

## EDITORIAL

Thursday is here again and I am sending this newsletter just after my trip to Dubai and Cape Town.

First off, in Dubai when lunching with the manager of Rickmers Line, we had what an American might call an "awesome" experience. A lady with a hawk on her arm passed our table and we exchanged a few words, the hawk was used for pest control and we saw it in action. Indeed awesome describes it perfectly - see the photos below.



<http://wildflight.ae/>

What I learned most of all in Cape Town was that there was a severe water shortage but NO shortage of wine. It is really a place that can be recommended for food, wine, and scenery. What a rich country indeed, if managed right.

As for shipping, Cape Town is also interesting - not least for me who last visited there in 1967 onboard mv Thyra Torm.

Turning to business, I was just in touch with a friend of mine in Bangladesh and he (as others have) told me that there are quite a few fraud cases in logistics and quite a few coming out of China. Some forwarders jump on the wagon and book some containers with cheap rates only later to find out that if they want bills of lading released they must pay double, triple or even more. Quite a few cases like that, so all of you in shipping these days watch out for fraudsters claiming this and that, even representing this and that - like Stalin once said: "Trust is good, but control is better!"

So with that warning of the week, I turn to the news we have in store. We start off with an interview with a good contact for many years in Brazil, a country that is like some others is subject to a few confusing regulations and corruption, so you need a guiding light there. We then travel across the globe to what we may call the top of the world, where we interview a project forwarder located Nepal and Bhutan. We round off this weeks newsletter with our usual project cargo feature of the week, video, photo and wise words of the week.

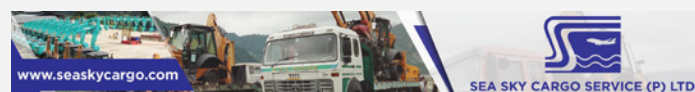
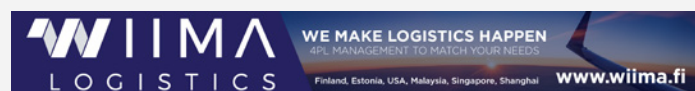
See you next week on December 8th and as incredible as it may sound, there is hardly a month left of this year....where did it go?

**Bo H. Drewsen**

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[www.projectcargo-weekly.com](http://www.projectcargo-weekly.com)

SHARE WITH A COLLEAGUE



## TROPICOSPROJECTS – SÃO PAULO, BRAZIL

**MR. ARNALDO CASSETTARI**  
**GENERAL MANAGER**

*When did you start up your company Arnaldo? How about your background in shipping, when did you start your career and are you, in fact, a native Brazilian yourself?*

I established Tropicoprojects in June 2016 after 20 years working in the project cargo forwarding sector. Yes, I am Brazilian with an Italian background.

I have been working with project cargo since 1995. I have seen some very interesting challenges in Brazil and abroad.

*What is the main focus of your company?*

I am a project cargo consultant and manager. Through Tropicoprojects I can assist customers, mostly foreign project freight forwarders, to operate in Brazil from the early phase of pricing construction for tenders up to the management for the execution. Also, I can assist in selecting partners and subcontractors and act as protecting agent for these customers abroad.



*Brazil is famous for outdated and clumsy customs rules, elaborate on that if you will. Why is it often a requirement to have the freight mentioned in the bill of lading for shipments to Brazil?*



Yes, Brazilian customs and regulations, including taxation over prices and services, are indeed confusing and sometimes frustrating to explain and to include properly in quotations.

But they exist and you can rarely escape them.

If we will elaborate on Brazilian customs rules we will need 2 editions... so better just to resume and say that the most difficult part is not the rules themselves but the several different ways customs officers may interpret the same rule.

I always advise that the physical transportation of heavy items in Brazil is a challenge, but workable, if you choose the correct partners and plan it carefully. What will always be a surprise is customs operations. So the best advice is to start your customs clearance strategy in advance and together with the logistics plan. You cannot compose a logistics strategy without having a clear understanding of the obstacles or alternatives the customs officers may present to you when your shipment meets Brazilian port roads.

Well... the reason for including the freight in the BL is to avoid tax evasion.



