

## EDITORIAL

Time again for our weekly newsletter. After last week's tribute to Mr. Bue Drewsen, I think it was apparent that there was a Mr. Johnnie Walker present during the interview and his 80th birthday celebration that followed. At some point, I was definitely shooting or rather aiming at the famous grouse too! Life goes on, headaches subside and we get back in gear. **This week we speak with Singapore, Peru, & Oman.**



If any of our dear readers are interested in meeting the undersigned in person then kindly note that I shall be present at the Breakbulk Europe in Antwerp at booth no. 205H1 between 1600-1700 on 25th of April. I repeat again our willingness to write about any company/person in our industry with something to contribute.

### **In this week's issue:**

- Mitsui O.S.K. Kinkai - A Regional Heavy Lift Shipowner Covering East Asia/South East Asia & Middle East
- Savar Corporación Logística - In Peru, a country famous for food, tourism, mining and a great location in South America
- Khimji Ramdas LLC - A versatile shipping and freight forwarding agent located in Oman, a beautiful country on the Arabian Peninsula
- Sector news, video and photo of the week

Until next time...  
Yours sincerely,

Bo H. Drewsen  
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## This Week's Advertisers



## MITSUI O.S.K. KINKAI – A REGIONAL HEAVY LIFT SHIPOWNER COVERING EAST ASIA/SOUTH EAST ASIA & MIDDLE EAST

### INTERVIEW WITH MR. KRISTIAN KORSVIK SINGAPORE REPRESENTATIVE

**How many years have you been working for Mitsui O.S.K. Kinkai in Singapore? Where did you work before you took up this position?**

I have worked for Mitsui O.S.K. Kinkai since 2013. Before joining Mitsui O.S.K. Kinkai, I worked for other international ship-owners. I have lived in Norway, Malaysia, and the U.A.E. but have been based in Singapore since 2008.



**What is the meaning of Kinkai? Introduce the services offered by Mitsui O.S.K. Kinkai, tell us about your strong points, your ships and your regular ports of call.**

Kinkai in Japanese language means Near-seas/coastal waters. Historically, Mitsui O.S.K. Kinkai covered shipments within coastal waters before they expanded to short sea trade around the Far East. Mitsui O.S.K. Kinkai's involvement in heavy cargo transport goes back to 1955, when the MV Kanto Maru, equipped with a 150-ton capacity derrick, represented the state of the art vessel. With experience operating 800-ton cranes and Ro-Ro modular ships, today's fleet provides flexible, frequent service linking the Middle East and Asia. Cargo safety is our top priority. "Cargo Care" is part of Mitsui O.S.K. Kinkai's culture, from management to ship crews to port captains, and land-based operations staff.

Mitsui O.S.K. Kinkai, as one of the major shipping companies in the MOL group, operates a fleet of around 50 ships. Our fleet includes multipurpose vessels, heavy lifters, and bulk carriers in short sea trade around Asia. As the focus of cargo traffic shifts from Japan to Asia, Mitsui O.S.K. Kinkai is expanding its transportation network to growth markets and providing our customers with reliable service, based on our wide-range of expertise in short sea trade.

Our tween deck multipurpose vessels are efficient, modern and eco-friendly. They have low fuel consumption and an average age of 6 years. They are all box shaped, with wide hatches. Vessels have long, even hatches, ideally designed for loading lengthy cargo

like long rails/pipes/rolling stock. Our tween deck fleet ranges from 9,000 to 17,500 dwt.



**Tell us about the crane capacity on your ships. Are you using your own tonnage only or do you also use chartered tonnage?**

Mitsui O.S.K. Kinkai tween decker fleet crane capacity ranges from 60mt to 150mt combined. Our fleet consists of a mix of owned vessel tonnage and long term time charters. In addition, we give-out vessels and take-in vessels on time charter trips to optimize our fleet schedule.

**Who should be contacted for inquiries? Do you have different contact points for different trade lanes?**

All potential clients can send enquires to [Singapore@mokinkai.com](mailto:Singapore@mokinkai.com).



**Can you give us some examples of project cargo that you have carried recently?**

Recent and upcoming projects of interest:

- We are about to complete carriage of steel rails for the Doha metro.
- In Singapore, we are in the middle of a 2 year project to build a new waste-to-energy plant.
- We just completed moving cargo for a new power plant in the Philippines using several consecutive voyages.
- This month, we will start the first shipment for a new power plant in Indonesia.
- We are also working on rail shipments in Western India.



