

## EDITORIAL

It's Thursday the 31st of August, only 4 months to wait for those who celebrate Christmas. Time goes faster and faster and, as a result, it is already time for us to publish our newsletter for week 35.



First off, our thoughts go to the many victims of the flooding in parts of Texas and we hope that the authorities can take long-term initiatives to prevent future catastrophe. A storm like that shows us that we are frankly powerless against nature, but we can prepare for it.

Turning our attention to the business which most of us rely on to pay our bills, in this week's issue we focus on the UK, where we have interviewed not only a specialized ship and barge owner, but also a shipping veteran of 47 years. It isn't everyday that we can provide living proof of such a long and distinguished career, so read on!

I personally started in 1980, so I am getting there, and in those days telex was the main line of communication. I recall that on my 18th birthday in 1981 I received a telegram from my father onboard Pepnautica, a ship in the Indian Ocean. Who knows about telegrams these days?

Finally, I wish to comment on the subject of the UK and Brexit. Life goes on regardless. I recall how our politicians scared us about the consequences if we rejected the Euro and it turned out that we in Denmark have done okay, if not better than many other Euro countries. The UK will prevail also in the future, judging by the way Brussels is operating these days.

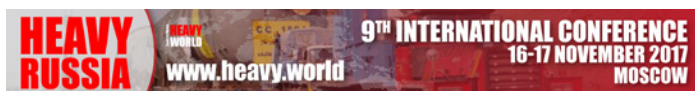
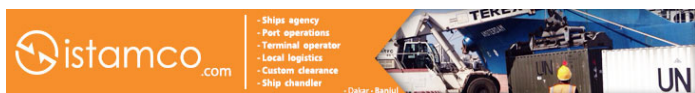
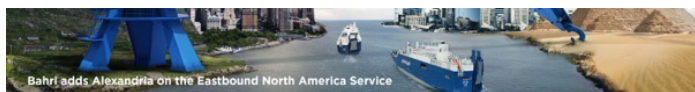
Wishing you a pleasant read and, until next week,

Yours sincerely,

**Bo H. Drewsen**

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## OSPREY SHIPPING LIMITED – VESSEL & OFFSHORE BARGE OWNER

**MR. PETER FLETCHER  
DIRECTOR**

*Tell us about the name Osprey. Where does it come from and what is the reason for settling on that name for your company? Who owns the company today?*

I own the company with my brother Nigel. Our father established Osprey Shipping Limited in 1995.

The name of the company is associated with our mother's favourite bird of prey. Thankfully the Osprey population is increasing and is not as endangered as it used to be.

*What are the main activities of your company in heavy-lift shipping?*

Osprey is not a project freight forwarder. We have concentrated on owning assets such as vessels & offshore barges, and have our own in-house engineering team to support our clients.

We now have our own cable carousel, with a capacity of 5500 tonnes in cargo weight (see photo below), for the marine transport & storage of array electricity cables for offshore wind farms, and high voltage submarine electricity cables. Installed onto one of our barges, we have a very cost effective method of transporting cable all over the world.



Osprey carousel lifting

*It would be interesting to know a bit about some of the projects that you have handled. Please elaborate.*

Over the last several years we have mainly been employed on Oil & Gas projects and offshore wind farms. See the following photo examples of projects we have handled.

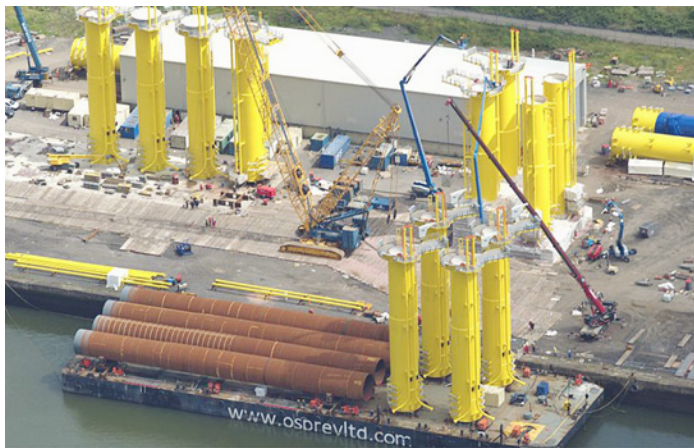


Subsea oil manifolds for BG in Norway





Delivering wind farm jackets offshore



Delivering TP for an offshore wind farm



Delivering mono-piles for offshore wind farm

***I believe you are also regional shipowners which could be interesting for cargo-owners and project freight forwarders. Tell us about the tonnage that you employ.***

We own gearless vessels up to 3700 DWAT that can sail with their hatches open so that over height (tall) cargoes can be shipped. They operate in a 'pool' so there are 12 off-identical sisters.

