

EDITORIAL

It is Thursday and newsletter time! After Easter and before Breakbulk Europe it has been a bit of a struggle to get input for this week's issue. If there is a will there is a way, as my ex-wife said when I had to do the house cleaning. Today we have some interesting interviews where we geographically move from the Philippines to Egypt and then to Bahrain.



Shipping-wise it seems that there is a real lack of space these days in particular on the trade from Europe to Asia. I have been in touch with some liner agents and in particular out-port agents who are having difficulty getting space. So it seems that shipowners are now taking back part of what they lost in recent years. Furthermore, it may be a lesson for many freight forwarders to do less shopping around / wheeling and dealing and focus on building long-term relationships based on transparency and honesty.

In this week's issue:

- Interview with a local shipping agent in Egypt
- Interview with a local project freight forwarder in Bahrain
- Profile of a shipping person in the Philippines
- Sector news, video and photo of the week

Until next time...
Yours sincerely,

Bo H. Drewsen
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Tell us about AGIL Freight in Bahrain. When did you establish your company and who are the owners?

AGIL Freight has been established in the GCC region since 2005 when we opened our office in the Kingdom of Bahrain & subsequently in Doha during 2009. Since 2013 due to regulatory constraints, our freight forwarding business in Bahrain was transitioned to a sister entity called Aqua Air Logistics WLL. We offer shipping, air freight, land freight & project cargo handling services in both the countries. We are a family owned / professionally managed entity with the direct involvement of the owners in day to day management of the organization.

Our office is located conveniently near the Port in Bahrain, within the Bahrain Logistics Zone (BLZ). We operate a fully bonded warehouse in BLZ which allows us to not only de-stuff our containers and clear them inside the zone but also allows for transshipment operations of cargo destined to nearby countries like Saudi Arabia (specifically the Eastern Province).



Tell us about handling shipments to/from Bahrain. Do you have ships calling Bahrain directly? Give us some ideas about the location of Bahrain, the ports of Bahrain and tell us who regularly calls Bahrain directly from Europe and Asia.

The Kingdom of Bahrain is a beautiful Island in the Arabian Gulf, just northeast of Saudi Arabia & West of Qatar. We have one major Port in Bahrain called Khalifa Bin Salman Port (KBSP), which is managed by APM Terminals. Bahrain is connected via feeder services to Jebel Ali / Khor Fakkan. In addition, we have direct calls by MSC Line (Cheetah Service) & soon COSCO (Ocean Alliance) will start a direct call in KBSP Port from May onwards.



Does customs clearance in Bahrain take place in the port, or can it also be performed at the final destination?

Customs Clearance is done online through the Customs System. Cargo Inspection FCL containers are done on a random basis. For breakbulk cargo, the inspection is performed inside the port area before being transported to the site.

We understand that you are coming from India originally Shankar, how many years have you lived in Bahrain? Is it difficult to get a work visa in Bahrain if you are a foreigner who wants to live and work there?

I have been in Bahrain since 2005 and commute back & forth between India & the Gulf as my family still lives in Chennai, India. Bahrain is one of the easier places to get a work visa and live within the GCC. The local people are very friendly and nice to expatriates.



Can you give us some examples of project shipments that you have handled to or from Bahrain?

Over the years we have handled a variety of project cargo in Bahrain of odd sizes like transformers, chiller units, trucks, the relocation of an entire TV Channel (broadcasting equipment), live events like the Yanni Concert Tour and a Bike Endurance Race.



Do you belong to any freight forwarding networks at the moment? Has it been worthwhile for you to be a member of such groups?

We are members of WCA, WPA, PANGEA & CLC Projects networks. Yes, it has been useful to be members in these networks as it allows us to have a wider audience and reach out to partners globally for reciprocal relationships.

Do you have other offices in the Middle East?

Outside of Bahrain, we have a full-fledged presence in Qatar & a small office in Oman.



Can you give our readers some valuable suggestions when handling shipments into the Middle East and Bahrain in particular? Is there anything specific or a rule of thumb?

When handling shipments to the Middle East always ensure to be clear of your INCOTERMS in trade transactions.

If anyone of our readers wishes to get a quote from you out of any of your offices in India, Bahrain or Qatar, who should they contact? Can you provide us with name/email address in relevant stations?

