

### MR. PETER SCHAUER FORMER OWNER, CEO AND FOUNDER

*First off, Peter you are an experienced hand in freight forwarding and shipping, that much I know. Give us some insight into how your career started in this line of business and how you actually thought of choosing this kind of career?*

Although born and raised in Bavaria I was always attracted to the Sea. Probably because of the many summer vacations we spent at Baltic and North Sea resorts. I was also fascinated by ships when visiting ports in the area. After college I was offered a job with a Hamburg ship broker on the condition that I would first spend time at sea. I visited many ports in Northern Europe, typically loading bulk grain in France and Belgium for Scandinavia, then coal and coke in Poland for Sweden and Finland and timber back to England.

I learned to respect the forces of nature and duty during the winter months which were rough. I was then pronounced fit for work in the office, mostly in the chartering department and also as water clerk observing ship operations in port. We used the *New Boe Code* and Telex, telegram and airmail for communication.

After my apprenticeship of three years I decided to go to England to continue my education of the maritime business. Since there was no monetary reward I accepted an offer by a renowned ship sale and purchase broker in Denmark and stayed on until I heard of the opening of the St. Lawrence Seaway. I applied for a visa to immigrate to the USA and found myself on North German Lloyd's Bremen bound for New York shortly after.

People with some maritime experience were hard to find and I had my pickings of job offers by a variety of Steamship agents in Chicago. I chose the one representing Hapag and Lloyd (before the merger). It was mainly in operations, documentation and marketing.



Planes for film production in Namibia - 2003

In 1971 I heard of a new shipping venture deploying small container ships (240 TEU) between Hamburg and Chicago. I quit my job and started my business on a shoe-string. Within a matter of weeks I had a full complement of cargo waiting for the outbound sailing. Representations for several liner operations followed but most were under-funded and in-experienced.

I believe one of my highlights was the opening of an alternative route (via Russia) to Iran as well as many huge shipments of

Week 37 (11 - 17 September, 2017)

## EDITORIAL

Friends, we are here again just in the nick of time before the weekend. In today's issue, we are directing our attention to the US where we found an interesting guy to interview with half a century of shipping experience. We have also been in touch with COSCO which has been in the news lately for takeovers of both shipowners and ports, etc., but also has a special carrier fleet very much involved in renewable energy transportation. One of the ships even took the impressive NSR - Northern Sea Route from China to Scandinavia north of Russia. We also bring you 2 outstanding shipments of the week and on the cargo equipment side we discover that a reach stacker can now lift upwards of 150 tons! Size does matter, as we are told, now also in shipping.....



Communication is pretty much by email these days and most of us feel we have done our job when the inbox is empty...but have we? Take a look at how maritime communication was originally conducted, before even the telex was used it was the "New Boe Code" - amazing really. And we round-off with the usual sector news for those of you who are forwarders and who are active in sales and as usual the video/photo/quote and proverb of the week.

As always feel free to comment and provide suggestions to my personal email at any time: [bo.drewsen@projectcargo-weekly.com](mailto:bo.drewsen@projectcargo-weekly.com)

Wishing you a pleasant read and, until next week,

Yours sincerely,

**Bo H. Drewsen**

[bo.drewsen@projectcargo-weekly.com](mailto:bo.drewsen@projectcargo-weekly.com)

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material under the Cooperative Threat Reduction program designed to deactivate and disable nuclear facilities and weapons in the former Soviet Union. In more recent times we supplied the Mongolian mining industry with most of the equipment they needed to satisfy worldwide demand for coal and minerals from the USA, India and Europe.

***Tell us how the shipping agency business developed over the years.***

Many larger carriers opened their own offices undermining functions of independent agencies. It is for that reason that I switched my business model from agency to “carrier” under the NVO designation. Thus most freight forwarders became my clients but I concentrated my efforts on more difficult areas such as Iran, Russia and Africa.

***Is ConFlo Lines a trading name for some of your products in shipping?***

ConFlo Lines is a trade name registered off-shore and all shipments are being handled under this label with Orion marine as agent.



