

**MR. THEIS GISSELBAEK
BUSINESS DEVELOPER**

Week 25 (19-25 June, 2017)

EDITORIAL

Thursday again - I am starting to wonder if there are 2 Thursdays in a week and I recall the saying that quote "I will do it when there are 2 Mondays in a week". Well, let me say that it there has to be 2 days in a week then let it be Thursdays. I just spent 9 days in Denmark, a country that is deeply involved in all matters green. Something that we as a country try to promote abroad. Danish companies sell it as part of their profile and generally green has been the "in" color for some years. I recently shipped 1 x 20' container with personal effects using "Evergreen" all to support the green movement :-)



In this weeks issue:

- An interview with the Port of Grenaa, Denmark
- Sector news and some impressive project shipments being loaded & won by reputable shipowners
- Video, photo, and quote of the week
- Job seekers: An introduction to an expert in Corporate Social Responsibility

Next week will be our last issue before the summer break.

Yours sincerely,

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First of all tell us a bit about your career before you started working for the port of Grenaa. Elaborate on your experience in moving project cargo, including renewables etc.

In my professional career I have always been part of the logistics supply chain, starting as trainee in Scan Shipping container line division as agent for "K" Line. Hereafter I had the opportunity to start at Martin Bencher (Scandinavia) A/S in their Norwegian department focusing on oil and gas project transportation worldwide. This gave me great insight into project handling and management. The job sent me around the globe to various ports and gave me opportunities to network.



As Martin Bencher received more and more renewable project inquiries they established a dedicated wind division, which I joined in the very beginning. We focused on niche businesses within wind and had many consulting jobs for wind turbine prototype manufactures looking at the overall concept development for transportation, including the considerations of roads, ports, vessels etc. This, combined with actual transportation of endless power cables for Offshore Wind Farms, general WGT transportation and assembly work in port, gave me the experience needed to continue my career in the field.

I helped to establish a new offshore wind turbine joint venture between Mitsubishi Heavy Industries and Vestas called MHI Vestas Offshore Wind A/S. I had the lead to develop the transport concepts for the markets most powerful wind turbine called V164 and commercialize it to the transport and shipping industry. This culminated in the execution on the first real scale Offshore Wind Farm for this WTG type called Burbo Bank Extension in 2016.



Port of Grenaa

What made you move on from a career in project freight forwarding to one where you do marketing for a Danish provincial port?

The insight I gained in various positions within transportation “on both sides of the table” has given me a very broad network within the transport industry. This linked to the fact that projects, components, cargoes, manufacturing etc. are becoming more and more dependent on port operations, and that same set increasingly demands from ports, links these business closely together.

Ports are becoming more and more specialized within segments as the knowledge needed to handle various cargoes also increases. By becoming specialized one goal is to optimize cost in the very same transport supply chain I have always been part of. It might be that the Port of Grenaa is a provincial port looking at the cargo turnover, but the port has recently been going through a business change with a new strategy focusing on several segments: wind, project cargo, bulk, stacking, recycling, etc.

For these segments we are actually amongst the market leaders in Denmark and Scandinavia. Therefore the move for me from project transportation to marketing / business development at the port of Grenaa is not as odd as it may seem.



Project Lastning for HSM Industries BOP

Tell us about the location of the port of Grenaa. Give us examples of projects that the port has handled recently.

The Port of Grenaa is in Kattegat, Denmark. It is close to the T-route to and from the Baltic region, has huge capacity port cranes, state of the art quay facilities and good water depth. The Port of Grenaa has always been used for wind turbine component exportation worldwide and oil and gas component transportation to especially the Far East.

The port expansion in 2010-11 was especially designed for the execution of the Anholt Offshore Windfarm, where the port was used for all pre-assembly activities. Back in 2013 this was the world largest Offshore Wind Farm.

Looking at today's focus, wind still plays a major role for project cargo, together with large steel structures from infrastructure projects. As for bulk cargo, Danish power plants have recently been converting from coal to more CO2 friendly materials like wood chips and wood pellets. Therefore we have seen and will continue to see the Port of Grenaa as a natural hub for these bulk

materials to and from the Baltics as a link to the African and American continents.