Location	Name	Email Address
Bahrain	Shankarraman KS	mgmt@aquairlogistics.me
	Dharani P	Dharani.bhn@aquairlogistics.me
Doha	Shankarraman KS	sr@agilfreight.com
	Prathap S	prathap@agilfreight.com
India	Shankarraman KS	ceo@llplindia.com

Interviewee:

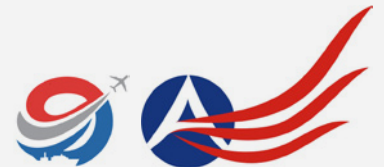
Shankarraman KS

Director

mgmt@aquairlogistics.me

Aqua Air Logistics WLL

<http://aquairlogistics.me/>



EGYPTIAN MARITIME CONSULTANT OFFICE (EMCO) – A SPECIALIZED AGENT, SERVICE PROVIDER AND FREIGHT FORWARDER IN EGYPT

INTERVIEW WITH MR. ESLAM EL GAZZAR S.C. CHIEF OPERATING OFFICER

When was the company EMCO established in Egypt and who owns it today?

EMCO was established since 1979 and our CEO is Mrs. Randa Abdullah.



What is the main focus in your business? Are you more of a shipping agent, or do you also handle freight forwarding?

We are a specialized agent in serving all types of vessels and cargo at all major Egyptian ports.

We have extensive experience with:

- Timber vessels
- General cargo vessels
- Heavy lift vessels
- Offshore petroleum service vessels

We also handle Suez Canal transit, surveys, and special operations.

In addition, we are owner's protecting agents, freight forwarders, and offshore petroleum services providers.



Tell us how you can be of assistance to any shipowners who will be reading this interview.

We can render and handle the following owner's matters at all major Egyptian ports with highly competitive prices:

- Crew change operation
- Parcels delivery
- Cash to master
- Medical assistance
- Many kinds of surveys such as:
 - Cargo surveys and inspections
 - Tally surveys
 - Cargo condition surveys
 - Cargo loss surveys
 - Damage surveys
 - Hull and machinery inspections
 - Draft surveys
 - Bunkers surveys
 - Hold and tanks cleanliness surveys
- Supervision of marine contractors and ship's repairs
- Provision, fresh water & bunker supply
- Dry dock repairs
- Also, we can arrange Garbage, sludge & bilge disposal

In addition to the above, we also arrange / finalize / observe Suez canal transit formalities for all types of transit vessels.



Are you members of any networks?

Unfortunately no, but we are members of FIATA - WWSA - BIMCO & all Egyptian Chambers of Shipping.

Do you need a license in Egypt to become a shipping agent or a freight forwarder?

Of course, you should have official permission from the Egyptian Ministry of Transportation and all related Authorities to be allowed to establish a shipping agency.



The Suez Canal (besides the Pyramids of course) is the first thing that shipping people think of when talking about Egypt. Now that the Suez Canal has been expanded has the business increased, can you tell us more about it?

Firstly, I would like to explain the idea of the project of the New Suez Canal:

The purpose of creating a new canal, parallel to the existing one is to maximize the benefit from the existing Canal and its by-passes and double the longest possible parts of the waterway to facilitate traffic in both directions and minimize the waiting time for transiting ships. This will certainly reduce the time needed for the trip from one end of the Canal to the other, and will increase the numerical capacity of the waterway, in anticipation of the expected growth in world trade. The project goes side by side with the Suez Canal Area Development Project. The two projects will add to the importance of the Suez Canal, and will make it the route of choice for ship owners the world over and put any alternative routes out of competition.

After the opening of new Suez canal on 6th Aug. 2015 and after the current improvement in world trade, the average transit rate became 60 to 67 vessels per day, with a total gross tonnage of about 2.8 million tons.



What would be the average transit cost of a 10,000 teu vessel for example or for a 30,000 dwt general cargo vessel? How is that calculated?

Suez canal transit dues are calculated based on the vessels SCNT (Suez Canal Net Tonnage), the type of cargo onboard and the type of vessel.

For example, transit dues of a container vessel with SCNT of about 40,000 metric tons and 5 tiers of containers on deck is abt 265,000 USD. Transit dues for a normal general cargo ship with SCNT of 20,000 is about 155,000 USD.



