of the needed services.



Your country consists of many islands. How is project cargo, in general, transported among the islands and from the main ports to the jobsite? What are the main ports used in your country for project cargoes?

The main ports where most of the big cargoes arrive; Manila Port and Batangas port. Both are international ports located in Luzon.

There is Cebu International Port in Central Visayas.

Also, the Iloilo International and Bacolod International Ports in Western Visayas.

Lastly, Davao Port which is located in Mindanao.

From an international port, those project cargoes which have to be transported and delivered to various islands may be transported in a combined type or mode of transport.

We may use an Inter-Island Domestic Shipping Liner or use an LCT or Landing Craft Transport Ship/Barge. This depends on the type of cargo handling, methods, weight, measurement, and the port capacity including road route and condition, delivery site condition, and all the other project related cargo and technical data gathering in order to safely and carefully plan and execute the whole processes of the delivery.



Is customs clearance a problem?

Not at all. As long as you comply with all the requirements and the cargo is in place, a normal process may apply. Any facilitation inside the ports may be avoided as long as your cargo is legally declared and with proper documentation.



CROSS OCEAN

AIR & SEA PROJECT FORWARDING NETWORK

www.cross-ocean.com



Many forwarders claim to be experts in the Philippines. What makes you the real expert?

Everyone has the right to tell; they are the expert! Maybe each in their own right...

The Rigging Co., Ltd. might not be the expert, but we may be or become a specialist! Reasons?? We are not only a Freight Forwarder, but a Freight Forwarder which has its own equipment, passion, experience and knowledge which can provide not only technical, but logistical support to all....be it a fellow freight forwarder, direct supplier, contractor, subcontractor, or any industry player.

The true expert understands their own limits. We at The Rigging Co., Ltd make sure that every service we offer will be so remarkable to clients that they will be aiming for our services every time they have job requirements. We make sure the safety of the cargo and the safety of our team is in the necessary rhythm for a job with well done results. Our clients' satisfaction is our main concern and objective for all our services.



With your expertise in inland transport and trucking, could you provide us with some examples of project cargoes that you have handled?

Hauling, Lifting & Positioning services:

- Transformers up to 220 tons / for power plant & substations
- Column – 343 tons / for oil & gas facility
- Aircraft Engines for various airline companies / freight forwarders
- Tanks (Cryogenic, VIE, Oxygen and others) for Manufacturers, Semiconductors



A question on the minds of many is Boracay. It was reported that it was closed down for clean-up. Is it now open again for tourists (COVID-covid19 permitting, of course)?

The Philippines Department of Tourism is set to open the doors of Boracay, the country's top tourist destination, starting October 1 after almost seven months of closure due to the COVID-19 pandemic. Boracay will be open to visitors coming from areas under general community quarantine and modified GCQ. However, visitors should have tested negative for COVID-19 test prior to travel.



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

Our Team is very glad to be your partner. The following officers are available to communicate:

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THE RIGGING CO., LTD.
MEGA TRANSPORT MACHINERY MOVERS



Featured Video

Imagine You were Born in 1900

Editor's Note:

Covid-19 has affected us all and, perhaps, sometimes we lose sight or wallow in our own self-pity that we are not able to do this or that. Good times will come again and if we know one thing for sure then it is that history holds lessons for us all. A good friend of mine in Australia of danish descent sent e this interesting video about this very thing. So instead of a “shipping” video this week watch this as food for thought.



Editor's Note:

Onboard mv Thyra Torm where we boarded in San Juan, Puerto Rico and disembarked 4 months later in Durban. This photo was taken in 1968 showing your editor as a full-blown samurai. It is now many kilos ago but it's proof that I did start my shipping career early. Pictured here with the Norwegian bosun onboard who regrettably is no-longer with us. Beers were in reach then and they have been for many years since...





WEEK #43 – 2020

October 22, 2020



Editorial

Dear Readers,



It is Thursday the 22nd of October, 2020, and we are here again.

In Stockholm where I am located, darkness is slowly setting in—and we are now talking about both “day” and night of course—and the hours with light in the day are getting shorter. On the one hand, it is depressing, and you kind of feel more tired all the time. On the other hand, it is also cozy because with lights, candles and using light not just for illumination but also for creating a nice atmosphere, it does have its compensations. [Here are a few pictures](#) from the neighbourhood at dusk where I live while taking a walk to refresh the mind.

But life is also such that nothing can last forever, whether good or bad, and if we always had sunshine, I doubt it would be appreciated as much. Thus, taking a walk, listening to nature, refreshing your mind and considering the small (or rather big) things in life makes your life better. My youngest son, now 7, keeps on talking about Lamborghini. Is it a family car? Can we buy one? Why not? And of course it’s a bit early days to try and tell him about the qualities in life other than worldly possessions. It is good that he is “hungry”, and that is the way it should be, but explaining it now—that’s a whole other ball of wax!

Income is needed for whatever we do, so when speaking about Lamborghini, please don’t forget to support projectcargo-weekly.com with banner ads in case you wish to be seen. The proceeds go to a worthy cause, i.e., making my son happy :-). [Here is a media kit](#) for those of you interested, and bear in mind I only allow 4 banner ads in each issue, so yes yours WILL be noticed! Before taking a road trip in Sweden I managed to have an online interview with the new chief of sales Mr. Oskar Orstadius of Hoegh Autolines, a most capable roro carrier also for high, heavy and project cargoes. 🎥 [Watch the interview here.](#)

I had another port visit this week in Gavle north of Stockholm. The BBC chartering vessel, mv BBC Livorno, arrived with some 20 wind turbine towers onboard. I left early to be there in time for the berthing alongside. [Here are photos from the day.](#) I also met with local agent www.tsaagency.se and had a nice talk with the Rus-

sian captain from Krasnodar and his mainly Ukrainian crew. Unlike in real life, there are no tensions here between Ukraine/Russia, and as usual, it is only the “stupid politicians” who engage in messing about.

Speaking of that region it seems that BELARUS is dealing heavy handedly with demonstrators, and it was only until recently that CYPRUS gave up their resistance to letting the paper tiger called THE EU put some sanctions in place. One cannot help but wonder whether it’s because of the billions of funds likely from Russia and Belarus in the bank accounts of Cyprus. And whilst on the subject, it now also has become evident that the Cypriot and Maltese passport schemes have attracted a lot of flies (as Deng Xiaoping famously said when opening Shenzhen to the outside world: “When you open, the window flies will enter.”) in the like of not only legitimate and wealthy immigrants but also other more opaque subjects. Let us see whether the passport scheme will perhaps be abolished...still have no fear, plenty of other countries with access to the EU have similar schemes. You just need to travel a bit further.

Less than 2 weeks to America votes, so let us see what is happening and if another stimulus package will be approved in the US. I don’t even think I have as many zeros on my calculator as there is debt nowadays in the US, but still they are strong and can do it. Let us hope they indeed choose what is right for them and for the world.

Shipping-wise this week, we start off with interviewing in fact a logistics provider located in the US of A. Located at a place famous for the Orioles and baseball amongst other things and situated on the eastern seaboard, the company THUNDERBOLT GLOBAL LOGISTICS tells us an interesting story about their capability and accomplishments. We then travel back to Europe and to a country famous for Baltic seaside, Chopin, horrifying KZ camps during the 2nd world war, and that place is Poland. Now a proud member of the EU and with generally hardworking people (many of which are outside Poland, too), we talk to SMART CARGO—a logistics provider who can help anyone in this big European country located and bordering to several other VIP countries. We finally travel to the residence of many ultra-rich—the country of yachts located in the MED, the place where both the real and imaginary Bond figure (Roger Moore) actually lived, and the place is MONACO. A nice Italian gentleman has taken up “refuge” there and tells us a story that chartering worldwide can indeed be done from Monaco, too, and with great success.

We finally wrap up this issue with shipping news, trade intelligence, wise words and featured picture/video of the week.

Enjoy, be safe, and wishing you well until next week,

I remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Thunderbolt Global Logistics – Baltimore, USA



Interview with

Mr. Jim Shapiro
Owner



First of all, Jim can you explain to our readers about the choice of company name? Why did you choose the name Thunderbolt? When was the company started, and is it owned by you?

We use January 16, 2008 as our starting date as this was the date when we received our Ocean Transportation Intermediary (OTI) license from the Federal Maritime Commission. There were three of us at the time, and we shared space with another freight forwarder who were friends of mine and they gave us free rent. Without them, it would have been harder to get the company going. It was several months before the financial crisis in late 2008. Thankfully, the crisis really didn't impact us very much.

The company was started with my childhood friend Stu Tobin. We both grew up just outside of Boston. He and I had known each other since we were 12 & 11 years old, respectively. I was more involved commercially, and Stu handled all the administration. I had been in the industry 23 years when we started the company. I had worked for only one company prior to starting Thunderbolt. I learned so much from them over my first 23 years.

We chose the name Thunderbolt Global Logistics for a reason that not many people around the world may understand. Stu and I wanted to name the company in a way that would make us both smile when we answered the phone. We were both fans of the 1930's comedy team, The Three Stooges. [Editor's note: Anyone not familiar with this famous comedy trio, can [click on this link](#) to learn more.] In one episode, called *Playing the Ponies*, they trade their restaurant for a nag of a horse called Thunderbolt. He ended up winning the big race. That's where we got our name. I also like thoroughbred horse racing. Baltimore is famous for a horse race called *The Preakness Stakes*. This race, run on the third Saturday in May (except this year due to Covid 19), is the second jewel of the Triple Crown for 3-year-old horses. That's why we have a horse as part of our logo.

Whenever we have hired someone, we have them watch the Three Stooges episode on Day 1, so they know where the name came from. We call it our "training video". Stu retired in early January 2020 and sold his 50% interest to me. I am now the sole owner of the company.



There are a lot of logistics providers in the US and even more so on the East Coast. What makes you stand out?

Our approach is to make the experience of working with Thunderbolt an easy one. We want our clients and overseas partners to feel that it's not difficult working with us. We have always had a flat organizational structure, so decisions can be made quickly. No red tape, no corporate B.S. We don't need 6 signatures to get approval to do something. If it needs to get done, we get it done. We are a relationship-driven company. Personal relationships mean so much to us which is why I have traveled overseas a lot since we started the company.

We only have one office, but we have a national footprint due to our infrastructure. We have asset and non-asset based truckers that we work with all over the United States. We have warehouses that we work with in all ports and in most major cities in the interior of the country. We have great relationships with the terminal operators and port officials in most of the East Coast and Gulf Coast ports. We try to be as creative as possible in finding solutions for our customers and overseas partners.



You have experience in handling oversized cargoes for many years. Could you provide our readers with a few examples?

Luckily for us, we have handled oversized cargo in nearly every main port in the United States. The Port of Baltimore is our home base, and that's where we handle the most oversize cargo. We handled a 105 ton cooling drum for a gypsum plant in Baltimore that was located near The Port of Baltimore. The dimensions were 11.41 x 5.11 x 5.03 meters. We came up with a solution with our trucker by talking to the officials at the Port of Baltimore and utilizing a back gate that was only 300 meters from the delivery point. Instead of having to go through a local residential neighborhood and have to raise traffic lights and utility wires, we ended up having no impediments to deliver the unit. The cooperation we received from the officials and engineers at the Port of Baltimore was critical to a successful delivery. Our trucker did a great job working out all the details. The team at the port that loaded our truck did their usual great job.

