

EDITORIAL

Thursday has arrived and it is newsletter time. I had a "relaxed" trip with 2 sons on a ferry from Stockholm to Helsinki last weekend. Now I am in Denmark, so its been a Scandinavian week for me. Scandinavia has indeed made a contribution not only to shipping with the Vikings in our past but also in more recent times with many shipowners successfully operating around the world. We do have beer too and probably the best beer in the world (Carlsberg told me) although the Dutch no-doubt would disagree.



This weeks newsletter will take us to Mauritius, Germany and Hong Kong. We are talking with people who in one way or another provide services to the shipping industry or having had a career in shipping.

It never ceases to amaze me how much a shipping education in fact can be used for trading, import/export, transport, logistics, negotiation, travel, etc. In short it is a career that is truly global, perhaps more so than banking.

Sometimes I have difficulty explaining what exactly it is that we do in shipping, because its so broad.

In today's issue:

- Interview with Mr. Vinay Guddye from Mauritius who has had a long career also in shipping and in interesting parts of Africa
- An introduction to LOTUS Containers doing container trading and more
- Getting to know Project Cargo Logger an Android App
- Sector news
- "Scandinavian focus" in both video and photo of the week, along with some shipping news.
- This week's Quote may be used in an argument with a desk general

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

Yours sincerely,

Bo H. Drewsen
bo.drewsen@projectcargo-weekly.com
www.projectcargo-weekly.com

This Week's Advertisers

Your partner in project logistics

Dolphin LOGISTICS www.dolphin-gp.com

marmedsa bemarine
 NOATUM SHIPPING AGENCY & LOGISTICS
www.marmedsabemarine.com

Project FPS
 MOVING THE IMPOSSIBLE
www.sasholdings.com

INTERVIEW WITH MR. VINAY GUDDYE OF BOARD OF INVESTMENT MAURITIUS

VINAY GUDDYE
 HEAD OF DEPARTMENT – OUTWARD INVESTMENT

Vinay, tell our readers about your shipping career, where and how did it start? What is your nationality and where have you lived and worked before settling in Mauritius.

My Profile:

- Bsc. in Electro-Mechanical Engineering
- Msc. in Business Leadership
- Regional Supply Manager for Unilever, Africa, Middle-East and Turkey (AMET)
- Senior Manager, Supply Chain for PBL, Mauritius (Coca Cola Bottlers in Mauritius)
- Head of Aid & Relief vertical for Damco (Maersk logistics) in East Africa
- Head of Business Development of the GSK Group of Djibouti (Agency for Maersk, Damco, APMT, NYK lines, Inchcape Shipping Services, DHL etc....)

I am from Mauritius, a small island in the middle of the Indian Ocean with around 1.3 million inhabitants. Known for being a tourist destination. Mauritius is quickly turning into a Professional Service Hub in the region, mainly through the evolution of its Mauritius International Finance Centre (MIFC).



I spent 6 years in Cape Town, South Africa where I studied at the University of Cape Town and graduated as an Electro-Mechanical engineer. I spent a further 7 years in South Africa working for Unilever. I then took up various positions in Mauritius, Uganda, Kenya, Djibouti/Ethiopia and UAE (Abu Dhabi) before finally settling back in Mauritius last year.

My career started as a project engineer at the Unilever tea packing plant in Pietermaritzburg, South Africa before I joined the supply chain team and eventually ending my Unilever career as the Regional Supply Manager for Africa, Middle East and Turkey (AMET).

In 2011, I joined Damco (then Maersk Logistics) to lead the Aid & Relief efforts across East Africa. This was a unique experience as back in 2011, the Famine in the North of Kenya and more important in Somalia was potentially the worst famine recorded in recent times. The Damco team moved nearly 1 million tons of food aid on behalf of the World Food Program. We faced several challenges ranging from potential pirate attacks for the vessels en route to Mogadishu and terrorist threats to our trucks linking Mombasa and Nairobi to Dabaad. Dabaad was the largest refugee camp in the North East of Kenya, with over 1 million refugees, mostly from Somalia at its peak.

