

Week 21 (22-28 May , 2017)

EDITORIAL

Thursday has arrived again and it is time for another newsletter. It seems that the Hapag Lloyd/UASC merger is now finally going through and it will create a strong shipowner in the market also for project cargo - we will speak to Hapag Lloyd soon and report back our findings.



Summer is just around the corner and in a few weeks school holidays are starting (at least here in Northern Europe). People are scrambling to plan their holidays. I shall be onboard a container vessel for 35 days this year, luckily that is my holiday. I rented a cabin, not a container, although it would have been cheaper (unless they regard me as IMO cargo).

The trip starting on 30th of June takes me from Malta to Busan via Beirut, Jeddah, Jebel Ali, Port Kelang, Xiamen, Qingdao with an eta of August 4th in Busan.

This means that we will send out only 1 issue in the month of July.

The main thing I am looking forward to is reading books. There should be plenty of time for that in between ports, walking around the ship, playing ping pong in the gym and talking to my teenage daughter who will be joining me. And yes, I did warn her that her iphone will be out of range while at sea.

But there is still a month to go, so back to the newsletter.

In this week's issue:

- An interview with Global Trans Nusa Indonesia - a project freight forwarder with hq in Jakarta. Indonesia is growing big time and with more than 17,000 islands and 200 million people it is a country that cannot be ignored. Lots of infrastructural headaches remain, thus connections are vital. I actually lived on the island of Lombok from 1997-2000!
- An introduction to a logistics professional specialised in North Africa. A contact of mine Mr. Etienne Vassallo from Malta tells us about his past and his experience working in Libya. It's interesting, amazing and kind of scary at the same time. Malta was for years the "gateway to Libya" during the embargo.
- Sector news that any active freight forwarder or shipowner should read and act upon.
- Shipment, Video and Photo of the week.
- Quote of the week. Here I should add that we don't publish quotes from EU politicians because they lack wisdom and are the same after each "event".

Wishing you a good read and until next week...

Yours sincerely,

Bo H. Drewsen

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PT. GLOBAL TRANS NUSA – AN INDONESIAN PROJECT FREIGHT FORWARDING COMPANY

**MR. HOLDEN TAMBUNAN
DIRECTOR**

Tell us about when Global Trans Nusa was established and let us know who are the owners of the company today?

Our company started in 2004 and the owner is Mr. Hengky Goe.



Where in Indonesia do you have offices? Indonesia is spread out on thousands of islands so in case of projects on islands where you don't have your own offices?

Our head office is in Belawan.

We also have branch offices in:

- Jakarta
- Surabaya
- Palembang
- Pekab Baru
- Dumai
- Batam

We can handle all projects in the area from Aceh to Papua.



What is your main business focus?

- All types of Logistics
- Project Cargo

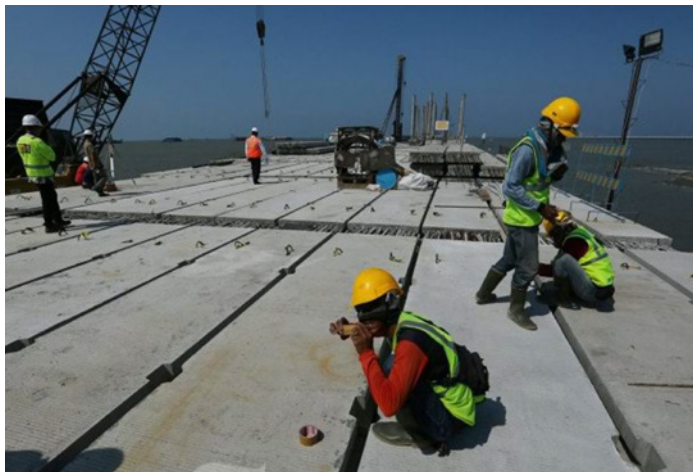
- Customs Clearance
- Ship agency & Stevedoring
- NVOCC Agency & Freight Forwarding



2 Transformers ex Finland to Kualanamo Airport, Medan, Indonesia

Indonesia is famous in the world for beautiful islands, wonderful nature and also a country filled with natural resources. Do you feel that the country is developing positively these days? How about the ports and the infrastructure? We saw some articles about PELINDO wanting to develop the ports more actively, can you tell us a bit about that?