Pre-assembly at the Port of Grenaa

I saw from your office window that one of the worlds largest jack-up rigs is laid-up just outside? Tell us more about it. I also see a special vessel used for offshore projects, what can you tell me about that?

The Port of Grenaa has frequently been used for stacking and maintenance projects for offshore wind farm vessels and oil rigs. The reason for this is again our port facilities and the link to our local service providers for maintenance work.

We have hosted some of the world largest Offshore Wind Installation vessels and have a good and long relationship with these carriers, so they can optimize their vessels in between employment. It is the same story for oil and gas rigs, where we right now have Maersk Inspirer docked in the port. It is one of the world's largest offshore jack-up rigs, so it again proves the capabilities of the Port of Grenaa.



Maersk Inspirer – Jack-up Rig

How do you intend to increase the awareness of the port of Grenaa? Many ports attend expos around the world. How do you differentiate yourselves from the many other ports out there? How do you get known to real cargo owners?

At Port of Grenaa we can handle all kind of cargoes within our strategy, but our weakness is exactly as you pinpoint, the awareness of the port and our visibility. We are present at all major expos within wind, oil & gas, bulk and recycling in the northern part of Europe, but most of them as a guest. The most effective places for us to get the right contacts are within segment

networking events and their sessions, this is our main focus.

We are also intensively using social media to tell our stories. Another channel we are using is our magazine called SUPPORT which is a combination of a paper version and an online version with videos and photo essays. Right now the majority of our articles are published in Danish with some published online in English.

Part of our focused strategy is to have a more intense dialog with our users and be more visual by telling interesting stories about the port. We know it is important to have a close dialog with cargo owners and strategic decision makers, so that we can act fast on trends within each segment and invest wisely. This way we are able to service customers today and in the future. That said, we still cooperate closely with logistics providers in and around the port. We are part of a sophisticated supply chain, so we have a very broad stakeholder management.



Project HSM Transport of Lookout Tower

The Port of Grenaa is close to the biggest container port in Aarhus, Denmark. I heard from many people that in fact Grenaa is the better suited port even for container traffic, but due to political networking and indecisiveness the Port of Grenaa was never chosen for development. Is there any truth to that statement?

There was a discussion 15-20 years ago on a national level, where to locate the future container port in Denmark and one of the best positions was actually in Grenaa, but as the existing container port was in Aarhus, they kept that business. Due to our position and the city of Grenaa, where the port is far from local community and that the municipality have taken the decision never to build private homes at the port, we are focusing much more on the heavy industry and cargo segments which are noisy, smelly or dusty. Aarhus is a good container port in the middle of the city center, which doesn't affect the local community that much, but we see an increasing interest from the users within other cargo segments at the Port of Aarhus to move to the Port of Grenaa. So we have a good cooperation with Aarhus to utilize our strengths.



Rohde Nielsen Rolldock Sun in the Port of Grenaa

Do you belong to a network of ports or do you handle your own marketing directly?

The Port of Grenaa is part of the Network of "Danish Ports", which consists of the 15 largest ports in Denmark. The mayor of Norddjurs Municipality, where Grenaa is located, is also a board member of this organization.

Overall we are handling our marketing ourselves, but for some segments like Decom in the offshore industry, we are in close dialog with other northern European ports within the same segments to network and share knowledge.

Networking is important for us, therefore we are also part of various networks locally, nationally and globally, especially within the wind and offshore sectors.



Bodø Norge Project

Your geographical location is on the East Coast of Jutland which is the main part of Denmark, what kind of catchment area do you expect to reach for the port of Grenaa? The Baltics, Norway and Sweden including the Northern part of Germany and Polish ports are not far away but are also competitors. How do you view the competition?

In general the competition is hard, but we also see that each port is focusing more intensively on some cargo segments, thereby leaving other segments out. 10 years ago all ports could and would do everything. Now the requirements to service segments like wind, offshore, bulk and recycling are causing some ports to look at other segments. Some ports have difficulties increasing water depth, which excludes them from servicing larger vessels, others are located around local communities, making it impossible

to expand. We don't have these challenges in Grenaa, therefore we will be part of the hub function to/from the Baltic/Scandinavian countries in the short and long term. We see the future bringing more cooperation between ports, but still with competition.



