

INTERVIEW WITH MR. CHRISTIAN DENSO DIRECTOR PUBLIC RELATIONS

Tell us a bit about when Hapag-Lloyd originally started to accept breakbulk cargo by containership?

We have been transporting special cargo since our very first day, and that was already 170 years ago. Since the end of the sixties, we have a dedicated team for such cargo – that was even before containerization really started.

Week 22 (29 May - 04 June, 2017)

EDITORIAL

Today it is Thursday, June 1. Last week saw the US president visiting Europe and shaking its foundation a bit, mainly by asking the NATO members to pay their dues. Not an unreasonable request frankly, given that there really is no free lunch these days for security and safety. Perhaps its time that we all wake up to that fact.



I took a quick trip to Marseille, France (with passport control in/out mind you!) where I had an interesting meeting with the head of special cargoes of CMA CGM, a shipping group that has grown to be the 3rd largest in the world.

The week also provided some shipping news, with the Hapag Lloyd / UASC merger being finalized. Coincidentally our first interview today is with Hapag Lloyd.

Other news also from Germany involves Rickmers Group that seems to be filing for bankruptcy but it is NOT to be confused with Rickmers-Line that is owned by Zeaborn and thus separate.

Now for this weeks issue::

- Interview with Hapag Lloyd (as mentioned)
- Interview with Tschudi Group in Denmark which is an interesting Scandinavian project logistics entity working worldwide
- We speak with VR Transpoint – a Finnish group involved with both road and railway transportation in Finland, Russia & beyond

I hope that you will find the articles interesting and I remind you as readers to feel free to contact me if you wish to be portrayed, or if you believe you have something to contribute. Project Cargo Weekly plays no favorites and is prepared to write about anyone truthfully and transparently.

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

Yours sincerely,

Bo H. Drewsen

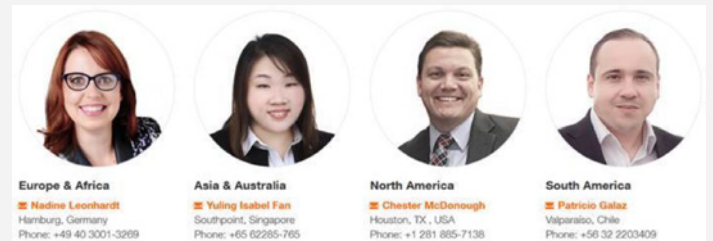
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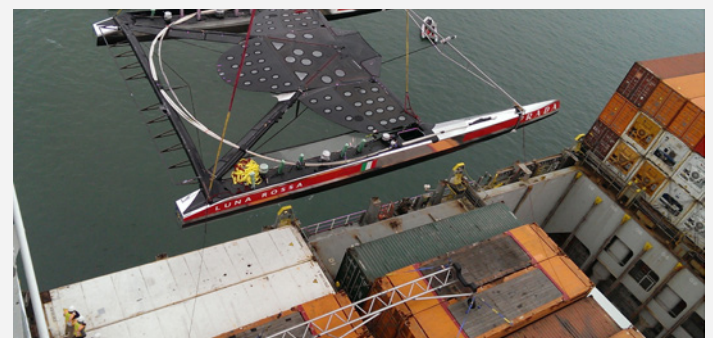
If anyone of our readers would like to get a quotation from Hapag-Lloyd for OOG & Project Cargo can you advise who to contact in each region of the world?



- Europe & Africa: Nadine Leonhardt: oogEurope@hlag.com
- Asia & Australia: Isabel Fan: oogAsia@hlag.com
- North America: Chet McDonough: oogNAmerica@hlag.com
- South America: Patricio Galaz: oogSAmerica@hlag.com