**Do you mainly deal with freight forwarders, or do you also deal directly with shippers?**

It varies from project to project and from client to client. Mostly we work with project freight forwarders, as they have been nominated by shippers for ocean freight. It is up to the shipper to decide how the ocean part of the project will be controlled, either via project freight forwarders, directly, or through brokers. We are happy to work with any parties to ensure smooth execution of the project, and add value with our services. We encourage clients to get us involved as early as possible to take advantage of our vast experience.



**Given that you are part of Mitsui O.S.K. Lines (a container line), when a project inquiry calls for a mix of breakbulk and containerised carriage, would it be possible for Mitsui O.S.K. Kinkai to provide a quote for the entire project?**

Since 2013, MOL Group companies have collaborated to share knowledge, technologies, and experiences that each group company has accumulated. We use these strengths to promote the enhancement of various strategic themes and drive further growth of the group's logistics business. Plant and heavyweight cargo transport is one of the group's major themes. The four MOL Group companies are:

- Mitsui O.S.K. Lines
- MOL Logistics
- Utoc
- Mitsui O.S.K. Kinkai

In 2015, MOL announced the establishment of a unified brand – “MOL Project & Heavy Cargo” – highlighting the MOL Group’s capabilities in the rapidly growing plant and heavyweight cargo transport sector. The new brand reflects MOL’s efforts to convey the unique logistics services of each group company and demonstrates its comprehensive capabilities. The group is united as a team and works to continually expand its services.

The MOL Group offers not only logistics solutions that meet the needs of various heavyweight projects, but also provides a broad range of other services including plant engineering, such as installation and assembly work.

Offering a full range of heavyweight cargo ocean transport services, involving conventional vessels, RORO ships, and container-ships.

**Total logistics services such as:**

- Air and ocean forwarding
- Coastal and overland transport
- Customs clearance

**Plant engineering services such as:**

- Installation
- Assembly



**How do you see the market situation at the moment?**

Shipping is moving in cycles and we believe we are now at the bottom. However, recovery is ahead. Those who have managed their way through the cycle with decent balance sheets can start to think about what is going to happen next. We will see more consolidation this year and hopefully there will be more demolition, hence supply and demand should move towards equilibrium. The past years we had falling demand, fueled by low oil prices, and growing supply of vessels. With cargo demand anticipated to come back stronger, and supply expected to reduce, we will see improved supply and demand balance. We don’t expect the MPP market to recover with the same pace as the dry bulk market, which has seen positive momentum this year. We should be expecting slight improvements for the MPP market in 2017 before we have better balance in 2018 onwards.



**Are there any developments in Mitsui O.S.K. Kinkai’s services that you can share with us?**

Mitsui O.S.K. Kinkai is an innovative company, always striving for progress. For example, we have developed and patented an apparatus in cooperation with Shin Kurushima Dockyard that prevents the condensation and rust damage that usually accompanies marine transportation of steel products. This system defies the conventional wisdom that it is impossible to prevent rust caused by condensation on steel as vessels move from cold climates to warmer regions during the winter. Mitsui O.S.K. Kinkai has been a major player in steel products transportation since its establishment in 1964. We have always played a key role in improving transportation quality by introducing the most innovative technologies.

Our latest new-building program that started with delivery from the end of last year, have implemented the latest technology. These improvements have reduced fuel consumption and the environmental footprint of our vessels. Mitsui O.S.K. Kinkai’s new Triumph series has low-friction underwater paint, a high efficiency propeller and rudder, and an optimised fine hull form, which together can further reduce fuel consumption and CO2 emissions by about 25-30% when compared to older tonnage.

Interviewee:  
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**SAVAR CORPORACION LOGISTICA –  
 A PROJECT FREIGHT FORWARDER IN PERU**

**INTERVIEW WITH MS. SARA KUOMAN  
 DIRECTOR OF LOGISTICS**

**When was Savar established and who owns the company today? Where do you have offices?**

Savar was established in 1980, the owner is David Kuoman (my father). For now, we only have offices in Peru, we have plans to open an office in Asia.



### **What are the strengths of Savar?**

Our biggest strengths are innovation and infrastructure.

