

## EDITORIAL

Friends today is Thursday the 30th of March 2017 and this day 80 years ago my father was born, so I am using a couple of lines to pay tribute to my father who has had a career spanning some 60 years in shipping. He originally talked me out of (or rather ordered me out of) thinking to become a journalist but instead got me into a shipping trainee job in 1980, working for the local agent of Ben Line. My fathers career started in the mid fifties and I have written a short resume below for the photo of the week that includes a bit of my fathers long and distinguished career. There is no business like....shipping business. Read about Bue's illustrious shipping career [here](#).



In this week's newsletter you will find that we have been in touch with a couple of reputable project freight forwarders, one headquartered in Denmark and one headquartered in Germany. There is no doubt that Europeans are if anything good at freight forwarding and you will find them in all corners of the globe.

Wishing you a continued good week and take care until we get in touch again next week.

The Project Cargo Weekly Team

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## INTRODUCTION TO SCAN GLOBAL LOGISTICS: INDUSTRIAL PROJECTS & RENEWABLE ENERGY DIVISION

### INTERVIEW WITH MR. KIM SØNDERBY HANSEN GLOBAL HEAD OF INDUSTRIAL PROJECTS & RENEWABLE ENERGY DIRECTOR OF PROJECTS

*Tell us about Scan Global Logistics and how/when it was established and who are the owners of the company today?*

Scan Global was established in 2007 after the merger of Mahé (1975) & ScanAm (1988) & unified ownership with Trans-Group Logistics effective 2016. The overall owner is AEA Investor (Rockefeller Foundation).



*When did you join the company and what is your own shipping and project freight forwarding background?*

I joined SGL on 1.3.2017 in the capacity of Global Head of Industrial Projects and Renewable Energy. I have been in the shipping & project industry for 30 years, of which 17 years were spent abroad in Africa.



*Scan Global is known as a versatile freight forwarder, tell us about the reasons for now focusing heavily on renewables.*

SGL has been involved in Renewable Energy for many years. Project wise the company lacked the global infrastructure, but this has now changed & significant investment is taking place. In addition, we are looking at a number of other opportunities commensurate to our business model & strategy.





**There are a few players who call themselves experts in renewable projects what kind of difference do you feel that you can make in the current competitive marketplace?**

In Renewable Energy & project transportation the very essence is experience & past performance. The skills & mindset of our team-members operating in this challenging industry is what sets us apart from the others. Our company footprint leaves us plenty of room to provide flexibility, innovation and optimization to our clientele.



**What are the strong points of Scan Global on a worldwide scale?**

The global freight forwarders can target more price sensitive assignments as economies of scale enables them. Scan Global Logistics target customers with high complexity projects and with low tolerance for delays. We have business models & experience of +40 years to support. At Scan Global Logistics we are entrepreneurs with a passion for craftsmanship in global logistics.

We have been developing a flexible, dedicated and dynamic organization geared towards creating & providing customized global supply chain solutions. We have people backed up by systems and not the other way around! We take pride in knowing our customers and their trade and we are professional freight negotiators.



**What are the advantages for the shippers in dealing with you instead of dealing direct with the shipowners?**

Flexibility, project management, cargo know-how and in-house experts in project execution from the manufacturer to the final site delivery.



**Tell us a bit about your office network overseas and give us a few examples of projects that you have handled already. Can you provide us with a few pictures?**

SGL benefits from strong relationships & a network of 193 countries. Aside from our own companies & offices in the Nordics and APAC, we have unified ownership with TransGroup Logistics in the Americas. Moreover, we are member of WACO with 1100 offices worldwide.

- Project execution, we have handled a number of priority shipments i.e. transformers, generators, wind-components, turnkey projects as well as aid & development shipments including charters by air & ocean.
- The following link showcases an 'ordinary' transport from our project division, linking our experts in SGL Sweden and TransGroup, USA - [https://www.youtube.com/watch?v=pQ\\_f0BF0pvY](https://www.youtube.com/watch?v=pQ_f0BF0pvY)



**If a would be customer wants a quote from Scan Global for a certain project whom to approach if located in:**

Asia: Thomas Engelbrecht ([then@scangl.com](mailto:then@scangl.com))

Americas: Susan St. Germain ([susans.hq@transgroup.com](mailto:susans.hq@transgroup.com))

The Med: Tim Johansen ([tjoh@scangl.com](mailto:tjoh@scangl.com))



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EPC & Mining Projects: Alex S. Olsen ([asol@scangl.com](mailto:asol@scangl.com))