Starting with the new president Mr. Jokowi all of the infrastructure is more active and many new ports in all locations will be built. In Sumatra the port location is Kuala Tanjung (the biggest one) and most likely it will be developed into a major transshipment hub for other places in Sumatra in the future.



Workers construct a pier for a multipurpose terminal at the Kuala Tanjung seaport project in Batubara regency, North Sumatra, on March 14, 2016. (Tribun Medan/Riski Cahyadi)

What are the main business hubs of Indonesia currently? What are the main ports for import and export?

The main business hubs are Jakarta – Surabaya – Belawan.
The majority of export business is:

- Industrial
- Palm Oil
- Rubber
- Tea
- Wood
- Spices etc...



Tell us about the customs clearance in Indonesia, has it become easier? Can you give us some golden rules in order to clear customs quickly? Is corruption a problem in Indonesia today?

Customs regulations in Indonesia are very strict, it is not easy to import goods if the documentation has not been completed. There is no corruption in customs, there is no way around the customs regulations. The obstacles are in clearing all the documents for import cargo.



I lived myself on the island of Lombok from 1997 – 2000. At that time Suharto was removed from power. Tell us about the new president in your country?

Starting with the new president Joko Widodo a lot of infrastructure is being developed. Geothermal Plants from Aceh to Papua, Highways, New ports, Railways etc.



As a freight forwarder in Indonesia what are your main challenges or main problems that you face doing business?

Actually we do not have any problems handling the forwarding side of the business. As you know well price competition is the main challenge.

We have all the facilities required in Belawan: customs brokers, trucking, cranes, lowbed trailers etc.



Do you belong to any particular network?

We have been member of CLC Projects Network since February of 2015.

Holden tell us about you yourself, where do you come from in Indonesia? How did become involved in freight forwarding?

I am still a single man. I am from Medan. After finishing from Economic university in 1991 I began working in PIL / Shipping company handling documentation.

2 years later I began working for Samudera Indonesia in sales and marketing & total logistics handling.

Following Samudera I worked as marketing manager for Dongna Shipping, eventually I became General Manager.

I am now a Director of Pt. Global Trans Nusa.



Global Trans Nusa Project Cargo

Interviewee:

Holden Tambunan

Director

holdent@globaltrans.id

Pt. Global Trans Nusa

<http://www.globaltrans.id/>



PROFILE OF A SHIPPING & LOGISTICS PERSON – LIBYA & NORTH AFRICA

MR. ETIENNE VASSALLO
A MALTESE EXPERT IN LIBYA & NORTH AFRICA

When and why did you chose a career in shipping & logistics?

I started in 1990 with one of the leading shipping companies in Malta at that time. The intention at that point was to finance my studies as well as my flying lessons since my career goal was to become a commercial pilot. Eventually I got sucked into the shipping world.



What year did you first visit Libya? What can you tell us about the relationship between Malta and Libya? Why is it that many Maltese companies have been active in Libya over the years?

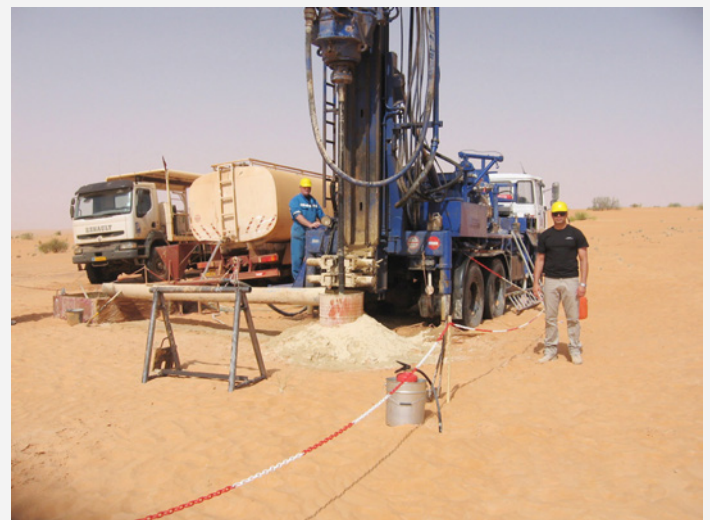
My first visit to Libya was in early 2005. Initially it was a culture shock, as work traditions and social backgrounds are quite different from those in the Western world.

However, as time passed, I began to better understand and acclimatize to the way of life, and I started to adapt accordingly. With each passing work hitch, I could look back and appreciate what was achieved in such difficult circumstances.