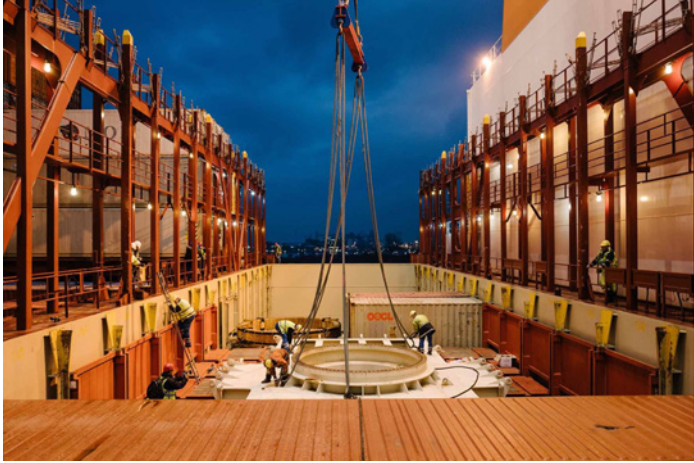
You can also refer to the following webpage – there, you should find a lot about OOG and Hapag-Lloyd, including also contact details: <https://www.hapag-lloyd.com/en/products/cargo/special.html>

We just closed the merger with UASC and will establish a new Region within our organization, in the Middle East. Thus, Dubai will be added as a point of entry to assist with customer requests and Special Cargo support for Middle East & Africa.



Can you tell us a bit about the alliance / merger of Hapag-Lloyd and UASC? Will this merger make a difference for the acceptance of project cargo?

In view of the merger with UASC we see that our Special Equipment Fleet did grow even further. The difference we expect is to become a stronger player within the Special Cargo segment. We will also increase our focus with one additional region and set-up in Middle East.



To which of the big alliances does Hapag-Lloyd belong?

Hapag-Lloyd is proud to be a partner in THE Alliance – the biggest one.

Hapag-Lloyd has a good reputation in the market, I hear from many sources. Is project and OOG cargo a priority for you?

Thanks a lot – we also get a lot of the same feedback from our customers, which makes us proud. Even though we can't offer the great flexibility of an MPV carrier, we as a container carrier offer reliable, high-frequency services which provide the opportunity to arrange logistics around.

With a weekly schedule and fixed-day arrival, we provide fast transit times to our customers.

Almost all our services have vessels which are able to transport Breakbulk Cargo.

As mentioned, Hapag-Lloyd has decades of experience with Special Cargo. We have local, regional and global experts, whose effort is to provide tailor made and reliable solutions for customer's requests.



Where does the name Hapag-Lloyd come from and who actually owns Hapag-Lloyd today?

Hapag-Lloyd is a combination of the two German companies Hapag and Norddeutscher Lloyd which merged in the early 70's due to containerization. Today, Hapag-Lloyd is (after the merger with UASC), owned by these stakeholders: CSAV (22.6%), HGV (14.8%), Kuehne Maritime (14.6%), Qatar Holding (14.4%), PIF (10.1%) and TUI (8.9%). The free float will amount to roughly 14.6%.



Interviewee:

Christian Denso

Director Public Relations

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Hapag-Lloyd AG

<http://www.hapag-lloyd.com/>



Hapag-Lloyd

TSCHUDI LOGISTICS A/S, DENMARK

INTERVIEW WITH MR. THOMAS VESTERGAARD CHIEF COMMERCIAL OFFICER – TSCHUDI LOGISTICS GROUP

What is the background of Tschudi Logistics in Denmark. I understand that the company has Norwegian ownership yes? What is the story about Tschudi and the group?

Tschudi has been a ship-owner since 1883 and still a ship-owner today, with its own technical and crewing departments.

I joined Tschudi in 2006. Since then we have successfully built up Tschudi Logistics, both Projects and Logistics. Logistics was mainly serving our container line until it was sold in 2015.

Today Logistics and Projects are merged, serving our clients worldwide from our offices in Norway, Sweden, Denmark, Finland, Estonia, Russia and China. Due to our geographical location and with our own equipment we are very strong in moving project and standard cargo to Russian and CIS, especially by rail.



What are the main business functions of Tschudi Logistics A/S in Denmark?