In 2012, I joined a conglomerate in Djibouti, the GSK group. A holding company with an executive interest in various competing international shipping and logistics companies, ranging from DHL, UPS, SDV Transami (Bollere Group), Maersk/Damco, Aramex, Inch Cape Shipping services and NYK lines. The services of the company consisted of almost all services required to conduct a full logistics

value chain proposition for Djibouti and Ethiopia; starting from warehousing, Free Zone management, trucking, equipment rental / heavy lifting, clearing and forwarding, shipping, stevedoring, and marine surveying. The only missing link were the financial services of marine insurance and project financing. As Head of Business Development for the group, this was a perfect academy to fully understand the world of shipping and logistics.

In 2014, I moved to Abu Dhabi, where I took up a position as Supply Chain Director for Foodco Holding LLC, with the main company being an FMCG company.

In 2015, I launched a logistics company, as there was clearly a gap on the market with Abu Dhabi representing almost 50% of the logistics market in the UAE but with the bulk of logistics companies based in Dubai to service Abu Dhabi. It was therefore logical to offset the balance, build the capacities to better tap into the opportunities that the vast infrastructure projects being implemented by the Abu Dhabi government in developing its sea port, the Free Zone of KIZAD, the railway project to connect Qatar to Dubai through Abu Dhabi and the mega airport with its aeropolis under construction.

After, launching the logistics company, I moved to Mauritius where I joined the Board of Investment, Mauritius as the Head of Outward Investment and the Africa Centre of Excellence. This is a sharp transition from the technical worlds of engineering, Supply Chain Management, Shipping and Logistics to policy advocacy and networking to promote investment into Africa with Mauritius as a regional Financial Hub.

Indeed, the world of shipping and logistics has allowed me to build an extensive network across East Africa and the Middle East. At the end of the day, whether providing logistics services or driving investment, they both rest on creating the right corridor with trusted allies and tested capabilities. And in both cases, one needs a vast and reliable network to be successful.

Elaborate a bit on your experience in shipping & project freight forwarding in Africa – not many have your kind of experience and I believe many of our readers with interest would like to know more about working/living in Africa.

I believe that Africa is an excellent training ground for anyone keen to become a thorough specialist in logistics, shipping & project freight forwarding. It requires sets of skills that would have taken years to develop in other parts of the world. Do not get me wrong, every country/continent have their own challenges and specificities, but I believe in Africa the “set of challenges” is what makes it unique. One must overcome the shortage of equipment, be it trucks or lifting equipment, lack of infrastructure such as warehouses with a proper warehouse management systems, poor connectivity (road condition or simply no road at all) and below par port facilities, border posts etc.

For example, to deliver a container to eastern DRC from the port of Mombasa, one must consider loading the container using a normal 2 x 6 tractor head from Mombasa to the border of eastern DRC, and during rainy season, unload the container onto a Barge to cross the river and potentially on a 6 x 6 tractor head and trailer on the other side of the river. The total cost for such a transit will exceed USD 10,000. Even normal deliveries to major cities such as Kampala or Juba will take at least a week and will cost around USD 4 – 6,000 per TEU. On top of that, other intricacies such as corruption,

reliability of port systems and customs systems hamper smooth operations. At one point, we had over 40 loaded trucks blocked at the border between Uganda and South Sudan for over a month despite having all the legal documents and clearances.

To be successful in Africa, one needs to build a strong network with truck owners in every city, equipment rental company owners, owners of warehouses/large buildings capable to act as an ad hoc warehouse when required, yard owners and most importantly key officials at the port, border posts and all respective institutions responsible to approve clearances for plant products, animal products, pharmaceuticals etc.... Of course, for an expatriate to acquire such a network in a short space of time is impossible, hence poaching of the most experienced and connected resources prevails across the sector. One often spends time and effort training resolute locals only to lose the resource to another multinational!

The point is: if you must conduct a risk analysis before undertaking a freight forwarding project in Africa, you will probably tick all the boxes when it comes to Africa. Yet, success in Africa offers a distinct sense of achievement. Sometimes, the slow pace of things also allows one to take the time to enjoy the true Africa which are its mountains, rivers, valleys, safaris and wildlife unique to the continent. Unlike, the general perception one may have, Africans are generally very amicable, enjoy having fun and yet extremely hard working and reliable.

I was lucky enough to be based in Nairobi before the fear of terrorism. The city however still offers a good blend of luxury and ruggedness. The sort of mix that does not allow you to get bored, unless you get caught in the Nairobi traffic on a rainy day where it might take you 5 hours to travel 10 kilometres across the city.

