

EDITORIAL

Another week has passed and it is time for our newsletter. Come to think of it, how fast the time goes and rumor has it that the older one gets the faster the time will pass. So in a volatile world and with terrorist attacks coming out of the blue most recently in Stockholm & London the lesson is perhaps to ensure living to the fullest whenever we can. A wise man once said it's the life in your years, not the years in your life!



Breakbulk expo in Antwerp is coming up 24-26 of April and I shall certainly be present to meet/mingle and shake hands. I may even enjoy some of the free beers available at some of the exhibitor's booths. Networking, however, is the key, the internet and email can never replace a face to face meeting and a proper handshake. Which is a good thing, better than being a desk general, hiding behind the computer.

This week we move from China to Singapore and onward to Denmark with some interesting contacts for you all - enjoy!

In this week's issue:

- Interview with Siem Car Carriers - offering roro service from Asia to USWC and Mexico, as well as Trans-Atlantic and Intra-Asia services
- Interview with Port of Jurong, Singapore - a very important hub in South East Asia. We learn about their expansion plans
- What does a naval architect and surveyor actually do? Find out by reading the interview with Mermaid Maritime Consulting in Helsingør, Denmark
- Sector news, photo, and video of the week

Until next time...

Yours sincerely,

Bo H. Drewsen

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SIEM CAR CARRIERS (SCC)

INTERVIEW WITH MR. TIM RUFUS CHIEF REPRESENTATIVE ASIA/GENERAL MANAGER CHINA

Tell us about Siem Car Carriers. When was the company established, who owns it today? Outline a bit about the services that you provide.

Siem Car Carriers (SCC) was founded in 2002, with the acquisition of 3 PCTC vessels. The company initially operated as a tonnage owner until 2009 when SCC started operations in the trans-Pacific. Today, SCC operates 3 main services, a Trans-Pacific service, a Trans-Atlantic service and an Intra-Asia service. The company is part of the Siem Industries group.



How often do you have sailings from Asia to the US West Coast and Mexico? How about the rest of the world?

We currently have one to two sailings per month from Asia to USWC and Mexico, however, we will be increasing that to 2 to 3 sailings per month within 2017.

SCC also has a monthly sailing from East Asia to South East Asia.

Additionally, we have 5 vessels operating in the trans-Atlantic Trade.



Give us some examples of project cargo (both roro and static) that you have carried recently.

We carry all sorts of different roro and static cargo. Examples of static cargo include transformers, slag pots, compressors,

injection machines, rail carriages, and yachts. Examples ro-ro cargo we carry includes construction machinery, agricultural machinery, buses, RVs and of course cars.

SCC can accept static cargo with heights of up to 4.45m. We accept ro-ro cargo with heights up to 5.1m, length up to 21 meters, and width up to 6 meters and cargo weight up to around 95 metric tons.



If a customer is located in China, Japan, Korea, Thailand, Europe, US, Mexico and wanted a quote from Siem Carriers could you tell us the nearest contact person/email address where the customer should approach first?

For bookings ex-Asia: sc.china@siemcarriers.com

For bookings ex-USA: pricing@siemcarriers.com

For bookings ex-Europe: commercial@siemcarriers.com



Do you also accept shippers own container? Do you have mafi trailers available?

Yes, we have a fleet of over 160 mafis, both 42' and 62'. We also have our own tugmasters on board so that we are able to handle mafis in most ports we call.

Yes, we can accept SOC's on mafis.

Do you work mainly with freight forwarders or do you also work sometimes with shippers direct?

We work with both, depending on how the particular shipper likes to work. It is very useful for us to have contact on both sides to give us the best understanding of cargo readiness and volumes etc.



If a freight forwarder, for example, requests a rate in Shanghai and in the US for the same shipment will they get the same rate? We know from experience that this tactic is sometimes used by some freight forwarders.

Yes, we will always offer the same rate at both ends.

Tell us about living in China and tell us a bit about your own background, how did you end up with a career in shipping?

