

## EDITORIAL

It is the week of the breakbulk expo in Shanghai and thousands of visitors are gathering from around the world to attend this networking event. Project Cargo Weekly is of course also present in order to network, mingle and liaise with shipping people from around the globe. Weather in Shanghai has suddenly turned from boring to spring, with a 13 degree temperature shift. Apart from difficulty finding taxis and the high noise level of the city, it is not unpleasant to be back here where I lived originally from 2000-2003. China is a major driving force in almost all kinds of trade and their pride in their country is impossible to miss. More about the expo will be reported in next week's issue.



### In this issue:

- Global Boat Shipping: moving yachts around the world
- Solutions for moving cargo to/from Afghanistan via Pakistan
- The port of Koper - an important hub in the Adriatic Sea for Central Europe
- Sector news and shipping news which includes another couple of mergers
- Photo and video of the week.

Wishing you a great week where ever you are!  
Until next time...

The Project Cargo Weekly Team

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## GLOBAL BOAT SHIPPING OF EMS-FEHN-GROUP Q&A WITH MANFRED MÜLLER CEO OF EMS-FEHN-GROUP

*Tell us a bit about the history of Global Boat Shipping as part of EMS-Fehn Group. When was this particular branch established and what was the reason for its establishment?*

The projects department of EMS Chartering started with yacht transport more than 20 years ago. With increasing volumes it seemed prudent to put the business in the hands of a specialized team and form a company solely dealing with the yacht transports. Both companies work still closely together and often join their assets for special projects.

*Do you operate own or chartered tonnage and do you operate certain established routes and services?*

Global Boat Shipping (GBS) has first access to the fleets of Fehn Ship Management and NTO Shipping, both members of EMS-Fehn-Group. For worldwide shipments GBS uses Multi-Purpose Vessels (MPV) and increasingly, container lines in order to offer competitive prices as well as regular schedules.



*Yachts are highly sensitive and expensive goods, what makes you a specialist in this field?*

Unquestionably our greatest asset is the experience of the GBS team. In the past 20 years the company shipped boats and yachts ranging in size from small tender boats and large super yachts to racing yachts worth millions of dollars. Add to that the experience within EMS-Fehn-Group, which covers road transport with special equipment by Europatrans, EMS Chartering's experience in project cargo and the highly trained staff for cargo handling in our port terminal operating companies.

*Can you give us a few examples of yachts and boats that you have transported recently?*

Our latest project is the transport of a super yacht built in Taiwan, which is currently under way to the Mediterranean. At the moment we also have a sailing yacht northbound from Spain to Scandinavia, several motor yachts southbound from the North Continent to the Mediterranean and boats from Germany to the Far East.



**What specific requirements are there for yacht transport? Does price matter, or is quality and safety of more concern to the owners these days?**

To make your customer happy you have to find the right balance. Price is always a major factor, but when quality and safety comes into play there is a boundary we do not cross. There is nothing worse for a customer, who is eagerly awaiting his yacht for a well-deserved vacation, to find it has scratches, dents and broken windows.



**How do you find your customers, are they both owners of yachts and freight forwarders?**

We do have lot of customers who do business with us on a regular base – both private owners and from the yacht industry. That makes us especially proud because we are interested in long-term relations with customers and our service providers. Word of mouth is very important for us, because that shows us that our customers are satisfied with our services. We attend the major boat shows and do some advertising, which generates new clients.

**I can see from your website that you have operations in the Balkans, tell us a bit about your activities there.**

EMS-Fehn-Group has three companies in the Balkans:

- EMS Albanian Port Operator (EMS APO) operates the East Terminal in the port of Durres, Albania's major port and a gateway to the Southern Balkans.
- German Albanian Logistics Agency (GALA) is a logistics company based in Durres, which offers a wide variety of services. GALA acts as agent for shipping companies and organises a lot of

transshipments from Durres to Kosovo and Macedonia via road transport.

- In Skopje we have EMS German Balkan Logistics which acts as close partner for GALA and organises transports in and through Macedonia especially for German companies.



**How many years have you worked for EMS-Fehn-Group and how did you end up there?**

I have been CEO of EMS-Fehn-Group for almost 10 years now. I worked in the leading position for several companies worldwide before I joined EMS-Fehn-Group as co-owner.

