

## EDITORIAL

It is time for our newsletter and today we have an interview with a project freight forwarder in Czech Republic which is a country with strong economic growth attracting quite a lot of investments from Asia. Then we move on to a project freight forwarder in South Korea, a country filled with tension at the moment and where Mr. Kim for better or for worse is a common family name. I mostly met Kims, Parks and Moons during my visits to South Korea in the 18 years I spent in Asia.



I am currently attending the global conference of CLC Projects Network here in Ho Chi Minh City. Vietnam is a country that indeed is booming with construction, investments and tourism. It is becoming one of the tigers of Asia. It's people are tough, resilient and intent on driving their country forward. It seems that they have less bureaucracy in moving forward than even one of our so-called "developed" departments in the corridors of the EU in Brussels.

### In this week's issue:

- Interview with Livo Logistics – Czech Republic
- Interview with SFS Global Logistics – South Korea
- Sector news
- Video and photo of the week
- Quote of the week (New)

Wishing you a good read and until next week.

Yours sincerely,

Bo H. Drewsen

[bo.drewsen@projectcargo-weekly.com](mailto:bo.drewsen@projectcargo-weekly.com)

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## LIVO LOGISTICS IN PRAGUE, CZECH REPUBLIC

### INTERVIEW WITH MR. PETR NACERADSKY

**What year was LIVO Logistics established and what was the reason for establishing the company in an already crowded Czech forwarding market?**

Livo Logistics was established in 2016. As you can see it's a new company, however, it was set up by partners having decades of experience across different fields and industries. We have experience in general cargo, transportation modes, project cargo, vessel and air chartering, specialties like explosives for the mining industry, fresh and frozen food transportation among others.

It's always a combination of a number of reasons. Some more prosaic than others. First of all, I truly believe there is space for another good project freight forwarder on the highly industrialized Czech market with the main focus on export. Secondly, we do handle quite a lot of cross-trade traffic and the Czech Republic is strategically located in the heart of Europe. Last but not least, I live with my family in the beautiful city of Prague, which makes us happy.

### Are you the owner?

Yes, I'm one of the partners in the company.

**Tell us about yourself, your own freight forwarding background and tell our readers how you came into this line of business.**

It all started back in the nineties when finishing my high school studies, I decided to enroll in university in my home town that just opened a Department of Transport Engineering. I never was a math genius, but I always liked practical subjects, field trips to terminals, warehouses, etc. where the real things are happening. Since my graduation in late nineties I have always worked in logistics, in a number of different roles, from operations, via sourcing and contracting, logistics manager in a turbine and generator production plant, to company top management, on both sides - the shipper as well as the freight forwarder.

**What kind of special skills do you believe that LIVO Logistics brings to the table?**

We are always very close to our customers. That comes naturally, not only due to the size of our company, but mainly thanks to who we are and how we do business. We are a real hands-on company. We travel a lot to oversee operations in different parts of the world to make sure the cargo is handled properly, safely and delivered in time to the final destination. We are very strict when it comes to vendor selection, whether it is trucking companies, ship owners, terminal operators, riggers, etc. Last but not least, having deep experience in a number of industries from power generation via oil & gas, renewables, construction and transportation equipment to explosives.

**Tell us about some of the projects you have handled recently? Do you have offices abroad? Do you belong to any particular freight forwarding networks? How do you usually find your overseas partners?**

Besides Prague, Livo Logistics has offices in Livorno Italy, Madrid Spain and Tirana Albania. Over the last couple months we have handled projects of pipes from Turkey to Italy, steam turbine shells from Scandinavia to the Czech Republic, construction

equipment from Italy to Latin America, among others.

Livo Logistics has just become a member of Project Cargo Network (PCN) in the Czech Republic and Albania. Over the years in the freight forwarding business we have developed a network of reliable partners, but we always look for new connections and partnerships. In that case we usually go to our fellow network members. The big advantage is that these companies are similar size businesses with personal approach and credibility.

### ***How do you view the business in this and the coming year?***

With all the uncertainties the world is currently facing, it is difficult to make any long term forecasts. But we think the European economy is strong and growing and that has a reflection on the volume of cargo and projects being executed worldwide by the majority of our clients.

Our clients are working on very interesting projects and forecasting a positive future. We have all the reasons to be optimistic as well.

### ***What are your future plans in Livo Logistics?***

We are working on developing new service lines together with introducing new ideas into the freight forwarding business, reflecting on new technologies. There is a lot of space for innovations in our industry. Logistics 4.0 is the next thing and even in the niche market of project logistics we have to be aware, educate ourselves and keep up.

### ***Do you feel that the customers have changed? We hear that customers sometimes ask their forwarders to act as a bank, requesting very long credit times, is that something that you can recognize as well?***

Yes, we see this happening every day, and that may create a fragile situation for some companies.