Having said that, East Africa is investing in improving connectivity. The Mombasa-Nairobi Standard Gauge Railway was inaugurated last month. Plans to connect Nairobi to Ethiopia, Uganda and Rwanda have been laid. The East African Community (EAC) has already set a common platform for customs clearing and they are even considering a single currency for countries in the EAC bloc. It seems, regional reforms are well underway to transform the connectivity and make trade and infrastructure development the backbone of economic growth in that part of Africa.

It is worth noting that accordingly Africa needs more than USD 100 billion on infrastructure development annually over the next five years. This certainly shows that the need for project cargo services on the continent can only be on the rise and I believe Africa is one of the few regions where investment in project cargo capabilities will without any doubt deliver high returns.

Tell us about some of the most difficult projects you have handled in shipping. Could you provide a few examples, pictures perhaps?

One of the most memorable project I was part of was the movement of a cement grinding mill weighing over 120 metric tons from Mombasa, Kenya to Tororo, Uganda. The project required the importation of a modular, multi axle trailer and it took us over a month to reach destination. The success of such a project was down to the excellent road studies conducted by the engineers to understand the bridges that would not sustain the load and where and how temporary rock bridges could be erected to cross rivers and mountains. Coordination of the authorities, municipalities

and utility engineers along with lifting and earth moving equipment along the way in every town, next to every river, bridge or valley was the actual success factor.

However, my most difficult project on the continent was the setting up of an air cargo company in Djibouti. The rationale was to use Djibouti as a Hub to provide a sea and air solution to land locked countries in Africa, such as South Sudan, Chad and parts of Ethiopia, DRC and Uganda. Reaching some destinations inland by truck in Africa may cost well over USD 10,000 per TEU, sometime with lead times exceeding a month. Therefore, developing a sea air solution was a realistic project with a view to considerably reduce lead time, ensure safety of cargo at a marginal premium. To that end, GSK signed an agreement with an UAE based airplane leasing company to position an IL71 cargo plane capable to load Three TEUs or 44 tons. The UAE partner a pay on use basis for the first 6 months.

An agreement was also reached with various ministries and authorities in waiving the parking fees for the cargo plane for the first 3 months to allow the new company to build a sustainable position. It however took the newly set team around 10 working days to secure its first contract and the plane had to fly to Entebbe to pick up cargo for the UN. However, to our surprise the authorities grounded the plane and insisted on full payments of the parking fees over the two weeks the plane had been standing at the airport. It felt like being in the story where the goose laying the golden egg was slated in anticipation. Similarly, our UAE partner eventually pulled the plane back to the UAE and killed this initiative that could have positioned Djibouti as a key Hub in Africa for Sea-Air solution.

Tell us about your goals at the Board of Investment Mauritius. Does your shipping and logistics background come to good use in your new job?

Mauritius has gone through a wonderful evolution, starting as a monocrop economy at its independence in 1968 with a GDP per Capita income of only USD 400. The island, then invested in developing its manufacturing capability in the 70s and 80s through the promotion and development of its textile sector, then diversified into Tourism, Financial services, ICT and Professional Services. Today, the GDP per Capita stands at just under USD 10,000. However, as a Small Island Developing State (SIDS), the country faces enormous challenges as its remoteness and small market size does not allow for economies of scale and along to being an open economy, local manufacturing is fading year on year at the expense of a growing trade deficit.

Hence, to continue our evolution towards a high-income country by 2030, the government's vision is to consolidate on its Africa Strategy. Mauritius adopting the policies to transform into the "Hub" for the continent. Already the Mauritius International Financial Centre (MIFC), structures around USD 20 billion of Private Equity fund into the continent, making Mauritius the single most important financial Hub for the continent. In Sub Saharan Africa, Mauritius with a Moody's rating of Baa1, is the only investment grade country in this part of the world. Mauritius also recently launched its regional arbitration centre to tackle litigations and commercial disputes for the continent at a more competitive rate. The government has recently introduced incentives to set up Regional Headquarters that can conduct administrative, planning, and back-office support services for operations in Africa. The air connectivity is also being improved with two new

destinations on the continent launched recently and Bilateral Air Services Agreements (BASA) being negotiated with several African states.