***Tell us about the team that you are heading and which we understand is rather newly created as part of Scan Global Logistics.***

At Scan Global Logistics an existing project infrastructure has been in operation for a number of years. However, a global role, leadership & direction for project execution was needed and the executive management has now made the required investment & continue to take firm strides in securing the resources required. In total we are 5 colleagues (the last team members came onboard 3.4.2017) joining the existing team of 3 colleagues at Scan Global Logistics Denmark. Globally we are 50 project experts & specialists. Our ambition & plan is to foster & strengthen our existing cooperation, invest and develop where value and increased expertise benefit the group. Lastly, our staff is our most important asset. We empower to aspire, train to be the best in class & let their innovation be heard & shared to the benefit of the entire group.



***Why did you start your career in freight forwarding and not in banking (for example)?***

I have always had interest in traveling, seeing the world and learning about the world outside of Denmark. The decision to become involved with logistics & projects was established just before joining the army. A seasoned freight forwarder came to my place of education and gave his career-pitch and as the old cliché says – the rest is history, I was simply hooked! His story of the work where no one day was identical to the next, safety, the challenges, the long hours, traveling & learning new cultures spiced with the entrepreneurial spirit was enough for me to know this was my calling. When he finished his pitch – he also said something I have taken to heart & which has become a life long motto – ‘...remember to have fun whilst at work’ – this is something I try to instill in my team, other colleagues and business partners worldwide in our KPI & bottom-line driven industry.



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GLOBAL LOGISTICS

## **RÖHLIG PROJECTS LTD, LONDON – SUBSIDIARY OF RÖHLIG LOGISTICS**

**INTERVIEW WITH MR. RICHARD JONES  
DIRECTOR OF PROJECTS**

***Tell us a bit about the setup of Rohlig Projects. When was it established? Where is it headquartered? Where do you have de facto project offices in the world currently?***

Röhlig has always been in the project business and we have had hot spots over the world for a long time. My role and that of Röhlig Projects Ltd, a subsidiary of Röhlig Logistics, is to bring the various offices together and provide a focal point. We established our HQ in London in 2016, we have project offices in the major project centres and in specific countries where project activity is taking place.

***What is your main focus in moving project cargo? Do you specialise in renewable projects or do you cater to any project cargo in the market generally?***

We are targeting the EPC and the OEM markets and concentrating on areas where we have strengths. The renewable market is a cover-all these days and can cover anything from wind to biomass and all points in between. The wind market seems quite mature in Europe, but we are looking at newer markets for wind.



**Rohlig is a well-known brand in particular in Germany, however the name Weiss-Rohlig is known too. Can you explain to our readers about Rohlig – Weiss-Rohlig and who are the owners?**

Röhlig is an owner-run logistics company involved in sea freight, air freight, project logistics and contract logistics with around 2.200 employees in 30 countries. Röhlig was founded in Germany in 1852. Since 1999, Röhlig and the Austrian company Gebrüder Weiss have been working under the brand of Weiss-Röhlig in a number of countries. Now, both companies have decided to work under their own brand names and replace Weiss-Röhlig gradually during the year of 2017. So, in future the Weiss-Röhlig brand will disappear and we will run all of our offices under the Röhlig brand. Furthermore we will open new locations in China, namely Shanghai, Ningbo, Qingdao and in Taiwan.

**Can you provide some examples of project cargo that you have handled recently?**

We have been active with AN 124s from Bolivia and also from Mauritius and Reunion. We are also starting preliminary work on major projects in sub-Saharan Africa, where there will be a lot of growth.



**How do you choose which ship-owner to use? What parameters do you follow besides the price itself?**

We have a lot of experience dealing with ship-owners and have formed strong personal relationships with them over the years. Therefore we feel we know which owners have not only the vessels, but also the backroom staff and financial stability these days, which is so important in these difficult times.

**How do you see the market for project cargo in 2017 and do you feel that the competition has increased or decreased?**

We have never witnessed a market as depressed as the one that we have had over the last four or five years, but the market is definitely on the turn. Competition is fierce and will continue to be so for some time, but I expect some players to exit the project market because it is not as easy as some people may like to think it is. I believe that clients will return to working with experienced project forwarders that they can trust as partners.



**What are the advantages of speaking to Rohlig for certain projects?**

Rohlig is an independent, family-owned company that has been successfully trading since 1852, so we must know what we are doing. The team spirit here is incredible, and we have a very flat management structure. This enables quick decisions to be made, which is crucial in the world of projects. What's more, we have a very personal hands-on team with a lot of experience. We have our own in-house HSSE team and will only work on projects that are safe and compliant. This protects the company and, just as importantly, our clients.

