

EDITORIAL

There are just 6 weeks remaining in the year and it's newsletter time. I just finalized my travel plans for this month, I will visit Dubai and Cape Town. Next week I will be attending and speaking at a global conference for a network of project freight forwarders. I look forward to meeting old friends, networking, visiting Table Mountain and enjoying Stellenbosch wine farms outside of Cape Town.

The ideal life is a solid combination of travel, leisure, and work. In other words, if you like your job, you won't work a day in your life.

The US president has been traveling too and just finalized his longest trip since taking office, visiting many countries in Asia. The media followed him and his wife extensively so I don't believe he is, or ever will be, in need of a marketing person.

As a resident of Sweden, I was pleased to notice that Sweden managed to ensure that Italy didn't qualify for the World Cup Championship in football next year. Italy seems to be in all sorts of trouble, and not only with football these days.

On the shipping front, things are looking good, several owners have announced excellent results and forecasts for 2018, thus let us hope it continues because a cascade of mega containerships is due to enter the market again soon.

In today's newsletter, we focus on South America. We have a couple of interesting project freight forwarders in store for you. One is located in Panama and the other from Colombia.

We have news of the ambitious move by the Chinese to control the "transport chain", courtesy of an article in SCMP (South China Morning Post).

Finally, we round off with a couple of featured project cargo shipments, sector news, video and photo of the week and last but not least, wise words to take inspiration from.

Reporting next week from Cape Town, until then wishing you well.

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SHARE WITH A COLLEAGUE



AD TRANSPORT SOLUTIONS – PANAMA

MS. DORITA DE BOLAÑOS COMMERCIAL DIRECTOR

When was your company established, Dorita? Who are the owners today and what is your main line of business?

Our Company was established in March 2010, but it really was March 2012 when we started full operations. Our principals are general manager Dorita Miranda de Bolaños & Andres Bolaños, both founders well known in the local market with good experience in logistics services. Also we have an operations manager Linda Young who has extensive experience in the industry.

Our main line of Business is related to Ocean, air and land transportation, including specialized cargo such as reefer and oversize cargo. We also offer value-added services such as customs brokerage & cargo insurance.

As an additional service, we provide consultancy, for example training in subjects related to logistics among others.



Panama is famous around the world for the Panama Canal. Tell us about your country it's imports & exports and who are the major trading partners of Panama?

Yes, Panama is well known because of its logistics development lead by the Panama Canal which opened the road for a successful integrated logistics platform.

Panama's strategic position provides a perfect spot for companies to settle their regional operations, taking advantage of the cargo capacity (different modes of transportation), frequencies and ample menu of destinations.

Import and export operations in Panama are very easy to perform due to several factors. One of them is because of the different customs scenarios we manage that provide companies with the flexibility to perform logistics operations. For example, we have a Free Zone in which companies can store products without paying taxes and with no time limit, this, combined with flexible customs regulations, creates a winning environment.

Our major trading partners are China & the USA, we also have some interesting volume coming from Europe.



Can you give us more details about the ports of Panama, both on the Atlantic and Pacific coasts?

Panama has an interesting port infrastructure capable of handling not only containers but also special cargo such as oversize project cargo, vehicles, reefers, LNG, DGR, and others. In addition, due to the strategic position, over 20 shipping lines are actually operating in Panama. This provides a good selection of alternatives in terms of capacity and convenient connectivity.

In the Atlantic area, we have three ports: Manzanillo, Cristóbal and Colon Container Terminal. In the Pacific, we have three ports: Balboa, PSA, and PATSA.

In addition to the port capabilities, we can add internal connectivity between the ports through a railroad system, road, and the Panama Canal.



How about customs clearance in Panama, is it difficult?

No, Panama is not difficult to make imports and business. Customs regulations are not complex.

Panama is always working and looking for ways to facilitate operations.

For example:

VUMPA (Ventanilla Unica Maritima de Panama) is a project that processes the arrival and departure of the ships in Panama, resulting in the verification of dual functions between entities, making the process for the shipping lines easy and agile due the large number of documents the captain must deliver to the ship when arriving at the port.