My job thus is to promote investment onto the continent using Mauritius as a jurisdiction to structure the investments. Our globally renowned, safe and stable environment offers the safety investors and project promoters alike are seeking in Africa. My office also acts as a repository of economic intelligence for the continent with a network of 32 MOUs with Investment Promotions Agencies (IPAs) across the continent. We compile continental and country macro-economic data and dissect sectorial micro data to "guide" Mauritian based economic operators and investors towards safer economies and bullish sectors.

My shipping background, certainly comes in handy. Having been on the receiving end of poor infrastructures, red tape, corruption and poor connectivity, I now have a chance to help the country and to some extent part of the region to improve the situation through policy advocacy. Predominantly for Mauritius, but I am glad to see our African brothers is following the lead of our tiny island and undertaking serious infrastructure projects while also addressing bureaucratic inefficiencies. Policy makers tend to focus on tariffs as main barrier for trade and investment. However, having been on the ground, we understand the bulk of non-tariff barriers that hinders free movement of goods and cash.

Finally, I hope that eventually, we manage to convince the authorities in the Indian Ocean to launch a cabotage service/liner service linking the Indian Ocean islands to key markets in East Africa. This should allow Mauritius to then develop into a free zone economy, achieve economies of scale and compete in a wider market.

I am sure that some of our readers would be interested to know more about Mauritius, not only as a holiday place to go but perhaps also as a place for investment, banking etc. What you can tell such readers? Whom to approach? What kind of future is in store for Mauritius?



Map of Mauritius

Mark Twain once described Mauritius as a heaven on earth: "Mauritius was made first, and then heaven; and that heaven was

copied after Mauritius.” Indeed, our tropical island is best known as a world class tourist destination with luxury hotels on white sand beaches with volcanic mountain backdrops. The tourism industry has experienced robust growth for decades and remains one of the main pillars of our economy. Today, more than 1.2 million tourists visit Mauritius annually from around the globe.

Notwithstanding the upswing of the tourism industry, over the years, successive Governments have strived to expand the economic base of Mauritius thus ushering a well-diversified, stable and sustainable economy. Mauritius has developed a thriving business environment and is regarded as one of the most competitive country for doing business in Africa and is a shining light on the continent. Undeniably, the country ranks among the top performers on a number of international indices such as the World Bank Ease of Doing Business, World Economic Forum Global Competitiveness, Mo Ibrahim Index of African Governance amongst others.

Mauritius is a small window offering an ocean of opportunities to investors. Foreign Direct Investment surged to an unprecedented amount of USD 385 million in 2016 on the back of robust performance of the hospitality and property development sector and financial services sector coupled with rising influx in the manufacturing sector and emerging sectors, namely education, healthcare and creative industry. Besides, foreign investors are increasingly using Mauritius as a base for Regional Headquarters Companies.

The Board of Investment of Mauritius as the National Investment Promotion Agency is a one-stop focal agency for business registration, facilitates all forms of investment in Mauritius, guides investors through the necessary processes for doing business in the country and acts as a strategic partner for companies wishing to use the country as a springboard for investing in Africa.

Mauritius offers a favourable environment for business and provides excellent investment opportunities across a wide range of sectors, namely, agro-industries, banking and finance, healthcare and biotechnology, hospitality and property Development, information technology and business process outsourcing, logistics and distribution Services, creative industry, manufacturing, light engineering, renewable energies, seafood and aquaculture.

Mauritius has a unique business friendly environment along with a healthy investment climate that makes it an attractive investment destination:

- Harmonized corporate and income tax of 15%
- Tax free dividends
- No capital gains tax
- Up to 100% foreign ownership
- Exemption from customs duty on equipment
- Free repatriation of profits, dividends and capital
- No minimum foreign capital required
- Business operating costs remain affordable compared to other emerging business centres

Moreover, with its rich history and a mix of various cultural traditions, Mauritius is a privileged country to live in. An attractive and thriving place for business with an incomparable art de vivre, Mauritius is home to the citizen of the world.

In its pursuit to become a high-income economy, Mauritius is

actively encouraging foreign talents, know-how and investment into the country. Foreign nationals wishing to work, live or retire in Mauritius may explore various avenues either through the Occupation Permit, the Residence Permit or the Permanent Residence Permit. They are also eligible to acquire property in Mauritius under prescribed conditions.



Maritius Beach

As for shipping to and from Mauritius, which shipping companies generally call there? Do any break bulk ship owners call to the island regularly? Are the Chinese and Indians investing heavily in your country?