#### **Innovation:**

We always try to stay one step ahead and think of ways to add value to what we do while always reducing costs when possible. The fact that we offer fully integrated services across the entire production chain is another one of our main competitive advantages.

#### **Infrastructure:**

We own all the pieces of the supply chain, we want to give integral solutions in door-to-door service. We have 420,000 square meters of warehousing, located in different areas in Peru, with a range of storage options that mean we can hold any type of cargo even for minerals (LME standard). We can say that we are specialized in minerals with innovative methods to reduce cost in the supply chain and be more efficient.



### **Tell us about the Peruvian economy and shipping in Peru.**

Peru has one of the strongest economies in Latin America. Since last year Chinese don't need a visa to visit Peru, so there are a lot of Chinese in Peru to make investments.

Peru is part of APEC, which makes for better business between China and Peru. Moreover, one-quarter of the Peruvian population has Asian ancestry; including me. My great grandfather was from China.

Callao is one the most important ports in South America. In Latin America, we are in the top 6. By air, Lima is the hub of South America because of its strategic location in the center of the continent.

Peru's is rich in diversity of raw materials which are exported. Also because of the large volume of special seafood exported we have to be highly efficient in logistics.

Peru still imports more than it exports, which is something that should change. For now, that imbalance translates into cheaper return container freight (with the exception of reefer containers used for Peru's large export volume of perishables).



### **What shipping lines call Peruvian ports?**

There are several carriers calling different ports in Peru, depends if the vessel is a breakbulk, RORO or container carrier.

These lines call Peruvian ports: CMA CGM, Hapag-Lloyd, Maersk, Sealand, Trinity, BBC, Wanhai, COSCO, NYK, APL, China Shipping, Dole Ocean Cargo, Evergreen, Hamburg Süd, InterOcean Lines, Kline, Mitsui, MSC, Baltic, C.S.A.V., Höegh Autoliners, etc.



### **Can you give us an idea of what type of projects Savar has handled?**

Some of the projects we have handled:

• **Mining Project for JinZhao:**

Mine operator and involved in the construction of a terminal on the coast at Sombrerillo in Arequipa, province of Caravelí.

• **Power Plant Project in Iquitos:**

The cargo (including glass insulators, cables, and pylons) was shipped from several Chinese origins (Qingdao, Shenzhen, Ningbo & Shanghai) to Paita, Piura. From Paita the cargo was trucked 928km to Yurimaguas Port, loaded onto river vessels for a 7 day voyage to Morochita port in the northern Amazon.

• **Exporting 1500-2000 containers/month of minerals Vietnam and Korea from the mountains (door to door).**

• **A huge crane and a large dryer for the mining industry.**

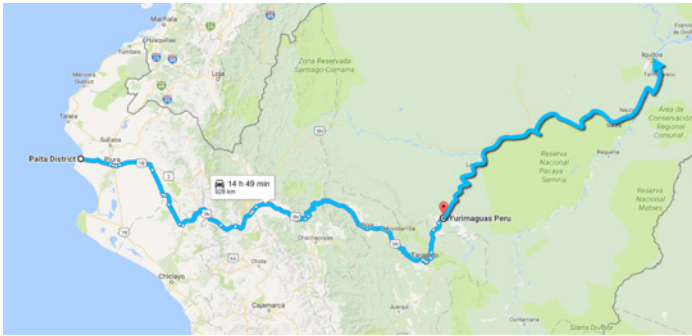
**What are the main ports of Peru? Can you tell us a bit about the size of your country?**

The main ports are PAITA, CALLAO, MATARANI ports. There are also ILO, PISCO and SALAVERRY ports which move much less cargo.

Peru is the third biggest country in South America.

**Can you also organize inland transport in Peru? Which modes of transport are usually used?**

Savar has a fleet of more than 150 trucks for regional and local distribution. It depends on where the cargo is destined, but by truck is the main mode of transport. Cargo can also be moved by rail or river.



Example of multi-modal inland transport route in Peru

**How about customs clearance in Peru, does it normally take place at the port or is it possible to do customs clearance at the final destination in Peru?**

Normally customs clearance takes place at the primary entry point, but for projects, it is better to clear customs at the final destination to save on duty.