A large MSC vessel passing through the new locks of the Panama Canal

Does Panama offer free trade zones if someone would like to store goods for a shorter or a longer period of time waiting for it to be sold?

Yes, in Panama there is a Free Zone and there is not a time restriction when using the free trade zone. You can store them and develop your business in your own time. In order to take advantage of this scenario, all customers must be registered with the free zone administration in order to be able to operate there.

What types of projects or difficult shipments have you handled recently?

We provide service and handle cargo to companies that are working for large scale country projects such as hospitals, metro transportation, and commercial malls.



Why did you choose a career as a freight forwarder, Dorita?

I chose freight forwarding because Panama's natural logistic capabilities and connections offer the possibility to integrate solutions to develop the freight forwarding business. Also because I love logistics, every shipment has different solutions and makes you look at everything from another angle.

Besides visiting the Panama Canal can you recommend any other places worth visiting in Panama?

Yes, Panama is a Small county but have special areas: In the countryside, we have Chiriquí, our main productive agriculture land. We also have San Blas, with beautiful beaches.

I am confident that some of our readers would like to get in touch with you to learn more, can you provide your contact details, please?

Yes, with great pleasure to all our colleagues interested in doing business with Panama, we are available to help you.

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(customer service)



BLU LOGISTICS – COLOMBIA

MR. SEIGLER OCAMPO BUSINESS DEVELOPMENT MANAGER

Tell us about Blu Logistics. When did you start the company, who owns it today and what is your main line of business?

Blu Logistics was established in September 1997. We have had such an incredible journey during these years which has given us the chance to conquer new markets besides Colombia. Today Blu Logistics is the first international logistics service provider with headquarters in Colombia, with Colombian management and resources. Blu Logistics has offices in Colombia, Ecuador, Panama, Mexico, USA, Chile, Argentina, Brazil, Spain, China and Hong Kong. Our core business is focused on providing end to end services and solutions along the logistics processes and SCM.



Colombia is a big country in South America and you have both Pacific and Atlantic coasts. Tell our readers more about the main ports of your country that are being used for commercial trade.

Colombia is blessed by having access to both the Atlantic and the Pacific Ocean. It provides countless possibilities for competitiveness and market development. Cartagena, Barranquilla and Santa Marta are the main and most commercial ports on the Atlantic side. Buenaventura is the main port on the Pacific side and handles around 65% of the commercial trade, mainly from Asia.



Examples of project cargo handled by Blu Logistics

Is customs clearance a problem in Colombia or can you give our readers some good advice with regards to how to prepare documents in order to speed up customs clearance?

I wouldn't say it is a problem in Colombia. I would say that Colombia has prepared and updated its processes for the current international trade flow scenario. As any other country, Colombia has invested in processes and resources in order to have the right customs clearance operation. The key to success here is to always have the right customs broker that can provide the correct advice, support, and intermediation so the process can run smoothly. This includes documents, licenses, authorizations among other possible requirements before the arrival of cargo into Colombia.

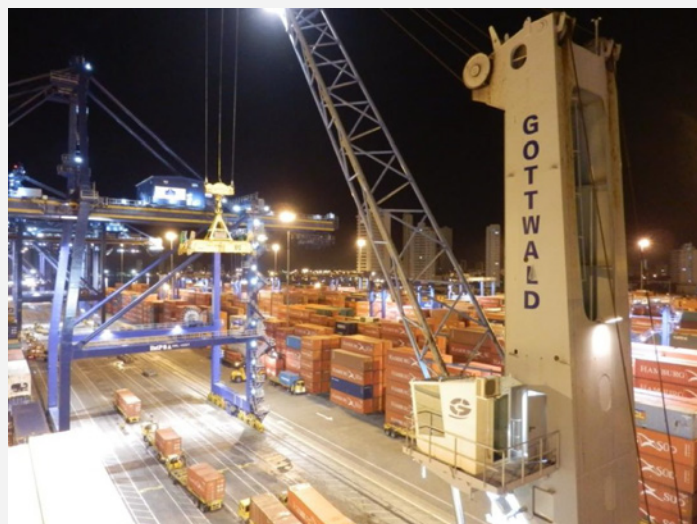
Blu Logistics has its own customs broker which has been recognized by our government entities as one of the most solid and reliable in Colombia.