Port Louis is the Capital and Port City of Mauritius and is in a strategic position on the fast-growing traffic lane between East Asia and Southern Africa/the Atlantic and not far from the main fishing grounds in the Indian Ocean and Southern/Antarctic zone. It is thus not surprising that the major shipping companies connect the island to the rest of the world. These include the Mediterranean Shipping Company, Maersk & Safmarine, Pacific International Lines, K Lines & CMA-CGM.



Mauritius Port Louis

Currently, project cargo opportunities in Mauritius and the Indian Ocean Islands is limited to the few turbines for power generation. However, as mentioned earlier, infrastructure projects are on the rise. The need for better ports, airports, roads, bridges and railway services are actively being catered for. Mauritius will start the construction of its metro-express later this year, with an investment exceeding USD 500 million.

Big strides are being made towards capacity building and transforming Mauritius as a serious service and manufacturing hub for the region. To this end, the “Chantier Naval de L’Océan Indien” (CNOI) was recently set up within Port-Louis and is one of the largest and most modern shipyards in the region. The shipyard, covering some 60,000 m² in area include a 130 m X 27 m drydock, a ship elevator for vessels weighing up to 1,400 tonnes,

over 350 metres of repair/outfitting quays, lifting & hauling facilities including a 100 tonne capacity mobile crane and a 50 metre X 20 metre covered building berth.

There are also several mechanical and electrical workshops attending to steelwork, welding, piping, hydraulics, surface treatment, painting, air conditioning, refrigeration, cabling, woodwork and other specialised items.

The shipyard has rapidly established itself as a very useful supporting facility for ships plying in the region and is now well recognised for its state-of-the-art engineering, best-in-class practices and dedicated & talented 300-strong workforce.

Just a few weeks ago, the CNOI launched two ro-ro vessels entirely built in their shipyard in Mauritius. The vessels are destined for the French administered island of Mayotte. The first vessel being an amphidrome, 40 meters in length and took less than 24 months for its construction.



CNOI Drydock

India and China are important trading and investment partners for Mauritius. Relations with both countries have deepened gradually thus supporting the economic growth of the country. Over the years, investment from Asia has known a significant increase with the cumulative average over the past 5 years amounting to USD 130 million annually. Besides, both countries have joined hands with the Government of Mauritius for project financing and providing technical expertise encompassing the development of modern and high-tech infrastructure including the implementation of the Metro Express landmark project, port development and the development of Smart Cities in Mauritius amongst others.

Both India and China have engaged with the Government of Mauritius in using Mauritius as a Hub for the continent. India and Mauritius will be finalizing the CECPA (Comprehensive Economic Cooperation and Partnership Agreement) in the next few months to further encourage Indian operators in using Mauritius as the gateway to the continent.

On the other hand, China is investing in developing the freeport area of Jin-Fei next to Port-Louis and the Bank of China has recently set up a unit in Mauritius to better support infrastructure development in the region.

The airport of Mauritius that can already accommodate over 3 million passengers will be further expanded to ensure we meet our continental aspirations to be a link between Asia and Africa.



Mauritius Airport Top View

How to reach you in case people are interested to get in touch with you?

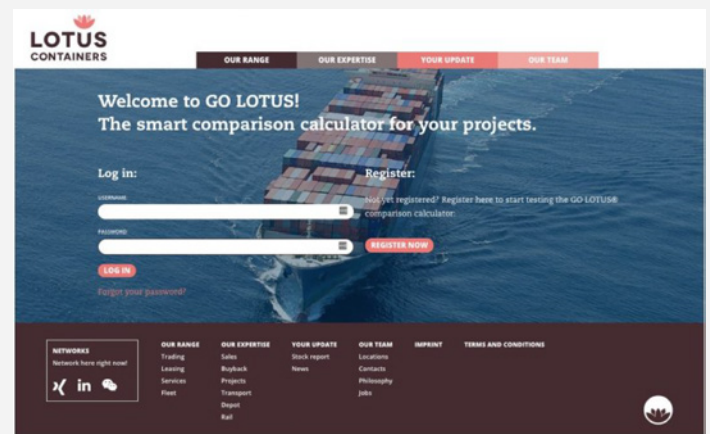
Simply contact the BOI: contact@investmauritius.com
Or myself: vinay.guddye@investmauritius.com
Tel: +230 2033888