Deconstruction equipment for Russia's nuclear facilities - 2001

***Inland transport in the US - in my experience can be a very expensive affair unless you have the right connections, is this your experience also?***

Providing inland transport by rail, road or barge is a very important ingredient since most people are familiar with moving containers but have difficulties with out of gauge cargo, especially rolling stock. It requires considerable expertise and knowledge of qualified carriers and infrastructure.

***How do you find your partners overseas for the projects and cargoes that you control in or out of the US? What is your rule of thumb as to who you can trust and how do you can choose such partners? Do you belong to any particular networks in shipping or forwarding?***

Glad you asked about overseas agents. I have been traveling around the world for over half a century (no kidding). I have personally hand picked my partners in areas crucial to me. I compensate them well but I am very demanding. Communication is paramount. My agents are reliable and trustworthy. I only had one occasion where I boarded the next plane to the Middle East to fire and replace an agent. At the end you must trust your intuition and just be vigilant.

I have never seen the need to join a particular “network” of logistics providers. I want to create my own contacts and business and not contribute to the wealth of the many organizers of meetings in exotic locales.



Mining equipment for Mongolia - 2005

***Do you need a license to act as a project freight forwarder in the US?***

Freight forwarders do not need a special license to handle project cargo. Orion Marine has never been a freight forwarder but rather a “carrier”. A considerable portion of our business is forwarder directed.

***What is the FMC, what does it stand for? and what kind of influence does this government organization exert on the shipping industry in the US today?***

The Federal Maritime Commission is a US Government sanctioned body regulating entities engaged in foreign trade.

Many years ago I was a strong advocate for the sun-setting on what I still consider as a superfluous and wasteful bureaucratic invention.

***What is your current status in the company and plan for retirement?***

As you may know, Bo, I have transferred ownership of Orion Marine Corp to OL USA and they will retain the name, staff and location. I will finally retire at the end of this year.

Interviewee:

Peter Schauer

Former owner, CEO and founder

[pschauer@orion-marine.com](mailto:pschauer@orion-marine.com)

Orion Marine Corp

<http://www.orion-marine.com/>



## SHIPMENTS OF THE WEEK

**COSCO SHIPPING'S SPECIALIZED SHIP LIAN HUA SONG, DISCHARGING TOWER SECTIONS FOR WINDMILLS IN ESBJERG, DENMARK (NORTHERN SEA ROUTE MAPPED IN BLUE).**

**[VIEW ALL PHOTOS](#)**





**ANOTHER BY COSCO SPECIALIZED CARRIER, TIAN FU, LOADING MOULDS FOR WINDMILL WINGS IN GRENAA, DENMARK (SUEZ ROUTE MAPPED IN RED). [VIEW ALL PHOTOS](#)**



For more contacts speak to Cosco Container Lines/Denmark Mr. Thomas S. Hermann: [thh@cph.pentagroup.com](mailto:thh@cph.pentagroup.com)

**HANSA HEAVY LIFT TRANSPORTS TWO MINE-HUNTING NAVAL SHIPS BETWEEN FRANCE AND THE U.A.E. [READ MORE...](#)**



## GEODIS TRANSPORTS SIEMENS TURBINES ACROSS THE ANDES MOUNTAIN



Siemens has engaged GEODIS to transport some 400 heavy loads from three different continents to Bolivia. This involves transits through the Panama Canal and over the Andes mountains under extreme weather conditions and at altitudes of up to 4,680 meters. The loads include Siemens combined cycle power generation equipment intended for three Bolivian thermo-electric plants located in Del Sur, Warnes and Entre Rios. GEODIS' scope of services includes ocean freight, port handling, vessel loading and discharge, transit documentation and road freight, including all permits. [Read more...](#)

## SHIPPING NEWS

### NEW ORLEANS' BIG PLANS SHOWING DIVIDENDS

A Container-on-Barge service intended to be an integral part of the regional intermodal equation is gathering momentum – and customers. Quietly, the Port of New Orleans (NOLA) has marked some important accomplishments in the past two years, across multiple business sectors. [Read more...](#)

### MARKET REPORT: SRI LANKA - BY AITKEN SPENCE MARITIME

Consequent to adverse impact of prolong drought and devastating flood, the country's annual economic growth forecast was adjusted downward at 5.3 percent at the end of first half of 2017. However the World Bank expects a lower growth rate of t 4.7 percent this year, from 4.4 percent in 2016, and accelerates further to five percent in 2018. National inflation in July 2017 remained unchanged from the previous month at 6.3 percent, on a year-on-year basis. [Read more...](#)