**Is it possible to transship cargo to other countries via Peru? I was thinking of Bolivia and the western part of Brazil for example.**

Nowadays, the petroleum, IMO cargo and pipes enter via Peru for transshipment to Bolivia. There is also cargo which enters Brazil via Peru now that there is the Interoceanic Highway which makes transportation between the two countries easier.

**How many years have you worked for Savar? How did you get into this kind of business?**

I have been working in Savar for more than 4 years full time. From the age of 19 I was interested in the stock market, especially in minerals. So I knew something about mining companies. After I had been trading on the stock market for 4 years my father asked me to help him by attending a mining fair. When I saw the

chaos in the middle of the fair I realized that if you don't catch their attention in the first 15 seconds they will keep walking. The approach must be simple, strong and clear. So I ended up making the introductions at the fair and training the commercial department of Savar how to interact with customers face to face. The rest is history, from that day I joined Savar Corporation.

Interviewee:

Sara Kuoman

Director of Logistics

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## **KHIMJI RAMDAS SHIPPING L.L.C. IN OMAN**

### **INTERVIEW WITH MR. JOSE M C CEO, PROJECTS & ALLIED SERVICES GROUP KHIMJI RAMDAS**

**Tell us about the origin of the name, the owners of the company today, and where you have offices in Oman. What about your history in the Sultanate?**

Khimji Ramdas Group (KR), a 140 year Omani Limited Liability Company, is a business conglomerate headquartered out of Muscat, Sultanate of Oman. The group has various registered offices spread across Oman and U.A.E. with businesses diversified ranging from Consumer Products, Infrastructure Development, Lifestyle Luxury Products and Logistics activities between Oman and other GCC countries. KR has a well-established capability in providing all transport related services to their customers.

Khimji Ramdas Shipping is a full-fledged Shipping arm of the Projects & Logistics Group, Khimji Ramdas. With a qualified and experienced team and a network of associates delivering seamless logistics solutions, customized to meet the requirements of our clients. With offices in all ports in Oman and with a large complement of experienced national and expatriate staff, customs documentation and related logistics services are completed in the shortest possible time.

The transport division is equipped with a large fleet of trucks which criss-cross the length and breadth of Oman. All our vehicles are PDO approved and IVMS fitted, enabling them to monitor their fleet at all the times. With the company's excellent reputation in the industry, KRS have become a preferred vendor in many project cargo movements in Oman. Khimji Ramdas Logistics are fully equipped to offer all-inclusive assistance in project handling & specialized cargo movement with qualified staff members to handle all kinds of special jobs.

Why choose us?

- Trust
- Experience
- Professionalism
- Personalized service
- Quality

Our experience and market presence have made us market leaders in the industry. We have the ability and resources to transport all sizes of cargo, making us your one-stop-shop for all your logistics requirements!



**Tell us about the ports of Oman. Which one is better for handling project cargo?**

Oman is regarded as the second largest land mass in the GCC with a coastline of 2092 kilometers. The logistics sites are scattered across different corners of Oman. To facilitate the logistics movements of freight to Oman, three ports have been strategically formed. The ports are namely Sohar Port (North), Salalah Port (South) and Duqm Port (Center). All three ports play an important role in facilitating the movement of breakbulk cargo into Oman.

Furthermore, all the ports are equally experienced, have quality equipment and manpower to support any type of project cargo into Oman.



**At Breakbulk China in Shanghai, I recently saw that the port of Duqm had a booth. Will this port be the future breakbulk port in Oman?**

Port of Duqm (POD) is regarded as the youngest port in Oman. Starting its port operations in 2011, Port of Duqm lies under the management of Port of Duqm Company SAOC, a joint venture between the Omani Government and the Consortium Antwerp Port (CAP). CAP is supported by the Port of Antwerp (Belgium), one of Europe's largest hub ports. They have started bulk and break bulk operations now. A dry dock with modern facilities is functional now. They will be starting container terminal operations when the traffic has grown reasonably. A liquid jetty will be constructed for supporting a new refinery which will be commissioned in five years. This port is strategically located to move freight to sites located within the center of Oman, which definitely provides cost savings to the end user or project owner.