Interviewee:
Vinay Guddye
Head of Department - Outward Investment
vinay.guddye@investmauritius.com
Invest Mauritius
<http://www.investmauritius.com>

CONTAINER SERVICES BUY/SELL AN INTRODUCTION TO LOTUS CONTAINERS, GERMANY

BRIEF INTRODUCTION BY MR. WILLEM
ALEXANDER DOUS - CEO

Editor : *I had the pleasure of meeting Mr. Willem-Alexander Dous CEO of LOTUS containers at the recently held breakbulk expo in China. Without making a formal interview I asked Willem to give a short presentation about Lotus containers.*



LOTUS Containers has been a container solutions specialist since 2008. We offer a specialized, yet broad range of container services. With locations and representative offices in Europe, China, South America and Australia, our international expertise is based on regional practice. We make use of our global expertise,

but our trade is always optimized locally. New offices and representations in the near future are planned for South America, the US and the African continent.

LOTUS Containers is an international specialist for the sale and purchase of containers, no matter where in the world. This means that we are experts when it comes to international projects by providing a variety of container solutions and the associated intermodal logistics.

We have a worldwide depot network and a comprehensive service spectrum which support us in managing our customer's demands.

Read our short [Company Presentation](#) which provides more detailed information.

What could be especially interesting is our GO LOTUS® calculator. (an SOC/COC comparison calculator for project business).

Please find the link here: <http://www.lotus-containers.com/en/login/>

In short: By buying or leasing SOC containers from LOTUS Containers, you can save money when managing project tasks. These enormous potential savings as illustrated by a number of different examples.

LOTUS Containers GmbH
Buchenring 3
21272 Egestorf
Germany
Telefon: +49 4175 400 65 31
Mobil: +49 172 699 00 83
Fax: +49 4175 400 65 99



<http://www.lotus-containers.com>
willem.dous@lotus-containers.com

PROJECT CARGO LOGGER – THE ANDROID APP

AN INTRODUCTION BY MR. RENÉ BENDT DIRECTOR

Editor: I have met Mr. René Bendt on several occasions in Asia dating back some years ago. One product that he is offering in the market is Project Cargo Logger. Rene tells us more here and answers some relevant questions.

What is Project Cargo Logger?

Project Cargo Logger is a new Android smartphone app for heavy lift/ project cargo operators, port agents or charterers / cargo owners. It logs relevant operational timestamps during a heavy lift vessel port call.



What happens to the milestones logged during the port call and handling operation?

The timesheet loggings are automatically sync'd to the shoreside using vessel or port wifi, or smartphone sim card on an ongoing basis, providing shoreside stakeholders' full visibility to milestones logged from vessel or quayside throughout the port call.

What are the upsides of the Project Cargo Logger?

The key benefit is that the timesheet milestones supports the statement of facts and demurrage calculations, as the timestamp cannot be tampered with –only logged, as it happens in real time.

Additionally, the milestones logged on the smartphone during the port operation are visible from the shoreside for vessel operators and possibly port agents and/or charterers throughout the port call.

Making a lot of enquiries, phone calls and emails about marine and handling progress is redundant. A vessel operator on weekend duty can monitor marine operations, lift preparation and lift progress for all vessels in fleet on a single laptop, tablet or smartphone from anywhere in the world.

Finally, the timesheet loggings can be analysed in depth after the call, and process improvement opportunities for reducing the port call duration can be identified and discussed with port stakeholders.

Which milestones are logged in the Project Cargo Logger?

Each vessel operator or port agent using the Project Cargo Logger selects from a pool of available milestones related to heavylift cargo operations including:

- Marine arrival
- Notice of readiness rendering and accept
- Mooring operation
- Preparation for lifts
- Cargo and handling gear and barges/tugs readiness
- Lift start, end and interruptions
- Vessel departure

All vessels in the fleet automatically align the milestones available for logging as defined by the operator's headquarters.

Who is doing the logging on the SmartPhone?

Either the onboard crew, terminal operator foreman, agent's onsite rep or vessel operator's or cargo owner's representative do the loggings from a smartphone carried in the pocket.

What does the vessel operator or port agent need in order to use the Project Cargo Logger?

Just an Android phone with internet connectivity is required. The smartphone and cloud apps are all ready to go.