We have delivered several industrial presses from the ports of Norfolk, Charleston and Savannah to various locations in South Carolina and Tennessee. One the components from Norfolk to South Carolina was 113 tons with dims [dimensions] of 8.20 x 3.95 x 3.96 meters. Again, we had excellent cooperation from the local staff at the Port of Norfolk. Our trucker had to push hard to get the permits needed to deliver on time right after our Thanksgiving holiday.

We have arranged many exports of mining machinery from Baltimore to Liverpool using ACL's mafi service. One shipment consisted of 4 crates that we shipped from Baltimore to Hamburg and then arranged delivery to Poland using our partner in Poland. One of the crates was 43,693 kgs/dims: 841 x 236 x 262 cm.



Inland transport in the US can be costly. This is a common statement that I hear from many. What kind of guidance would you give overseas customers if/when they have a delivery to make to inland US?

It's a very fluid situation in the United States. Trucking capacity can change on a week to week basis. Some parts of the country can be overheating, and you can't find trucks while other parts of the country are having excess capacity. This is especially true with containerized cargo. In some markets now, we need 2-3 weeks to find a trucker that may have availability.

The pandemic has really taken a toll on heavy haul truckers that rely only on oversize cargo. There is more supply than demand and right now for multi axle trucks. On the flip side, flatbed and step deck carriers have seen rate increases of up to 30% or more in some markets and capacity is tight. Houston is quite hot at the moment.

Ports are competing with each other for cargo. It's important to take all the factors into consideration when routing cargo to/from a particular location. It's not always about the shortest distance from origin or to destination when determining which port to use. You have to look at all factors in determining how to route your cargo.

Ease of obtaining permits for oversize cargo is an important factor too. Some states are slower than others to issue permits. Some states require bridge engineering studies over a certain weight and that can add a lot of cost to a project move. 50 states and 50 different rules for permits. Make sure you allow plenty of time for permit approval.

I don't believe in using an ocean carrier to pick up or deliver our cargo. We want to control the movement of the freight to provide the greatest possible flexibility. Sometimes on paper, it can look less costly to have the carrier deliver or pick up a shipment, however the service aspect is missing. My recommendation is to beware of ocean carriers taking on the domestic portion of a shipment. It's not their core business. Merchant haulage is the way to go.



Has the COVID-19 crisis affected your business or are you doing “business as usual “?

March 23, 2020 was the day we closed the office, and we actually only just reopened it on October 5th with reduced staff in the office on a weekly basis. Our team adapted quickly to working from home, and we didn't have any problems other than some occasional technological challenges. We had weekly video department meetings using Go to Meeting, so we could see each other and we would have company-wide video calls too. Seeing each other during this 6 ½ month period was very important. We are not a large company (16 people), so it was easy to keep in touch with each other. I'm so proud of our team as they really kept it together while working from home.

The most important thing for me was keeping our team safe and healthy. We made sure we were 100% ready when we decided to come back to our office. We take COVID-19 very seriously. We had partitions installed at every desk. We bought cases of wipes and sanitizer to have in the office. We have a lot of new protocols to follow. We have some staff who are staying home and working remotely full time. Others come in 1 week in the office and the next week at home. Some come in 1 day a week. I wanted to be as flexible as possible

to meet the needs of our staff.

COVID-19 didn't really impact us until May revenue-wise. The first 4 months of the year were going great, and then the decline began as the virus took hold in Europe, and countries began to shut down. We saw our shipments begin to decrease. Our number one export account dropped 50% in a matter of weeks as they could not source material for export. It was a tough period from May – August. September saw a nice rebound from a lousy August, and we hope that the momentum continues during the 4th quarter. We didn't lay off or furlough anyone.

It won't be business as usual for a long time. We don't allow visitors to the office, and we really aren't visiting any customers. Travel is completely stopped. That's been hard for us as we have always had an open door policy for visitors, and now we don't let anyone in the door.



What markets around the world do you normally deal with, and do you mainly handle imports into the US?

We handle more imports than exports. It's about 60%/40% import to export and it's more ocean than air. It's the nature of the U.S. economy, though export is really my passion. We are a customs broker with a national permit, so we can handle customs clearance anywhere in the United States. On the export side, we are an NVOCC, so we have contracts with many of the main ocean carriers.

We handle a lot of cargo from Europe. We take care of a lot of DAP/DDP shipments for agents all over Europe. We handle imports from Asia, but it's not as active as Europe. Our exports are mostly to Asia and Europe and the Middle East. A lot of our shipments to the Middle East are nominated by our partners there.

I really want to grow our North/South business with Central and South America. Our shipments to/from Africa are also an area we would like to improve. The same for the Oceania region. We have great partners in Australia and New Zealand. We just have to find the cargo going or coming from there.



Baltimore is one of many ports on the East Coast of the US. How would you rank the ports on the eastern seaboard in terms of their suitability for project cargo?

The main east coast ports from north to south are Boston, New York, Philadelphia, Baltimore, Norfolk, Charleston, Savannah, Jacksonville and Port Everglades/Miami. There are smaller ports like New Haven, CT; Camden, NJ; Wilmington Delaware; Wilmington, North Carolina; and Brunswick, GA that handle break-bulk vessels and container carriers, too.

As manufacturing has moved south in the United States, Norfolk, Charleston, Savannah and Jacksonville have really stepped up their ability to handle project cargo. They all can handle it and do a great job. They have dedicated people that help us when we need it. Ports like Wilmington, Delaware and Wilmington, North Carolina have captured project cargo business by focusing on specific commodities. All ports want a piece of the pie, because it can be a great source of revenue for the port and local economy. I would say Boston is the only port that I have listed that really isn't a gateway for project cargo.

Baltimore is the number one RO/RO port in the country, let alone the East Coast. With RO/RO vessels comes the ability to move static cargo on MAFIs. Baltimore has breakbulk carriers that call at the port on a liner basis and inducement basis. Baltimore is also the closest port geographically to the Midwest. Truckers don't have to drive as many miles from Baltimore to say Cleveland or Chicago, so costs can be lower. I'm partial to Baltimore but look at all ports to see what is the best way to handle the shipment.



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

My e-mail is jim@thunderboltglobal.com, and you can also reach me through our website <https://thunderbolt-global.com/> or Linked In.

<https://www.linkedin.com/in/jim-shapiro-6921b389/>

Thank you.



Project Cargo Arriving at Port of Gavle, Sweden

Editor's Note:

Was in Port of Gavle, Sweden to see yet again/again another project cargo vessel arriving with renewable equipment. Was a great day in port, and that is what REAL shipping is all about, i.e., getting out of your office and your head out of the computer!



Editor's Note:

Oil and gas are down price-wise at the moment with big consequences for oil dependent economies. Still impressive though to see drilling rigs not only up front but also here at LEGOLAND, DENMARK where models from different countries are built using only Lego bricks.





WEEK #44 – 2020

October 29, 2020



Editorial

Dear Readers,



It is Thursday the 29th of October and the final issue of the month is here.

I am writing this editorial from Denmark where I am paying a visit to my parents in the port city of Grenaa. I took the car along with my 12 year old son and drove via Gothenburg to Grenaa. Between Gothenburg and the port city of Frederikshavn, where I was actually born in 1963, there is a RORO ferry service available from Stena Line. In spite of COVID-19 restrictions as a Danish citizen I was allowed to visit my native country, irrespective of purpose. Passengers were few and most of the people in the restaurant were truck drivers of Eastern European descent, which I could tell from the languages they spoke. As you know, in the EU like other places, companies are generally using drivers that are “cheaper” than local drivers and right now there are discussions in the EU about enforcing a minimum wage across the board. All told the trip took 8 hrs of driving and 3 hours of ferry ride a long but pleasant trip in a Skoda Kodiaq. [Here is a link to a video](#) that I took as we departed Gothenburg.

Here in Grenaa this week I had a discussion with my parents about a topic that i think most of us prefer to seldom or never talk about. The issue of what happens when we leave this world, who is left behind, did you “clean up your house” and your matters before leaving? A wise man once said nothing is certain except death and taxes. Death for sure is certain for us all, whilst it seems taxes can be avoided by some. I applaud my parents attitude to actually discussing this matter with me openly and without hesitation. Too often someone passes away and the family is left bickering about who is entitled to this and that. Lawyers around the world have a field day with this because some people DIDN’T get their house in order timely and made things clear for those left behind. Deciding who gets what is fine but DO decide in order to eradicate problems, conflicts, huge lawyer fees and longterm hostility between family members.

I have a clear cut example in my own family where a couple of my uncles visited the house of my late grandfather with a minivan and hurriedly took some items that “they felt they were entitled to”. I know many friends who can tell a similar story. Therefore, clear up the jurisdictions BEFOREHAND and make the passing clear

so that you don't leave a mess behind. Bear, also, in mind that inheritance rules may differ from country to country and for international characters you may need to check your actual legal status in case of your untimely demise. Finally, you will also find that the friendliest face will almost always change when there is the sight of money or possessions ahead – scary, but nonetheless very true.

The corona pandemic has got Europe firmly in its grip now and restrictions are abound almost everywhere. The jury is still out when all this will end and if it is simply a “new normal” that we need to get used to, i.e., wearing masks, keeping distance, less the traveling and changing the lifestyle overall. It is certainly a wake-up call for many but it is indeed devastating for the most vulnerable worldwide.

Before turning to the shipping business of the week and the interviews I have in store I will first of all tell you that I had an opportunity to interview one of the senior managers of SAL Heavy Lift in Hamburg. SAL has a very good name in project cargo shipping, engineering and capability in their field. Thus, it was a pleasure for PCW when SAL agreed to an informal and relaxed interview. Fix yourself a cup of coffee, lean back and enjoy (hopefully) [this video interview](#).

As for the interviews this week we first of all visit a country of beauty, oil and salmon abound, but also a country of extremely high prices and a country where no-one can be reached after 1pm because if there is a flicker of sunshine they left for their cottages in the countryside. Norway is the place and Oslo is the capital where the World Shipping Council (WSC) organisation has established its a network of liner shipping companies and the woman in charge tells us their story.

We then proceed to the country of Papa Doc, Baby Doc and the warm weather of the Caribbean and here we talk about Haiti. Besides the earthquake years ago the country also has a strategic location for shipping. We speak to ADEKO Enterprises, a versatile shipping and logistics agency there. We finally visit Dubai and talk to a person with years of experience in the Africa trade. The company is called ACE 54 and it refers to the African continent and the owner tell us an interesting story about his experience in the region in what many call the last place to find project cargoes.

We finally keep you updated with a selection of shipping news, trade intelligence about contracts entered into, a featured video, picture of the week and wise words. We wish you all the best until we meet again in November!

Until next week, we remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



World Shipping Council



Interview with

Ms. Anna Larsson
Communications Director



Who is the World Shipping Council (WSC), and when did you start this organisation?

World Shipping Council is an organisation that represents liner shipping in dialogues with governments, the IMO and other stakeholders to find actionable solutions for some of the world's most challenging transportation problems. WSC was formed in 2000, and our members are container, roro and ro-pax carriers from all over the world, representing over 90 percent of the global liner vessel capacity.

Our staff are experts in maritime environmental, safety, security and trade matters, and we have offices in Washington, Brussels and Singapore.



What is the main objective of WSC?