With Malta being so close to Libya (approximately 45 minutes by air) you will only find a small percentage of Libyans who have never visited Malta at some point in their lives. On the other hand, the Maltese were attracted to work in Libya (mostly in the oil and gas sector) due to the attractive salary packages. This integration also created opportunities for businesses between the Maltese and Libyans. Some Maltese invested in Libya, whilst Libyans purchased all kinds of commodities and food stuffs from Maltese traders.

Malta has also served as a critical link (together with Tunisia), when the embargo was imposed on Libya in the 90's.



What kind of logistical challenges does one face when dealing with Libya and/or North Africa in general would you say?

Nowadays, most vessels/carriers are calling at the majority of the Libyan ports. The restrictions at present are limited to ro/ro vessels and air-freight; however these can be routed via Tunisia. Our Libyan clearing agent is experienced and well known with the port authorities which facilitates shipments, particularly when these are urgently required.



I was involved with handling shipments on a regular basis during my seismic days, but the biggest challenges were the massive camp moves. The entire seismic crews consisted of 40 low loaders with camps and heavy vehicles, 5 car carriers, 30 trucks loaded with containers and fuel & water tankers. We moved them from the Libyan desert to Morocco and Tunisia. One can only imagine the look on the faces of the customs officers at the southern borders of Libya when such a convoy arrived. They were used to seeing camels or the occasional passenger car only.



How is Customs Clearance done in Libya? Is corruption an issue? How and where to get a visa?

Before shipping anything to Libya, one needs to ensure that no special permits are required. Additionally, it is important that the required documents (Commercial Invoice, Packing List and Certificate of Origin) are in hand prior to the shipment arriving in Libya so that the paperwork is cleared through customs to avoid delays in releasing the consignment upon arrival.

Corruption is not an issue, if you know/employ the right people and have the right contacts, results can be achieved without having to grease anyone.



Visa approvals are obtained from the Libyan Immigration offices. Once again, if you employ honest and well-connected personnel, visas are not an issue. In my present line of work, managing a man-power company, visas are critical to move people in and out of the country. To-date, I have never delayed a consultant from going out on a field break and most importantly returning back to work.



I understand from meeting you previously that you also have an engineering background or you were in fact country manager of a major engineering company in Libya. Elaborate a bit on your career.

Although I am not a qualified Engineer by profession, I worked with seismic crews and was involved in project works related to vessel maintenance and NORM (naturally occurring radioactive materials) in the oil and gas sector. In these fields one learns how to get things done in the most efficient way with whatever resources are available. One needs to keep in mind that in desert locations, only a limited amount of tools are available. It's not like you can go to the ironmongery round the corner to buy whatever is required!

At present, together with my other Maltese colleague, we manage a man-power/project company in Libya whereby we provide top-notch engineers to NOC Oil Companies in Libya.

We are also involved in project works whenever we are awarded a tender by an Oil Company.



Would you be able and willing to assist in case someone needs a specialist on North Africa? How to contact you?

Yes of course – I can be contacted at the following:
e-mail: evassallo101@gmail.com
mobile: +356 99 654 321



Etienne Vassallo's CV

Interviewee:

Etienne Vassallo

evassallo101@gmail.com



OIL & GAS

IMPRESS ETHANOL PLANT \$36.7 MILLION EXPANSION IN THAILAND

In Thailand, the second phase of Malaysia's KNM Group's ethanol plant, expanding the Impress facility to 500,000 liters per day from the current 200,000 liters per day from cassava, is expected to provide the company with long-term recurring income. The \$36.7 million expansion project should take 18 months to complete. [Read more...](#)

PULP & PAPER

INSEE AGGREGATES SELECTS METSO TO SUPPLY A COMPLETE AGGREGATE PROCESSING PLANT FOR THEIR SUPHANBURI QUARRY IN THAILAND

The delivery covers all the advanced crushing and screening equipment, full electrical plant design, automation software and hardware, as well as related services and sustainable optimization. [Read more...](#)

CONSTRUCTION

LULU GROUP TO INVEST US\$ 1 BN ON FOUR MEGA PROJECTS IN SRI LANKA

The UAE based retail giant LuLu Group has pledged to invest US\$ one billion in Sri Lanka for four mega projects within the next two years. The company also set up Y.A.S. Lanka Pvt. Ltd., a Board of Investment (BOI) company at the Export Processing Zone at Katunayake recently. [Read more...](#)