### NIELSEN REACH STACKER GOES LARGE

NC Nielsen is developing a heavy duty reach stacker which it says "will probably be the world's largest, strongest and most powerful." The Danish materials handling machine specialist said the new model will be able to lift 152 tonnes on its hook. [Read more...](#)

## AUTOMOTIVE

### JAPAN-BASED SEKISUI INVESTS US\$ 55.5 MILLION TO EXPAND ITS MEXICAN FACILITY

Sekisui, a Japan-based manufacturer of interlayer film for laminated glass, announced it will invest US\$ 55.5 million to

expand a city located in the Civic Industrial Park, in Morelos. [Read more...](#)

## RENEWABLES

### ADANI TO BEGIN WORK ON 170 MW AUSTRALIA PROJECT

A unit of Indian conglomerate Adani will start building the first 65 MW phase of a planned 170 MW solar installation in the Australian state of Queensland by the end of this year. [Read more...](#)

## PLANTS & PROCESSING

### O-I IS TO CLOSE ITS ENVIGADO PLANT AND BUILD A NEW FURNACE IN COLOMBIA

O-I is to close its Envigado plant in Colombia and build a new furnace in its Zipaquirá site in the same country. [Read more...](#)

### OMAN SECURES US\$728MN AMMONIA PROJECT (UPDATE)

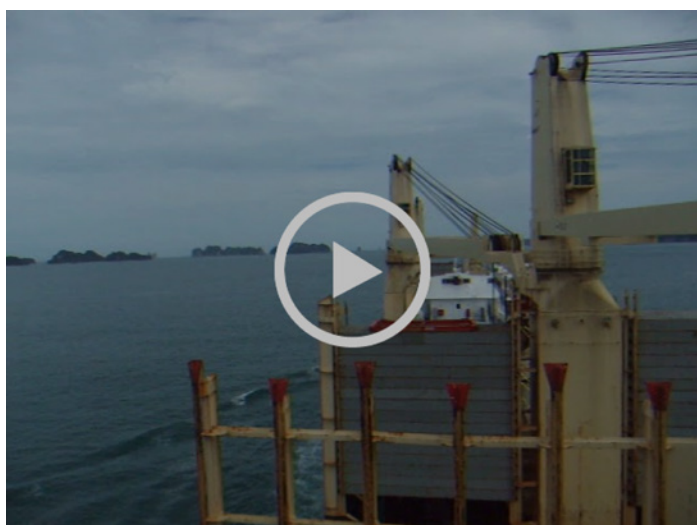
Oman's Salalah Methanol Company (SMC), a wholly-owned subsidiary of the Oman Oil Company (OOC), has secured US\$728mn for funding Salalah ammonia plant from a mix of 12 international, regional and local banks. [Read more...](#)

## MINING & MINERALS

### COOPERATIVE HIRES CANADIAN COMPANY TO EXPLORE DIAMONDS IN ANGOLA

Canadian company Tango Mining Limited will prospect and market the diamonds extracted from the concession granted to the Angolan cooperative for the semi-industrial exploration of diamonds Txapemba Canguba, the company said in a statement released on Monday. [Read more...](#)

## VIDEO OF THE WEEK



Departing Halong Bay near Haiphong onboard Rickmers Antwerp

## PHOTO OF THE WEEK



Anchor chains at the bow of CMA CGM Andromeda

## QUOTE AND PROVERB OF THE WEEK

**"THE ONLY MAN WHO NEVER MAKES A MISTAKE IS THE MAN WHO NEVER DOES ANYTHING"**

- Theodore Roosevelt -

**"AIM HIGH IN YOUR CAREER AND REMAIN HUMBLE IN YOUR EXPECTATIONS"**

- Ancient Korean Proverb -

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*Joachim Jarck – Alliance Maritime*

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For editorial contributions contact [bo.drewsen@projectcargo-weekly.com](mailto:bo.drewsen@projectcargo-weekly.com)

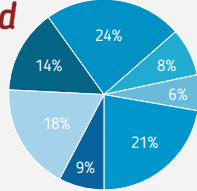
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