The World Shipping Council's goal is to be the unified voice of liner shipping, shaping the future growth of a socially responsible, environmentally sustainable, safety-focused and secure shipping industry. Some of our current focus areas include the decarbonization of deep-sea shipping, where we are working with policymakers and other organisations to ensure regulation and resources that will drive real progress, as well as a number of initiatives to improve the safe handling of containers on board ships.

There is an increased focus on anti-competition behaviour, and some of the government regulators, mainly the EU, US and China, have voiced opinions and reservations before about “shipping conferences” and “shipping alliances”. Do you also work to influence government regulators in this regard?

We work on the regulatory aspect of competition compliance to ensure free and fair competition. One of the tools that liner carriers have long used to increase efficiency and to reduce carbon emissions is to share space on their ships. In addition to increasing efficiency, this practice allows more carriers to provide more services to more customers than they otherwise could. Clearly, consistent regulation in this area is crucial to creating efficiency, transparency, and legal certainty.

Do you allow only shipowners or liner shipping companies to be members of WSC? And are you focused mainly on the lines carrying containers?

All liner shipping companies serving international trades can apply to become members of the World Shipping Council. Our membership today runs across container lines, ro-ro and ro-pax carriers.

Who are members already of WSC and what is the current membership fee per year?

Our members are:

- A.P. Møller-Maersk (including Maersk Line, Hamburg Sud, Safmarine, SeaLand)
- China COSCO Shipping Corporation Ltd. (COSCO) including OOCL
- CMA CGM Group (including ANL, APL)
- Crowley Maritime Corporation
- Evergreen Marine Corporation
- Hapag-Lloyd Container Line
- HMM Co., Ltd.
- Independent Container Line (ICL)
- Kawasaki Kisen Kaisha Ltd. (K-Line)
- Korea Marine Transport Co., Ltd. (KMTC)
- Mediterranean Shipping Company (MSC)
- Mitsui O.S.K. Lines Ltd. (MOL)

- NYK Line (NYK)
- Ocean Network Express (ONE)
- Wan Hai Lines Ltd.
- Wallenius Wilhelmsen
- Yang Ming Marine Transport Corporation
- Zim Integrated Shipping Services, Ltd.

Membership dues are based on the annual operating capacity of the carrier. If any readers are interested in becoming members, please get in touch, and we will provide more details.

When did you join the organisation, and what is your own background (if any) in shipping?

I have just recently joined the World Shipping Council, starting at the beginning of this month. My focus will be global communications for the organisation, with a base in Europe. It's a really exciting time to join, and I am particularly enjoying the opportunity to contribute to the WSC work towards progressive and actionable environmental regulations.

I have a shipping background, working for the ro-ro carrier Wallenius Wilhelmsen for the past 12 years—most recently as Head of Corporate Communications and prior to that in several senior communication, marketing and sustainability roles.

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

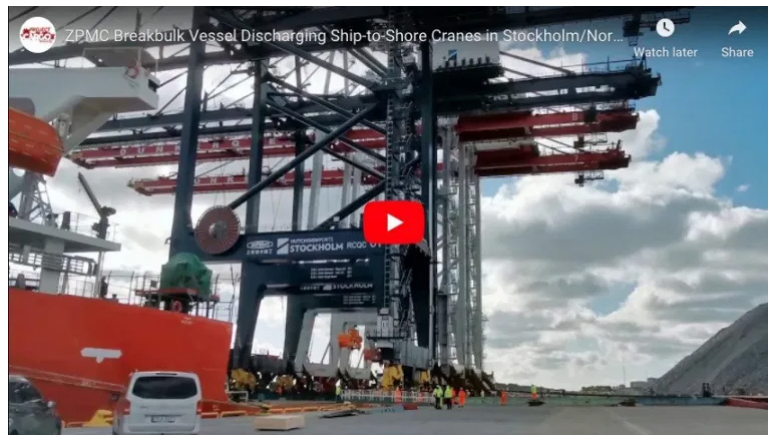
You can find out more about the World Shipping Council at <https://www.worldshipping.org/>, and the best way to reach us is to email info@worldshipping.org. You will find me on LinkedIn here <https://www.linkedin.com/in/annasblarsson/>



ZPMC Breakbulk Vessel Discharging Ship-to-Shore Cranes in Stockholm/Norvik

Editor's Note:

A quick reminder of how it looks close up when fully erected STS cranes are discharged in port. Here, the ZPMC breakbulk vessel coming from Shanghai to Stockholm/Norvik earlier this year, filmed on location by the editor.



ALS Organised the Transportation of 3 Oversized Wooden Cases by Barge via European Inland Waterways from Germany to Belgium and Onward to Kazakhstan

Editor's Note:

Famous breakbulk logistics provider, ALS in Europe, had a major shipment involving several very big pieces to an inland destination in Kazakhstan.

For more information visit: www.abnormal-loads.com or email: jillian.peacock@als-europe.com





WEEK #45 – 2020

November 5, 2020



Editorial

Dear Readers,



It is Thursday, 5th of November and we are here again.

I am writing this editorial on the Wednesday [Nov. 4], and the results from the US election are still trickling in. Although Mr. Trump already kind of announced that he was the winner and that further counting should be stopped, this election 2020 is really turning out to be a nail biting experience.

But that is what democracy is all about: voting, counting and then respecting the result. Still, knowing the US a bit, there is a lot of job in store for lawyers on both sides – they certainly don't have to fear a glut in their business volume the way that the politics and general litigation system has been on-going in the US for decades. We are all waiting now for the result, and come what may, we need that sorted and a vaccine distributed then all is forgiven, so to speak. Whoever comes with a workable vaccine would get my vote in any subject and I believe many with me.

Europe is down for the count in most places, not only in the 2nd wave of COVID-19, but also it seems further waves of homegrown terrorism on the streets of France and now Austria. Witnessing European leadership and forceful action (or rather lack of) makes me almost wish that we had a Mr. Tough Guy here, but alas, we must make do with the muddle and piecemeal solutions and the usual statements such as : “Our open societies will not be broken”, “Our thoughts are with the victims”, and then hurrying to walk hand in hand and lighting candles and singing songs. Have you heard and seen that before?

I drove back from Denmark last week to Stockholm using the same route as I arrived by and as usual, I here-with share a few of the nice pictures that I took along the way: Grenaa to Frederikshavn 200 km, then a 1 hour 20 minute ferry ride to Gothenburg, then 480 km to Stockholm. [Enjoy the pictures here.](#)

I managed to do a bit of footage as well which you will find that in the featured video of the week. A small

correction to my message in the video: it turned out that the oil rigs that I thought were stored there temporarily were actually in for dismantling and decommissioning some sources told me. A big US company into dismantling apparently opened shop for this in Frederikshavn recently.

My online interviews have taken off as well, and after a slow start, they have now come into their stride. So in this respect, I was happy to have the chance to speak to Mr. Christian Monsted of United Heavylift Marguisa Lines (UHL), a relatively new cooperation in the field of project cargoes to and from Africa. Although UHL is known already in the market, this new venture in a growing market does seem to make a lot of sense. [See the interview here](#) and do make yourself a coffee first, since its duration is about 20 min.

Before I tell you about what's in store this week regarding interviews, the Freeport of Malta welcomed the arrival of the worlds largest LNG-powered, giant container vessel, the mv CMA CGM Jacques Saade—who was a true visionary in shipping, the kind of person that is seldom found nowadays. [View this beautiful photo](#) provided by Christian Cauchi, GM of CMA CGM Malta.

Returning to the business of shipping and interviews, this week, we have in store for you something that we don't often have in PCW. We speak to one of the ports this time: the PORT OF SODERTALJE which located close to the Swedish capital and offers great hinterland and excellent forward connections for any project cargo to be loaded or discharged in the port. Also renowned for roro traffic due to car imports for the Swedish East Coast, the marketing manager there tells us an interesting story.

We then visit a small country known for huge gas reserves and a wonderful airline, and the place is Qatar and Doha. MILAHA tells us a story about project logistics and how they solve it in their resource-rich country in the Middle East.

Finally, we visit a country known for hot springs and a big population and a long history, and here we talk about Ethiopia. GINCHI TRADING there informs us about how they solve logistics in their huge landlocked country on the Horn of Africa.

We, of course, finish off with shipping news, trade intel and our usual features of the week, letting you all off the hook with wise words.

Until next week, we remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Port of Södertälje – Sweden



Interview with

Mr. Per Fredman
VP Marketing and Sales



First of all Per, tell our readers about your own background in shipping and logistics leading up to your current position?

I have been working with transport and logistics since 1983, starting off within airlining. After 17 years, I decided that I did not wish to retire with just one scope of biz, even though airlining offers a huge amount of different positions. So, I started with containers, liner traffic conducted by Hamburg Süd, and I stayed there for about 7 years. Then I spent a couple of years as MD for the Swedish set up for the global forwarder, Hellmann Worldwide Logistics. As of 2010, I am with the Port of Södertälje, and I suppose this is where I will stay until I retire. It's great fun. 😊



The Port of Södertälje is one among several (even located close to each other) near the Swedish capital of Stockholm. What is the particular strength of your port?

Well, our USPs are perhaps very like any other proud port with the difference that this is the truth 😊. Our USPs are:

– Geographical location – With its proximity to infrastructure, the capital and the Greater Stockholm region, the Port of Södertälje holds a unique location in being placed in one of Sweden’s most expansive regions.

– Sustainability – Since 4 years ago, our handling is fossil free: fueling with HVO100 iso Diesel, solar panels supply reefers with electricity ... and more.

– Flexibility – Since we are rather a small port, we have the privilege to be able to offer our customers flexibility, quick decisions, and good service.



Do you have experience in handling project cargoes? Could you provide us with a few examples of ships and cargoes that you have had regularly discharged or loaded at your port?

Yes, we handle a lot of project cargoes on an ad hoc basis. House modules, steel pipes, and concrete elements are a few examples.



What kind of crane capacity do you have in the port, and are rail connections available? How about access to and from the port and the hinterland?

At the moment, we have two mobile cranes (a third is on its way, Q2 2021) which we use for containers and project cargoes. This is part of our flexibility, i.e., to have a machine park that can be used for different sorts of handling. This keeps the costs down.

We do have rail tracks into our terminal area, and since we are indeed a rather compact port, the distances are very close. This gives short shuntings within the port, quick and cost efficient. Rail tracks are connected with the main Swedish network, so you can in fact reach all of Sweden from Södertälje.



I understand that you are also a major port for ro-ro cargoes. Please tell our readers more.

Indeed. Approximately 30% of the Swedish market of new produced cars in import arrives via our port. We handle between 110,000 – 130,000 cars per year. The latest development now is that we also load used cars for the Finnish market which is a new concept for us.



Can you perhaps explain the advantages of the location of the port of Södertälje?

We have short sea carriers, connecting the UK, Netherlands and Sweden. We also have commercial feeders arriving from the continent. The commercial feeder continues to the north of Sweden and back via Södertälje. This gives us an opportunity to offer coastal domestic transport solutions. As you know, Sweden is a rather long country, so this might come in handy as a good alternative.



Do you belong to any networks such as project cargo networks, port networks, or similar?

We try to develop a kind of network with ports we believe we can have mutual benefit with, and we share experience and information. We call them our “brother-ports”. We call/meet them from time to time if something pops up that we need to ask about or perhaps could be of their interest. Otherwise ... no.