**Tell our readers about the different kinds of logistics services that you offer in Oman.**

We offer "Freight Management Solutions" to our valued clientele. It could be a single, or a combination of any of the below services; which we provide from each of our 6 offices spanning the length and breadth of Oman:

- Vessel Agency / Husbandry Services
- Customs Brokerage ( Air/ Sea/ Road )
- Cargo Haulage
- Air cargo handling
- Charter - Air / Sea
- Relocations
- Freight Management
- Marine services with own tugs in Duqm
- Ship Stores supply
- Freight Forwarding Services with a network of agents around the world.

**How about customs clearance in Oman, is that normally done in port or can it also be done at the final destination in case of door delivery?**

Customs Clearance process commences with the online declaration (Bayan) and is completed at the port. However, for bonded cargo or delivery to bonded warehouses, the final customs clearances can be done at the end point. The Oman Customs are currently in the process of redefining the entire modus operandi and bringing in sweeping changes. With the aim of facilitating ease of doing business in Oman. The online EDI platform (Bayan) is the first such initiative. AEO, TIR etc. are at various stages of being implemented.



**Oman is bordering Saudi Arabia and Yemen, would it be possible to deliver cargo via Oman to either Saudi Arabia or Yemen?**

Yes, We certainly can mobilize cargo to either Saudi Arabia or Yemen. We are currently undertaking transit movements for a variety of our clients based in Yemen, through Port Salalah.

**We understand from history that Oman traditionally has a close relationship with Iran. Does that also involve shipping and transportation?**

Oman and Iran share close diplomatic and economic ties. Though the trade relations were strained during the sanctions period, it is now being opened up, and the bilateral trade has been picking up over the past months. There is currently regular container, break bulk and bulk vessels plying between Oman and Iran. National Ferry Oman started operating a ferry service from January 2017 onwards. Both the countries see a voluminous growth in bilateral trade over the years to come. Khimji Ramdas Shipping represents HDASCO Lines (Hafez Darya Arya Shipping Line) and provides agency services to multiple Iranian Vessel Owners. We are well connected with strong logistics partners to facilitate the inland logistics within Iran, as well.

**If any of our readers would like to know more about your services or get a quote, who should they contact?**

They can contact us on [krship.projects@kr.com](mailto:krship.projects@kr.com)

**Could you give us a few examples of project cargo that you have handled recently?**

Look us up online! I am sure you will find out more about projects handled. Here are just a few of them:

Cargo	Origin	Destination	Volume	Remarks
Wall Panel - 24 Mtr Long		Sur Power Project, Sur	255 CBM / 80 Tons	Custom Clearance & Transportation
Drilling Rig		Aby Ta Bul, Block 60	300 CBM	Custom Clearance & Transportation
Circulating Water Pumps movement		Sur IPP	350 CBM / 200 Tons	Custom Clearance & Transportation
Pipes	Veracruz, Mexico	Rima Oilfield, Block 6	139 Tons / 180 CBM	Seamless Steel Casing Pipes
Pipes	Shanghai, China	Daleel Site, Block 5	2787.187 Tons / 2262.9 CBM	Seamless Carbon Steel Pipes
Rigs & Rig Accessories	Tianjin Port, China	Fahud & Nimr sites, Block 6	6789.11 Tons / 30,129.02 CBM	5 nos. 1000 HP Drilling Rigs and Associated Equipment
Rigs & Rig Accessories	Savona, Italy	Nimr Site, Block 6	- Hoists - 275 Tons / 859.6 CBM - Rig Accessories - 306.855 Tons / 1684.84 CBM	5 nos. Standard Work over Hoist packages for in sourcing projects
Sub-Sea Mining Equipment	UK	Duqm	- Unit 1 - 300 Tons - Units 2 - 250 Tons - Unit 3 - 180 Tons - 10 Container - Total CBM - 3100	Custom Clearance, Stevedoring, ROP Permission & Transportation
Bitumen Storage Tanks	Iran	Rumez, Barkha	4000 CBM. Each Tank - 16.5 L X 4.5 W X5.5 H	Custom Clearance, Stevedoring, Permission & Transportation
Transformer	India	Muscat	250 CBM / 150 Tons	Custom Clearance, Stevedoring, ROP Permission & Transportation
Fabricated structures ( cross border oog movement )	Sharjha	Kazzan	1845CBM / 190 Tons	Custom Clearance, Stevedoring, ROP Permission & Transportation
Rigs and Accessories	Jebel Ali	Nimr	15400 CBM / 1550 Tons	Transportation on Multi-Axle from Jebel Ali to Nimr Concession Area, South Oman. Scope : Export Custom Clearance , Stevedoring, Sea Transportation by Barge, Import Custom Clearance - Oman, ROP Permission & Transportation to Nimr

