

EDITORIAL

It is Thursday and it is the week before the breakbulk expo in the Americas. My colleague Mr. Cody Abram will be reachable and will be replacing me as something came up that I needed to attend to here in Europe. The expo is a great place for meeting up and no matter how many emails, wechats or skype messages we send to each other, face to face meetings and taking the time and paying the expense for traveling will in almost all cases be worth it - lots of people hide behind the emails and it's only when you get a feel of the person by looking into their eyes and feeling the handshake that things about most of us good or bad.....become evident.



I was in Montenegro last week and enroute back to Stockholm stopped off in Malta. Traveling from a non EU country to an EU country via the airport of Rome is always bound to create headaches - how many times havent I been through FCO in Rome only to find that of 15 passport control booths only 2 were actually manned. It has to be a management problem - people were standing in line, some were pushing their way to the front whilst the quicker line for EU passports was mixed with non EU passports. Well hardly a great impression of EU territory arrival. As mentioned above travel can be bothersome and I guess we all know it.

Now for the business at hand we will today have an interview with a Turkish project freight forwarder with interests in the Black Sea and Central Asian area and I also share with you the direct contacts with a loss prevention specialist that you may like to get to know better as many project cargoes indeed can be "hard to estimate" and some solid rules of thumb could be good to remember when you are pushed by your client....come on they might say - everyone else accepts this risk....why not you?

And we round off with our usual sector news etc and we wish you a good read and a good week ahead for all including those of you at breakbulk expo in Houston.

Note that you may email to cody.abram@projectcargo-weekly.com should you wish to meet him during his weeklong stay in his native US

Wishing you a pleasant read and, until next week,

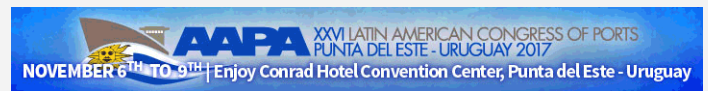
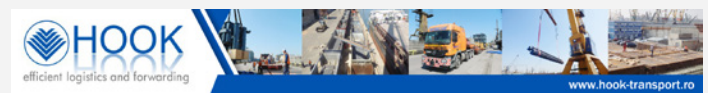
Yours sincerely,

Bo H. Drewsen

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SHARE WITH A COLLEAGUE



CATONI GROUP – SHIPPING AGENCY LOGISTICS & INTERNATIONAL TRADING

MR. GEORGE KILE BUSINESS DEVELOPMENT

Where does the name Catoni come from and what are the main activities of the company today?

Catoni Group was founded back in 1846 by an Italian refugee who immigrated to Turkey to continue the family business of shipping under the name of Belafonte & Catoni. This company operated throughout Turkey, all the while adding important contracts and various milestones to its repertoire. In 1963 Belfante & Catoni ceased to exist in favor of Catoni Maritime Agencies S.A.

Catoni Group has vast experience in container trade and is, in fact, one of the pioneering agents who introduced containerization to the Turkish market in the 1980s. Catoni has represented a number of container operators under the agency structure of Catoni Group over the years, which is why Catoni has turned out to be a very experienced agent with multiple trade avenues.

Some of the agency representations within Catoni Group are:

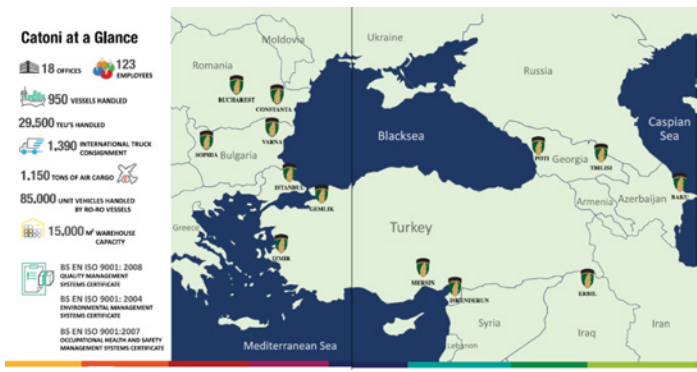
- P&O Containers, London (before they had merged with Nedlloyd)
- Hamburg Sud, Hamburg
- NSCSA, Riyadh
- Maruba, Buenos Aires
- CSAV, Santiago
- NOL-APL, Singapore
- NYK Line, Tokyo (still serving)
- Hapag Lloyd, Hamburg
- Nile Dutch, Rotterdam , (Still serving)
- China Shipping Container Line, Shanghai

