

EDITORIAL

Week 49 has arrived and it is Thursday so we are in your sights with a fresh newsletter. First of all, Finland FI celebrates 100 years of independence in these days and Project Cargo Weekly wish to extend our warmest greetings to the Finns around the world.

Trust is an essential part of life and something that is virtually impossible to rebuild. I am sure that all of us in one way or another have experienced betrayal by someone you trusted. Shipping is also very much about trust - imagine a world where everyone could be trusted and all lawyers would be out of business! A lifetime of experience is worth more than a ton of books or a cbm of opinions. I, therefore, applaud a rather new initiative described in today's newsletter where a couple of shipping experts have joined forces to openly establish a platform where shipping intel (both good and bad) can be shared.

Trust is also seriously lacking these days in our western style democracies as the gap between the electorate and the elected seems to grow as soon as the politicians take office. I just noticed the new list of "tax havens" published by the EU and strangely enough, neither Holland nor Luxembourg is on the list - how can that be - remember that when you point a finger at someone normally 3 fingers are pointing at yourself...I think our mass of unelected EU politicians need to do a more transparent and competent job if their list of "tax havens" is to be taken seriously. Trust me I am not a crook as a famous ousted due to Watergate politician said once.

Since I am not in politics I had better get back to the business world where I belong and tell you what we have in store for you this week. Containers can be used for all kinds of purposes and their use has evolved since Malcolm Mclean invented them for cargo transportation. Our first article focuses on a company based in the UK that specializes in container supply and conversions. We then proceed to Chile, the very long country located in South America where we speak to a very versatile shipping agent and project freight forwarder.

We then introduce Maritime Trust Platform, provide shipping and sector news and finish off with the video, photos and wise words of the week.

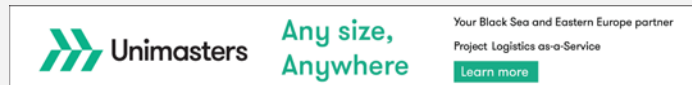
Whilst some of you are enjoying the sunshine I bid you farewell from minus 2 here in Stockholm and I remain,

Yours sincerely,

Bo H. Drewsen

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www.projectcargo-weekly.com

SHARE WITH A COLLEAGUE



EMPRESAS TAYLOR – CHILE

MR. CHRISTOPHER TAYLOR POLLMANN EXECUTIVE VICE PRESIDENT

Tell us a bit about your company history in Chile. How many years have you worked there yourself?

Our company has been in the industry for 52 years. It was founded by Mr. Ian B Taylor in Valparaiso in 1965. I have been active in various areas of the company since 2001. Ian Taylor started as a shipping agency company, but through the years has developed different businesses, so we can say that we are more than a shipping agency, we are an integral cargo service provider.



What are the main activities, or shall we say core business of your company today? Can you give us a brief overview of your group? Do you have offices outside of Chile?

As I highlighted before, over the years we have developed a variety of additional services - all transport related - that add value to our core business. As such additional services, I can mention the most relevant ones: our brokerage division (fishmeal and bunkers), fleet (pilot boats and tugs) and logistics operations (ocean, air and land transport and depot services) which are mainly focused on project cargoes, liquid bulk, and roro cargoes. We cover Chile, Peru, Ecuador, and Bolivia with our own offices.



Chile is an incredibly long-stretched country. Tell us about the distances from north to south and give us an overview of the ports that are active and for which kind of commodity said port (s) are generally known.

As you mention, Chile is quite a long country. It stretches over 5,000 kilometers and its geography goes from the desserts in the north to the subpolar weather in Punta Arenas, so in terms of commodities you can find a few! Just to be brief, I can say that the north of Chile is focused on minerals (copper, iron ore and non-metalic), in the central area of Chile the main production is fruit, fish, and timber and in the south it is lamb (meat, wool, leather) and oil and gas.

We are active along the entire Chilean coast, with offices in all the main ports, such as Arica, Iquique, Antofagasta, Coquimbo, Valparaíso, San Antonio, Concepción Bay, Puerto Montt and Punta Arenas.

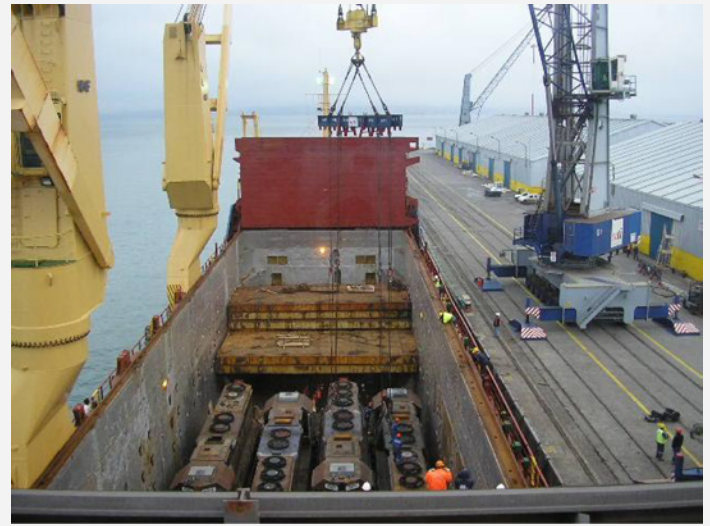
As you can see, Chile's main exports are raw commodities, so more than 90% of the manufactured products are imported. The main ports for this are Iquique, Valparaíso and San Antonio.