**When did you yourself start your career in shipping, and how many years have you worked for KR?**

I have been in this Industry for more than 4 decades now. Starting off in the Port City of Kochi, in India. I have been based out of the Sultanate of Oman for the past 30+ years, all of it with Khimji Ramdas Shipping. Over the years, we have grown from a customs brokerage entity into a one-stop-shop & total logistics service provider in Oman. Arguably, we are one of the biggest service providers in the shipping industry in Oman.

Interviewee:  
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Mr. Jose M C

**FEATURED SHIPMENT**



Cosmatos Shipping Services (CSS) recently carried out operations at Thessaloniki port for the export of refinery equipment to Egypt. The shipment consisted of three main columns and spares with total volume of 452.00 cbm. The longest length handled was 27.00 meters. CSS arranged the temporary storage of the cargo at the port, the stevedoring, the IMO cargo declarations and the overall coordination of the shipment.

<http://www.cosmatosgroup.com/>

## FEATURED EVENT: SEAASIA – SINGAPORE 25 – 27 APRIL 2017

### PREPARE FOR CHALLENGES TO REMAIN RELEVANT, SAY MARITIME LEADERS



Maritime leaders today called for the industry to proactively prepare for future challenges to not only remain competitive and relevant in today's volatile market environment but to also future-proof the industry.

Speaking at a briefing session ahead of the Sea Asia 2017 conference and exhibition in April, the four industry leaders pointed out the importance of investing in solutions now to ensure companies are well-placed to navigate future headwinds such as regulation changes, while better understanding the impact of technology.

Mr René Piil Pedersen, Chairman of the International Committee of the Singapore Shipping Association (SSA), said despite challenges in 2016, this year is looking to be a better year for the industry, with projected growth of two to four per cent in container shipping demand as well as growing demand in bulk and tanker segments.

"The container industry is not out of the woods yet, but we are seeing most trades being in better balance after record-low freight rates in 2016. This could lead to a more sustainable industry in 2017 supported by the increased consolidation activity. In the bulk segment, there is optimism while the coming year's newbuilding program will be decisive for the tanker segment" said Mr. Pedersen.

Digitalisation also presents a huge opportunity for the industry, according to Mr. Pedersen.

"Digitalisation can give companies the possibility to engage with customers in a way that creates more value for the customers, just as Big Data can be used to operate assets more efficiently. Two to three years ago, you'd see a container booking take two hours, whereas today it takes minutes, and in the next few years, it will likely take seconds.

"With the growing focus on e-commerce and digital solutions, SMEs and consumers who were not directly linked to the global supply chains, now have the opportunity to connect, giving companies the opportunity to address consumer needs in a more direct and efficient way than ever before," he said.

Ms Tan Beng Tee, Assistant Chief Executive (Development) of the Maritime and Port Authority of Singapore (MPA) emphasised the importance of industry players keeping an eye on the future, especially with the fast pace of technology adoption.

"The advent of digitalisation will help improve processes in the industry but it will also disrupt the way you do business. With this in mind, there is a need for us to be prepared and start thinking about the new business models that will arise as a result of digitalisation in the industry.

"Another area we need to start focusing on is the skills of our workforce. Shipping is a traditional and documents intensive industry. This will no longer be the case in the future with blockchain coming into the market. New skills will be required and we will need to start equipping our workforce with cross-disciplinary skills such as IT literacy and data analytics," said Ms. Tan.

The panelists also discussed the importance of solid risk management as the industry anticipates major structural changes with new mega-alliances, mergers, and acquisitions, in addition to an increasingly demanding regulatory environment and compliance issues.

Mr. K. Murali Pany, Managing Partner at Joseph Tan Jude Benny (JTJB) LLP, stressed that companies must re-evaluate their business models with a view to invest in risk management.

"There has to be a fundamental rethink of how business is going to be done in terms of managing the risk. All businesses have risk, but it's a question about whether to take on the risk blindly, or taking it on in a measured way, where you're prepared for when things go wrong," said Mr. Pany, a speaker at Sea Asia 2017.