We have a variety of offshore / project barge sizes, please see our website for the details. <http://www.ospreyltd.com/>



[Pictured:] Lady Anneke's maiden open top voyage. Running with her hatches open passing through the Dover Strait with cargo for BP heading for Invergordon, Scotland. We own the Lady Menna & Lady Mathilde. We have a partnership with Wijnne Barends to work on project cargoes / heavy lifts for the Ladies Anneke, Astrid, Anna, Alexandra & Amalia which all have the capability to run with the hatches open. Anneke was built in 2012, but her conversion to run with hatches open was only completed a couple of months ago. Hence why her first open top job was so recent.

***What are your main trading areas? Would you consider Osprey Shipping a regional or a global shipowner?***

The vessels trade North Europe & the Mediterranean, and the barges go anywhere.

Our barges are based in Rotterdam & Malta (starting October 2017). Barges have worked in North Europe, the Mediterranean, West Africa, and Brazil. The barges are classed for worldwide work.

***I have also noticed from your excellent website <http://www.ospreyltd.com/> that you provide inland and door delivery. Can you tell us a bit more? Are your customers mainly shippers direct, project freight forwarders or both?***

You are referring to our sister company Osprey Heavy Lift. They own mobile strut cranes with lift capacity of up to 750 metric tons, as well as mobile telescopic cranes with lift capacity up to 1000 metric tons.

They also own a large fleet of project trailers, such as SPMTs, extendable & low loader trailers. Osprey Heavy Lift works for both project freight forwarders & shippers.

***Tell us about yourself. How did you end up with a career in shipping?***

I started my career as a mining engineer, working for Anglo American in South Africa & Mount Isa Mines in Australia. A mining engineer has to study mechanical, civil, and electrical engineering, so I had a good / broad education. Whilst I was on a spot of leave, my father asked for some assistance on a project cargo shipment



he was working on for M. W. Kellogg and the rest, as they say, is history.

### **Who at Osprey Shipping should be contacted for inquiries?**

Inquiries from new or old friends can be sent directly to me or to our COO John Furmston: [john.furmston@ospreyltd.com](mailto:john.furmston@ospreyltd.com)

Interviewee:

Peter Fletcher

Director

[pete.fletcher@ospreyltd.com](mailto:pete.fletcher@ospreyltd.com)

Osprey Shipping Limited

<http://www.ospreyltd.com/>



## **A 47-YEAR SHIPPING VETERAN MR. LES THORPE – ISLE OF WIGHT, UNITED KINGDOM**

### **Les, first of all, tell us how old you were when you started out in shipping and, above all, what made you get into shipping in the first place?**

I was 22 years old, had just finished my electrical engineering apprenticeship and higher education and was bored with that industry. Being raised around Kings Lynn, Great Yarmouth and Lowestoft, ships had always been an interest and when a job as a boarding clerk for an agency company appeared, it seemed like something I would enjoy.

### **What was shipping like back then? How could people in the shipping industry survive without the highly connected devices we are so dependent on today?**

Everything was much less hectic. Telex was the main form of communication (faxes came later) and you always made sure that you asked all the questions in each message to avoid waiting for answers. One side benefit is that you could make one day turn into four under the right circumstances. You could receive a telex on a Thursday in Saudi Arabia but as Thursday and Friday are holidays there and Saturday and Sunday are the UK weekend, you didn't need to reply until the Monday, effectively 4 days later. Royal Mail and couriers did roaring trade just moving shipping documents around!

In the UK, finding a telephone box that worked was a major challenge, otherwise everything had to wait until you were back in the office. As agency clerks, we had two-way radios to the office to keep in touch when visiting the vessels in port. On a wet Wednesday in August in Great Yarmouth on a horse racing day it could take 4 hours to move 2 miles – sounds like the M25 motorway today!



[Les' current home location] Culver Cliffs with mainland behind

### **Tell us a bit about your career from the beginning. Include the various positions you have held in shipping.**

I started working for the P&O Group as a boarding clerk in Great Yarmouth, and in the quiet times started dabbling in short-sea coaster chartering. Staff changes meant we had a vacancy at Norwich Airport and I was temporarily moved to Norwich and there I quickly learnt about importing and exporting by air. In 1974 the miners' strikes caused us to have restricted power supplies (see the [Three-Day Week](#)) and I found myself chartering small aircraft from Europe to Norwich with candles. I was then asked to return to Great Yarmouth as we were given the agency for a daily Ro-Ro service from Esbjerg and I was asked to handle all the import customs formalities. This progressed to include exports and full forwarding services.