**Are there different rules in different ports concerning customs clearance? What kind of guidance can you give our readers if/when they would like to ship something to your huge country?**

Yes, as I said regulation is federal but the interpretation is not. And if you want to make a customs officer mad... tell him that you "always do it that way in another port...". So the best thing to do is have a good talk with the customs officers sometime before the project starts. Explain the project, ask for authorizations in advance, be nice, demonstrate that you are asking for their guidance before you make decisions, etc...

Of course, most of the customs officers are technical and some are engineers, so bringing technical information is helpful.

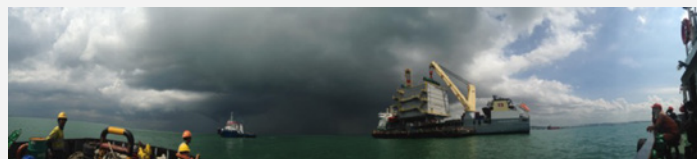


**Is corruption a problem in Brazil also a problem in shipping and project freight forwarding?**

Yes. Unfortunately, we face this problem also in our industry. We believe this is changing and hopefully will be decreasing during in the coming years.

**Oil and gas prices are a bit down and project cargoes are subsequently also a bit down, are you also feeling the effects in Brazil right now?**

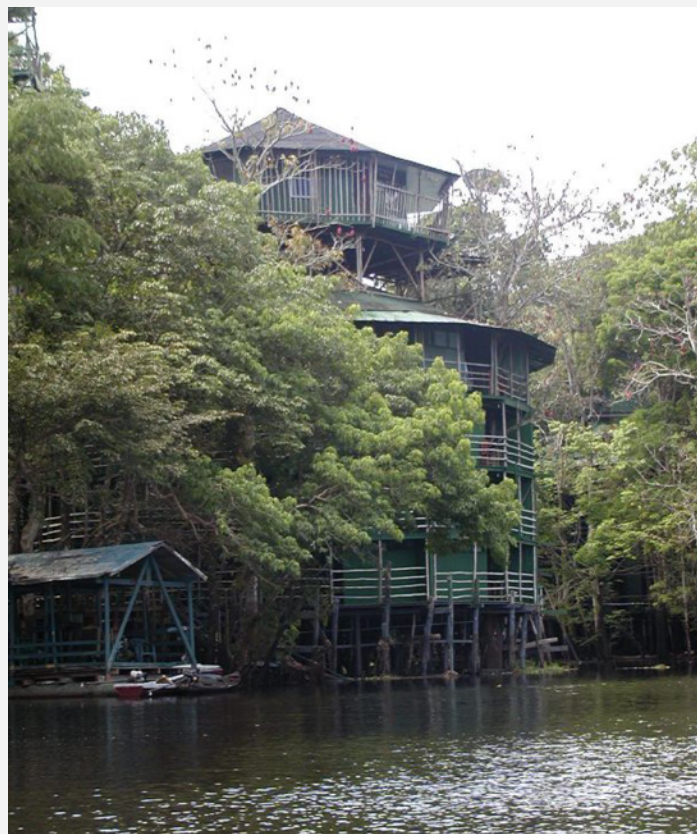
Totally. Most of the projects related to the oil and gas sector are suspended, some canceled. There is a small reaction and we trust there will be a slight recovering in the next few years. But we need to see what to expect, because most probably the basic rules of the game imposed by Petrobras during last 20 years will change, and we will need to learn how to play in a more globalized way.



**As a tourist we all know about the carnival, Rio and so on, however, could you give our readers some tips with regards to beautiful spots in your country that perhaps are less well-known?**

Well, I can talk about ports with more proficiency... but as this is a huge country there is an enormous list of places to go. At this very moment, I am writing this looking through the window of the hotel with a nice view of Maceio Port (Alagoas state Northeast of Brazil) where I will coordinate an operation from tomorrow.

We have parts in the Amazon river and jungle with resorts in the middle of trees.



Ariau Towers By [Elementwrx](#)



There is place on the border with Paraguay called Pantanal, a natural reserve with impressive views and tours.



Pantanal, Brazil1

The beaches in the northeast, Bahia, and Rio are beautiful and stand out on their own. In the south, we also have amazing beach resorts and a very strong surfing lifestyle.

São Paulo is a cosmopolitan city. You can find anything at any time. Historical cities in Minas Gerais state will show you we have a history of 500 years. Culinary is rich everywhere.