But this is part of the business. Those companies who cannot properly manage the financial costs and cash flow, will not survive in this sector. And for that, we may have to say no sometimes.

Our clients hire us because they see our services adding value to their business. That value may come from the expertise to build good logistics solutions, as well as from providing interesting financial conditions.

With the right client targeting and solid contract terms and conditions, we can eliminate some of the negative influence on the company cashflow. We have to make our clients fall in love with our approach and service quality, so they are willing to work based on the payment terms that are still acceptable for us.

### ***If any of our readers would like to get a quote from your company whom should they approach?***

The best way is to contact us via the usual channels – emails and phones – that can be found on our website [www.livologistics.com](http://www.livologistics.com). We are also on social media, so feel free to follow us on Twitter, LinkedIn and Facebook. We're looking forward to hearing from Project Cargo Weekly readers, good luck with your project and thank you for the interview!

Interviewee:

Petr Naceradsky

[petr.naceradsky@livologistics.com](mailto:petr.naceradsky@livologistics.com)

Livo Logistics

<http://www.livologistics.com>



## **SFS GLOBAL LOGISTICS SEOUL, SOUTH KOREA**

### **INTERVIEW WITH MR. C.K. CHANG COUNTRY DIRECTOR**

#### ***When did you start your company and who are the owners of the company today?***

SFS Global Logistics was established in 2009 and is owned by three directors, the undersigned is the majority share holder.

#### ***Korea is a very difficult market and the competition is very intense how do you find the current business environment in Korea these days? Is it difficult to make deals with the big chaebol's of Korea?***

Chaebols (big Korean group companies) are not exceptional, nevertheless they dominate the national economy from the top to the bottom.

It's not easy to deal with the big group companies because they have their own in-house logistics service providers. It is also not worth dealing with them due to the low rates required (below our net cost) and months of credit they request.

#### ***Tell us a bit about some projects that you have handled recently.***

We recently handled a power station project for KEPCO (Korea Electric Company) and HHI (Heavy Industry & Machinery Companies).

We don't get business from the big Korean Group Companies, but instead from foreign suppliers or buyers through overseas agents.



**Tell us about your company in detail, your headcount, your geographical reach and your specialty in the market.**

We are group of companies with our headquarters in Singapore running 7 branches in Asia (South Korea is one of them).

SFS Korea has 25 employees and covers the entire peninsula.

We major in:

- General cargo
- Project cargo
- Niche markets (pharmaceuticals, courier & express)

**I met you many years ago in Korea, I discussing North Korea with you, is there in fact any transportation going on between North and South Korea for general cargo?**

Yes cargo between the North and South Korea used to come and go from Incheon port to Nampo until 7 years ago, however that route was stopped.

Now the channels in/out of North Korea are:

- Dalian, China to Nampo North Korea by ship
- Dandong port, China to Sinuiju North Korea by road
- Beijing to Pyongyang by air

**How is the political situation in Korea at the moment? Do you still have American troops on Korean soil? Does the situation affect your business at the moment?**

You could say that the political situation is still unstable, but not as much as foreigners think it is.

USA soldiers never left this country since the Korean war in 1950. I don't think this has anything to do with our business.

Many of the bigger companies are making use of these situations for their own benefit and it is impossible without personal connections to open up these bigger companies.

**Recently the well-known and well reputed carrier Hanjin went bust, how has that affected you in the market. Has Hyundai been able to fill up the vacuum left by Hanjin? What shipowners are you mainly dealing with to and from Korea currently?**

The government intended to replace Hanjin with Hyundai, but that doesn't look easy due to the foreign ocean carrier giants. We have not been affected that much by the Hanjin crash.

What happened is that the overall rates increased for all customers worldwide, that is also giving the ocean carriers opportunities to recover.

We are still dealing with Hyundai, SM Line (after Hanjin), KMTC, SINOKOR, HEUNG-A and of course major global carriers like: MSK, MSC, CMA-CGM.

**Are you a member of any freight forwarding networks?**

WCA and some others.

**What are your future plans in SFS at the moment?**

- We are focusing more on foreign markets rather than local business.
- Our emphasis is also on handling more projects, more pharma & niche business.

**When did you start your career in shipping? Tell us a bit about your career leading up to SFS so that our readers can get to know you.**

- Graduated Seoul National University in 1978, majored in oceanography
- 1978 ~ 1982 Ssang Yong Shipping Co Ltd, project team manager with Deugro Germany (Ssangyong group: cement, refinery, heavy industry & trading)
- 1982~1987 Pumyang shipping Co Ltd, general manager for telephone cable project to Iran via Turkey
- 1987~1991 Established Samwoo Express Co Ltd, president, agent for global NVOCC Container Consolidation Co Ltd (HQ Rotterdam)
- 1991 I took over Daesung Shipping Co Ltd (established in 1983) President
- 2002 we changed Samwoo Express to Daesung Logistics Co Ltd
- 2009 I set up another logistic company: SFS Global Logistics Co Ltd (Korea), Country Director