What kind of documents would you need in advance from the shipowner in order to pass the Suez Canal?

Required documents:

- Last 10 ports of call
- Copy of Suez Canal Tonnage Certificate
- Copy of the Ship's Registry
- Copy of the International Tonnage Certificate (1969)
- Copy of the Crew List
- Ballast declaration
- Copy of the Cargo Manifest
- Copy of the Certificate of Class (including hull & machinery certificate)
- Copy of the International Load Line Certificate
- Copy of the Last Class Status Report
- Copy of the International Oil Pollution Prevention Certificate

Where do you have offices in Egypt?

We have offices in:

- Alexandria (head office)
- Port Said (which handles the Mediterranean Sea Ports & Suez Canal areas)
- Suez (which handles the Red Sea Ports)

When did you start working in shipping yourself?

I have been working in shipping since 2002.



Interviewee:

Eslam El Gazzar

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S.C. Chief Operating Officer

Egyptian Maritime Consultant Office (EMCO)

<http://www.emco-shipping.com>



PROFILE OF A SHIPPING PERSON: MR. PAUL VIEGELMANN CEBU, THE PHILIPPINES

Where you were born and what year Paul?

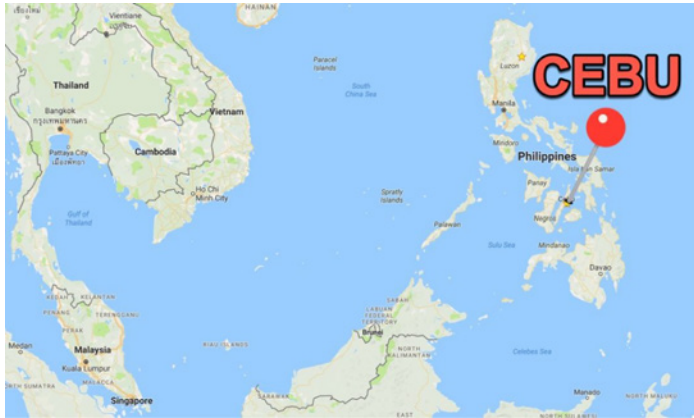
I was born in 1949 on the island of Luzon in the Philippines, in one of the many cities that together is now known as Metro Manila.

Where are you living now? Is it a place to visit for tourists?

A decade or so ago I was looking for a different environment where I could get away from the hectic lifestyle of Metro Manila and decided to uproot myself and move to the island of Cebu in the Central Visayas region. It is a beautiful island located in the center of the country with the ocean on both sides and mountains in the middle. It is so easy to visit the many nice surrounding beaches to feel the refreshing sea breeze or drive up the mountains for an invigorating breath of mountain air and take time with family and friends to relax and recharge.

Yes, Cebu, as well as the surrounding islands of Bantayan Island to the North, Bohol to the East and Negros Oriental to the South West, abound with resorts with various attractions that surely

make for an enjoyable vacation for both domestic and foreign tourists.



You have a long career in shipping in the Philippines. Tell us a bit about when you started out and in which area of shipping you were active.

Back in 1975, I applied for a job as an apprentice at the maintenance dept. of a large trucking outfit, Transport Contractors Inc., but during the interview with the then VP of Operations, I was told NO, we need you to help with sales and marketing for the domestic container operations which was just starting at the time. The company only had about 150 second-hand 20 vans and 1 dumb barge with a capacity of 44 TEU. The route was Manila to Cebu and vice versa. I was appointed as an assistant to the man in charge, who was only hired 4 months earlier. Six months later we were transferred to the mother company, Luzon Stevedoring Corp., which was operating the barge, so the trucking and barge operation were consolidated into one department. This is where I got my feet wet on the waterfront.



Some months later I was appointed as Account Executive with the primary responsibility of assisting the different department and division heads in taking appropriate actions related to sales, billing/collection, pricing and competitive information.

Then in 1979, I was assigned as Agency Representative when the company started a new section to handle the ship husbanding and ship agency requirements of all vessels of the Offshore Supply Association operating in Philippine waters, focused on ensuring no instances of vessel delays in port or at sea. A couple of other offshore vessel companies soon followed. Communication at the time was via telex to and from the foreign principals and SSB or VHF radio to and from the vessels!