Over the last ten years EMS-Fehn-Group has grown from a shipping company into a group of companies that covers everything in logistics: We have ships, we have trucks and trailers for special cargo, we have equipment for yacht transports, we have port cranes, we have warehouses. But shipping is still in our genes.

**If a potential customer wishes to get a rate for a particular shipment from your company how should they proceed?**

EMS-Fehn-Group contains all-in-all 19 companies that cover the complete value chain in transport – from storage to sea transport. The best way to find out who can help you finding a solution for your inquiry is to:

Call EMS-Fehn-Group headquarters in Leer: +49 491 928150 or Email: [info@ems-fehn-group.de](mailto:info@ems-fehn-group.de)

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**TRANSPORTATION TO/FROM  
AFGHANISTAN VIA PAKISTAN –  
TRANSBRIDGE LOGISTICS PAKISTAN**

**INTERVIEW WITH MR. SARTAJ KHAN  
EXECUTIVE DIRECTOR**

**When was the company Transbridge established in Pakistan and who owns it today?**

Transbridge Logistics Pakistan (Pvt.) Ltd. was established in the year 1990, in Karachi with offices in Lahore and Faisalabad and is owned by Mr. Mohammad Tariq Sardar.

**Do you need a special license in order to perform freight forwarding services in Pakistan and do you need special permission to perform transshipment into Afghanistan?**

Yes, to operate as a Freight Forwarder in Pakistan we have to be a member of PIFFA and hold a Customs License. With this License we can work on all transshipments, no special permission is required for Afghanistan.



**Are you a member of any networks in shipping & project freight forwarding at the moment?**

We are member of CLC Projects.

**What are the main obstacles to handling shipments in/out of Afghanistan?**

The only obstacle is if the cargo is for NGO's, The US and Allied forces, or the Afghan Government. In these cases we have to wait for the duty exemptions from the Afghan Government, and the acceptance letter from the concerned Embassy and department in Kabul, which takes time. Sometimes trucks have to wait at the border for these exemptions.



**Tell us about the major ports of Pakistan and the development plans for the foreseeable future. Gwadar seems to be a port developing fast right?**

At the moment Gwadar Port is only accepting vessel calling with Gwadar Port cargo & machinery.

The major ports in Pakistan are Karachi Port and Port Qasim.

Karachi Port is near the city and business hub, whereas Port Qasim is 55-60Km away from the city.

**Karachi Port:**

There are 3 integrated Container Terminals known as:

1. KICT (Karachi International Container Terminal) situated on the West side of the Karachi Port known as West Wharfs.
2. PICT (Pakistan International Container Terminal) situated on the East side of the Karachi Port known as East Wharfs.
3. South Asia Container Terminal is situated on the South-East side of Karachi Port, this terminal has deep draft berths where mother vessels will be berthing, at the moment as the entrance channel do not have that draft mother vessels are not calling once the channel is dredged then the mother vessels will start calling Karachi.

**General Cargo Berths:**

Karachi Port has 17 dedicated General Cargo Berths for loading and discharging, 5 berths with 13M draft, the other berths with drafts between 9M and 12M.

There are no quay cranes to load or discharge at Karachi Port.

**Port Qasim:**

There are a total of 4 General Cargo Berths with a draft of 10.5M, with no quay cranes available.

The following privately owned terminals dedicated to various types of cargo.

- FOTCO (Fuel Oil and Gas Terminal) with a draft of 11M.
- FAP General Cargo Terminal with Cellulos with a draft of 13M.
- ENGRO Dedicated for Fertilizer discharge with a draft of 11M.
- IOCB ( Iron Ore) Dedicated for Iron Ore with a draft of 11M for Pakistan Steel Mills.
- PROGAS Liquid Gas Terminal with a draft of 6M.
- LCT General cargo Terminal with a draft of 9M.



**How many years did you work in shipping yourself Mr. Khan?  
How did you enter the shipping and freight forwarding  
business in the first place?**

Basically I am a marine engineer and was offered an opportunity by my previous boss Mr. Hans Dhal from Norway to get a shore job in Bahrain during my sailing time. I availed this opportunity to work with Almoayed Barber Ltd., presently Wilhelmsen in Bahrain in the year 1982, I have been involved in shipping and freight forwarding ever since. I specialize in Break bulk / Project handling / Logistics and Agency matters.

I like the day-to-day challenges of shipping and forwarding, which keeps you on your toes all the time.