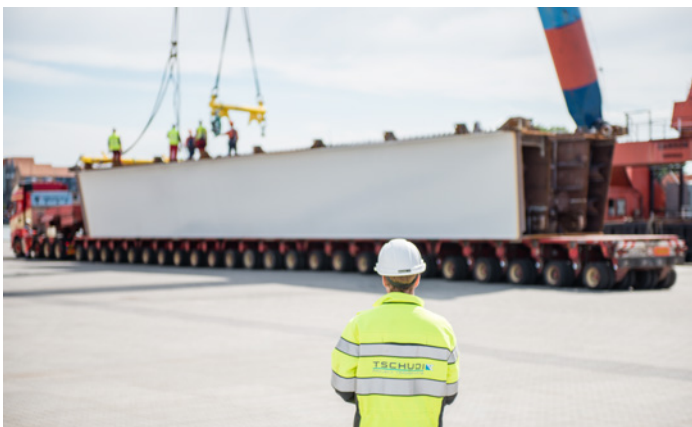
Project cargo worldwide for local clients, but also for a large proportion of international clients. We aim to answer the clients before they ask, this is a result of awareness and proactivity. Most of our projects are by sea and a lot of them are also in relation to chartering of vessels. Our core business is door to door projects using coasters especially for our Danish office.

Do you have any offices overseas? If so where and what is their function in your group?

We have an office in Qingdao, which mainly serves our European clients that have production in China.

Tell us about your strong points in project logistics and give us a few examples of projects you have handled recently.

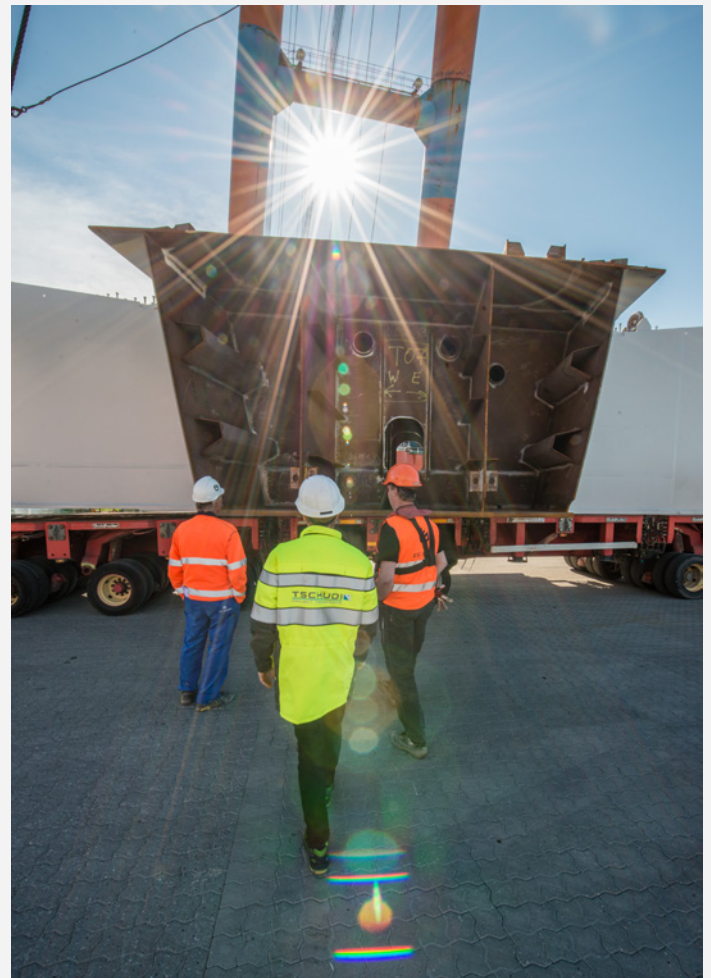
We aim to be trustworthy, and in return get rewarded various projects from clients. Like a 6.000 cbm project we did for a local Finnish company from Qingdao to a production yard in Turkey last month. Or our recent huge project of several 150 mt units and more than 200 trucks for Valmet in Sweden from their production plant in Sweden to Poland.



When did you start your job at Tschudi Logistics? Tell us a bit about yourself and about your career in shipping leading up to your current position.

I started on Tschudi's Chartering Desk in 2006. Since then we established Tschudi Logistics and Projects. After that I have been responsible for projects and now I am also CCO in Tschudi Logistics. I started my career in shipping back in 2002 with a small family owned shipbroker in Aarhus, Denmark - Johannes Petersen

A/S. It was a fantastic place to train and a place where I learned many of the skills I still use today.



Do you feel that project forwarding has changed in the last 10-20 years?