View from Cartagena Port

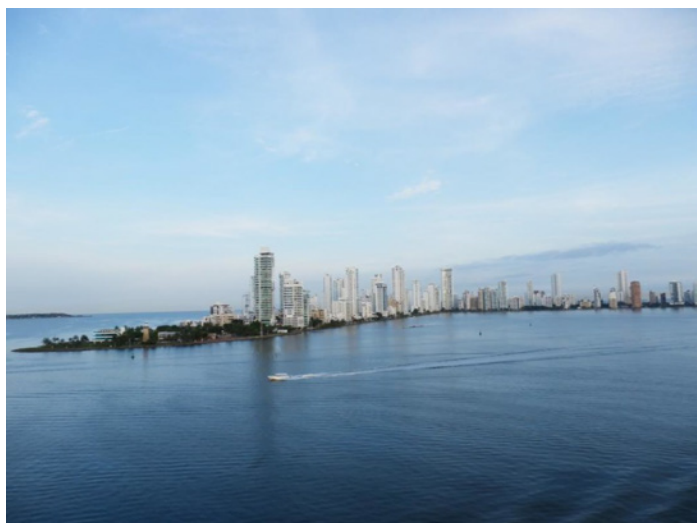
Do you also organize inland transport in Colombia? Is it done mainly by road, rail or river?

Blu Logistics covers the entire logistics needs of our customers. This includes inland transport in Colombia. It is mainly done by truck as our rail and river infrastructure is not yet developed to support large operations. In Colombia we can offer two different options to our customers when it comes to inland transport: MTO (Multi-modal transport) where, thanks to the license that Blu Logistics holds, we can provide trucking services as "bonded cargo" and where the customer can clear the cargo at its own convenience and need beyond the port of entry. The other option is regular trucking services for cargo that has been already cleared at the port of entry. We connect these options with our "last mile service" which means that we also offer distribution services nationwide in Colombia.



Are the Chinese active in your country as well? We have seen them being very active, for example, in Peru with regards to mining etc.

Chinese have also been very active in Colombia in different industry sectors. During the last few years, China has been one of the top origins for our import operations and a key partner for Colombia. As mentioned before, 65% of our commercial trade is handled via Buenaventura, mainly from Asia, and from that, 70% could be out of China.



When did you start your own career in shipping and freight forwarding? What is your background and why did you choose this career?

I started my journey in this industry 17 years ago. I have had the opportunity to work for the most well-known and best-positioned freight forwarders in Colombia and Latin America. I joined Blu Logistics 7 months ago and it's been a privilege to be part of the first Colombian-based multinational and logistics service provider that is expanding rapidly and solidly in the Americas and overseas. I hold a bachelor's degree in International Business from Eafit University. I also hold a Master's degree in Marketing and Sales Management from EAE Business School / Barcelona University. Lastly, I hold a couple of diplomas such as Supply Chain Management and Logistics.

Does Colombia have its own shipping line?

Colombia had its own shipping lines, unfortunately, due to the changing market, competition and other conditions it has disappeared.



Colombia is famous around the world for several reasons, but tell our readers about your country's scenic spots and where to go as a tourist.

Colombia is famous for its coffee, but also for so many other products, characteristics, and reasons that could become a long list. To mention a few of them I would say that Colombia is made

of beautiful and hardworking people. Colombia is made of flowers and endless landscapes and marvelous beaches in Cartagena, Santa Marta, San Andres and La Guajira. Colombia brings tons of history with colonial scenarios from north to south and west to east. Don't ever forget to stop by Bogota, Medellin, Cali or even our "coffee growing zone". There is a saying in Colombia from a governmental entity which is: "The only risk is wanting to stay".