Today, the company has become one of the most diversified service providers with services that include not only "Transportation" in which the shipping agency and logistics activities are conducted, but also "International Trading" as well.

You have a strategic location in Turkey but you are also active in countries around the Black Sea, tell us more.

Starting with Perestroika the management decided to expand the organisation to Black Sea Countries. The expansion started in the mid-1990s. A few years ago Catoni also established an office in Erbil/Iraq and became an important service provider in the region, covering the countries like Turkey, Bulgaria, Romania, Georgia, Azerbaijan and Iraq.

The following map shows the location of Catoni's own offices.



There are a ton of freight forwarders in Turkey, how do you make sure that you stand out among them?

In daily business we practice three core values; Honesty, Transparency and Professionalism. Our environmental protection ethos is followed strictly and communicate with third parties. Our ethics and corporate governance policies are maintained throughout all activities.

In line with the SBDP (Strategic Business Development Plan) for the period 2010-2015 and 2015-2020 all Catoni Companies are committed to the corporate policies and best practices adopted in the Catoni Integrated Management System (CIMS) with stringent determination and diligence going forward.

Besides the above, diversification has become one of the core biz attitudes of Catoni for many years, which has allowed us to have such a long history in such difficult environments where worldwide partners look for reliable agents. Having said that; "Continuity" has become the most important company motto with over 170 years operating in the region.

Tell us about the business environment in Turkey currently, how is the economy doing and how is it influencing your business?

Catoni is trying to shape its organisation in line with the projects taking place in Turkey, considering the year 2023 targets set by Turkish Government. Most of the times Catoni finds itself as an important partner for companies who would like to invest in such sensitive markets like Turkey. The continuous presence of Catoni in the region and of course our local expertise gives confidence to companies penetrating niche markets.

Can you provide us with some examples of project cargoes that you handled to/from Turkey and/or the Black Sea?

Below, you will find some important projects we have handled;

Other Projects

- ✓ From : Onsan, Korea
- ✓ To : Yanbu, Saudia Arabia
- ✓ Cargo : Heat Exchanger – 162 TONS

Other Projects

- ✓ TANAP
- ✓ From : Istanbul
- ✓ To : Tengiz, Kazakhstan – Sivas + Erzincan
- ✓ Cargo : Construction Machinerics

Other Projects

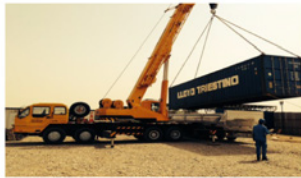
- ✓ From : Haydarpasa + Izmir
- ✓ To : Mostaganem
- ✓ Cargo : Construction Machinerics / 60 units

Other Projects

- ☒ From : Tuzla
- ☒ To : Derince - Barcelona
- ☒ Cargo : Tank / 95 TONS

Other Projects

- ☒ From : Qushtapa, Erbil
- ☒ To : Karachi – Pakistan via Mersin
- ☒ Cargo : Oilfield Equipment



From : Qushtapa, Erbil
 To : Port Sudan via Mersin
 Cargo : Oil Equipment



What do you personally like about freight forwarding and shipping?

Even if I have spent 20 years in logistics and worked in different fields, I still find something to learn everyday which I believe is the most motivating part of the industry.

When did you start your career in this line of business and why?