How can a vessel operators or port agents try-out the Project Cargo Logger app?

It just takes 5 minutes: Download the app on an Android smartphone from the Google Play Store, start the app, and initiate the "try-out". Then you are running the Project Cargo Logger!

For a tryout of the cloud / shoreside view of port operation loggings, contact arl-shipping.com.

Is the Project Cargo Logger expensive to buy?

It's free; the app can be downloaded from the Google Play Store. The vessel operator or port agent just contribute a modest monthly fee per vessel or per port covering hosting, support and everyday usage.

Is the heavy lift shipping segment ready for mobile apps?

The shipping industry is not a heavy mobile app user, but vessel crews as well as shore based staff are using apps for most other aspects of their lives. Crew stay in contact with their family while onboard, staff use apps for banking transactions, directions on maps, listening to music and much more. arl-shipping.com's apps are simple and intuitive, and are facilitating the crew and staff in the project cargo industry to use the same style of tools for work that they are already familiar with personally.

Who is arl-shipping.com?

arl-shipping.com is a company name, as well as a website. We are a small app developer, solely providing innovative cloud and smartphone solutions for the deep sea shipping industry. Together with its sister ARL Consulting, arl-shipping.com has developed software currently in everyday use in more than 300 offices and onboard 800 vessels.

Interviewee:

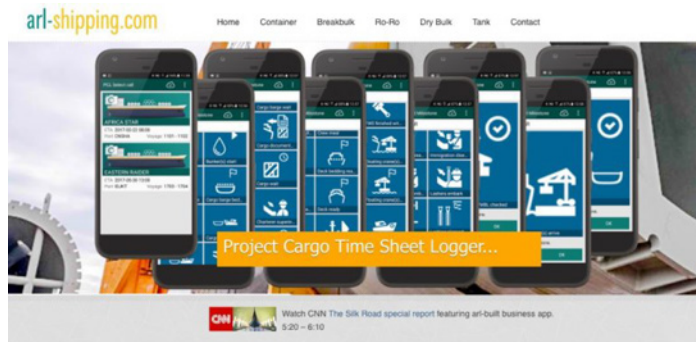
René Bendt

Director

rb@arl-shipping.com

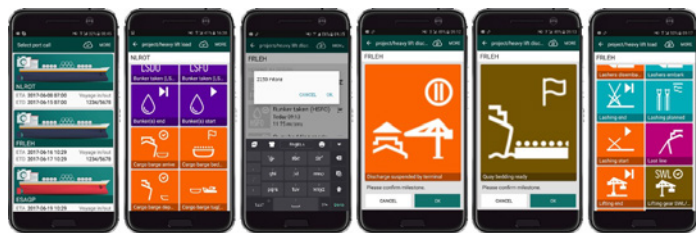
arl-shipping.com

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



Project Cargo Logger

 Tag Monitor project cargo port call milestones from office video wall	 Benefit Real-time logging of project cargo marine and handling milestones	 Cost No license costs. No servers; no IT. Just low monthly usage fees.	 Google Play Download the app from Google play
--	---	--	---



arl-shipping.com

ELEVATORS

THYSSENKRUPP RECEIVES CHINA'S LARGEST TWIN ORDER IN BEIJING

Thyssenkrupp celebrates another addition to its TWIN portfolio, having secured a contract for 41 transportation units, including 8 TWIN elevators, for the Sunshine Insurance Group's new headquarters in Beijing, China. [Read more...](#)

RENEWABLES

EDF SIGNS 420MW HYDRO CONSTRUCTION DEAL WITH CAMEROON

On Tuesday, an agreement was signed between the French power utility Electricite de France (EDF) and the government of Cameroon for the construction of a hydroelectric power facility. [Read more...](#)

CEMENT

CEMEX AND CBMI SIGN CONTRACT FOR SOLID LINE

Cemex Philippines has signed a contract with CBMI for the construction of a new kiln production line in the Philippines. The contract involves the design and engineering works of a new 1.5Mta integrated production line at Cemex's Solid Cement plant in Rizal. [Read more...](#)

CONSTRUCTION

QUEENSLAND GOVERNMENT INVESTS BIG IN BIOREFINERY

When completed, the planned commercial scale facility would have the capacity to produce up to 26,000 tonnes of soymeal, 2,000 tonnes of yeast products for the animal feed market, and 15 mega litres of biodiesel each year. [Read more...](#)