Can you organize transshipment via Chilean ports to other South American countries? Are there any customs headaches connected with this kind of transshipment? How about customs clearance in Chile, in general, how does it work?

Yes, we can. As a matter of fact, all the cargoes we handle to Bolivia (Arica and Iquique) arrive via Chilean ports and have to be transshipped (via land operations). Chile is not considered a hub for transshipments, so it is not a common practice, but in some particular cases as the aforementioned or for some cargoes coming or going to Paraguay and some parts of Argentina, we handle transshipments without any problems.

About customs (this seems to be a trending topic nowadays!) I can say that even though there is always a possibility that things can go wrong, customs clearance in Chile is not complicated and very swift if all the paperwork is in order and presented in time. Chile's regulations make it mandatory (in over 90% of the cases) to use the services of a certified Customs Broker, so paperwork should not be an issue. My suggestion is that when in doubt, ask for local Chilean customs information beforehand. The same applies to transshipment cargoes: if done correctly from the beginning, it should not be a problem.



Chile is generally recognized as the country in South America with the most transparent government and least amount of corruption. Is that a true picture of today's situation in Chile from a businessman's point of view?

It is. Even though there has been some negative publicity due to some public corruption cases, these are isolated cases and do not represent the general business atmosphere in Chile. You can be sure that Chile is and will continue to be a country in which you want to do business.



Have you handled project cargoes in Empresas Taylor?

Yes, we have. Directly or via one of our principals (BBC Chartering) we are always involved in high and heavy cargoes. For example, we have done windmill projects, gas tanks for ALMA Observatory, a Methane Plant relocation and mining trucks transportation.



Can you give any good advice to anyone wanting to transport project cargo (or other cargoes) to/from Chile?

That is always a tricky one. With oversized cargoes, be very careful on the discharge port, especially regarding height, width and weight as many ports in Chile are surrounded by cities. Also, daylight transportation, police escorts, and permits are a thing to be evaluated in advance.



The World's biggest industry is tourism - where would you as a local recommend our readers to go in Chile (if wanting to go off the beaten track) as a tourist?

I would definitely recommend the Punta Arenas area (Torres del Paine - Magellan Strait). If you prefer dessert climate and clear skies, San Pedro de Atacama. If you want to go "adventure mode on", my suggestion is the beaches in the north of Chile (Arica-Iquique-Antofagasta area) or a flyfishing trip to the south (there are very nice fishing lodges available). For the former you should rent a 4x4 SUV, for the later, there are good facilities and you can enjoy some trekking as well. If you like good wine, close to Santiago (2hrs drive) there are some really good wineries that have their own hotels.



How to get in touch with you for a quote or further information about your company?

Please call:
+56322261000
ask for myself or Mr. Philipp von Meyenn

Interviewee:Empresas-Taylor Logo
Christopher Taylor Pollmann
Executive Vice President
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Empresas Taylor
www.empresastaylor.com



UNIVERSAL CONTAINER SERVICES LTD.

**MR. ANDY RUSHTON
R&D SALES MANAGER**

**How come you got involved in the business of containers?
What sparked the interest?**

I have always been interested in the versatility of shipping containers from a young age. The amount of bespoke uses has always fascinated me. Originally I started my career with a firm who specialized in hiring containers to building sites, but as my interest grew I wanted to move into the container conversion field. I began a job with a subsidiary of Maersk Line, where I learned a great deal about container sales. But I always wanted to become more involved in high-end conversions, so when George Woolley MD at Universal offered me a position within his firm, I grabbed it with both hands.



Universal Office Build (External)

Who owns Universal Container Services Ltd?

Universal Container Services Ltd. is solely owned by a well-regarded industry leader Mr. George Woolley. He has been involved in container sales & conversions for over three decades, which is the main reason I wanted a job with Universal. As to be the best, you have to learn from the best.

Most people, of course, know that containers can be used for sea freight transportation, even some will know that they are used for storage, but elaborate if you will on the many different purposes that a container can service?

Containers as already stated, are extremely versatile. They can be converted into many things, some examples: Offices / Canteens / Drying Rooms / Meeting rooms / Toilet Blocks / Bio-mass units / Data rooms / Powerhouses / Exhibition stands / Bars / Coffee shops / Garden rooms. I could really go on, with the right budget anything is possible.



How are containers certified – I mean like in any kind of business there are reliable and unreliable providers and besides the price itself how can one be sure that the container bought for a specific purpose has the strength for it? Are there any “universal” rules or guidelines in this respect?