The Line then suddenly announced it was closing down. Several of the staff were made redundant, including me. One of my directors then called me and asked if I would like an overseas assignment for 3 to 4 months in Saudi Arabia.

After 3 plus years in Jeddah as forwarding manager I returned to the UK to handle a major oil & energy project in Pembroke where we handled 150 heavy lifts from 75 tonnes up to 348 tonnes over an 18 month period. I was assisted by a master mariner from P & O General cargo who taught me most of what I know today of handling H/L cargoes. At the end of this project I went to Singapore and Indonesia to assist our offices out there.



[Les' current home location] View over Culver Cliff

I was then asked to go to Miami to head up our office there, handling the front end of the cargoes for our Middle East projects. These projects ended and I was asked to return to the UK. We had a resignation in Singapore, so I had 5 days in the UK and shipped my wife and my great dane off to run our Singapore office. We handled general freight and a hydro-cracker project in Indonesia.

In Dec 1983 P & O decided to get out of the project forwarding business and we were all redundant again. I then joined Mitchell Cotts as a project manager becoming office manager until they were sold to Hellmann International, who did not want to be in the project business at that time.

I then found myself at Panalpina as projects manager and then head of oil and energy where I set up the O & E division at Heathrow.

I left to join Lep – nowadays Agility. Things were not good at Lep, so I set up my own company and had three good years before the 1999 slump in global projects.

I semi-retired, joining a UK haulage and warehousing company for 6 years before deciding I missed the “buzz” of project forwarding. I have been back in this sector as project manager or BDM at various organisations since 2006, culminating in the last 4 years at Cory Logistics.

### **What are the differences in the shipping & freight forwarding industry between the past and the present?**

Personally I feel like it used to be a people's industry, populated by real professionals who knew if you knew your stuff or not. Experience and expertise really mattered.

Today it appears to be run by accountants and university graduates using computers who think they know-it-all and seem only to be interested in the immediate bottom line.



[Les' current home location] Coastguard manouvres at Culver overlooking Bembridge

### **Can you tell us about some of the projects that you have been involved in over the years and what you found most interesting about them?**

My first heavy lift project into Pembroke was the most memorable because of it's size and time scale. Today's mega projects make it seem small but in those days it was special.

In Saudi we had several projects running at the same time, a hospital in Riyadh, an airport at Jubail, a desalination plant in Yanbu, a chemical facility in Jeddah and 30 schools around the Jeddah and Dammam areas, each project was challenging fun in it's own right.

One of my most recent projects was at a tungsten mine in the UK, the unique challenges including a strike in South Africa delaying key components made this a very interesting project.

I have an album of lots of interesting movements from 1976 to 2017, mostly photos taken by me, if anyone is interested they can send me an email.

### **Is there still a market out there for smaller or medium sized companies that focus on providing superior customer service or is it, in your view, only a matter of the bottom line?**

I believe that there will be constant change in the forwarding industry. I expect the largest companies to continue to merge and grow. I do believe that unless there is another key change in technology, then for the next 5-10 years there will still be a need for the smaller niche forwarder providing a very personal service to customers. This will need to be backed up by a global capability. This is where the various networks such as CLC Projects Network prove their worth, both in the general freight and the project freight sectors.

### **Having been at it for 47 years are you now looking forward to leave the business or will you never leave?**

I have tried leaving it, but will keep doing it as long as it is enjoyable, interesting and my health allows me to (it also needs to be profitable and not just for me).

### **I understand that you are living on an island off of the main island of England.**

Yes, I am lucky enough to live on the Isle of Wight, just off the mainland, south of Southampton. We have two nicknames for it, "Paradise" and "South Island - UK Mainland being North Island".

It has it's moments, you can only come and go by Ferry or Catamaran, but it has a unique 1970s/1980s feel to it. Everything is laid back, but things still get done.



Les' dog walk path around Shanklin

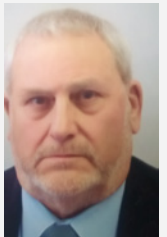
### **47 years of experience counts for a lot, and a life full of experience can never be taught in school or read in a book - thus should any of our readers wish to get in touch with you and ask for advice would you be available by email?**

I would be happy to assist where-ever possible - my experience is of no use trapped in my head, it's better off benefit others in the industry.