Minas Gerais

***How do you envisage the future in Brazil for project cargo currently?***

Well, our problem is more political than economic. I trust as soon the political scenario improves and stabilizes, which will bring investors, our project scene will improve. There is a lot of infra-structures, energy, transmission projects to be carried on here. We know that there are a lot of companies all over the world with both eyes in Brazil just waiting for some stabilization to step in. with the bankruptcy of most of Brazilian EPC companies, this will be a fertile field for competent foreign companies. We will have new players here. Hopefully with a new mentality. But this will take some time yet.



***A competent contact in Brazil is needed by most dealing with your country – what makes you stand out and what kind of experience in handling actual projects do you have in recent years?***

I have been working in project cargo management – most of the times in the field – since 1995. That makes over 2 decades of daily work with the local culture, local authorities, local subcontractors, local rules but at the same time, it makes same quantity of years that I have been “translating” this local mentality to foreign companies I have worked for. I can say I do believe I succeeded most of the times.

Just to make it short, since 2010 I have leaded the entire logistical process for the construction of 4 power plant lines (3 year project in Ceará with about 45 ship voyages), 3 oil platforms (with loadout operations with items up to 2000 metric tons here and abroad), critical transportation on Brazilian roads, lifting and positioning of heavy lifts, job site crises solutions and complex customs clearance process.

You can have a look at my website where you will find some more details of these accomplishments. [www.tropicosprojects.com.br](http://www.tropicosprojects.com.br)

***How to contact you in case a quote is needed from you?***

My contacts are below, please contact me at any time:

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**SEA SKY CARGO SERVICE (P) LTD  
KATHMANDU, NEPAL**

**MR. PANKAJ SHARMA  
PRESIDENT**

***Tell us when you started your company and who owns it today? Where do you have offices? What is your main line of business?***

Sea Sky Cargo Service (P) Ltd was founded in 1988 in Kathmandu on the principal of providing personalized service to the customers worldwide and making use of its vast experience in the freight forwarding and transportation industry. I am the sole owner of the company which is a private limited company duly registered with the Ministry of Industry, Department of Industry, His Majesty's Govt. of Nepal (registration number 4348/047/048).

Over the years the company's focus has broadened into special projects within Nepal, Bhutan and the northern part of India, as well as air and ocean import and export services to/from Nepal. We have grown from a small operation to a leading freight forwarding and logistics service provider in Nepal and Bhutan.

Our company is located in, ward number 26, Dolahiti, Sunakothi, Lalitpur, Kathmandu, Nepal.

Though a small company compared to the companies in the west, we are equipped with all the capabilities and expertise needed to be a quality and successful international freight forwarding company.

At present, my main business is international freight forwarding to/from Nepal and Bhutan, especially project cargo. Both countries have many active projects and more to come.

If anybody is interested in doing business with us in Nepal we are happy to assist.



***I understand that you are acting as a freight forwarder both in Nepal and Bhutan, both countries are landlocked and difficult to reach, can you tell our readers how cargo is being transported to/from your area?***

Yes, both Nepal and Bhutan are landlocked countries, Kolkata Port in the state of West Bengal, India is the only gateway port for both.

#### For Bhutan

The goods/containers are transported by Indian number plated trucks/trailers to the Bhutan border-customs (Phuenstholing), transshipped in Bhutanese trucks and then transported to other parts of Bhutan. Only 20' containers for project cargo are permitted to transport to Thimphu, however, it is not encouraged due to additional cost, time and special permits. 40' containers cannot be transported inside Bhutan due to road conditions.



#### For Nepal

Goods/containers are transported by Indian trailers /trucks to different Indian/Nepal border-customs and the same Indian plated trucks and trailers can move with the containers to the destinations inside Nepal.

There is an ICD (inland container depot) where the goods are

transported to and from India (Kolkata Port) via the Birgunj dry rail port, which is the key terminal of surface cargo delivery to Nepal. But this is not reliable and therefore generally not recommended.

***How about customs clearance of cargo for Nepal and Bhutan where does that take place?***

Customs clearance is done in Kolkata Port, Indian Border customs, and Nepal border customs.

***How is the general business relationship with India and China?***

Nepal business is mostly in India and occupies 70% of the trade with India. The trade relationship between India and Nepal has a very long history.