Definitely, we are all moving closer to each other. Suppliers are moving closer to clients and there is less and less room for forwarders, especially if you can't add value to the chain of suppliers. However, I trust there will always be room for a good and trustworthy forwarder that can give the clients exactly the product they ask for - not more not less.

Kindly advise us the contact details of your relevant persons dealing with project cargo inquiries in Denmark and/or your offices overseas.

They are more than welcome! Just address them to me, then I will distribute internally in Tschudi.

Interviewee:
 Thomas Vestergaard
tve@tschudilogistics.com
 Chief Commercial Officer (CCO)
 Tschudi Logistics Group
<http://tschudilogistics.com/>



VR TRANSPORT – HELSINKI, FINLAND

INTERVIEW WITH MS. KIRSI LIFLANDER SALES DIRECTOR – ROAD LOGISTICS

MR. ANTTI PURSIAINEN SALES MANAGER – RAIL LOGISTICS

What are the main services of VR Transport in Finland? Please explain in detail about services you provide domestically in Finland.

VR Transport is an experienced, diversified and skilled logistics provider – both on rail and road.

We offer rail logistics services, domestic road logistics services, as well as international road logistics services in the Baltic region, CEE region and Russia, to answer the importing and exporting industry's needs. Efficiency and flexibility to logistics are provided by combining rail and road transportations into one smooth concept. This is what we simply call "Rail & Road".

Our warehouses in Kouvola (Cargo East Terminal) serve as short-term, intermediate warehouses for goods arriving by rail or road. We provide customs clearance and forwarding services, and the terminal can also serve as a customs warehouse.



Is the company privately or government owned?

VR Transport is part of VR Group, owned by the state.

Do you also provide railway services to Russia?

Yes we do; VR Transport's long experience in import and export logistics on Finnish railways guarantees that the customer has the best possible partner in import and export traffic between Finland and Russia, as well as CIS countries. Finland is also a

transit route that brings added value; co-operation between the railways, freight forwarders, ports and port operators. Together with smooth co-operation between VR Transport and Finnish Customs we ensure punctual and reliable transports.



Do you carry project cargo and special cargo on your wagons as well? Can you provide us with some examples of projects you have carried?

We provide rail services for project and special cargo both on domestic and international markets, mainly in Russia and CIS countries.



If anyone of our readers are interested to get a quotation from you with whom should they be in touch? What kind of information do you need in order to make a quick quote to a potential customer?

Our sales contact details can be found at <https://www.vrtransport.fi/en/vr-transport/contact-information/>

Or contact me via LinkedIn ([Kirsi Lifländer](#)).

In a global world and with the recent initiative of the Chinese president Xi Jinping it seems that railway transport to/from Asia and Europe is heading for a revival, is your company involved in overseas transports by railway as well (besides Russia)?

We also offer overseas transports by railway from and to Finland via our partners. Railway transportation between Finland and China is one of the future potentials. There are already some cargo flows carried by block trains from Finland to China and the demand seems to be growing.



Antti Pursiainen and Kirsi Liflander

Tell us about the rail gauge in Finland, I understand that you have the same rail gauge as Russia and CIS countries, but NOT the same as Western Europe. Can you clarify this for people who are not used to railway transport between countries in Europe/Asia?

Yes this is correct; the rail gauge in Finland is the same as in Russia and CIS countries, but different from Western Europe. Similar rail gauge gives Finland a benefit when it comes to smooth transit routing between Asia and Europe.

Tell us about your own background. How did you end up working in logistics and what did you do before you started working in VR Transpoint?

My roots are in forest industry, but I've been working in logistics since 2000; in shipping, freight forwarding and now in VR Transpoint since 2015. Working for logistics gives a great, holistic view over the whole economy in Finland, its industries and development – that is where my passion for this business comes from.

Antti has experience of around 15 years on the Russian markets and has been with VR Transpoint since 2014. His background is in the chemical industry. He joined VR Transpoint as he, too, has always been highly interested in logistics.

What are the future plans of VR Transpoint?

We aim to create new solutions for customers' needs and will seek growth in new fields and new industrial projects.