I fell into shipping by accident. After graduating from the University of Liverpool, I took on a job covering someone's maternity leave in the Hazardous Cargo Department at Atlantic Container Line, whilst I was applying for Graduate Training Schemes. After a couple of months, I was offered a full-time position with ACL so I accepted that. After a couple of years, I moved into the vessel planning department. In 2011, I joined SCC in the London HQ in the Operations department. In 2012 I got an MBA in Shipping and Logistics. In 2013, I moved out to Shanghai as Owners Representative Asia, initially working out of our agent's office. In 2015 we then set up our own office in Shanghai and I became the GM of our China office.

Life in Shanghai has been great both professionally and personally. Of course, there are some challenging days but it is a very exciting place to be at the moment. In May I will be leaving Shanghai to move to our New York office to take up the role of Global Head of Sales.



How is the outlook for 2017-2018 in your view and does Siem Car Carriers have plans to expand or develop more services?

SCC is currently building 5 new 7000 rt vessels in Croatia and we recently announced that we will build a further 2 new 7500 rt vessels, which will be LNG powered. These will be the first deep-sea ro-ro vessels to be powered by LNG, which we are very excited about. These vessels will be going into our Trans-Atlantic trade. We also have plans to extend our services and are currently studying the best markets for us to do this in.

The outlook for 2017 and 2018 remains challenging. The shipping industry is still suffering from an oversupply of vessels, not only in the RORO sector but also with bulk carriers and container lines.



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JURONG PORT – SINGAPORE’S PROJECT LOGISTICS HUB

INTERVIEW WITH MR. WALTER LIN SENIOR MANAGER FOR PROJECT CARGO

We understand that there are big development plans in Singapore to retain the country’s status as a transshipment hub. This also applies to breakbulk cargo, correct? Can you elaborate a bit on the plans for Jurong Port?

Jurong Port is Singapore’s main gateway for general and bulk cargo and a major Asian transshipment hub, with unparalleled connectivity to other regional and international ports. Being a port in Singapore, we share a reputation that all Singapore-based companies have, of reliability, transparency, and efficiency. Our strategy is to build on this and enhance our service offerings through our vision of being a next-generation multipurpose port.

This is achieved through the key pillars of technology, innovation, and customer focus.

One example of our value-adding capabilities is to provide a

dedicated service for specific cargo segments. Last August, Jurong Port launched the Combi Terminal – a one-stop terminal for vessels carrying a combination of containers and general cargo.

We are constantly innovating to ensure that our services continue to be reliable and efficient, and in terms of cargo handling equipment, one such initiative is to introduce and deploy custom-built side-loaders which not only reduces the manpower required for steel cargo handling by two-thirds but also improves operational productivity and therefore reduces vessel turn-around time.



Increasingly, as we step up our focus to attract more project cargo to Jurong Port, we have undertaken a greater variety and number of such projects, with increasing complexity.

In 2016, we recorded many firsts. This includes a Mediterranean mooring for a semi-submersible with an overall length of 219m with modules weighing up to 800 tonnes that were transhipped in Jurong Port. Other ‘firsts’ included ship-to-ship cargo transfer operations at our berth for bulk cargo such as grain and coal between Panamax and Karmamax vessels. We provided all the necessary services as part of our integrated one-stop solution service for such projects, including engineering calculations and project management from planning to execution.



What kind of crane capacity do you have available in Jurong port, do you also have floating cranes available and if so what is the capacity?

As we step up our efforts to expand our reputation as a regional Project Logistics Hub that can handle project cargo bound for

international destinations, we are supported by a range of equipment suppliers with specialised machinery to safely handle a huge variety of project cargo. With this pool of specialists, we are not restricted with any limitations on cargo weight or technical competencies for heavy lifts. The equipment ranges from shore cranes with capacity from 750 tonnes to 1,600 tonnes.

Customers therefore, increasingly see the value that Jurong Port can offer and we serve many customers who transship their project cargo with us because we can provide the facilities and services for consolidation, conduct value-adding activities for their project cargo and ship them out again quickly because Singapore is a maritime hub.

Any draught restrictions in Jurong Port?