**How many years have you worked in Rohlig and how did you come to start a career in shipping in the first place?**

I have been with Rohlig since the start of 2016. My career started in the late 1980s in heavy haulage, my biggest client at the time (Lep Projects) offered me a position with them – and I haven't looked back since. It's a fascinating business and it desperately needs an injection of youth for the next generation, something we are trying to encourage at Rohlig Projects. This industry has taken me from Iceland to New Caledonia and all points in between. Most days you get involved in something different with interesting characters and interesting projects.



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## Photo of the Week



Bue pictured with his wife Yvonne of 56 years at home in Grenaa, Denmark

## A TRIBUTE TO BUE DREWSEN 60 YEARS IN SHIPPING

### *The shipping experience of Bue Drewsen:*

- January 1956 Bue went to sea at 18 years old as an apprentice. First to New York onboard steamer "S/S AGGERSBORG" on charter to United Fruit Company. The ship was trading along the North and South Coast of America. The Aggersborg was also in charter to West Coast Line - owned by Danish company "Lauritzen Lines" trading in the American Gulf Ports and the West Coast of South America. Later the vessel was carrying paper rolls from British Columbia to San Francisco and Long Beach.
- In 1958 Bue was an AB on a Tanker the Dansborg and later Christiansborg trading in the Persian Gulf and North Europe. The vessel even sailed to Perth in Australia, and Balikpapan in Indonesia. After 9 months the captain kicked him off the vessel. The captain was not very friendly with his 50 underlings and with his tough sailing ship experience he was accustomed to looking down on the crew. He insisted that Bue go to navigation school but Bue needed 9 months sailing experience in order to enter.
- 1961 Bue joined the Royal Danish Navy.
- 1965 Bue went to school - studying to become a nautical deck officer.
- 1967 Bue was an officer at the Johnson Line a Swedish company trading between Scandinavia and Latin America. Both East Coast and West Coast, through the Panama Canal several times.
- 1968 Bue was an officer with "Torm Lines" onboard the ship named Thyra Torm in charter to K-Line - running between the Far East and Central America.
- 1970 Bue was a stevedore at the port of Aarhus Denmark, after 3 years he became tired of the job and went back to sea.
- 1973 Bue was Chief Mate on "Alice Torm" - trading between the US East Coast and The Mediterranean.
- 1975 Bue was re-employed as stevedore at the Port of Aarhus, at the request of the other stevedores because Bue was popular with them with his experience in the real world.
- 1977 Bue was Chief Mate and Captain onboard Pep Nautica which went bankrupt in 1984. They owed him 50,000 Danish kroner which he eventually received.
- Bue then joined Elite Shipping as Captain - in 1986 he was asked to find a crew for a School Ship built for the Thailand Government, and he was chosen as Master of this ship Called

"Visud Sakorn", which means "the goodness of the sea" in English. When Bue was 58 he sailed Visud Sakorn through the Suez Canal and via Singapore to Bangkok, where the ship was handed over to the Thailand Government. \

- Before retiring at 60 years old Bue was employed as "Ship's Inspector" with a Danish Company - "Elite Shipping".
- Today Bue is turning 80 year old. An old dog, but still going strong, enjoying every day at home with his Swedish wife who he married in 1961.



mv Aggersborg in 1956 the first ship that Mr. Bue Drewsen. Sailed for 2 1/2 years on this vessel.



Bue was second mate on mv Thyra Torm in 1967 through 1969



This vessel was a gift from the Danish Government to the Royal Thai Navy. Bue sailed on this vessel in 1986 as Master, built in Denmark.



Bue was Master on this vessel in 1984. This photo was taken in the Suez canal with cargo loaded in Houston destined for the oil fields in the Red Sea



Bue with the first mate in 1986 onboard the vessel that was gifted to Thailand from the Danish Government



Bue at home on his 80th birthday, suffering 56 years of marriage to the same woman.

### Video of the Week



Export cargo from Xinhui, Guangdong, China ready for loading alongside Rickmers Antwerp during midstream operations at Western Anchorage Hong Kong.



"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*

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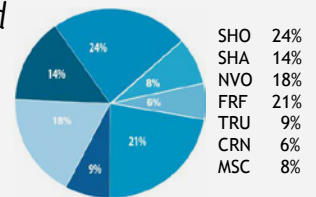
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