Dozer transported by Nepalese truck

Nepalese trade with India has been characterized by a persistent and increasing deficit.

China occupies the second place in Nepal's trade with 20% percent of its trade. China has a long history of political, cultural and economic cooperation with Nepal. China already announced that it will pay more attention and reinforce its cooperation with its neighbors.

Business with China has been booming in recent years, though the trade balance is largely tilted towards China.

The largest investment in Nepal is from China with India coming in second.

Already many Chinese companies are working in the field of irrigation, hydropower, road construction etc. So we assume there will be heavy traffic of cargo from China to Nepal.



Bhutan Project MOA Royal government of Bhutan



As forwarders are nominated by Chinese construction companies in China, Chinese forwarders in China have to market Nepal and procure shipments, and if they require our assistance, we can handle ex-arrival Kolkata to delivery at site/foundation in Nepal for which no Kolkata (Indian) agent is required.



**Can you provide us with some examples (pictures) of project cargoes that you have handled?**

We have handled many projects, among them are:

- 132 KV Khimti - Bhaktapur - Balaju Transmission line project for ABB Transmit OY - Finland / Nepal Electricity Authority
- 45 MW Bhotte Koshi Power Project for Atlas Polar, Canada / Bhotekoshi Power Company Ltd
- Khimti 1 Hydro Power project for Consortium ABB Kraft- Kvaerner Energy, Norway / Himal Power Limited
- Marsyangdi (1) Power Project for Voith Siemens, Germany / Nepal Electricity Authority
- Rural Electrification and distribution System Reinforcement project for China Machinery Complete Equipment Group Corp, China / Nepal Electricity Authority
- Relief project shipment for IFRC - (International Federation of Red Cross and Red Crescent Societies)
- Relief project shipment for UNICEF /Denmark
- Bhutan Road project for the Ministry of Works and Settlement, Royal Govt. of Bhutan / Itochu Corporation, Japan



Road condition in Bhutan where trucks can be seen with our project goods for Bhutan

**What made you start a career in freight forwarding? What do you like about it?**

Actually, I was one of the largest exporters in Nepal of hand knotted (Nepali Tibetan) woolen carpets and our main market was Germany. To export my carpets I registered Sea Sky Cargo Service (P) Ltd with the government of Nepal in 1988.

While exporting carpets, I had the chance to visit Kolkata Port where I saw cargo, including over dimensional cargo to Nepal lying in the port unattended and found no attention was given to its safety etc. So I decided, why not do the job for Nepal and arrange for transportation and delivery of the goods to Nepal ourselves. Then I started corresponding with foreign forwarding companies. I visited Kolkata several times to gain experience and learn by observation, this helped me tremendously to build up the business into what it is today.



In the 29 years that I have run Sea Sky Cargo Service, I have learned some aspects of freight forwarding, but I still feel the industry is so vast, every day you learn something new, it is never-ending.

I enjoy the work and activities, my overseas partners are satisfied with my work which must be because of our values, ethics, integrity and above all simplicity and sincerity.



**Personally, I have never visited Nepal or Bhutan but I certainly would like to. Tell our readers a bit about the places to visit.**

It is difficult to list all the places to visit in this short form, however, here are a few places of interest in Nepal:

#### Kathmandu

The capital and largest city of Nepal is like no other city in the world. The decaying buildings in the heart of the city are a contrast to the lively atmosphere that permeates the streets. It is surrounded by a valley full of historic sites, ancient temples, shrines and fascinating villages.

Kathmandu is also the gateway to the rest of Nepal—in particular, the tranquil Bhaktapur, the temple-tastic Patan.



There are many things to see in Kathmandu like durbar square with temples dating back to 12th century.

Boudhanath Stupa which was assigned UNESCO world heritage status in 1979 is built on an octagonal base surrounded by prayer wheels and has colorful prayer flags draped from its 36-meter central spire.

### **Swayambhu Stupa**

Set on a hilltop to the west of Kathmandu. Swayambhunath is the second most important shrine in the Kathmandu valley after Boudhanath, which is painted with the eyes of the omnipresent God, forms the centerpiece with the temple complex. It was originally a prehistoric cult site but the complex dates back to the 5th century.