For example, he pointed to the need for proper contracts. Too many times, he said, millions of dollars have been at stake over contracts that were too vague or not set up appropriately. He also highlighted the need to make considered agreements, encouraging companies to take a hard look at the credit-worthiness of who they were supplying to.

"Rather than chasing every dollar, businesses should be chasing the good dollars. Don't just focus on volumes; focus on creating a more solid business."

And with more regulatory changes coming such as the Ballast Water Management Convention and the low sulfur cap by 2020, Mr. Pany said compliance with these is key to risk management.

"In line with this, companies need to have and invest in more stringent and stronger risk management programs. The key to this is setting up the right procedures, protocols and technological structures," he said.

Mr. Marcus Hand, Editor of Seatrade Maritime News, said these are some of the discussions that will be taking place at Sea Asia 2017, including conversations around the implications of disruptive and innovative technology for the future of shipping.

"In addition to market challenges, the industry will need to prepare itself for the wave of technological change that has already begun to take place. Industry players need to look ahead and see how they can leverage current opportunities in the industry, while at the same time ensuring they have proper safeguards ready to tackle barriers in the future.

"This year's edition of Sea Asia 2017 will explore some of these opportunities and barriers, and it will provide an international

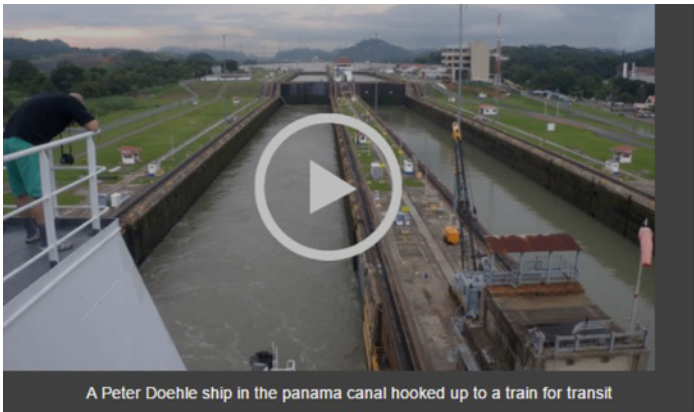


platform for maritime leaders to come together and share with one another insights on how they can shape the course of the global maritime industry.

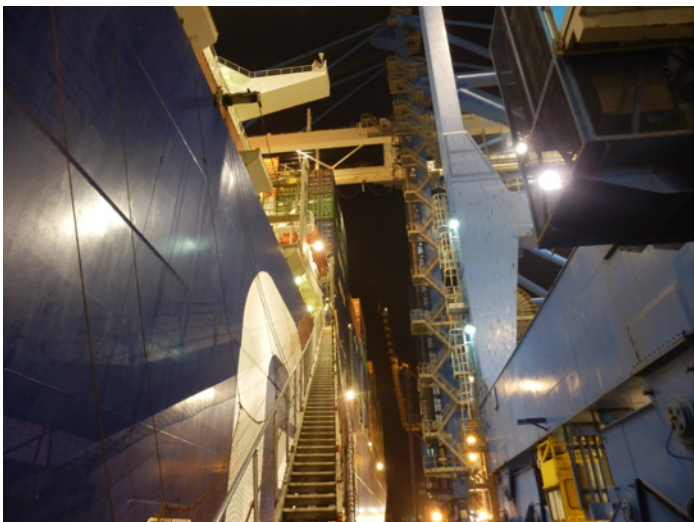
“With more than 16,000 people expected to come for this year’s Sea Asia, we are looking forward to fruitful discussions that can further propel the industry forward,” said Mr. Hand.

Visit Sea Asia’s website: <http://www.sea-asia.com/>

## VIDEO OF THE WEEK



## PHOTO OF THE WEEK



Walking up the gangway of a 13,000 teu vessel alongside in Malta is serious exercise!



## AD PRICING

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870 USD / 800 EUR per week

**3x** Sectional Banner  
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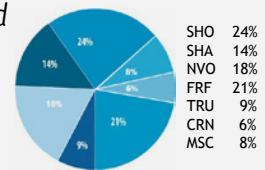
 Job Listings  
220 USD / 200 EUR per month per job

## READERSHIP

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26,000 decision makers involved in project cargo.

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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



## Get in touch

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