\$30 MILLION INVESTMENT IN DAIRY PLANT

The Mexican company Lala will be building a milk, ice cream and by-products factory in Guatemala, with capacity to process 5 thousand tons of products per month, and it will start operating in the first quarter of 2018. [Read more...](#)

CHINESE TIRE COMPANY WANLI TO BUILD \$1B PLANT IN SC

China-based Wanli Tire Corp. has announced that it will build a \$1 billion manufacturing plant in South Carolina. [Read more...](#)

AIRPORTS

BAHRAIN HIRES FRENCH FIRM TO SUPPLY SECURITY AT EXPANDED AIRPORT

Bahrain's Ministry of Transportation and Telecommunications has hired French technology firm Thales and SITA to provide the security and operations management system for Bahrain International Airport. [Read more...](#)

WASTEWATER TREATMENT

ALASKA CITY SELECTS VEOLIA'S MBBR SYSTEM FOR AMMONIA REMOVAL

Resource management solutions provider Veolia's AnoxKaldnes Moving Bed Biofilm Reactor (MBBR) system has been selected by Palmer, a city in Alaska, for its waste water treatment facility. [Read more...](#)

CMA CGM PROJECT CARGO DIVISION

CMA CGM XXL CARGO DIVISION INTRODUCTION AND CONTACT INFORMATION SHEET

Editor: As you know from recent newsletter I paid a visit to the headquarters of CMA CGM and I think it would please some of our readers to have the right contact details in place depending on where in the world you are situated.

[Their latest leaflet and contact sheet](#)

They may well be worth contacting if/when you have a project to be moved around the world.



SHIPPING NEWS

INCE & CO ADVISES SHIPPING COMPANIES TO PLAN FOR PROLONGED QATAR DISRUPTION

Leading international law firm Ince & Co has advised shipping and transportation companies with cargo interests in Qatar to plan for a period of disruption and uncertainty, following the decision by a number of Qatar's neighbours and other nations to cut diplomatic ties and close borders with the Gulf State. [Read more...](#)

SHIPMENT OF THE WEEK

HANSA HEAVY LIFT TRANSPORTS EQUIPMENT FOR MAJOR NEW PETROCHEMICALS PRODUCTION COMPLEX IN RUSSIA

They delivered more than 60,000 cbm of petrochemicals equipment

to help with construction of SIBUR's ZapSibNeftekhim polyolefin complex in Tobolsk, Russia. It took two deliveries to complete the project, during which a total of six vessels were dispatched, including HHL Lagos, HHL Tokyo, and HHL Valparaiso, each capable of lifting 1,400 metric tonnes. [Read more...](#)



VIDEO OF THE WEEK



Taking a trip on a passenger/cargo ferry between Stockholm and Helsinki takes 24 hrs and you pass by hundreds of islands in the Stockholm archipelago - amazing.

PHOTO OF THE WEEK



A DRILLING RIG WITH LEGS UP

A laid up oil rig **Maersk Inspirer** in the small port city of Grenaa, Denmark. Giving new meaning to the term "high rise".

QUOTE OF THE WEEK

"IN THEORY, THERE IS NO DIFFERENCE BETWEEN THEORY AND PRACTICE. BUT IN PRACTICE, THERE IS."

- Yogi Berra -

Global
Readers

In-Depth
Interviews

Neutral
Coverage

"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

AD PRICING

1x Main Banner
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

Get in touch

For editorial contributions contact editorial@projectcargo-weekly.com
For advertising and sales inquiries contact advertising@projectcargo-weekly.com
www.projectcargo-weekly.com

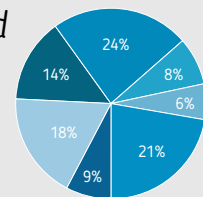
READERSHIP

• Subscribers

We have 27,000 subscribers who regularly open the newsletter

• Industries Covered

Shipowners,
Shipping Agents,
NVOCC's,
Freight Forwarders,
Trucking,
Rigging and Lifting Contractors...



24% SHO
14% SHA
18% NVO
21% FRF
9% TRU
6% CRN
8% MSC

• Geographical Distribution of Subscribers

10% North America
10% South America
30% Asia
29% Europe
6% Africa
5% Oceania
10% Middle East