How to contact you in order to get a quote or get more information about shipping & freight forwarding in Colombia?

My contact details are:

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CHINA'S BELT AND ROAD INITIATIVE IS IN FULL SWING

China is expanding their global shipping fleet, purchasing and running a pearl string of container terminals around the world (either in whole or partly), developing the ancient Silkroad by railway and now being part of developing the Arctic - including accessing the NSR Northern Sea Route. [Read more...](#)

FEATURED SHIPMENTS

2 YANKEE CYLINDERS SHIPPED EX SWEDEN VIA ROTTERDAM TO SHANGHAI



2 yankee cylinders with dimensions 896 x 562 x 572 cm / 146 mt
Shipped from Sweden via Rotterdam to Shanghai onboard mv Munich Maersk, a 20,500 TEU behemoth.

Credit: Martin Bencher Group
<http://www.martin-bencher.com>

AAL COMPLETES SHIPMENT OF ICONIC JOHNSON STREET BRIDGE REPLACEMENT



13 November 2017 – The multipurpose shipping sector's most highly decorated carrier, AAL, has successfully completed the transport and discharge of the replacement structure for the iconic Johnson Street Bridge in Victoria, British Columbia – shipped from Shanghai along the carrier's popular Pacific Service (Connecting North Asia and The Americas), aboard its 31,000dwt A-Class vessel, the AAL Singapore and for leading freight forwarder, Deugro.

At 42.7m in length, 18.6m wide, and 4.1m tall the bridge section is the largest component of the biggest single-leaf bascule bridge in Canada and one of the largest in the world. When the new bridge officially opens in March 2018 it will create a new historic structure and destination within Victoria's Inner Harbour. The architect who designed the original Johnson Street Bridge, Joseph Strauss, would later go on to design the Golden Gate Bridge in San Francisco.

SHIPPING NEWS FROM PACC LINE SINGAPORE



PACC Line recently completed an internal restructuring and rebranding. The new arrangement and in partnership with the parent shipping company PCL, they now have around 65 geared vessels under their control, from handy, supra and ultra-max class, mostly modern OHBS, Loggers, Bulkers and MPV's.

[Read more...](#) (PDF)

RENEWABLES

SOLAR STEEL TO SUPPLY 345MW OF SINGLE-AXIS TRACKERS FOR PV PROJECT IN MEXICO

In addition, the company noted that it will manufacture parts of its TracSmart tracker components at the Gonvarri plant, located in Tijuana, Baja California. The TracSmart single-axis trackers are able to cut down on both time and installation costs by covering

a large amount of uneven terrain – helping to reduce the cost of civil works. [Read more...](#)

WORLD'S BIGGEST PV SOLAR PLANT TO BE OPERATIONAL IN ABU DHABI BY 2019

The world's biggest photovoltaic (PV) solar plant is set to start operating by April 2019, a managing director of China's Jinko Solar Holding Co. said. The 1.2-gigawatt project in Abu Dhabi is "well on track and on schedule," Mothana Qteishat, Jinko Solar's managing director for project development in the Middle East and North Africa, said. [Read more...](#)

SERBIA EYES CONSTRUCTION OF HPPS IN BOSNIA'S SERB REPUBLIC

In June, the Serb Republic government said it signed an agreement with China National Aero-Technology International Engineering Corporation on the construction of a 93.52 MW hydro power plant, named Buk Bijela, in the upper part of the Drina river. [Read more...](#)

MINING & MINERALS

THIESS WINS A\$300M COAL CONTRACT

Project house Cimic has been awarded a A\$300-million contract to expand operations at the Sangatta coal mine, in Indonesia. [Read more...](#)