RENEWABLES

ARGENTINA'S RIO NEGRO, POWERCHINA TEAM UP ON WIND DEVELOPMENT

The pact is aimed at presenting one or more wind projects of between 100 MW and 150 MW in the Argentine government's next renewable energy tender, RenovAr 2. [Read more...](#)

CEMENT

CTIEC TO BUILD GEZHOUBA SHIELI CEMENT'S PLANT IN KYZYLORDA, KAZAKHSTAN

Kazakhstan: after last week Gezhouba Shieli Cement Company announced its plant in Shieli district, Kyzylorda region, will be put into operation in 4Q18, it has now been revealed the contract was awarded to China Triumph International Engineering Co. Ltd. (CTIEC). [Read more...](#)

MACHINERY

URSVIKEN WINS NEW ORDER FOR A 640 TON PRESS BRAKE TO THE USA

Ursviken Technology has been awarded an order from Kuhn North America Inc. located in Brodhead, Wisconsin. The order consist of an Optima 640 ton 7.2/6.2 meter. [Read more...](#)

MAGNI SIGNS UP MARUKA IN JAPAN

Maruka Machinery has become the exclusive distributor for Magni TH products throughout Japan. [Read more...](#)



SHIPPING NEWS

SPLIETHOFF FURTHER EXTENDS ITS MEDLINER SERVICE TO SAGUNTO, SPAIN

Following the extension of the Medliner service into Veracruz, Spliethoff further adds to the range by including the port of Sagunto in Spain. Medliner, Spliethoff's regular liner service from the Mediterranean to the America's, can build on more than three years of experience. (courtesy of Weco's agent in Spain - Weco Maritima). [Read more...](#)

BBC CHARTERING LAUNCHES "BBC EURO-GULF EXPRESS LINE"

Following the extension of BBC's westbound capacity with BBC's Med-America Service, BBC Chartering now adds a regular "apac service" departing every fortnight from the Continent to the US-Gulf starting mid-June. [Read more...](#)

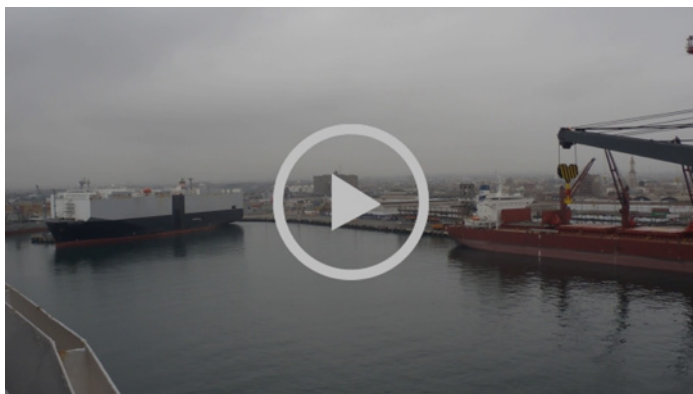
SHIPMENT OF THE WEEK



MFC has completed phase 1 of the Hassyan Clean Coal Project. The cargo has cleared customs and 4200 CBM/1800 tons of steel structures from Jebel Ali port have been delivered to the Hassyan Energy Project site in Dubai.

Modern Freight Company LLC
<http://www.mfc.ae/>

VIDEO OF THE WEEK



Discharging operations at Callao Container Terminal Peru

PHOTO OF THE WEEK



Close up picture of mv APL Merlion, a 14,000 teu vessel here alongside at Cai Mep International Terminal, Vietnam.

QUOTE OF THE WEEK

"THE ONLY PLACE SUCCESS COMES BEFORE WORK IS IN THE DICTIONARY."

- Vince Lombardi -

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CARGO
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"Your weekly publication is unique and one can recognize your personal commercial shipping background which makes it positively different from others and thus very revealing and valuable."

Joachim Jarck – Alliance Maritime

PROJECT CARGO Weekly

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870 USD / 800 EUR per week

3x Sectional Banner
550 USD / 500 EUR per week

 Video
440 USD / 400 EUR per week

 Job Listings
220 USD / 200 EUR per month per job

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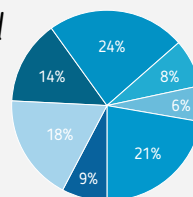
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