How is it best to reach you for more information about your port?

Just give me a call or drop an email. I am normally quick to reply!

+46 768 853155

per.fredman@soeport.se

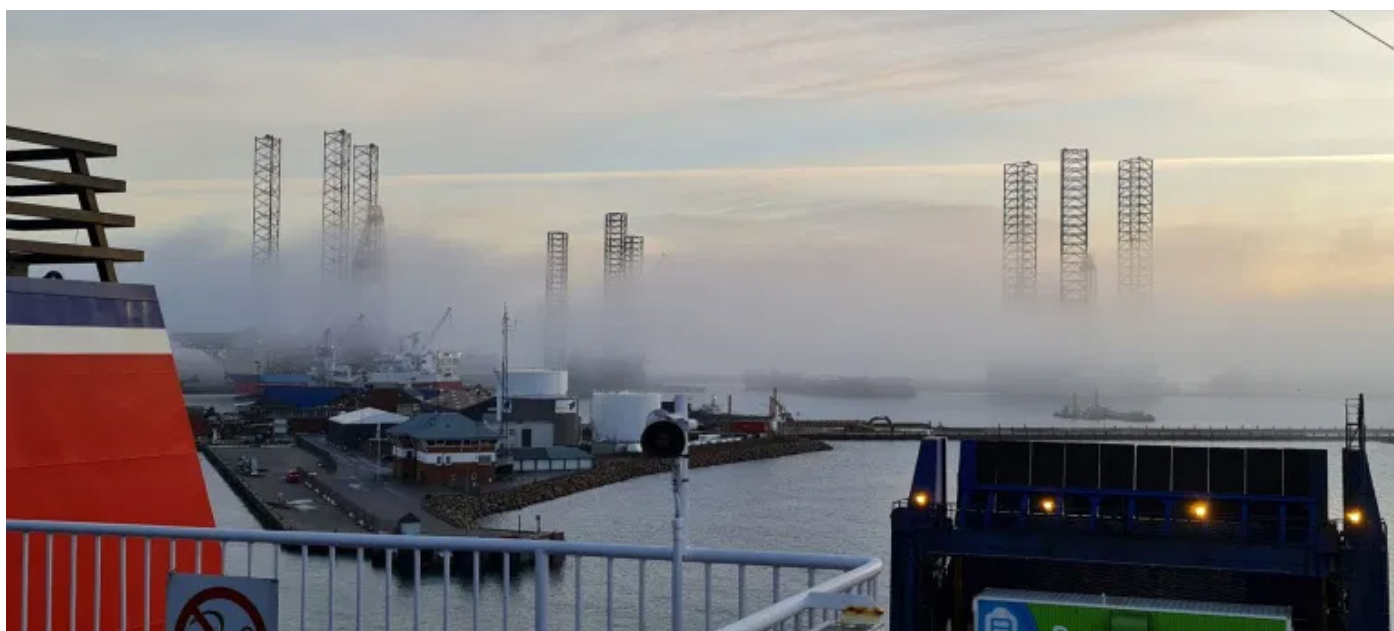
<https://www.soeport.se/en/>



Featured Photo

Editor's Note:

Morning view at 08:00am onboard Stena Jutlandica in the port of DK-Frederikshavn with laid up oil rigs in the mist—an impressive sight before steaming across the seas to SE-Gothenburg, Sweden.



Onboard Stena RORO from Frederikshavn Denmark to Gothenburg, Sweden

Editor's Note:

Returned from Denmark to Sweden this week. I was one among some 20 passengers only on the ferry where it mainly was trucks. Face masks were required at all times onboard, so being outside was more pleasant. Managed to film this during departure.





WEEK #46 – 2020

November 12, 2020



Editorial

Dear Readers,



It is Thursday the 12th of November, and we are back in your in-box hopefully.

The big story of the week past has, of course, been the US election, and it became almost like a Hollywood thriller, waiting to know the final results in the swing states.

The media and opinion polls got it wrong again-and-again, and frankly speaking, I am beginning to wonder whether they are any good at their job. They weren't in 2016, and they certainly were also not this year.

I suppose taking polls depends a lot on the quality and political opinion of the ones doing it, and someone once told me that you can make an opinion poll tell you anything you want. Clearly, predicting the outcome with a blue wave didn't fly as it didn't fly back in 2016.

It is the opinion of PCW that Trump did do a few good things whilst in office but also that the world is more complex than black and white, good and bad, and thus it is the hope here that President-elect Biden will turn out to be the healing force that the US seems to need. In some ways, the rest of the world does need a reliable figure in the White House, too.

Having said that, I find it very good that Trump did manage to show the way in which the EU and mainly their Nato members kept on trying to weasel out of paying their dues. Frankly, why should the US taxpayer pay for having soldiers in Germany—a country that by far has been earning enough to pay their own way—and the same with some other NATO members.

So it's not black or white. Both colours matter, by the way, along with any other colour available or imaginable. No one has the monopoly on wisdom, and no one has a very long memory except for our wives....right? But then again, most men would know that 😊.

I spent some evenings looking at a series on Netflix (called "I am a killer"), looking at how kids—mainly with poor childhoods—became killers. These were real life stories, and to my mind, it is indeed scary. We need to go to class to get a degree. We need to learn something to get a driving licence, but anyone can become a parent. For that you don't need any degree, common sense in how to treat your offspring or anything of the like.

I guess the argument is still around whether the reason for adverse behaviour is what you inherit/have in your genes versus the environment in which you have grown up. Drugs and alcohol certainly has helped none but the few, and overusing that quickly becomes like peeing in your pants. It's warm at first, but it turns cold pretty fast. Inequality already is and will continue to be the scourge for many countries in the world, and it should be addressed urgently. My respect goes to all the social workers out there trying to make a difference, and whatever they are paid, it just ain't enough.

Before I turn to the shipping interviews of this week, and to get out of the rather gloomy mood from the start of this editorial, I perused through some old video clips and found one to cheer me up. True Blue with Madonna was great, but true blue in a shipping context—as seen from [this clip in the Atlantic](#) en-route to Kingston a few years ago with almost a week with weather like this—does remind you that life is worth living to the fullest each and every day!

Shipping-wise this week, we start off by visiting the "lucky country", and the country of the "mate" and "sheila", and the continent rather than the country of size, and we speak about AUSTRALIA. We speak to renowned shipowner ANL Container Lines who tells us how they cover this vast continent from a shipowner's perspective, ALSO offering breakbulk and OOG solutions.

We then return to the Med in Europe and visit a much smaller country but with a long history, and here we talk about Tunisia. We speak to a local shipping agency called MOHAB, and they tell us a story worth reading.

Finally, we wrap up the interviews of the week with a visit to the gate of INDIA, rather called MUMBAI, and we interview a close friend and personality named Mr Pratap Nair, owner of FEI Cargo.

We obviously conclude our newsletter with shipping news, trade intel, featured video and photo of the week, and we wrap it all up with wise words—in case you didn't find any in this editorial.

Until next week, we remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Agence Maritime Mohab – Tunisia



Interview with

Mr. Hatem Bouricha
Vice President



First of all, Hatem, please tell us about the history of your company, and can you tell us who the owners are?

Agence Maritime Mohab is owned by Mr. Abderrazek Bouricha, CEO who took over the company from his father. This makes Mohab a family-owned company created in 1972.

Mohab started as a shipping agency in Sfax and performed some of the most challenging project cargo shipment for various multinationals in Tunisia.

When Mr. Abderrazek took over the company in 1983, he developed Mohab to be one of the top 5 freight forwarders in the country. First, he expanded the company and opened offices in different areas in Tunisia such as our office within Tunis Carthage Airport « TUN » since we were nominated to IATA in 1995. He also constructed both bonded and private warehouses for logistics and supply chain management.

Being a freight forwarder in Tunisia did not stop the company from also representing shipowners. Mohab was

representing Andrew Weir shipping before they were absorbed by HSUD, which we still represent through Tunisia Intership as a shareholder.

Since I joined the company in 2014 as BDM, the main interest that has fascinated me was project cargo logistics. I have dealt with many breakbulk shipments in different continents such as Tunisia – Libya – Algeria and met important, key persons in the project cargo field with whom I have been supporting since that time.



Tunisia has several ports. Could you elaborate a bit on the different ports available and the ones mainly used for project cargo?

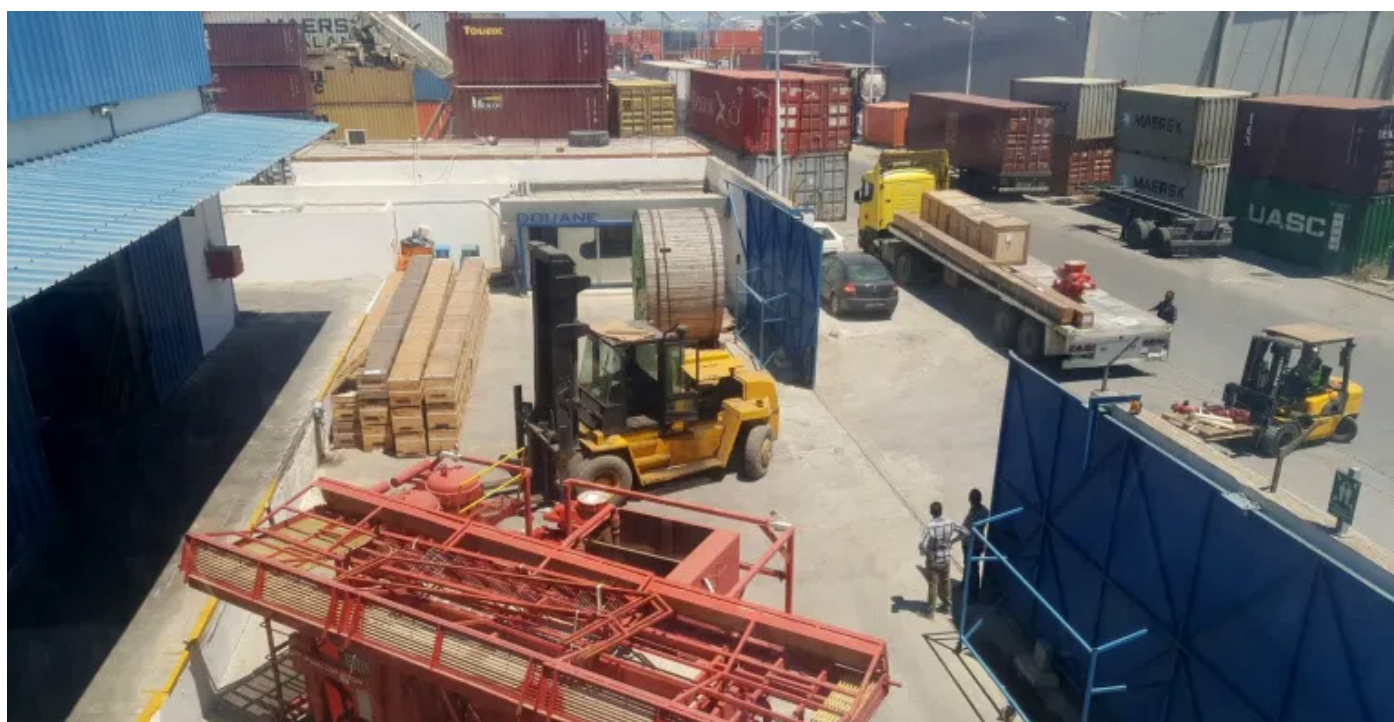
Below, you can find the main ports used for project cargo along with the nature of equipment to be used and the final destination:

La Goulette: RORO carriers (Mafi equipment needed for the job).