Interviewee:

Les Thorpe

[lfthorpe@aol.com](mailto:lfthorpe@aol.com)



## **DEVELOPMENT IN THE ADRIATIC AREA / FORMER YUGOSLAVIA**

**EX YUGOSLAVIA / BALKAN IS DEVELOPING RAPIDLY THESE DAYS IN PARTICULAR WITH CHINESE INVESTMENTS IN MANY OF THE NOW INDEPENDENT COUNTRIES THAT USED TO CONSTITUTE YUGOSLAVIA. BELOW, NEWS FROM A COUPLE OF MONTHS AGO INDICATES THAT THINGS ARE GOING TO HAPPEN IN THE NEAR FUTURE.**

### **CHINESE COMPANY TO INVEST IN MONTENEGRO'S INFRASTRUCTURE**

China's Sichuan Road and Bridge Group (SRBG) has expressed interest in investing in Montenegro, the Montenegrin ruling Democratic Party of Socialists (DPS) has announced. [Read more...](#)

### **SERBIA TARGETS 600 MW OF RENEWABLE POWER CAPACITY IN 2020**

SRBG is interested in the execution of large investment projects in Montenegro within the tourism, energy and railway infrastructure sectors, DPS said in a statement. [Read more...](#)



**THEREFORE, WE BELIEVE IT IS TIMELY TO RE-PUBLISH THE INTERVIEW WE HAD WITH LIBURNIA MARITIME, A PROJECT FREIGHT FORWARDER & SHIPPING AGENT BASED IN FORMER YUGOSLAVIA. YOU MAY NEED A SOLID LOCAL CONTACT IF YOU ARE WORKING ON ANY OF THE PROJECTS MENTIONED ABOVE. I MUST ALSO TELL YOU, AS EDITOR OF PCW, THAT LIBURNIA DIDN'T PROMISE TO PLACE BANNER ADS IN PCW FOR THIS ADDITIONAL EXPOSURE, BUT ONE CAN ALWAYS HOPE.**

## **SHIPPING AGENT LIBURNIA MARITIME AGENCY IN THE BALKANS**

### **Q&A WITH MR. MARIN SKUFCA PROJECT MANAGER, CHARTERING**

*Former Yugoslavia now consists of several independent countries, does that make your business more or less difficult than before?*

It is difficult to make a comparison. Yugoslavia hasn't existed for more than 25 years. The entire industry has changed since then, especially ways of communication. Furthermore, many companies disappeared and new ones were formed. Commercial relations between countries are good and there are no obstacles to do business. [Read more...](#)

## **SHIPPING NEWS**

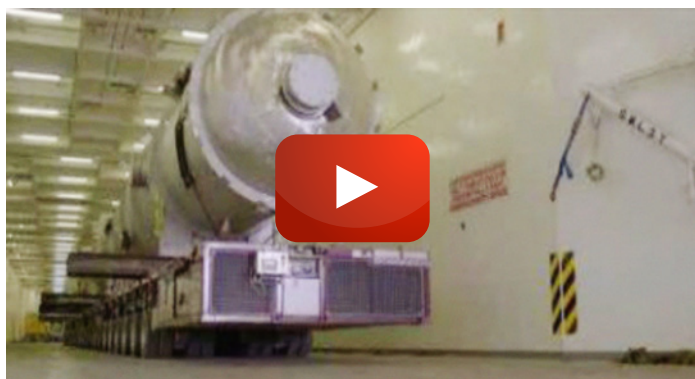
### **SWIRE SHIPPING WILL UPGRADE ITS MULTIPURPOSE LINER SERVICE AND INTRODUCE A FIXED DAY WEEKLY DELIVERY SCHEDULE INTO GUAM**

From September 2017, Swire Shipping will upgrade its multipurpose liner service and introduce a fixed day weekly delivery schedule into Guam and Saipan to better serve customers in the Micronesian region. After four years of continuous service in Guam, Swire Shipping introduced its first call to Saipan late last year and has been calling both markets on a fortnightly basis. [Read more...](#)

### **QATAR NAVIGATION LAUNCHES PAKISTAN SERVICE**

Major Qatari shipping conglomerate Qatar Navigation (Milaha) is launching a direct service between Qatar and Karachi in Pakistan, the company said on Sunday, as it seeks to counter economic sanctions against Doha by other Arab States. [Read more...](#)