In 1980 my responsibilities were expanded and I was promoted to Department Manager in charge of non-traditional business, Ship Agency, Landing Craft Operations and Offshore Operations which were under the wings of other managers who felt that it would be better handled if separated from their traditional tug and barge operations.



Then, as the older managers retired I was continually being moved up to handle the Bay and River operations, Interisland operations, and finally Yard Manager for the shipyard until 1989 when the company was split up and sold to various owners.

Later a Japanese company, Tokai Offshore Corp. hired me to act as Philippine Liaison for a 1 1/2 year operation, responsible for all logistics requirements of personnel and equipment for their Philippine project operations.

I later did work for other companies that were into crew management, interisland shipping of general cargo and roro cargo, and a small tug and barge company focused on the transport of liquid chemicals.

In summary, I spent 23 years in the maritime industry.

Then from 1998 to 2003, I made a total career shift when I took on the job as Plant Head / Deputy GM for Kemwater Phil. Corp. aluminum sulfates plant.



The Philippines is known to be involved in ship & crew management, tell us a bit about that. How many seafarers from around the world actually come from the Philippines? Why do you think there are so many Filipino seafarers?

Yes, according to the Dept. of Labor and Employment, Filipino seafarers are most preferred in the world because they are better trained and proficient in English. I would add that it is because they can easily adapt to various ship management practices and, their wages are more competitive than their European counterparts. It is safe to say that today there are close to 500,000 Filipino sailors employed on board foreign flag vessels.

The Philippines is a country of islands, there must be a sizeable amount of inter-island shipping. How is cargo normally transported between the islands?

With over 7,100 islands, most cargo is moved over the water with boats and ships and barges of various types, sizes, and configurations. We have container vessels, roro vessels, tankers, self-propelled and dumb barges for both dry and liquid cargo. For cargo transfers in between smaller islands, a “pump boat” or small utility boat which is basically a canoe powered by a gasoline or diesel engine, is a simple and economical mode of transport.



Tell us about your job now in your senior years and tell us about how you got this job originally?

Back in 2013 it was Cody who introduced the company to me and sounded off the opportunity at hand, and after a bit of trial and a final interview with the Chairman in Bangkok, here I am, and after over 3 years I consider myself quite fortunate at this age to be able to work for CLC Projects. It is a job that fits like a glove for me with my interests, background, and experience put to good use, working hours are flexible, no need to battle the horrendous commuter traffic, and, overseas travel opportunities to boot. More importantly, I have opportunities to continue to learn and improve rather than deteriorate.

If anyone of our readers would like to know more about shipping in the Philippines may they approach you? If so, could you provide us with your contact details?

Yes, I may be approached and if I don't have ready answers I can still be resourceful enough to try and find the answers.

My contact details:

Paul Viegelmann

Mob.: +63 9173283149

Email: paul.viegelmann@clcprojects.com



Will you ever retire completely?

I believe that the human body, as well as the mind need regular exercise to stay fit and healthy. Complete retirement does not contribute to that goal. The retirees I observe generally wake up late in the morning, have breakfast, go to the mall and sit around the coffee shops for hours watching people passing by, have supper then down to the bars for a few drinks (most of the time too much) and laughs, crawl back home, sleep and start the routine over the next day. Others can still play a round of golf once or twice a week.

This is not my cup of tea.

So, my simple answer is I hope that I will never have to retire completely and live without a purpose. I would like to live life to the fullest till the very end.



I leave you with a video from an inter-island roro operation shot last year.



Unloading Patrol Jeep from a mini boat.
The new Mahindra Patrol Jeep reaches the northernmost island municipality of the Philippines, Itbayat, Batanes on March 31, 2016.
[View video.](#)

Interviewee:
Paul Viegelmann
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VIDEO OF THE WEEK



PHOTO OF THE WEEK



Weather can also look threatening on the high seas, here a shot from the bridge of CC Christophe Colomb in the South China Sea

"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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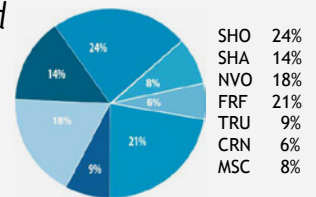
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