The maximum allowable draft is 15.7m and 150,000DWT.

Do you have any regular breakbulk ship owners calling Jurong Port?

Yes. We have many established operators including AAL, ECL, CHIPOLBROK, Toko Line, WWL, SAL, NYK Bulk & Projects, Rickmers, BBC, Thorco/Clipper, and Oldendorff.



If I wanted to use Jurong Port as a transshipment hub for a project arriving by ro-ro vessel into Singapore for onward transport by breakbulk vessel or barge to Indonesia, would Jurong Port be the ideal solution? How many days free storage can you generally provide for project cargo in transit?

The hub and spokes practice applies. Cargo is consolidated in Jurong Port via multiple transportation channels and these are then distributed out via established tugs and barge operators, who run feeder services between various locations within the Riau islands and major Indonesian ports. We serve regular lines to and from Indonesia because our connections with all Indonesia ports are excellent. We are not just referring to the major ports like Jakarta or Surabaya.

One example is that we have a daily service to the nearby Indonesia islands such as Batam. This is connectivity with Indonesia at a level that is unmatched. For bigger projects, cargo is loaded out on full ship charter to specific ports.

For transshipment cargo, we offer 14 days of free storage period.



Do you have access to warehouse space at Jurong Port for sensitive cargo or cargo that cannot be stored in the open?

Jurong Port has about 178,000m2 of warehouse facilities located within our Free Trade Zone for covered storage. These are located close to the wharf for quick conveyance for loading and discharging.

We see more and more project cargo being shipped by container vessel, can you tell us a bit about the distance between the container port of Singapore and Jurong Port or will they, in fact, become one and the same in future?

We monitor shipping trends closely, for now, and the foreseeable future, we believe that all shippers for project cargo will still find Jurong Port to be competitive and attractive. There are synergies between our multipurpose port and PSA. Being a small maritime nation, we share our connectivity closely because our common goal is to ensure that Singapore's position as a leading International Maritime Hub continues to be reinforced. The maritime industry in Singapore, which the project cargo segment is a part of, benefits from the maritime ecosystem that we have here, for both containerized, bulk and breakbulk cargo.



Whom to approach in the port of Jurong to get rates, storage costs, information etc?

You can reach us via email (jpcss@jp.com.sg) or call the customer service hotline at +65 6413 9600.

Note: The phone number leads to our commercial customer service hotline. They will route potential customers to the relevant manager based on their requirements.

Tell us about yourself. How long have you worked for the port of Jurong? How did you enter into the shipping business originally?

Now in my 10th year in the marine sector, I have been managing waterfront facilities since I began this career path. I was handling operations at an Offshore Supply Base facility for close to 5 years before moving to Jurong Port.

Joining Jurong Port in 2012, I started off as a Deputy Business Development Manager; securing commercial opportunities for the Tuas Offshore Marine Centre (OMC). It was a facility that was developed by JTC; the lead agency in the development of Singapore's industrial landscape, to support the marine and offshore industry. A year later, I was given the opportunity to become a Terminal Manager covering both Commercial and Operations in

OMC. I am now a Commercial Senior Manager, driving the Project Logistics Hub unit at Jurong Port.



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THE SURVEY AND CONSULTANCY WORK OF A NAVAL ARCHITECT – MERMAID MARITIME CONSULTING APS

INTERVIEW WITH MR. STEEN RAVNBORG OWNER

When did you establish your company? What kind of educational background do you have enabling you to start a Maritime Consulting company?

Mermaid Maritime Consulting ApS was founded in April 2004.

My background is as a Ship Builder, Naval Architect at Burmeister & Wain Ship Yard-Copenhagen. I have 10 years experience as superintendent responsible for chemical tankers, reefer vessels, and multi-purpose vessels.



Tell us about the services that you provide. What kind of customers do you typically have?

Services offered:

- Independent Condition Survey
- Pre-Purchase Inspection, all types of vessels
- Steel Structure Supervision
- Pre-Entry Survey & Loss Adjusting and Prevention
- Dry docking Management
- Project Management

Customers typically are:

- Ship owners
- Investors
- Hull & Machinery / Insurance
- Bankers



What does a naval architect actually do? It is a part of shipping that may be unfamiliar to many.