Rades/Tunis: Actually, Rades and Tunis are the same port and the main port in Tunisia. This port would be used if needing special equipment containers for project cargo.

Gabes / Zarzis: Mainly used for project cargo going to Algeria or Libya.

Other ports to be considered: Bizerte Port / Sousse Port



Do you have experience in handling project cargoes? Could you perhaps provide our readers with a few examples of projects you have handled?

Yes, of course. Project cargo is the cherry on the cake for freight forwarders, and I have always admired the way we can arrange for perfect coordination and solve multiple issues in order to have a smooth movement of goods.

Here below I can name few projects and provide some photos as well:

- Arabsat Station (NEC)
- Cement project at Jebel El Ouest
- Siemens (Sidi Salem Barrage)
- Tool Manufactory in Jerissa
- Water Plant in Zaghuan
- Huawei Equipement (3G project implementation)
- Halliburton in gauge and out of gauge material (Import/Export) North Africa
- 15 years of supporting Oil & Gas companies for their import/export within Hassi Messaoud – Algeria
- Rades Bridge performed in cooperation with Taisei Corporation & STEFA Yatırım Holding A.Ş
- Power Plant in Sousse with Siemens & Kraftwerk Union // Capacity of the Project – 153 MWe



Is customs clearance a problem in Tunisia?

Customs clearance in Tunisia is a very easy process if all documents and involved parties are in full regulations. The standard lead time is 3 to 4 days from arrival of goods to accomplish customs formalities. On the first day, you submit the declaration within the customs system. On the second day, you arrange a customs visit, and on the third day, you pay duties & taxes and pick up the goods.



Are there floating cranes available in Tunisian ports generally?

Unfortunately, there are no floating cranes in Tunisia.



Tunisia, as a country, is kind of sandwiched in between Libya and Algeria. Could you tell our readers a bit about the relationship of Tunisia with both countries? Is there a good business relationship with both? How about transshipment via Tunisia into both countries—is that possible and is it being done actually?

Yes, Tunisia is a great partner for Libyan and Algerian neighborhood. This partnership is both related to economic and business relationships and also to friendship and social interactions and activities that are more or less common in the North Africa Region, including Morocco, Egypt & Mauritania.

Transshipment of heavy and OOG cargo using Tunisia as a transit country till final destination in Algeria or Libya is very common and has supported many refineries in the south of Algeria.

The reason is that the northern area in Tunisia and Algeria is mountainous and moving big pieces becomes a real challenge. We've made a small study for a special project in south Algeria which shows that by going through Algerian port, the civil work would be more expensive than the transportation itself (although we cannot assess exactly the final amount). However, by using a southern Tunisian port like Gabes or Zarzis, this would significantly improve the cost effectiveness of the project and make it much easier to perform.



What made you start your own career in shipping and logistics?

When I actually knew most of the shipping glossary at the age of 15 years old 😊.

You know, when your father has been into shipping & logistics his whole life and you are there to learn from his experience, this gave me plenty of confidence to keep on running the family business with him.

Having my Masters degree from Plymouth University has also helped me a lot in my professional career.



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

Please feel free to contact me at the below email / mobile number:

Email: hatem@am-mohab.com

Mob: +21629900135

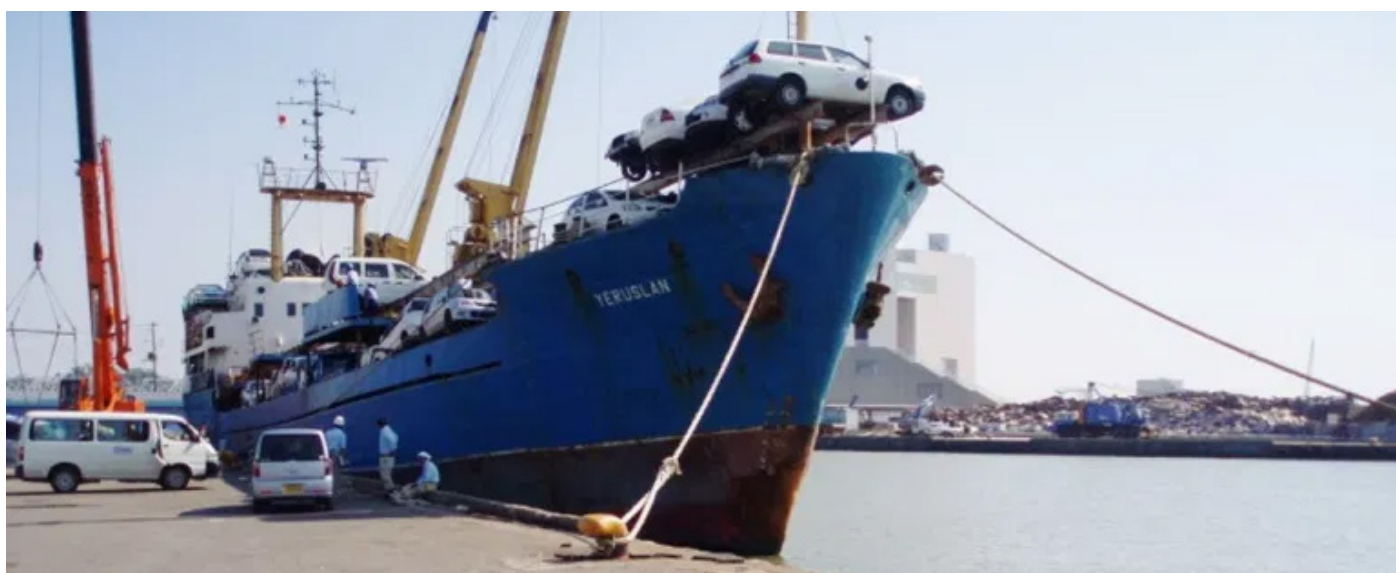
<https://www.am-mohab.com/>



Featured Photo

Editor's Note:

Where is the supercargo? Who approved this stowage...😬? I took this picture some years ago whilst visiting Niigata, Japan. Not sure but I could envisage that it was a shipment of used cars with destination Russia.



Transiting the Suez Canal onboard mv CMA CGM Andromeda as passenger

Editor's Note:

Being on deck on a giant containership whilst transiting the Suez Canal is simply an awesome experience. Here is a short video that I took during transit onboard mv CMA CGM Andromeda as a passenger, along with my (then 16-year-old) daughter.



“

Extensive courtesy becomes discourtesy.

- Ancient Japanese Proverb



WEEK #47 – 2020

November 19, 2020



Editorial

Dear Readers,



It is Thursday the 19th of November and we are here again.

This week has been busy for me. I left Sunday early morning by car to the small port of Kopmanholmen in the North of Sweden in order to be present when the heavylift vessel, mv UHL FOCUS (using the Northern Sea route from Vietnam to Sweden) arrived.

Kopmanholmen is located in an area called the High Coast of Sweden, and when you look at the map, you will get an idea of the size of the country and the length of the coastline. It's very beautiful up there. [Here you may click](#) to get an idea of the place.

I stayed at a bed & breakfast called Kajkanten (www.kajkanten19.se) which directly translates into Pier Side or Quay Side, and I agreed with the owner that in order to attract a more international clientele, he should establish a website called the Highcoast Pier B&B. This he is now doing, and when you see the following pictures, you will understand the unique position of this B&B. Although the toilet is in the hall and the shower is on the ground floor, it doesn't matter. You can also get enough of 5-star luxury (and enough of their shampoos and soaps that you bring home 😊). [Take a look at this](#).

This week's editorial will be a bit different as I have managed in between other jobs for the two networks that I am chairing (www.clcprojects.com & www.cross-ocean.com) to do a couple of interesting video interviews. The first one is with the CEO of United Heavylift and, by coincidence, it was exactly their vessel that I was waiting for in the north. Mr. Lars Bonnesen, with a long career in shipping, does provide us with an interesting story.



Before I turn to the 2nd video interview of the week, I do, as usual, have a few comments to make on politics.

"Don't leave home without it" as AMEX said in an ad once, and my comments this week are simply put: Trump is a sore loser, but he should be proud of the fact that close to 70 million indeed did vote for him. Also, he should be proud of the fact that the news media will miss him when he is gone as they will have less to write about.

In my native country of Denmark, we managed to eradicate a whole profession in light of the COVID crisis and here I talk about the killing of some 17 million mink as they apparently can mutate the coronavirus. Talk about hoping that this decision was right so far, it has cost one politician his ministerial life. Anyhow fear not, he has got a pension

The 2nd video interview I managed to do was with Mr. Marin Skufca, a most interesting gentleman with a long history in shipping, particularly chartering worldwide and with a base in the beautiful country of Croatia. He surely picked a great place to conduct his business out of. Liburnia Maritime his company is called, and you can see the interview here.



Turning finally to our usual written interviews, this week we start off speaking to a native Dane living in Central Asia. Mr. Martin Voetmann is our shipping profile of the week, and he tells us about an interesting career leading up to his current position working at DP World Aktau—of all places.

We then remind you about two interesting interviews that we had previously. First up is VTG Logistics in Moscow, a well-renowned logistics provider, especially for railway to/from Russia and Europe. We then finally visit a country where the McDonalds index (cost of a burger) was the highest—at least some years ago worldwide due to the oil/gas found—and the country is Angola. In the capital Luanda, we interview NATCO,

and they tell us an interesting story about what they can do.

Finally, we keep our tradition and add selected shipping news, trade intel and wise words, including, of course, featured photo and video of the week.

Until next week, we remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



Interviews

Personal Profile – Martin Voetmann



Interview with

Mr. Martin Voetmann
Commercial Director

**Tell our readers, first of all, how you got into shipping in the first place instead of, say, banking or law-
yering, etc.?**

Growing up in Denmark, it was my ambition that my professional career should have an international angle where I could use my language and communication skills in communicating with people all around the globe. Shipping and logistics at the same time have a reputation of being a very vibrant and at times hectic environment—especially when the deadlines for submitting documents or vessel arrivals are approaching. I thrive when the pressure is on, and you need to perform quickly and make stakeholders come together to get the job done.

Nowadays, being a bit further down the line in my career, the tasks are less operational, but still very exciting. Complex stakeholder management and more strategic thinking on how we can change the supply chains for our customers so they become efficient is what most of my day is committed to. This may sound cliché, but when you are dealing with landlocked and even “double landlocked” countries, there is a multitude of stake-

holders across the supply chain that needs to be aligned, and this requires lots of communication and careful consideration.



I understand that you had a career working for the agency MSC before?

I started my career in a freight forwarding company with warehousing capabilities and general freight forwarding learning the ropes of the business in general. Some years into my career, I joined MSC in Denmark and was lucky to be part of the impressive growth story that MSC has been over the years. Setting up the first vessel call of MSC into Denmark was one of the things I especially remember, but obviously it was also MSC who gave me my first stationing abroad.

At an age of 27, I was offered to go to Central Asia and head up the MSC activities in the region. My manager back then, by the way, gave me a generous 12 hours after having offered me the job to decide if I wanted to go for the next 3 years.