For more information on Afghan Transit Cargo Movement download this [presentation](#) by Transbridge Logistics Pakistan

Interviewee:

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## PORT OF KOPER, REPRESENTATIVE OFFICE IN BUDAPEST, HUNGARY

### INTERVIEW WITH MR. BORUT ŠEMRL REPRESENTATIVE OF LUKA KOPER D.D.

**What are the main functions of your office in Budapest?**

Promotion of the Port of Koper services in the Hungarian market at meetings, conferences, events and presentations, as well through advertising in logistics and supply chain media. Additionally I help to organize visits to the port.

I am also involved in market intelligence, gathering information from clients, media and governmental bodies regarding the market situation, trends, new business possibilities, policy, regulations, and activities of the competition (other ports).

Another part of my job is assisting existing and potential new clients

by providing requested information and connecting players in the supply chain industry.

**How long have you been working with the Port of Koper and what is your background in shipping?**

I have been with the company for the pasts 10 years. I have been working in the Marketing Department of the port and in the Sales Department of one of the port terminals, the General Cargo Terminal. This terminal handles break bulk cargo, timber cargo, project cargo, livestock, perishable (reefer) cargo and performs stuffing and stripping of containers for the vast majority of cargoes.

Before that, I came to know shipping from the shipper's point of view. For 16 years, I was involved in wholesale and retail activities, importing products from the U.S.A., first with LCL shipments and later with FCL shipments.



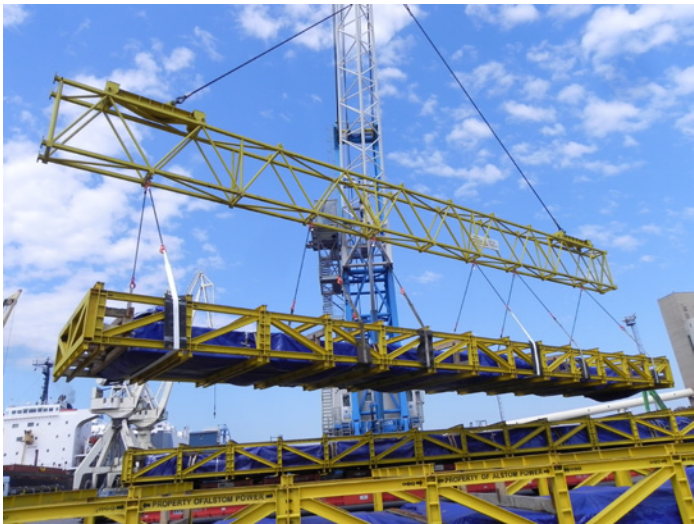
**Tell us about the Port of Koper and the infrastructure to get cargo to and from Eastern Europe.**

Luka Koper plc (luka stands for port in Slovenian) is a majority state-owned (51% directly and another 16% indirectly) Slovenian company operating and managing all 12 specialized terminals in the port area. The company also acts as Port Authority, investing in both the infrastructure and superstructure. The port area has an area of 280 ha and handles practically all cargo groups with the exception of crude oil and gas. In 2016, we handled over 22 million tons of various cargo, mostly in transit to our hinterland markets – landlocked countries in our vicinity.

The port's favourable geographical position in the North Adriatic sea, the northernmost part of the Mediterranean, near to the "heart of Europe" and our efficient services enable us to grow year by year. We operate the busiest container terminal in the Adriatic Sea (844.000 TEU in 2016) and one of the most important car terminals in the Mediterranean (750.000 vehicles in 2016). We also handle important volumes of dry bulk cargoes (soya bean meal, iron ore, coal, etc.) and break bulk (steel products, timber, paper & cellulose, etc.)

The Port of Koper has a modern motorway network connecting it to all the major business centres of neighbouring Central and East European countries that we consider our major hinterland markets. Wien, Munich, Milano, Budapest, Bratislava and Belgrade can be reached in 6-7 hours by truck.

The modal split of cargo moving to and from the Port of Koper is approximately 65% rail and 35% road, thus efficient railway connections to the above-mentioned markets are of vital importance.



***Do you compete with other ports for business to and from the Adriatic?***

We regard the North European ports as our main competition for cargo flows to and from the CEE markets that we serve. We try to catch this business by improving our services and emphasizing the time and cost savings for cargo travelling on the so-called South Transport route from the Eastern Mediterranean, Middle East and Far East countries, which is shorter, faster and less expensive than the traditional sailing route all around the European continent to the previously mentioned NE ports.