Interviewees:

Kirsi Liflander
Sales Director – Road Logistics
kirsi.liflander@vrtranspoint.fi

Antti Pursiainen
Sales Manager – Rail Logistics
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VR-Group Ltd
Logistics
<http://www.vrtranspoint.fi>

VR TRANSPORT

VIDEO OF THE WEEK



Ocean7 Projects – M/V Oceanic loading oversized cargo in Arbatax, Italy

RAILWAYS

CHINESE CRCC COMPANY COULD BUILD BELARUS' HIGH-SPEED RAIL LINE

The China Railway Construction Corporation (CRCC) has been asked by the government of Belarus to consider building a high-speed rail link across its territory between Russia and Poland. The request was made by Vladimir Zinovskiy, Belarus' Economics Minister, who held meetings with CRCC's top executives. [Read more...](#)

ARGENTINA: CRCC TO MODERNISE SAN MARTÍN RAILWAY NETWORK

Argentina's Ministry of Transport and CRCC agreed on the conditions for the fully rehabilitation of FFCC San Martín and to obtain a concessional loan for the renewal of the entire rail freight network linking Mendoza province with Buenos Aires and Rosario ports. The Chinese financing will be covered by Exim Bank of China. [Read more...](#)

CEMENT

FLSMIDTH RECEIVES CEMENT PLANT ORDER IN PAKISTAN

FLSmidth has been awarded an order from Power Cement Limited, part of the Arif Habib Group in Pakistan, for engineering, procurement and supply of equipment for a 7,700 tonnes per day production line comprising two projects; clinker production and cement production & dispatch. [Read more...](#)

RENEWABLES

GAMESA CATCHES PERUVIAN RAYS

The Spanish outfit said it was chosen, in part, due to its technical capabilities in high altitudes: Intipampa sits 2100m above sea level. It will supply the project with nine 4.7MW solar power stations. [Read more...](#)

CHINESE MANUFACTURER OF SOLAR PANELS KEEN TO MOVE TO EUROPEAN MARKET VIA ESTONIA

Trinasolar could consider setting up a manufacturing plant in Estonia to move on to the markets of eastern and central Europe, Colin Yang, brand manager for the Chinese manufacturer told. [Read more...](#)

STARTERS ORDERS AT VIETNAM GEM

Construction has cranked into top gear at the 40MW Dam Nai wind farm in Vietnam. Consultancy K2 Management is supporting the build in the owner's engineering role for Singapore developer The Blue Circle. [Read more...](#)

MINERALS & MINING

ALROSA, ANGOLA SIGN DEAL ON NEW \$35B MINE

Alrosa has partnered with Angolan national diamond company Endiama to develop the African nation's largest kimberlite deposit, claiming the project could be worth more than \$35 billion. [Read more...](#)

SHIPPING NEWS

AAL DELIVERS TWO 500MT CYCLONE VESSELS TO MALAYSIA'S RAPID PROJECT FOR OCEANSMART GLOBAL



AAL, one of the world's leading breakbulk, project cargo, and heavy lift shipping operators, has successfully completed the transportation of two giant 'cyclone vessels' (each measuring approx. 22m x 11m x 10m and weighing over 500mt) to Petronas's US\$27 billion RAPID project in Malaysia, on behalf of leading freight forwarder, Oceansmart Global. [Read more...](#)

SHIPPING GROUP RICKMERS TO FILE FOR INSOLVENCY AS REVAMP FAILS

Rickmers Holding AG issued an Ad-Hoc Release yesterday evening stipulating that the proposed financial restructuring plan was rejected by the HSH Nordbank. Therefore, the Rickmers Holding AG is forced to file for insolvency without undue delay. [Read more...](#)

PHOTO OF THE WEEK



Strength portrayed here with 2 sumo wrestlers lifting a 20ft container outside the CMA CGM HQ in Marseille, France

QUOTE OF THE WEEK

"MOST PEOPLE SPEND MORE TIME AND ENERGY GOING AROUND PROBLEMS THAN TRYING TO SOLVE THEM."

- Henry Ford -

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Joachim Jarck – Alliance Maritime



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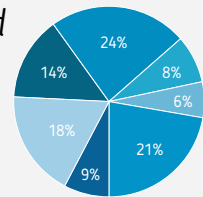
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