

EDITORIAL

A new president has taken office in the White House. Only time will tell what to make of it, reading various sources before jumping to conclusions seems more relevant than ever. The mainstream media got it wrong with both Brexit and Trump so perhaps we should spend less time on tuning in and more on our shipping business.



In this issue of Project Cargo Weekly we have an interview with one of the world's leading RoRo carriers, Höegh Autoliners. The subject is their Asia/Africa service. It may interest some readers that breakbulk cargo and big quantities of it are moved on roll on roll off ships even to "outport" destinations.

The second interview this week is also related to Africa. We speak with a local shipping agent in Tunisia. Tunisia is well positioned in North Africa, but with some large and currently chaotic neighboring countries. In war and peace shipping continues steaming along, so contacts in these regions are still needed.

We also have our usual dose of sector news and our weekly video and photo. If you are looking to hire a competent staff check our jobs sections, where you will find a newcomer this week.

Wishing you a continued good week!

Kind regards,

The Project Cargo Weekly Team

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HÖEGH AUTOLINERS – A LEADING GLOBAL PROVIDER OF RORO TRANSPORTATION SERVICES

INTERVIEW WITH MR. OSKAR ØRSTADIUS ABOUT BREAKBULK BY RORO SERVICE

When was Höegh Autoliners originally established and what is its main business today? Where are the headquarters located and where do you have branch offices? Who are the owners of Höegh Autoliners?

Höegh's shipowning history goes back to 1927, since then the company has been a pioneer in the international shipping industry.

Today, the Höegh companies run Pure Car and Truck Carriers under the Höegh Autoliners' brand and are involved in the LNG segment through Höegh LNG.

Höegh Autoliners is a privately owned company with the head office in Oslo, Norway.

With two solid owners Leif Höegh & Co and Maersk, the company stands strong to invest in the future. This is evidenced by the order of six new Post-Panamax vessels delivered to the Company in 2015-2016.

The topic for today is the trade between China & South East Asia to Africa. Where and with what frequency do you call ports in Asia and Africa?

With two sailings a month, our East Asia to Africa trade caters to shipments from several main ports in Japan, Korea, China and Singapore to destinations in South and East Africa.

This trade also has a synchronised connection in Durban to West Africa and also to the Indian Ocean Islands.

The vessels types service the Asia/Africa trade? What is the ramp capacity and door opening? Do you accept project cargo (static and rolling) for all the services into Africa?

On this trade we basically have two vessel types in service. They have a door opening between 5,0 and 5,1m and ramp capacity ranging from 100-150ton. We do accept all types of project cargo, both rolling and static. We have been most successful in loading many different types of commodities into Africa. If cargo is static it will be loaded on a rolltrailer (mafi) before being loaded on the vessel to ensure a smooth loading and discharge operation.



Who in different regions of the world should be contacted to get a quotation? Do your local offices have the ability to respond to rate requests or must they seek approval from the head office?

We wish to give our customers the best of two worlds; the strength of a global organisation and network combined with the expertise and agility of a local organisation. Therefore we operate with 20 own offices and a wide network of appointed agents across the world.

Points of contact for the regions discussed:

Europe: autoliners.germany@hoegh.com

Africa: autoliners.rsa@hoegh.com

China: autoliners.china@hoegh.com

Japan: autoliners.japan@hoegh.com

Korea: autoliners.korea@hoegh.com

What information do you require for a quotation to be issued in a timely manner?

All local offices handle the quotations, they normally have a rate already or need to discuss with relevant trade department or discuss operational feasibility with our Breakbulk team.

We always strive to make as accurate an offer or indication as possible, to do this it may sometimes take time to study the operational feasibility.

Speed may be improved if as much information as possible is provided from the start, but we at a minimum need to have dimensions, weight, type of commodity and if it is packed loose or crated.

If there are drawings, pictures and/or information about lashing points available including them will help process the quotation faster.

If no drawings/pictures are available please mention this in the information to save time by reducing back and forth emails. Keep in mind the more information given the more accurate the offer will be.



Tell us about the weight/size capacity mafi trailers that you have on the Africa trade.

A standard 40' rolltrailer ranges in capacity from 100ton up to 120ton. The newest addition to our equipment fleet are 30' rolltrailers which have a capacity of 160ton and are very suitable for heavy or dense cargo. However, on this trade the vessel capacity would limit what we are able to carry. In addition we also have 80' and 72' rolltrailers which is very suitable for lengthy cargo.

Is there anything in particular you would like to point out about the African service, given that it is such a large continent? Can you please provide the sailing schedule for Höegh's Africa trade?

We have a very good position with our synchronised connections in Durban, this basically connects both east and west Africa from Europe, the Middle East, India and East Asia. Keep in mind that trans-shipment on RoRo is safe and opens up more opportunities for a global coverage. The risk is minimal as the cargo will remain on the rolltrailer all the way to its final destination.

View the sailing schedule for Africa here: [FEAF trade](#)

View the sailing schedules of all trades here: [Global Sailing Schedule](#)

You can search our sailing schedules by trade or load/discharge port or even by vessel from the customer center on our [website](#).

All trades are also presented under the Trade Routes tab on our website- here customers get a quick overview of our trades and their sailing patterns: <http://www.hoeghautoliners.com/trade-routes>



Photo credit

When did you start working at Höegh Autoliners?

I am a Master Mariner and started my maritime career on-board deep sea Ro/Ro vessels. I gained great experience on how to handle Breakbulk and Project Cargo on Ro/Ro vessels. This experience was very useful when I started to work ashore at various shipping companies before I joined Höegh Autoliners in 2012. At Höegh I was first responsible for Global Port and Cargo Operations before taking my current role as the lead in the newly established Global Breakbulk team.