I started my career in 1997 in Catoni. I do not remember any specific reason for choosing transportation/logistics in those days, but I can easily say that this is not something I regret nowadays. I can name myself as a "Catoni product" which is something common in our organisation, as human resource circulation is at minimum levels considering the market standards.

Can you organise transshipment via Turkey to Georgia, Iraq etc? If that is possible how and what gateways are being used?

Yes we can. Transshipments on the following routes are some of Catoni's core activities in the areas we operate;

- via Turkey to Caucasus countries (Georgia or Azerbaijan)
- via Turkey to North Iraq
- via Georgia to other Caucasus countries and beyond the Caspian to the central asian countries

Whom to approach in Catoni for a quotation or to learn more about your company?

The following persons can be approached for a quotation or to learn more about Catoni:

Erman ATİK - erman.atik@catoni.com.tr

George KILE - george.kile@catoni.com.tr

Interviewee:

George Kile

Business Development

george.kile@catoni.com.tr

Catoni Group

<http://www.catoni.com.tr>



SHIPPING NEWS

PROJECT CARGO RISK MANAGEMENT & LOSS CONTROL

I have been in touch with Capt John Carroll based in the UK and I did agree with him that many projects are risky in particular in these times when some clients wish to place any and all burden on the shoulders of someone else. He seemed to offer an

interesting product and thus feel free to contact him direct for more information. [Read more...](#)

FORWARDERS ARE THE REAL INTEGRATORS OF LOGISTICS IN THE SUPPLY CHAIN

Sea freight forwarders are in a strong position to survive industry disruption from digitisation, but they must make better use of supply chain data or risk losing out to shipping lines and IT-driven logistics startups.

In a defiant speech at the FIATA World Congress in Kuala Lumpur today, FIATA sea working group chairman Jens Roemer laid out a positive vision for the sector's future.

"Many times the demise of traditional forwarders has been predicted, only to have been proved wrong." [Read more...](#)

PORT OF KOPER - SLOVENIA

Luka Koper marked its 60th anniversary

"We are aware that the port are not just docks and cranes. A good service is based on the partnership and understanding from the port community, especially the state authorities, which are integrated into our work ", stressed the President of the Luka Koper Management Board, Dragomir Matić. [Read more...](#)

MINING & MINERALS

ASPIRE MINING SECURES LICENCE FOR NUURSTEI PROJECT IN MONGOLIA

"The company will issue ten million shares to Xanadu Mines in order to meet its commitment under the sale and purchase agreement." "This vindicates our original decision in June 2014 to look to add a new coking coal project, which is not rail dependent and the decision in July 2017 to exercise our option to move to a 90% interest. The company is now working very hard on commercialising this high-quality coking coal project as soon as possible."

[Read more...](#)

PLANTS & PROCESSING

SNC-LAVALIN AWARDED FERTILIZER PROJECT IN RUSSIA

SNC-Lavalin will also provide assistance during the procurement, construction, commissioning and start up phases of the project. The services will be led and primarily executed out of the company's offices in Brussels. [Read more...](#)

PULP & PAPER

PASABAN MANUFACTURES TWO NEW PAPER SHEETERS FOR THE NAINI GROUP PAPER MILL

Mr. Pawan Agarwal, Managing Director of the Naini Group and Chairman of the Indian Pulp and Paper Technical Association (IPPTA) has once again chosen Pasaban sheeters to meet his objective of providing a quality finish to the paper produced in the company's two plants; Naini Tissues and Naini Papers.

[Read more...](#)

AEROSPACE

JAPAN-BASED TOHMEI INDUSTRIES CHOOSES MISSISSAUGA, ONTARIO, FOR NORTH AMERICAN HUB

In Japan, Tohmei's main customers include Mitsubishi Heavy Industries, Kawasaki Heavy Industries, Subaru, the Ministry of Defense, and the Japan Aerospace Exploration Agency. One of their main products is the composite centre wing for the Boeing 787. [Read more...](#)

PORTS & HARBOURS

CSXIT ORDERS KONECRANES MACHINES

CSX Intermodal Terminals (CSXIT) has taken delivery of eight new Konecranes machines, which add to their existing fleet of 16 machines from the lifting equipment company, and is set to see three new Konecranes machines delivered in December.