My 11 years with MSC took me through Denmark, Russia and Kazakhstan. Kazakhstan is also where I returned to after leaving MSC. Central Asia has a rich cultural background and has been part of the Soviet Union, so there are so many interesting contradictions built into the “system” which combined with the geographical placement of the countries, provide for a very complex and interesting supply chain. Having worked some years for the largest bank assisting them with various logistics assets in their portfolio, mainly warehousing and container terminals, I again joined the container shipping industry working for Russian carrier and logistics provider FESCO, before joining DP World in 2016.



What do you find interesting about shipping overall, and how do you find it working now for a port operator as compared to working for the line?

What has never ceased to surprise me is that even in times of recession in the economies and other crises in the world, the worldwide shipping volumes still continue to grow. If you do not have a steady hand and believe in your decisions, you will lack capacity once the market takes a turn upwards. This is true for shipping as well as for railways or any other asset operating part of the supply chain.

Having said that, I still find that the biggest motivator for me is the need for communication. Shipping is still an industry where the IoT has not impacted the core business yet. It is still a very personal game in which you need to be in close personal contact with your clients and stakeholders to have an impact, and this is becoming more and more unique.

Joining DP World was less of a change than you would think. I think we are long past the time where you could put clear borders between shipping lines and port/terminal operators. As all parts of the supply chain are intending to provide a better and more holistic service to clients, it is inevitable that the borders are being eroded, and to some extent, the various players become competitors in some markets but stay supplier/client in others.

Today, my main function is in line with the DP World mission of being a trade enabler, and rather than “just” selling port services, we have set up several new freight corridors across the Caspian Sea further into Europe and other parts of the world. This has partially been done in line with the “One belt, one road” program, but also generally for a better connection in and out of Central Asia.

During the last few years, we have set up the first ever container shipping line on the Caspian Sea. As always in the container shipping story, it quickly became fully booked. We were getting ready to insert additional vessels on the service, but with the COVID pandemic, volume has dropped a bit, and currently, there is enough capacity deployed. For the sake of good order it should be mentioned that it is not DP World operating the shipping line.

So while my everyday work is more as a “trade enabler” than traditional port operator, at the same time we see all the major shipping lines becoming more serious competitors to the freight forwarders developing their capabilities across the whole supply chain. Each of the segments are initially providing a different service. However in the end, I think there is little difference between Shipping Lines, Terminal Operators and Freight Forwarders and the value proposition they want to offer as the end product. This is all to say that once you go a bit above the strictly operational issues, the strategic thinking about what you can offer more, better, faster, more transparent and in the end make better revenues from are not that different from Port Terminal operator to Shipping line to Freight forwarder.



Are you a family man—wife & kids, etc.?

Yes, I have a wife and two daughters, 10 and 3 years old. I have been lucky enough to have had my family along with me for most of the postings. My children are Danish, but up until last year, neither of them had lived in Denmark yet. As the children are growing, it has been important for us that they will get a deeper knowledge of Denmark and Danish culture. So for the last year, they have been in Copenhagen getting to know Denmark, going to school and Danish kindergarten.



What does the future hold for you? Any plans at some stage to return to your Scandinavian roots after years in Central Asia?

Well, from experience, I have learned that you should always be careful about planning the future. When I left Denmark, it was on a 3 year contract, and here I am 16 years later and still did not come back. Returning to Scandinavia or Europe at least is obviously in the cards, and being a part of my family's everyday life is a priority for us. Whether that will happen in Denmark or somewhere else in the world only time will tell for sure, but Denmark and Scandinavia do top all of the ratings for happiness, security. etc. 😊

How can our readers get in touch with you?

Martin Voetmann
CMT Commercial Port Aktau
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W dpworld.com

Sailing Through the Desert via the Suez Canal

Editor's Note:

Sailing through the desert sounds impossible, however this footage from the Suez Canal that I took on-board CMA CGM Christophe Colomb a few years ago does epitomize just that. Incredible actually and a giant lifeline for the world's trade, the Suez Canal.



Editor's Note:

Enroute to the north of Sweden and the port of Kopmanholmen/Ornskoldsvik, I passed via the port of Harnosand. A BBC Briese vessel was in port. Here are a few pictures to enjoy. Close up, you will be impressed about the size and length of the blades nowadays!





WEEK #48 – 2020

November 26, 2020



Editorial

Dear Readers,



It is Thursday the 26th of November and we are here again.

I visited the capital city of Denmark, i.e., Copenhagen last week, and as usual, it was a pleasure to pay my native country's capital a visit. I had some interesting meetings during my two-day stay, and I also had the pleasure of enjoying an open sandwich lunch with a close friend of mine, Mr. Steven Foster who I first got to know in Beijing some 25 years ago.

When his tenure was up at the embassy back then, we even had the pleasure of taking a trip together on the Trans-Siberian railway from Beijing via Ulan Bator to Moscow. He has lived in many places in the world, and as always, he offered great insights into the diplomatic world—a world that is quite different from the world of business...different and yet also in some ways similar. We featured an interview with him some time ago in PCW. At your leisure, [enjoy it here](#).

For anyone who may NOT know what a Danish open sandwich lunch is about, [take a look at this picture](#). I can recommend two restaurants nearby to each other and the Royal Palace well worth visiting. One restaurant is Told & Snaps and the other one is Amalie. You will NOT be disappointed, but after such a nice lunch, you may defer your planned meeting at the Royal Palace or Parliament to later...

On the political front, it does seem that Mr Trump is grudgingly accepting his defeat so that both the US and the world can get on. That, combined with the word that a vaccine against COVID-19 is imminent, does make this rather gloomy time of the year (here in Northern Europe at least) seem lighter.

I again am happy to invite you to sit back, relax and enjoy the interviews below that I managed to make in the past week. First off we talk to COSCO Shipping in Hamburg/Mr. Dennis Von Gogh from a special trade department, and he gives an introduction to a shipping group that is growing by all means both container and breakbulk-wise. [Enjoy the interview here](#).



I then take you to the Lion City of Singapore, and even here, you will be able to find an interesting interview with a most competent shipping lawyer, Mr. Steffen Pedersen, giving his insights on the sometimes murky world of legalities and terms, etc. [Watch the video here.](#)



Finally, if you are not exhausted by too much information, I provide you with a re-visit to 3 interviews we had in the past. We speak first to a submersible carrier based in Oslo, Norway, a country famous for pride, salmon and oil but also for shipping. We then visit Mexico and talk to an interesting company there, and we finally round off with an interview in the city of Cape Town, one of my favourite spots for scenery, wine and food and a local project freight forwarder there tells us more.

We, of course, turn off the lights in this week's newsletter with shipping news, trade intel and wise words.

Before I bid you farewell for now, I wish to advise that I shall be taking a major break during most of December. This means that Thursday the 3rd of December will be the last issue of 2020, and I will be baaaaack (as Schwarzenegger said in a movie) on January 14th, 2021. As we all know, things pile up ahead of us, and taking some real time to also CLEAN them up is a must, so it seems befitting to do just that before a new year arrives.

Until next week, we remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com

GPO Heavylift – Norway



Interview with

Mr. Torbjorn Holthe
Chartering Manager

Tell us about when GPO Heavylift was established as well as its current ownership. Where does the name GPO come from?

GPO Heavylift was formed in 2015 for the purpose of building and operating four new semisubmersible Heavylift vessels constructed at CSBC Corporation in Taiwan. The present owner of the vessels is a company in Hong Kong, Greenland Heavylift (Hong Kong) Ltd.

The name GPO comes from Greenland Petroleum Operations which is a company the initial owner had available for business when we started up in 2014/15, but this company is not involved anymore, only the GPO name. GPO Heavylift Ltd. is the commercial management company performing chartering, engineering and operation of the GPO vessels from Oslo.



Are you not afraid that the market for specialized ships is getting saturated now that the oil and gas industry is a bit down?

Yes and no. There is no doubt that we are in a dip when it comes to freight rates and demand for our type of ships. We have entered this market with a long perspective and believe there will be a good market for these vessels. There are several reasons for this:

- History has shown that the industry we are in is cyclic. Although the oil and gas industry is down, there are still other industries that require our kind of vessels. We believe that transport of heavy and super sized cargo is something we will see more of in the future.
- The existing fleet of semisubmersible vessels are getting old. Our clients in the oil, gas and power industries have high demands for vessel performance and age. We have already seen vessels that are being scrapped as they do not live up to today's requirements and standards.
- Part of the business idea is to build four identical sister vessels. For large module transportation projects, this will be a huge advantage as it gives the charterer more flexibility in scheduling as they can interchange vessels. It also gives a unique redundancy as we will always have an identical sister vessel in case something was to happen to the nominated vessel.
- Based on the above, we believe we will be in a unique position once the market returns. It takes time to design and build vessels like ours. Starting construction when the demand picks up will probably be too late!



Tell us about your heavylift ships and what they can do.

Our vessels are designed based on decades of experience from the semisubmersible heavylift business. They are strong, powerful, fast and have several other technical features that make them stand out from the competition. It's worth mentioning the fully redundant main propulsion system, DP2 capability, powerful and versatile ballast system as well as the fully removable aft buoyancy towers. The towers can be shifted by our crew without the need for external cranes. The deck space is 183m x 48m. The beam was chosen due to the new Panama Canal restrictions. The vessels have a service speed of 14kn, but due to the powerful propulsion system we can, in many cases, go even faster. We will be able to keep good speed even in bad weather which allows us to avoid most severe weather, as we are able to go around or outpace it. The first vessel was deliv-

ered in July and her maiden assignment was to transport a module weighing more than 10,500 metric tons for the Johan Sverdrup field in Norway from Thailand. The speed potential was proven with an average speed of 13.6kn via the Suez Canal.



Would your clientele mainly be project freight forwarders or shippers direct, given the very special nature and capability of your vessels?

It depends on the charterers. Clients who use vessels like ours on a regular basis to transport their own cargo tend to come direct, but we also get a lot of requests from freight forwarders and brokers. We do not have a special preference, as it's up to our clients to decide how to organize their transports internally. Our vessels are also ideal for offshore development and installation projects. We are purely a shipping company, so when it comes to T&I contracts we would rather work with the T&I contractors than compete with them.

What flag are your vessels flying?

They are flying the Marshall Island flag.



You have established your European office in Oslo, Norway, is there a specific reason for this choice as opposed to say London, Rotterdam or Hamburg?

Both commercial and technical management for the vessels are in Oslo. Key persons in the development of the company have their base in Oslo, which is the reason for this location. The fact that Oslo has a long history with companies involved in semisubmersible heavylift vessels, a strong shipping environment and the oil & gas cluster here makes it an ideal place to get ahold of skilled employees.

What kind of information do you require before giving an indication or a quote?

It's like with everything else, the better information we receive, the better quotation we can prepare. As a minimum we need to know what is to be transported, its dimension and weight, origin, destination and the schedule. For larger more complex cargo, our engineering department will always perform a feasibility check. To do this we require the COG data, the draft and drawings of cargo. Protrusions below the hull baseline of the cargo require us to provide special supports under the cargo, which increases the transport cost.



Mr. Holthe, tell us a bit about your own career in shipping. What made you choose this line of business and did you have previous experience with these kinds of specialized vessels?