MARINE EQUIPMENT

GTT RECEIVES ORDER TO DESIGN LNG FUEL TANKS FOR NINE BIGGEST CONTAINER SHIPS

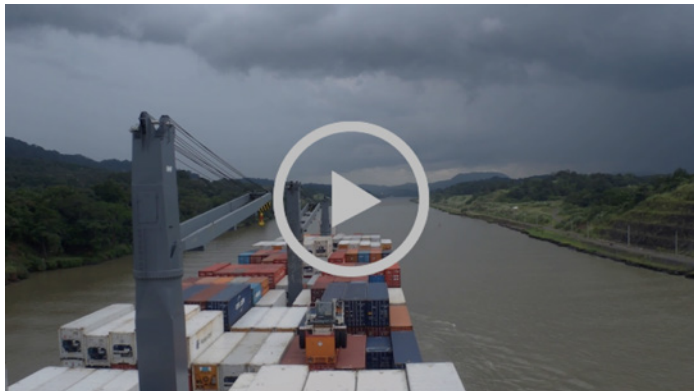
Engineering company GTT will design cryogenic tanks for nine LNG-fuelled container ships. The membrane tanks will be built by Hudong-Zhonghua, who will also be in charge of building five vessels, with Shanghai Waigaoqiao Shipbuilding building the other four. [Read more...](#)

CONSTRUCTION

VANACHAI ORDERS LONGEST 4' CONTIROLL FROM SIEMPELKAMP QINGDAO

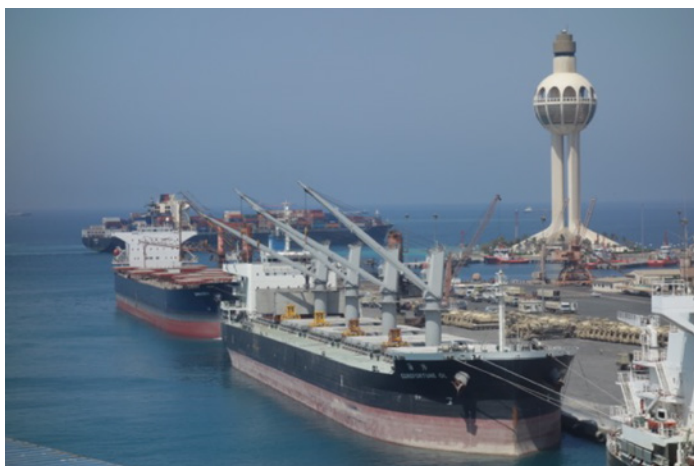
The Thai Vanachai Panel Industries Company Limited placed its 12th order with Siempelkamp in October, Siempelkamp reported. The order includes a 4' x 48.7 m forming and press line for particleboard production – the longest 4' ContiRoll ever supplied by Siempelkamp. The scope of supply also includes a cooling and stacking line, an automatic storage system as well as a sanding line. [Read more...](#)

VIDEO OF THE WEEK



Sailing in the jungle, passing through the Panama Canal
onboard Hamburg Süd vessel mv Lutetia

PHOTO OF THE WEEK



Busy day in Jeddah, Saudi Arabia with 2 bulkers alongside, tanks ready on the pier for transport or inland movement and a container ship just leaving. As usual, the temperature was over 40° centigrade.

QUOTE AND PROVERB OF THE WEEK

**"I DO NOT THINK MUCH OF A MAN WHO IS NOT WISER
TODAY THAN HE WAS YESTERDAY"**

- Abraham Lincoln -

**"THE HIGHEST FORM OF ART IS THE ART OF LIVING AN
ORDINARY LIFE IN AN EXTRAORDINARY MANNER"**

- Ancient Tibetan proverb -



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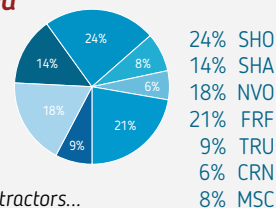
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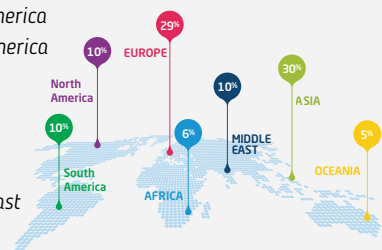
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