## **SHIPMENT OF THE WEEK**



Bahri discharged a heavy lift in Houston just before the storm

## **PORTS & HARBOURS**

### **ESSAR PORTS TO DEVELOP COAL TERMINAL IN MOZAMBIQUE**

India's port company Essar Ports has signed a 30-year concession agreement with the Government of Mozambique to develop a new coal terminal at Beira Port. [Read more...](#)

## **PULP & PAPER**

### **CZECH PAPER MAKER COMPLETES €42.2M CONTRACT**

Czech paper machine producer Papcel a.s. is completing a procurement worth some CZK 1.1 billion (€42.2 million) under which it is to supply a new paper machine to Russia's Majak-Tech-nocell. [Read more...](#)

## **RENEWABLES**

### **SPAIN-BASED BAS PROJECTS TO BUILD 50 MW WIND FARM IN COAHUILA FOR MINERA AUTLAN**

Mexican mining company Minera Autlan, the country's largest producer of ferroalloys, announced an agreement with Spain-based BAS Projects Corporation to install a 50 MW wind-farm in the northern state of Coahuila. [Read more...](#)

### **CONVERT SUPPLYING TWO BRAZILIAN PROJECTS WITH 220MW OF TRACKER SYSTEMS**

Leading European PV tracker supplier Convert S.p.A has secured a major 220MW order to supply its single-axis 'TRJ' tracking solution for two PV power plants being built in Brazil. [Read more...](#)

### **EQUIS TO BUILD 1GW SOLAR PROJECT IN AUSTRALIA**

Singapore-based renewable energy firm Equis Energy is to build a 1GW solar project Queensland that would be the largest in Australia. [Read more...](#)

## **CEMENT**

### **FLSMIDTH AWARDED URUGUAY CEMENT PLANT CONTRACT**

FLSmidth has been awarded an order from Cielo Azul Cementos y Calizas SA for engineering, procurement and supply of equipment for a complete cement plant near the city of Treinta y Tres, approximately 300km from the capital of Uruguay, Montevideo. [Read more...](#)

## **OIL & GAS**

### **SNC-LAVALIN TRANSITIONS INTO EPC PHASE OF AMMONIA PLANT CONTRACT WITH SALALAH METHANOL COMPANY**

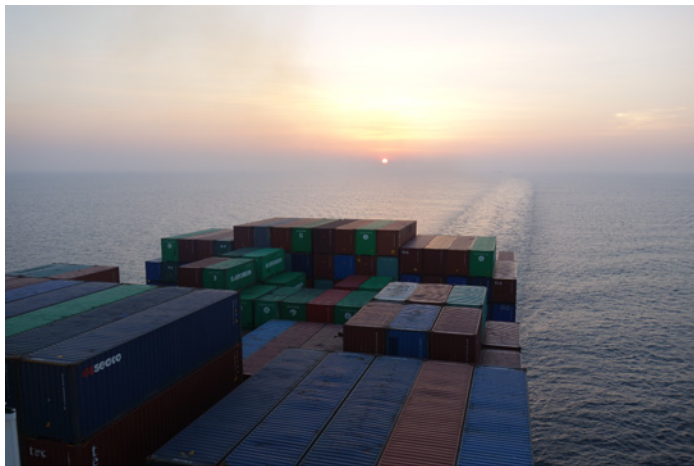
SNC-Lavalin has announced that it has received a notice to proceed from Salalah Methanol Company LLC (SMC) with the Engineering, Procurement and Construction (EPC) phase of its anhydrous liquid ammonia plant project, located in the city of Salalah, Sultanate of Oman. [Read more...](#)

## VIDEO OF THE WEEK



Arriving into the port of Busan New Container Terminal at night

## PHOTO OF THE WEEK



Sunset in the Strait of Malacca bound for Port Kelang

## QUOTE OF THE WEEK

**"THOSE WHO DARE TO FAIL MISERABLY  
CAN ACHIEVE GREATLY"**

- John F. Kennedy -



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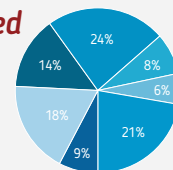
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We have 42,000 subscribers who regularly open the newsletter

### • **Industries Covered**

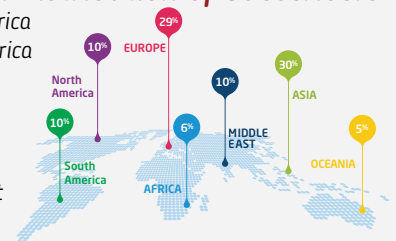
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