Floating crane Samson moving a 2nd hand wheelhouse in Grenaa Port

Finally kindly advise if you send out a newsletter how/where to sign up for it? Please also provide the contact details of who should be approached at the port of Grenaa.

Yes we have our magazine "Support" in Danish and online news in English. These can be found via the following links. We also kindly ask everyone to follow us on LinkedIn for the international news and Facebook for the more local news.

Magazine: <https://www.grenaaahavn.dk/om-os/magasinet-support/>

News: <https://www.port-of-grenaa.com/news/>

LinkedIn: <https://www.linkedin.com/company-beta/5052287/>

Facebook: <https://www.facebook.com/grenaaahavn/>



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SHIP-BUILDING

AUSTAL DELIVERS FIRST OF TWO HIGH-SPEED PASSENGER FERRIES TO 2GO PHILIPPINES

Austal Limited (Austal) (ASX:ASB) announced earlier today that the first of two 30-metre high-speed passenger ferries for the 2Go Group has been delivered, on-time and on-budget in the Philippines. [Read more...](#)

RENEWABLES

ECO WAVE POWER UNVEILS MEXICO WAVE PLANT PLANS

The Mexican subsidiary of Israeli wave energy developer Eco Wave Power (EWP) has unveiled plans to construct a 4.1MW wave energy power plant in the Mexican state of Colima. [Read more...](#)

ET SOLAR TO INVEST IN CAN THO

ET Solar has been successful in 15 countries and has become a prestigious share on the US securities exchange. In Viet Nam, ET Solar expects to build a plant, sell products to market and transfer technology to localities. [Read more...](#)

FIRST SOLAR PV POWER PLANT TO BE DEVELOPED IN MOZAMBIQUE

The plant will be developed by Scatec Solar, headquartered in Norway, and the local Electricidade de Moçambique (EdM) utility, along with the Norfund development finance agency. Scatec Solar has a 52.5 percent share, KLP Norfund Investments (22.5 percent) and EDM (25 percent) will provide equity. [Read more...](#)

CONSTRUCTION EQUIPMENT

LBX EXPANDING IN ARGENTINA

LBX has been gaining ground in the region, especially with its newly-introduced models, such as the X3E line, which are being brought into Brazil from Japan and then exported to other markets in South America. [Read more...](#)

AVIATION

THE KUWAIT FORCES WILL USE THALES FLIGHT SIMULATORS TO TRAIN CARACAL HELICOPTER PILOTS AND CREWS

Thales will supply three simulators: one Reality H FFMS simulator and two flight procedures and tactical training stations. [Read more...](#)

RAILWAYS & RAILCARS

GE SIGNS 'HOLISTIC' AGREEMENT TO SUPPLY 100 LOCOS TO EGYPT

The Ministry of Transport and Egyptian National Railways have signed a US\$575m letter of intent for GE to supply 100 Evolution Series mixed-traffic locomotives. Training of more than 275 staff and the provision of 15 years of support and spare parts for the state railway's existing and future GE locomotive fleets is also included in the agreement. [Read more...](#)

SHIPPING NEWS

SUSTAINABLE SHIPPING INITIATIVE APPOINTS NEW GENERAL MANAGER

The Sustainable Shipping Initiative ("SSI"), a pioneering coalition of companies from across the global shipping industry, today announced the appointment of Tom Holmer as its General Manager. [Read more...](#)

INTERMARINE NEWSLETTER

This newsletter from shipowner Intermarine is worth looking at. [Read more...](#)

COMBI LIFT WINS A CONTRACT FOR A MAJOR PROJECT IN RUSSIA

The Linde Group chose German heavy lift expert Combi Lift as its logistics partner for oversized and heavy lift cargo for the Gazprom Amur Gas Processing Plant Project. The entire scope involves transporting over 176,000 freight tonnes of cargo, including 12 columns weighing 900 tonnes each. [Read more...](#)

SHIPMENT OF THE WEEK

GIANT DRUM TRANSPORTED ON CUSTOMISED DOUBLE WIDE ROLLTRAILER BOUND FOR AUSTRALIA

Höegh came up with a unique design involving two 40 foot rolltrailers joined together by a coupling kit system comprised of an easy to use method to lock two 40 foot rolltrailers side by side. A twin gooseneck was also developed and produced on a Höegh design, ensuring the tugmaster has a firm hold of the rolltrailer at all times during transport.