I started my working career in DNV after finishing my masters degree in mechanical engineering. I have always been fond of the sea and spent all my summers in a boat with my family as a kid. I always liked and was fascinated by the sea. In retrospect I should have selected navel architecture at university. When I got the opportunity to head the marine operations department at DNV I grabbed it. After some years I wanted to try to work for a more commercial company and successfully applied for a chartering position at OHT, a company that I came to know from my work at DNV. Later, I left OHT to relocate with my family, but when the chance to join GPO came along I knew I had to go for it. The thing I like about working with these ships is that they provide a great combination of commercial and technical challenges, which suits me well.

Hopefully this interview will provide insight into GPO. Should any of our readers like to know more, who should they contact?

First of all, they should visit our website where they will find a lot of useful information as well as contact details.

Interviewee:

Torbjørn Holthe

Chartering Manager

GPO Heavylift

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<http://www.gpo-heavylift.com>



MV UBC Sagunto of Western Bulkers Arriving Port of Sodertalje, Sweden from from Penang, Malaysia

Editor's Note:

Had the pleasure to being invited to witness the arrival of MV UBC Sagunto of Western Bulkers coming from Penang to Port of Sodertalje, Sweden. The vessel arrived to discharge prefabricated housing modules. Many thanks to Port of Sodertalje/TSA Agency/Frontlog for permissions.

www.soeport.se | www.tsaagency.se | www.frontlog.se



Editor's Note:

The expanded Panama Canal is always a marvel to behold. I was fortunate enough to be there very soon after the opening a couple of years ago attending a conference for the members of the www.clcprojects.com. During a trip to the Canal we happened to meet-up with one of the biggest container vessels able to pass.





WEEK #49 – 2020

December 3, 2020



Editorial

Dear Readers,



It is Thursday the 3rd of December, and the board (myself) has decided that this will be the last issue of Project Cargo Weekly 2020.

As you might all know, having a snowball that just grows in front of you by pushing it forward sooner or later has to be dealt with. So yes, ending this very strange year of 2020 with the issue today and taking a break and having a Kit-Kat (as the advertising jingle goes) until the first issue of 2021 on the 14th of January seems like the right decision. But what a final PCW 2020 we have got in store for you – more about that below.

My reflections on the year passed can, of course, not bypass the pandemic—a virus that apparently started in China and now has reached everyone around the world. Globalisation indeed and certainly in a horrible way for many. We pin our hopes on the development of vaccines and that our scientists know what they are doing. Until then, I suppose it is doctors' or health authorities' orders, i.e., keep the recommended distance and keep yourself to yourself as much as possible.

Propaganda machines around the world, not only in China but also elsewhere, are now trying to find ways and means to explain away the origins, and when Australia tries to ask for an investigation into the matter, they are quickly slapped by severe trade sanctions from China. Hardly a conduct commensurate with fancy words about mutual beneficial cooperation and long-term friendship. My grandfather always said that the man is good but the money is better. Regrettably, this seems so as some governments show their true colours when it's about money, pride and power!

In my 57 years of life, since I was 20 years old, I have never gone 9 months without being on a flight. Last time I was onboard nursing a hangover was returning from Dubai to Stockholm March 5, 2020 on Emirates. So if nothing else, I am more awake than ever now, much to the dismay of the wife at home 😊. Still, things are slowly looking up, and it seems that my oldest son stationed in New York and my oldest daughter in Lon-

don both will be able to make it home for the holidays in December—that, of course, I am looking forward to immensely.

Without further ado about politics and the usual, I would like to tell you in detail what this final issue of 2020 has in store.

We have below an interesting interview with **Mr. Felix Schoeller, General Manager of AAL Shipping**.



Then we continue with a special podcast interview with **Maersk Line Head Office in Copenhagen** and their special cargo division head Mr. Kristian Lund Knudsen and his colleague Mr. Esben Flinker Noergaard. Besides being global and part of 2M alliance they have in fact been shipping special cargo by containership **since the 1970's!**



And if those 2 online interviews were not enough to satisfy you, we start off the usual traditional interviews by talking with one of the leaders in heavylift and breakbulk cargo who are truly worldwide and the interviewee is **BBC Chartering**, Leer in Germany. Their CEO shares with us his thoughts and answers some well-chosen questions. There is no doubt that BBC is up there with the Joneses, and their ships can be seen globally and in the remotest of destinations. They are well-known to anyone in the project cargo field, big or small.

We stay in the German hemisphere and then talk with a project cargo specialist located in Hamburg, **Coli Shipping** who tells us an interesting story, too.

We finally re-visit a country known for cannabis cookies, low tax jurisdictions and fishermen from URK, and the country is The Netherlands. Here **ISS-Palumbo** tells us a story about their capabilities in the heavy and project cargo field worldwide.

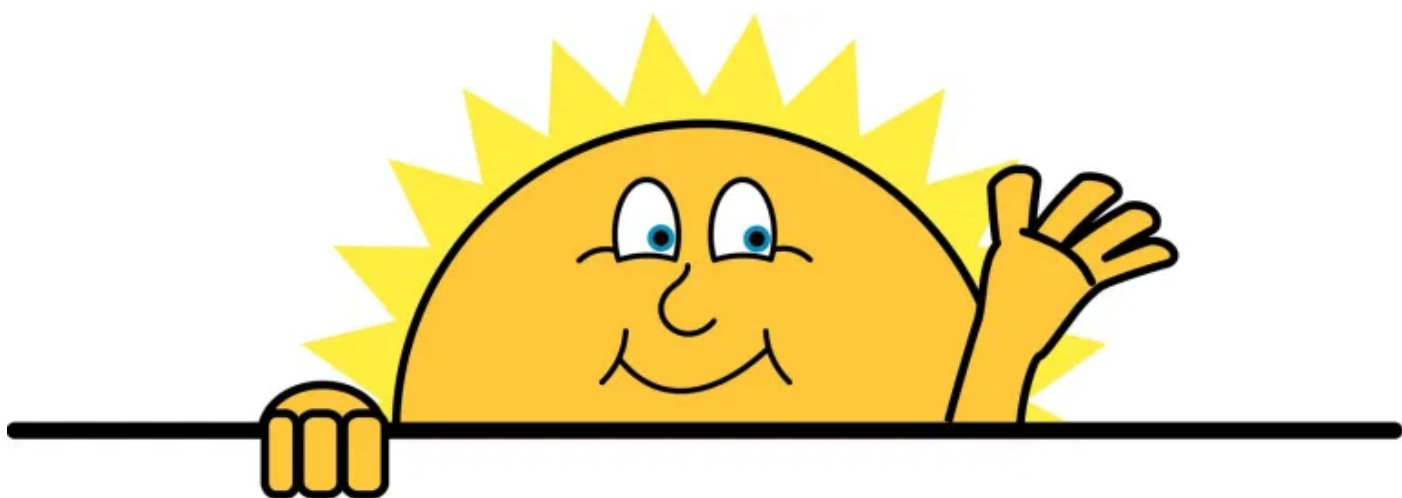
So all in all 5 excellent interviews with hands-on people with real know-how!

We finally end this newsletter with the usual condiments of shipping news, trade intel, featured video, photo of the week and wise words.

On a final note, before letting you all off the hook, I would like to copycat the Oscar winners who always “wish to thank my maaaam, my daaaaad” whenever they get an award. So also here, I wish in particular to thank the Swedish shipping agency company of TSA (www.tsaagency.se) who through handling several ships in many Swedish ports of various origin, allowed me to visit and made my days here during COVID-19 brighter by making up for not being able to “travel as usual”.

To you, the readers around the world, I hope you will stick with PCW also in 2021, and don’t forget that we will publish the 2020 yearbook online around FEB, 2021 with the main interviews from the year passed. It is a must read yearbook and for advertising (restricted), [contact me by email!](#)

Wishing you all health, happiness, safety and a good arrival into the “western” New Year of 2021!



WISHING YOU A HAPPY NEW (AND BETTER) YEAR AHEAD

Until 14th of January, we remain,

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com



BBC Chartering – Leer, Germany



Interview with

Mr. Ulrich Ulrichs
CEO



First of all, Mr. Ulrichs, could you tell our readers a little about your own career in shipping? Your name is known to me from the days of Rickmers Line, among others, but I believe that your career in shipping spans several decades.

‘Decades’... I start to feel old... My father came from a small island in the North Sea, Baltrum, and was a Master Mariner and surveyor in the Port of Hamburg.

So, I grew up ‘around’ ships, and after one year in the German Navy, I studied Shipping Economics and Port Management at the Oldenburg Polytechnic in Germany and the University of Plymouth in the U.K.

My shipping career started in the Operations Department of the container carrier Hanjin Shipping in Hamburg. After two years, I joined Austral Asia Line / Schoeller Group and was Chief Representative for AAL in China / Shanghai for two years before moving to the AAL Headquarters (at that time) in Brisbane where I held various positions: Commercial Manager, Line Manager and Managing Director.

After four years I left AAL and joined Rickmers Line back in Hamburg at the end of 2005, initially heading the line management department before becoming Managing Director and CEO. Finally, I joined BBC Chartering in May 2019.

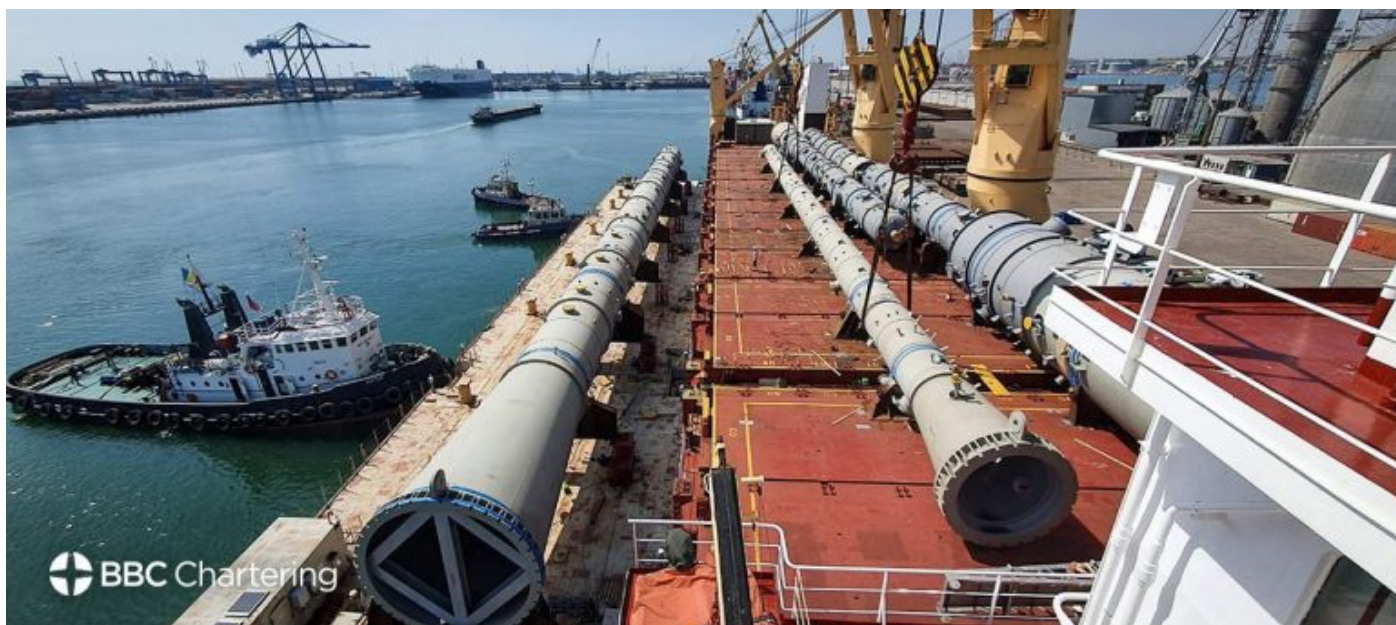


Could you elaborate on the history of BBC Chartering? Although I believe many readers of this newsletter would know about BBC, it sometimes makes sense to look back into the history in order for newcomers to shipping to understand more. Who owns the vessels of BBC Chartering, and how is the company structured?"