[Read more...](#)

POWER GENERATION & DISTRIBUTION

LARSEN AND TOUBRO IN OMAN HAS SELECTED SIEMENS TO SUPPLY FOUR SHUNT REACTORS TO THE OMAN ELECTRICITY TRANSMISSION COMPANY (OETC)

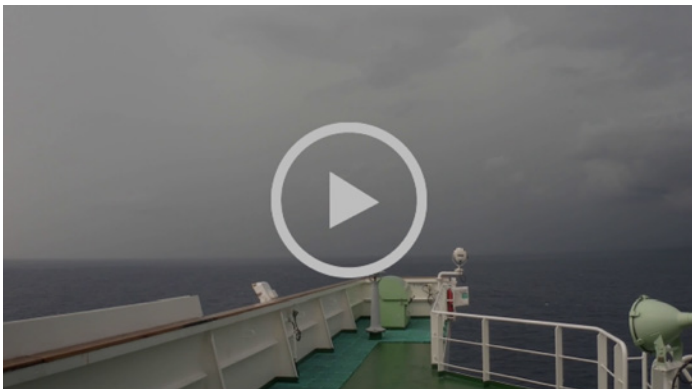
The reactors will be installed at 400kV substations in Izki and Ibri to improve grid stability across the transmission lines between these cities. As part of the agreement, the four 400kV, 100MVA Oil Filled Shunt Reactors that will be delivered to site, will include the manufacturing, design, engineering, testing and training services. Manufactured at Siemens transformer factory in Weiz, Austria, the reactors are scheduled for delivery in 2018.

[Read more...](#)

ABB AZIPOD PROPULSION FOR VIKING CRUISE FERRY

Viking Grace, the world's first LNG-fuelled large passenger ship, owned by Viking Line, who chose ABB to supply the complete electrical power plant and propulsion system together with energy management system -- EMMA, which is a part of ABB's advisory suite. [Read more...](#)

VIDEO OF THE WEEK



On the high seas weather can be threatening. This video was shot in the South China Sea from CMA CGM Christophe Colomb

PHOTO OF THE WEEK



Whilst onboard CMA CGM Andromeda in the Strait of Malacca a fully laden CMA CGM Jules Verne was spotted in this nice shot.

QUOTE AND PROVERB OF THE WEEK

"YOU CAN'T BUILD A REPUTATION ON WHAT YOU'RE GOING TO DO"

- Henry Ford -

"WORDS HAVE NO WINGS AND YET CAN FLY A THOUSAND MILES"

- Ancient Korean Proverb -

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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

AD PRICING

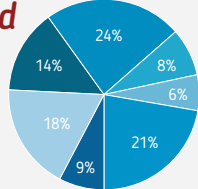
- 1x** Main Banner
870 USD / 800 EUR per week
- 3x** Sectional Banner
550 USD / 500 EUR per week
-  Video
440 USD / 400 EUR per week
-  Job Listings
220 USD / 200 EUR per month per job

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• **Industries Covered**

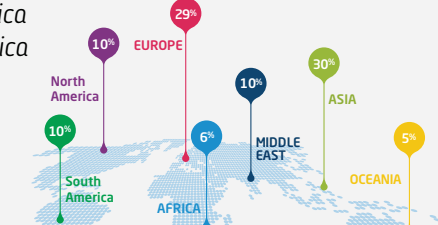
- Shipowners,
- Shipping Agents,
- NVOCC's,
- Freight Forwarders,
- Trucking,
- Rigging and Lifting Contractors...



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



Get it touch

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