Interviewee:

C K Chang

[ck.chang@sfs-gl.com](mailto:ck.chang@sfs-gl.com)

Country Director

SFS Global Logistics Co Ltd

<http://www.sfs-gl.com>



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## RENEWABLES

**MANZ AG HAS RECEIVED €50 MILLION FROM CHINESE JV PARTNERS SHANGHAI ELECTRIC GROUP AND SHENHUA GROUP FOR TURNKEY CIGS THIN-FILM PRODUCTION LINES WITH A FURTHER €79 MILLION ALSO EXPECTED IN MAY**

The R&D JV has been renamed NICE PV Research Ltd and is designed to speed up the development of CIGS technology. [Read more...](#)

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## HEALTH & HUMAN SAFETY

**AFTER A GAP OF NEARLY 16 YEARS, THE MAHARASHTRA POLICE HAS PLACED AN ORDER FOR 5,000 NEW BULLETPROOF VESTS THAT CAN PROTECT ITS PERSONNEL FROM A RANGE OF ATTACKS, INCLUDING BULLETS FIRED FROM THE AK 47 RIFLES.**

According to a Mumbai Mirror report, the state police department placed the order for the vests with MKU, a reputed military equipment manufacturer. The supplier, headquartered in Kanpur, will be importing the vests from Germany. [Read more...](#)

## CONSTRUCTION

**PRYSMIAN GROUP, AN ITALY-BASED CABLE MANUFACTURER, INVESTED US\$ 15 MILLION TO PRODUCE OPTIC FIBER CABLE IN A FACILITY LOCATED IN THE NORTHERN STATE OF DURANGO, COMPANY OFFICIALS REVEALED IN A PRESS CONFERENCE.**

The production site is scheduled to begin operations next June, after 19 months of construction and tooling. Meanwhile, its workforce receives training in the U.S. [Read more...](#)

**THE WORLD'S FIRST HUMAN PLAYGROUND IS ALREADY UNDER CONSTRUCTION, ACCORDING TO MANUEL ZÚÑIGA, CEO OF CUESTAMORAS, A DEVELOPER.**

In addition it will have 2,000 solar panels to generate clean energy, and will reuse the rainwater for irrigation of the park of 200 trees designed by INBio and the National University. [Read more...](#)

## AUTOMOTIVE

**KONGSBERG AUTOMOTIVE. 1000 PEOPLE WILL FIND A JOB IN A NEW FACTORY IN BRZEŚĆ KUJAWSKI**

Kongsberg Automotive Pruszków signed a letter of intent with Panattoni Europe to build another factory in Poland. The new investment will be built in Brześć Kujawski and its estimated value is about 150 million zlotys. [Read more...](#)

**CHINESE AUTO PARTS MANUFACTURER HUIZHOU TONELUCK ELECTRO-MECHANICS REVEALED PLANS TO SET UP A PLANT IN MEXICO AIMED TO EXPAND ITS SALES IN NORTH AMERICA.**

The company's managing director, Huang Zihong, told China Daily about plans to spend an initial US\$ 7.3 million on the new factory, adding that the project is currently "at the stage of preparation". [Read more...](#)

## SHIPPING NEWS

**INTERMARINE EXPANDS AMERICAS TO MEDITERRANEAN LINER SERVICE**

Intermarine, LLC, the global leader in the transport of project, breakbulk and heavylift cargo has announced the expansion of its Houston-based liner services from the Americas to the Mediterranean. The line will focus on service from the U.S. Gulf Coast/Americas to the Mediterranean, Black Sea and Adriatic Sea – specifically with focuses on Algeria, Egypt and Turkey. [Read more...](#)

## LEGAL NEWS

**ANY PORT IN A STORM? A RE-EXAMINATION OF THE LAW CONCERNING SAFE PORTS IN THE OCEAN VICTORY**

The Supreme Court has recently handed down judgment in the long running matter of The Ocean Victory, which provides a useful summary of the position with regards to claims for breach of safe port warranties. [Read more...](#)

## VIDEO OF THE WEEK



Star Ferry ride from Hong Kong Island to Kowloon Peninsula

## PHOTO OF THE WEEK



The overnight train about to depart from Helsinki to Moscow. Sent to us by a participant of Transrussia recently. Modern trains but same vodka....I was told.

## QUOTE OF THE WEEK

**"POLITICAL CORRECTNESS IS TYRANNY WITH MANNERS."**

- Charlton Heston (1924-2008) -

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*Joachim Jarck – Alliance Maritime*



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For editorial contributions contact [editorial@projectcargo-weekly.com](mailto:editorial@projectcargo-weekly.com)  
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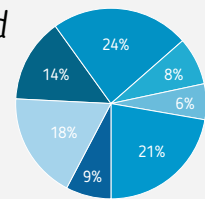
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