Interviewee:

Oskar Orstadius

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Global Commercial

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www.hoeghautoliners.com



HÖEGH AUTOLINERS



A SHIPPING AGENT IN TUNISIA

Q&A WITH MR. NOUREDDINE MANNAI OF CMC

What year was your company established? Tell us about CMC's current staff level, main business activities and current ownership.

CMC is a family company founded in 1993. Our head office is located in Tunis (Capital of Tunisia), in the area of the port of Rades which is the main port of the country.

Offices and facilities:

- Offices in Tunis (Rades port) of about 1000 m²
 - Two bonded warehouses located in the same area, totaling 4000 m², fitted with 8 mobile ramps, an electronic monitoring system (cameras) and a fire detection system
 - Two depots of 16,500 m² for stacking containers, equipped with side lift trucks, 18 trucks and trailers for containers and general cargo transportation
 - One branch office at Sfax. Sfax is the second most important port and industrial zone after Tunis.
- As Shipping Agent, CMC is the representative agent of the Hong Kong based carrier OOCL. CMC also deals with a multitude of mediterranean tramping companies (Bulk and Conventional cargo).

Over time CMC developed logistic activity to and from Europe (France, Spain, Italy, Germany, Belgium) in response to market demands. The logistics activity has been helped along by the relocation of many factories from Europe to Tunisia and Morocco. Companies migrate to this area for the low cost of skilled labor.

We have our own network in the following European ports: Monaco (with a 35,000 m² bonded warehouse and 100 trailers), Marseilles (2000 m², 17 trailers), Lyon (2500 m²), Paris (5000 m²). We also have joint ventures in Spain and Italy.

CMC
الشركة التونسية للتجارة البحرية
TUNISIAN OVERVIEW

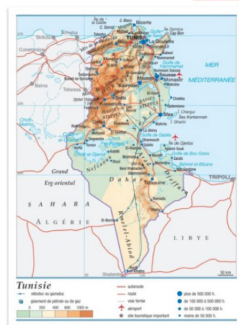
Tunisia overview

Tunisia



Key Economic Figures:

- * Population 2011 : 11 M
- * Population 2050: 15 M (+ 36,4 %)
- * Unemployed People : 15 %
- * Total container market: 416 000 Teus
- * Total traffic:
- (Container, Bulk, Conventional etc.): 30 M Tons
- * One Euro : 2,4 TND (Tunisian Dinar)
- * One Usd : 2,2 TND
- * CMC Headcount:
- * Tunis: 50
- * Sfax: 6



Is it possible to transship cargo via Tunisian ports to other places in North Africa, or is this seldom done?

Transshipment from Tunisia to Algeria is possible, but this is seldom done. Transshipment is mainly done via Sfax port for project cargo heading to Southern Algeria (Oil fields and industry). Sfax port is closer to Southern Algeria than any Algerian port.

What does it take to be a certified shipping agent in Tunisia? Are you also a freight forwarder? Can you also handle customs clearance?

To be certified as a shipping agent in Tunisia you have to comply with a series of regulations, mainly:

- Be in good standing (No record of criminal activity or bankruptcy etc.)
- Hold professional qualifications (University level and a minimum level of expertise in the shipping industry)
- Meet material requirements (Offices with a min. amount of space, connection to customs' IT System and Port IT Systems etc.)
- Meet a minimum level of capital investment per agency, per port
- Shipping Agents can practice freight forwarding, but freight forwarding is not a recognized maritime profession under Tunisian law.
- CMC is able to handle customs clearance at air and sea ports

Can you give us some examples of project cargo that you have handled?

Examples of project cargo handled by CMC:

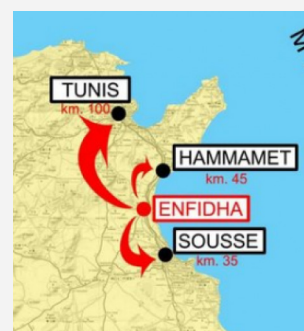
- Participated in the Tunis light rail project
- Power stations for the national electric company
- Oil drilling equipment
- Freight wagons (26) for SNCFT railway company
- Portions of a new cement plant
- Escalators for Carthage Int' Airport (Tunisia)



What major projects are in the pipeline in Tunisia?

The main projects in the pipeline are:

- Power plants. The national electricity company is talking about 8 power plants
- Hydroelectric Dams
- Cement plants (2)
- Windmill farms
- Extension of the light rail network in Tunis
- A new light rail project in Sfax
- A new deep water port in Enfidha will to be operational in 2019-2020 (see map)



How many years have you been working in shipping yourself?
How did you become interested in shipping?

I'm a Master Mariner. I have been working in shipping since 1999. I got into shipping by vocation. From a young age the ports, boats/vessels and mariners in my coastal home town grabbed my interest.

Interviewee:

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"I like the interviews as in the case with Rickmers it answers actual issues and stifles unfounded rumours."
Albert Pegg, Managing Director, Atlas Breakbulk Alliance

Global
Readers

In-Depth
Interviews

Neutral
Coverage



AD PRICING

1x Main Banner
870 USD / 800 Euro per week

3x Sectional Banner
550 USD / 500 Euro per week

 Video
440 USD / 400 Euro per week

 Job Listings
220 USD / 200 Euro per month per job

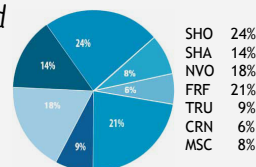
READERSHIP

• Subscribers

26,000 decision makers involved in project cargo.

• Industries Covered

Shipowners,
Shipping Agents,
NVOCC's,
Freight Forwarders,
Trucking,
Rigging and Lifting Contractors...



• Geographical Distribution

12% North America
8% South America
30% Asia
29% Europe
6% Africa
5% Oceania
10% Middle East



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