### **Bhaktapur**

Bhaktapur is a small town about ten kilometers from Kathmandu which has beautiful temples with studded stones and winding streets. You will be mesmerized by the breath-taking scenery. It used to have some of the best-preserved sites; however, they were destroyed because of the recent earthquake in 2015. Near the roadside, you will find many artisans weaving cloth and chiseling timber.

The best place to begin a tour of the city is Durbar Square, where in addition to the royal palace, several temples are also situated. The whole area is a UNESCO World Heritage Site.

### **Patan**

Patan is situated to the south of Kathmandu and only separated from the capital by the Bagmati River. It is the second largest town in the Kathmandu valley.

Patan's most interesting attractions include the Golden Temple (together with a number of tortoises found in its courtyard), the five-story Kumbeshwar Temple (dating from 1392), and the Red Machhendranath Temple (dating from the 17th century, and containing carvings of a number of weird and wonderful animals).

When it comes to trekking, Nepal is paradise! Being such a mountainous country, there are literally hundreds of trekking routes that all offer trekkers something unique and beautiful.

Among them are:

#### **1. Annapurna region**

One of the most trekked regions in Nepal and also one of the most beautiful. Lying just north of the trekking city of Pokhara, the Annapurna Region plays host to one of the best trekking routes in the world. Because of its popularity, the region is a hot-spot for trekking.



#### **2. Khumbu/Everest region**

The grandest and most popular region in all of Nepal. Housing four of the world's six tallest mountains on earth – Mount Everest, Mount Lhotse, Mount Makalu and Cho Oyu. The Everest base camp trek is the most popular route in Nepal and gets over 50,000 trekkers a year.



#### **3. Langtang region**

It lies to the north of Kathmandu; the Langtang region is the third most popular trekking region in Nepal. Its popularity stems from its incredibly lush scenery and its close proximity to Kathmandu, making it very accessible. The Langtang Trek is by far the most popular route in the region and visits the gorgeous Langtang Valley.

Other popular routes in the region include the Helambu Trek, Gosaikund Trek and the Rolwaking Trek which is one of the most difficult and wild treks in Nepal and requires previous mountaineering experience.



#### **4. The Chitwan National Park (CNP)**

A world heritage property, and it also contains a Ramsar Site – Beeshazari Tal in its buffer zone. The CNP has a history of over 3 decades in park management and a rich experience in resolving conflicts between the park and the people.

It is a rich natural area in the Terai, the subtropical southern part of Nepal. A total of 68 species of mammals, 544 species of birds, 56 species of herpetofauna and 126 species of fish have been recorded in the park. The park is especially renowned for its protection of the One Horned Rhinoceros, the Royal Bengal Tiger, and the Gharial Crocodile.



## 5. Pokhara

Pokhara, at the base of the foothills, is 200 kilometers west of Kathmandu and surrounded by some of the highest mountains in the world – Dhaulagiri, Manaslu, and Annapurna I.

For many trekkers, Pokhara is the gateway to the Himalayas. It is the starting point for treks to Jomsom and the Annapurna region. Visitors will enjoy Pokhara and the beautiful scenery even if they are not planning on heading off on a trek in the Annapurna Region.



## 6. Lumbini

Many people do not know that Lord Buddha was born in Nepal. This is the place where Queen Maya Devi gave birth of Gautama Buddha who went on to become the founder of Buddhism. That's why it is no surprise that Lumbini is World Heritage listed, has a huge spiritual-cultural significance and attracts Buddhists and pilgrims from all over the world.



**Can you provide our readers with your contact details for further information?**

Any readers can refer to the following details to contact me:

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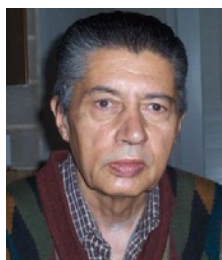
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<http://www.seaskycargo.com/>



SEA SKY CARGO SERVICE (P) LTD

## RENEWABLES

### ENI PLANS 20 MW SOLAR POWER PLANT IN GHANA

The Italian oil and gas provider is also assessing the feasibility of floating PV projects in the Volta basin. [Read more...](#)

## POWER GENERATION

### MARUBENI TO OVERHAUL POWER PLANT IN MYANMAR

Wholly owned subsidiary Marubeni Power Systems will renovate the combined-cycle plant operated by a public utility in Yangon's Thaketa. Gas turbines will be replaced with the latest equipment, for example, raising output from 24,000kW to 66,000kW.