We do of course compete also with neighbouring North Adriatic ports such as Trieste, Venice in Italy and Rijeka in Croatia in attracting these cargo flows.

***Working as a representative of the port authority what kind of assistance can you provide to potential customers (ship-owners or freight forwarders) who are interested in the Koper gateway?***

I am the representative of Luka Koper plc, mainly providing information about our services, connecting potential new clients with my colleagues in Koper, forwarding their inquiries and offers for handling and storage of cargo from Koper, but also connecting them to our port community members, namely maritime agents, shipping lines and shipbrokers, forwarders and logistic providers, road and railway transport operators, surveyors, customs offices and other government bodies (veterinary, phytosanitary inspections, for example).



***Does the Port of Koper have agreement with the railways for inland transport and does the port offer special free storage periods and/or free storage areas?***

While we try to connect the various participants of the supply chain, it is the policy of the Port of Koper to remain neutral to all providers of services connected with the port. There are several railway operators that transport cargo to and from the port, but it is the owner of the goods i.e. the shipper directly or through an agent, that stipulates agreements with the operator.

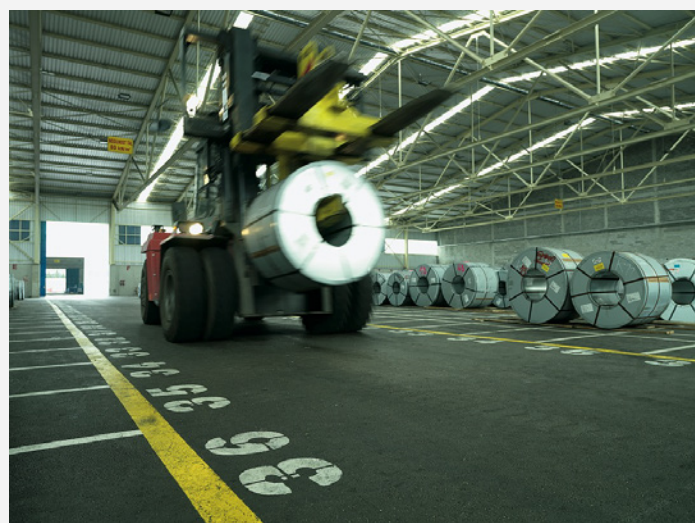
We always try to attract cargo by listening to special requests of our clients and special storage conditions can be given whenever possible, but as the cargo volumes grow year by year, it is sometimes very difficult to ensure any special storage area or grant special conditions. However, in the next three years, we shall invest substantial funds, over 300 million Euro, in enlarging our handling and storage capacities.

***Tell us about the container & ro-ro connections that you have from Port of Koper to worldwide? What kind of services, how regular and what shipowners are calling your port directly?***

We have two weekly direct container vessel connections with the Far East, one operated by the O3 alliance and one by the 2M alliance. We have several Intra-Mediterranean container services calling Koper, connecting ports in Spain, Italy, Greece, Israel, Cyprus, Egypt and other North African and Middle East countries. There are also many feeder vessel connections with the major hubs in the Mediterranean. Shipping lines calling Koper directly with their own vessels or with a slot agreement as alliance members are Maersk, CMA CGM, MSC, COSCO Shipping, Evergreen, UASC, MOL, ZIM, Arkas, Tarros.

A vast network of Ro-Ro services, both Short Sea and Deep Sea, connect the Port of Koper to the Mediterranean, Middle East and Far East ports due to our growing Car terminal business. The main shipping lines calling Koper are Grimaldi, Neptune Lines, MCCL, MOL, Eukor, Glovis, Wallenius Wilhelmsen and others.

An exhaustive list of shipping line contacts and a sailing list of all maritime connections is available on our website <https://luka-kp.si/>



***Kindly advise the contact details for whom to approach in the Port of Koper regarding rates, services etc.***

Each of the four profit centres and terminals has its own sales team. Contacts are available on our website, <https://luka-kp.si/> One can also contact our Marketing Department or one of our representatives on our hinterland markets (Hungary, Austria, Slovakia, Czech Republic and Poland).

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# PROJECT CARGO Weekly

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*Albert Pegg, Managing Director, Atlas Breakbulk Alliance*

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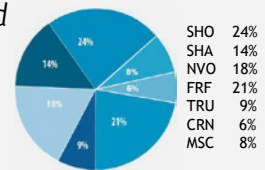
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