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VIDEO OF THE WEEK



Just disembarked midstream Suez Canal exit from 8500 teu vessel into a wreck of an Egyptian launch - scary walking down the gangway. But it workededitor still alive..!

PHOTO OF THE WEEK



A very special seaborne crane used to place foundations for wind turbines offshore. I spotted this crane for sale at pt DK-8500 Grenaa Port, Denmark.

QUOTE OF THE WEEK

"IT IS AMAZING WHAT YOU CAN ACCOMPLISH IF YOU DO NOT CARE WHO GETS THE CREDIT."

- Harry S. Truman -

JOB SEEKERS

DENMARK

An expert in CSR (Corporate Social Responsibility) & the green transportation industry - **Mr. Soren Albertsen**

Editor: I had a lunch meeting in Grenaa, Denmark with Mr. Soren Albertsen. Last time I saw him was some 6 years ago almost when I met him in Beijing where he was working for the Danish Embassy with focus on green development and the carbon footprint - Denmark along with many other states almost compete in being as green as possible. Normally we are in my native country only green with envy (sometimes of each other) but I dare say that we have turned our original no to nuclear power back in the 1970's into a global business success ie wind power and wind turbines. There is no doubt that it was our NO to nuclear power that turned our attention to developing alternative energies.



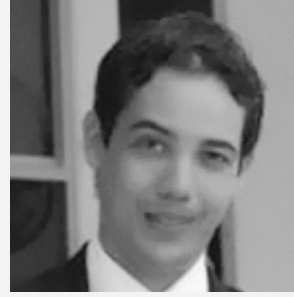
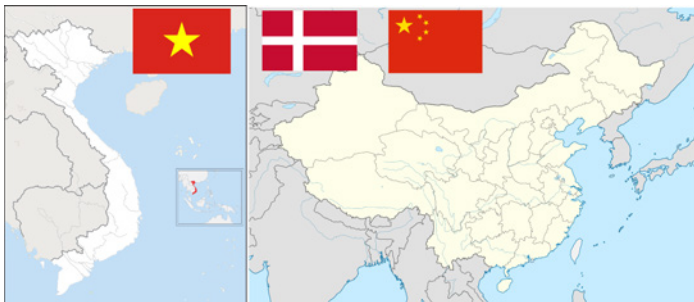
With these words and with my recommendation to you of reading Mr. Soren Albertsens CV you will no doubt find a helpful, versatile and friendly gentleman looking for a suitable job and more than willing to travel.

ps. yes he did promise me an even bigger lunch if this introduction in PCW yields results....and as we all know there is no free lunch these days at least not for most business people.

Through talks with Mr. Bo Drewsen, I realize that the transportation industry may need a profile like mine in order to 1. take advantage of savings and business opportunities in CSR (Corporate Social Responsibility) and 2. prevent problems relating to CSR.

I have for almost 20 years been working in multiple industries in the interphase between business and sustainability. So if you see a common interest, I am more than willing to get in touch with you. It may be time to move on to an international job in the transportation industry. You will learn from my CV that I have lots of experience with management, international work, communication, presentation and not least handling a wide range of stakeholders.

[CV of Søren Albertsen](#)



Mexico:
[Octavio Santos Chávez](#)
Mexico:
(willing to relocate)



Sweden:
[Michael Jiang](#)



Australia:
[Brian Anderson](#)



Denmark:
[Peter Schou](#)
(willing to relocate)

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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



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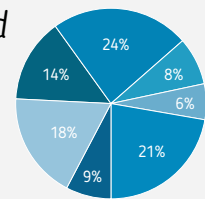
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