[Read more...](#)

### GE SAYS PLANS NEW WIND FARMS IN FINLAND, SWEDEN

General Electric's (GE.N) power generation unit is planning to build new wind farms in Finland and Sweden. [Read more...](#)

## OIL & GAS

### KCA DEUTAG SECURES LAND DRILLING CONTRACTS FOR FIVE RIGS

The majority of these rigs were manufactured by Bentec, KCA Deutag's land rig and oilfield equipment manufacturer. Bentec manufactures a wide range of rigs that can deliver high performance drilling and fast rig moves in all climates and geographies.

[Read more...](#)

## PULP & PAPER

### UPM AND THE GOVERNMENT OF URUGUAY HAVE SIGN INVESTMENT AGREEMENT FOR A NEW PULP MILL

UPM and the Government of Uruguay have signed an investment agreement, which outlines the local prerequisites for a potential pulp mill investment. The agreement details the roles, commitments and time-line for both parties as well as the relevant items to be agreed prior to the final investment decision. [Read more...](#)

## PLANTS & PROCESSING

### AGC GLASS ORDERS ZIPPE EQUIPMENT

AGC Glass has ordered a batch plant and cullet return system from Zippe for its second glass float line in Guaratingueta, Brazil.

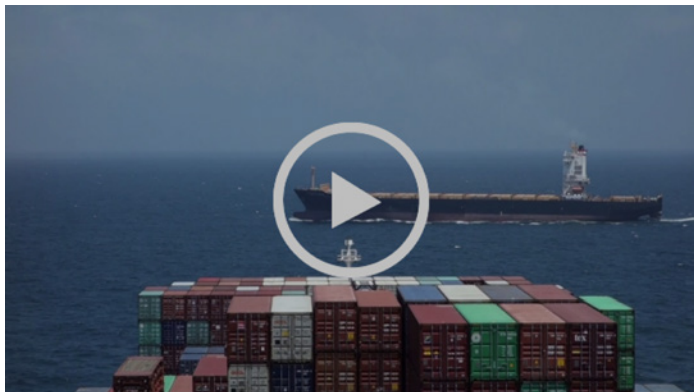
[Read more...](#)

### NORWEGIAN PAINT MAKER JOTUN INVESTS RM60M IN A NEW FACTORY TO DOUBLE PRODUCTION CAPACITY

Leading Norwegian paint maker Jotun Paints (Malaysia) Sdn Bhd has invested RM60 million in a new powder coating factory in Nilai, Negeri Sembilan, expected to more than double its production capacity. [Read more...](#)



## VIDEO OF THE WEEK



Drifting while waiting for a berth in Qingdao with an empty PIL container vessel passing close by. Footage from CMA CGM Andromeda.

## PHOTO OF THE WEEK



Onboard mv Thyra Torm in Durban, 1967 with Norwegian bosun who later on passed away. Going through old photos - incredible.

## QUOTE AND PROVERB OF THE WEEK

**"THERE ARE MANY WAYS OF GOING FORWARD, BUT ONLY ONE WAY OF STANDING STILL"**

- Franklin D. Roosevelt -

**"IN ORDER TO LEAD YOU MUST ALSO BE ABLE TO FOLLOW"**

- Ancient Indian Proverb -



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Joachim Jarck - Alliance Maritime

## AD PRICING

**1x** Main Banner  
870 USD / 800 EUR per week

**3x** Sectional Banner  
550 USD / 500 EUR per week

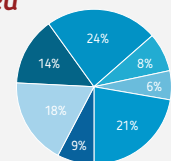
 Video  
440 USD / 400 EUR per week

 Job Listings  
220 USD / 200 EUR per month per job

## READERSHIP

### • Industries Covered

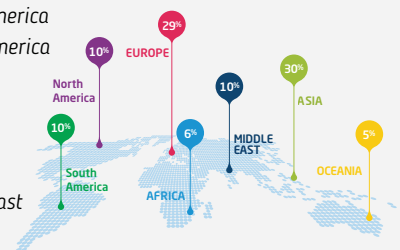
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