A naval architect is skilled in designing ships in all terms. Steel structure, basic design, hydrostatic calculation etc.

Why would a shipper, for example, need your services? Why would a bank need you? Explain a bit about the players that you deal with in your part of the shipping industry.

Shippers and ship-owners need external assistance to cover their interest technically and budget wise during a dry dock or when looking to investment and by second-hand tonnage.

They use the experienced third party surveyor to ensure their interest is protected and to report the actual condition of the vessel they may want to buy. Banks sometimes finance major offshore construction in Asian shipyards and need to have a specialist to ensure the investment is managed according to the contract in terms of QA/QC.

When doing dry dock and conversion projects we also cover the budget, help negotiate and settle invoices with the shipyard.



If I buy a 2nd hand ship what is the first step for me? Call you in and ask you to check the ship? Tell us a bit about the last minute inquiries that get and give us examples of jobs that you have performed.

When you have decided to buy a second-hand vessel, you need a specialist to make a technical condition survey and report as per your bank or investor's requirements to prove the value of the investment, this is called a "Pre-Purchase Inspection".

In December 2016 & January 2017 I did Pre-Purchase / Due Diligence inspections on behalf of Maersk Line in connection with their investment in the German Shipping Company "Hamburg Süd". I inspected almost 20 huge container vessels in Brazil, Dubai, and Spain.



I can see from your website that you have quite an impressive list of clients, I am curious how can a Danish maritime consultancy help Petrobras in Brazil for example?

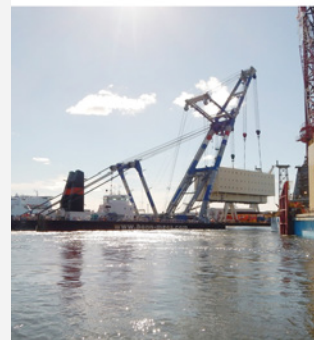
As a small consultancy, it is very difficult to get access to the big operators. I built up my network of contacts and clients over more than 30 years, based on patience, hard investigative work, and personal relationships. I spend a lot of time nurturing my network and maintaining my personal relationships within the industry.

I have done work for Maersk Line, Maersk Contractors (Offshore Construction), Marathon Oil, BP, and others. It is very unique for a small one-man business and has taken a lot of work to gain these clients/jobs.

I participate in official events in maritime societies, participate in seminars, and receptions, maritime fairs etc. networking and seeking new connections.

I maintain contact with my classmates from university and old colleagues who are now employed in senior shipping related positions around the world.

Throughout my career, I have done my best to take care of my name / brand by providing timely, reliable and quality service.



Couldn't Petrobras have found such services in Brazil? Tell us why you are a preferred maritime consultancy for such big names in the shipping world.

You can easily buy maritime consultancy in Brazil, China, Singapore, and Dubai. A surveyor's fee is not an issue when doing pre-purchase inspections. What matters is credibility, integrity, skills and personal substance when dealing with key contacts in BP, Marathon Oil, and Petrobras. Also having the necessary experience, skill and never compromising honesty.



Kindly provide us with your full contact details, website address etc.

Please find below my company full style. Also, you can see my profile on LinkedIn.com: <https://www.linkedin.com/in/steen-ravnborg-0b83913/>

Please do not hesitate to contact me for further details and info.

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Mermaid Maritime
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VIDEO OF THE WEEK



A hot day in the Red Sea northbound towards the Suez Canal onboard mv CMA CGM Nabucco steaming at 24 knots

PHOTO OF THE WEEK



Bales of rubbish for the local power plant being discharged from the ship in the port of Norrkoeping, south of Stockholm, Sweden.



"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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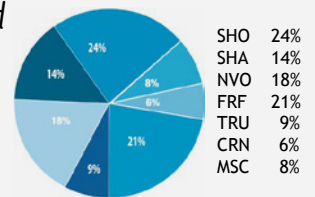
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