BBC Chartering was founded in 1997 in Bremen by the Owners / Operators Briese and B. Bischoff. In 1999, Briese took over 100% of the shares and moved the office to Leer, the home base of the Briese Group.

From then on, BBC Chartering expanded from a regional player operating a handful of ships to a 'global player' who now operates 150 ships world-wide, managed by more than 300 employees based in 30 offices.

BBC Chartering is 100% owned by the Briese Group and the Briese family. About half of the vessels operated by BBC Chartering are owned or controlled by the Briese Group; the other half is chartered from third party owners based all over the world.



These days, shipowners wish to be freight forwarders and freight forwarders wish to be shipowners—at least we have seen examples to this effect. What is the policy of BBC Chartering? Say that the shipper asks for a rate directly from BBC and at the same time asks via a freight forwarder. Would you quote the same in this case?

Yes. There are pros and cons working cargoes directly with shippers or via forwarders, but the freight rate should not be why shippers decide for either channel.

At this stage, we have no intention to ‘become’ a freight forwarder as well, but if clients ask us to provide extra services beyond the port to port transportation, we can offer tailor-made solutions together with partners.

What are the strengths of BBC Chartering?

BBC Chartering has the market coverage to work ‘any port, any cargo’ (our ‘APAC service’).

We have the economies of scale due to our 150 ships world-wide and fleet diversity (4,000t dtw to 30,000 dtw vessel and crane capacity of up to 800mt combined) to match the service requirements of our clients and provide the flexibility they need.

We have highly skilled and experienced employees based in 30 offices, being close to all key markets, and having very close relationships with clients in those markets and countries.

BBC Chartering is family-owned, with the shareholders being involved in the business, which gives us flexibility and speed to make quick and swift decisions with regards to any major topics. Furthermore, the Briesche family continues to invest in the business, for example in newbuildings.



Are you working together with other h/l carriers worldwide or do you work with your own controlled fleet only?

We have no 'fixed' cooperation with any other carrier, but we will certainly consider working with them for specific projects or cargoes if cooperation can service the clients better. We have a Vessel Sharing Agreement in place with Seaboard Marine for a service from the U.S. to the South America West Coast.



COVID-19 is here and as far as one can judge, still for months to come. Has it affected the business of BBC Chartering?

Yes, of course. The initial effects were uncertainties about the health of our employees and crew on board, cargo production delays, port closures, moving all staff into home office, etc.

Furthermore, the COVID crisis put even more pressure on freight rates and cargo volumes. However, we also had the positive effect of reduced bunker prices to offset some of the negative factors. Today, most of the issues are under control, and we have adjusted to the 'new normal'.

Do you run any liner or semi-liner services currently with fixed or very regular departures for special areas of the world?

Yes, we run various semi-liner services, mainly from the U.S. and Europe to the East and West Coast of South America. We also serve most of the East–West and West–East trades and Asia–Australia on an at least monthly basis. We also have various regular services to Russia, including inner-waterways / rivers utilizing pontoons and barges.

Our readers are located worldwide. Whom should they approach for a quote and more information

about BBC Chartering if located in: North Asia, SE Asia, Middle East, Europe, North America, Africa?

Any BBC Chartering office will be able to assist and answer inquiries. In general, we have decentralized our chartering activities and our regional Chartering Hubs are responsible for all sailings ‘outbound’ from their region.

In Asia, our hub is in Singapore; in the Middle-East it is Dubai; for Northern Europe it is Leer; the Med and Africa are controlled in Genoa; Houston handles the U.S., the hub for the East Coast of South America is in Rio de Janeiro, and Lima handles the West Coast of South America.

How do you view the future of heavylift shipping?

We are optimistic about the future. The global MPP / Heavy-lift fleet is stable, if not even slightly shrinking, and we believe that the demand will start to come back as from 2021, driven by renewable energy-related cargo volumes but also delayed oil & gas and mining projects.

BBC Chartering and its parent, the Briese Group are willing and able to invest again in new vessels. We have taken delivery of two F500 newbuildings this year, four additional F500 will be delivered in second half 2021, and we are optimizing and advancing ship designs to place additional newbuilding orders in the future to maintain our fleet size and market share in the years to come.

How can you be reached by our readers in case of need?

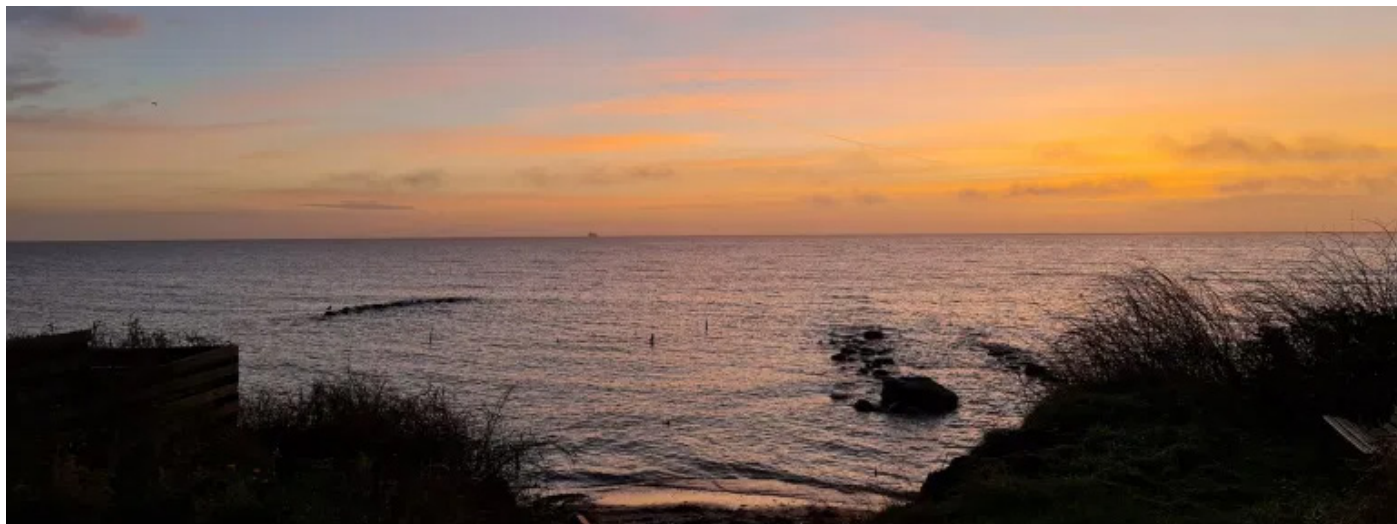
<https://www.bbc-chartering.com/informations/contact/europe/leer-hq.html>



Featured Photo

Editor's Note:

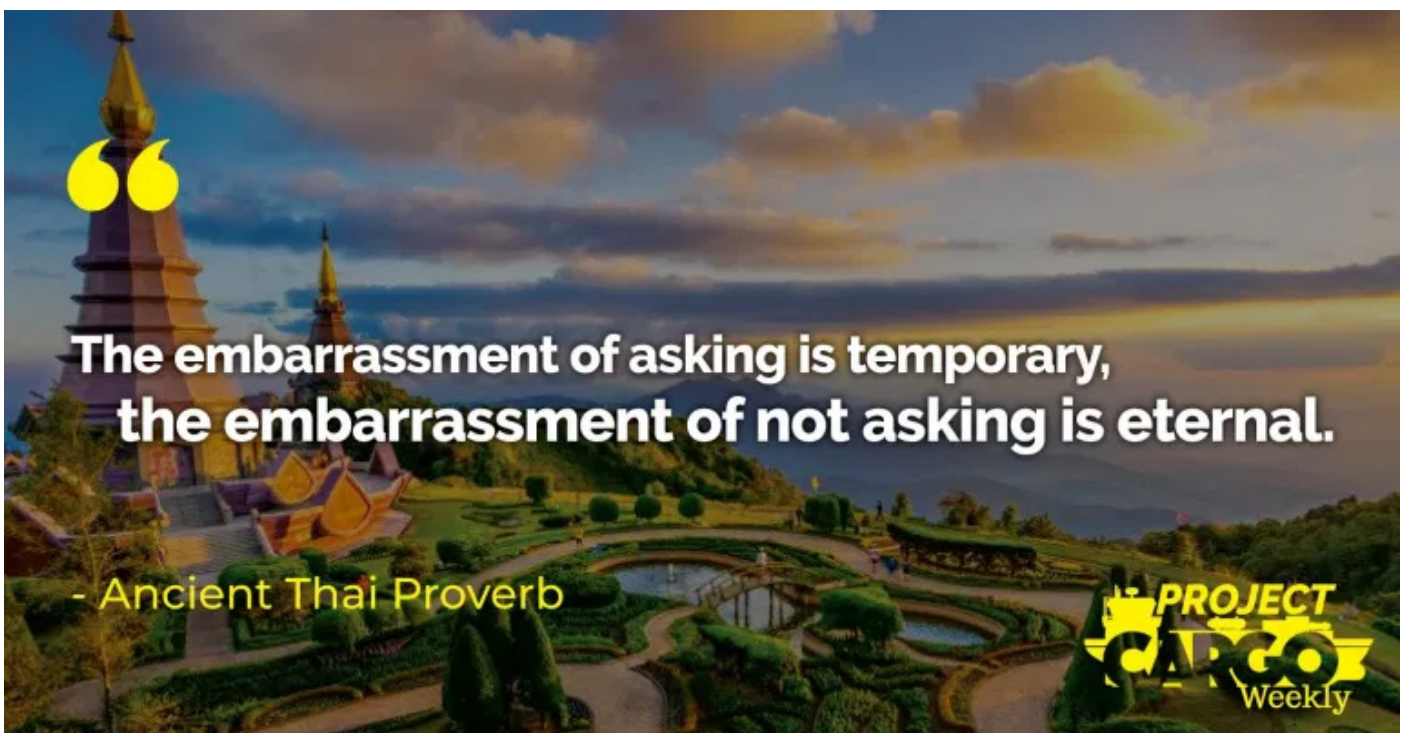
Driving at 5am from DK-Grenaa to DK-Frederikshavn to take the Stena Line ferry to Gothenburg recently, I stopped momentarily nearby the beach, and as the sun slowly rose, no painting could ever portray the colours that could be seen. Enjoy this view – I certainly did!



Six Months At Sea In The Merchant Marine

Editor's Note:

A very nice video here from a US citizen who took a 6-month trip in the merchant marine as a sailor. Have the proverbial cup of coffee and enjoy his footage and nice and relaxed way of telling about his working life onboard. Perhaps one of our politicians could do with a trip like this, and we would get sailors more quickly repatriated after the end of their tenure, COVID-19 or not!





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