Just make sure the containers meet the ISO build regulations, ISO or intermodal containers are used for the intermodal transport of freight. They are manufactured according to specifications from the International Organization for Standardization (ISO) and are suitable for multiple transportation methods such as truck, rail, or ship. These regulations define a shipping container that meets size, strength, and durability requirements. The basis of these regulations is to guarantee that the container can withstand extreme environments endured during transport as well as possess the structural integrity needed to be lifted by cranes or other heavy equipment.



Universal Office (External Roof Terrace)

What type of containers can you provide?

Universal Containers offer all types of containers, that's the main reason we have been so successful over the last decade. We supply all types of containers for customers in any location, we are based in the UK where we operate a large production facility. We convert thousands of containers into bespoke units for customers specific requirements. Our main services are General Sales / Container Conversion / Container Hire / Anti-Vandal Cabins / Self Storage / Parts / Buy Back and Part Exchange / Repairs & Fabrication.



I noticed something called anti-vandal cabins on your excellent website, tell us more about this product.

We have recently redeveloped our website www.universal-containers.com. The Anti Vandal cabins are manufactured to an all-steel design and come complete with an integral locking system, steel window shutters and 10 point locking door, creating a robust frame that will deter the most skilled thief or vandal. The range is available in a variety of sizes and is fitted with electric heating and lighting, power sockets and has vinyl poly floor covering as standard. The Anti Vandal cabin range is available in a variety of

configurations including eco-friendly options, internal configurations include Offices / Canteens / Drying Rooms / Meeting Rooms / Toilet Blocks / Link units / Modular builds / Data Rooms.

Do you supply to the UK domestic market only or can you deliver to anywhere? Is it allowed to ship a modified container overseas at all? Tell our readers more in detail about what kind of rules governs this kind of transport (if any) of containers that are modified.

Our largest customer base is the UK Domestic Market, but over the last decade, we have developed a worldwide customer base for container sales and conversion. Modified containers can be shipped all over the world as long as they meet ISO standards with a valid CSC (container safety certificate) there are many different firms who offer the CSC inspection service.

From where do you procure your containers, are they new from the beginning or do you also refurbish 2nd hand units?

Most of the worlds new containers for sale are produced in Chinese Factories, loaded and shipped (one way) to the requested country. Once unloaded they are placed within one of Universal's many storage facilities within the UK for conversion or re-sale. There is always a massive market for used containers, which we purchase ex-service from most of the large shipping lines. We either sell them in their existing condition or we refurbish them: New Door Seals / Repairs / Externally Paint / Lockbox / Condensation prevention spray etc.

Since affordable housing is a problem in many of Europe's bigger cities, have you found that containers can be used as “apartments or studios” as well?

Yes, I think they should be used more than they are, containers are a great solution to housing problems in Europe and all over the world. A 20ft container can be converted into somewhere safe & secure to sleep and wash for little investment. Also, another great benefit of using shipping containers is their durability. As they are made from Corten Steel, they are extremely robust and will last for years. Internally, if fitted out correctly you would be hard pressed to know you were inside a shipping container. The following photos are from a unit we made for a customer who wanted a nice internal finish inside a 20ft container, it even has air conditioning.



Picture for the high end internal 20ft office



Picture for the high end internal 20ft office with toilet

What do you like about being in the container business?

I love my job because Universal is an industry leader and we spend a great amount of time designing new products. Being as innovative as possible, George Woolley (Director) has spent years putting together our team of container conversion experts. We recently were asked by George to develop/build our own office block (see photos in this article). Now it is finished, it is a real pleasure to come to work every day. There are so many possibilities in container conversion, I would say the best part is that most of the jobs we undertake are new and interesting.

Tell us in your own words how you feel that your company stands out from the competition - why should a potential buyer contact you first?

Universal Container Services Ltd is ahead of the competition in relation to development and design. Our innovation is second to none. I believe if you are looking for container conversion experts to bring your containerized dreams to reality, then get in touch with us, the industry leaders. We are renowned throughout the industry for attention to detail, honesty and our core principals. We always ensure every customer gets the service they deserve.

How to reach you for a quote?

Email: andy@universal-containers.com
 Website: www.universal-containers.com
 My Mobile: 07808 896 933
 Landline: 0161 775 3217



MARITIME TRUST PLATFORM

In the shipping industry trust is paramount, we cannot always have lawyers sitting next to us whenever we do a deal. Some of us learn the hard way.

I, therefore, would like to introduce you to a company that has know-how and skill gained from their own experience.

Background to the establishment of Maritime Trust Platform:

The sudden bankruptcy and demise of a Turkish freight forwarder, as well as the ensuing, unsettled six-figure detention bill, was the hard-learned lesson that in 2015 sparked the initiative to establish The Maritime Trust Platform (MTP).

The founders' idea was, in spite of fierce competition and rivalry, to share bad as well as good experiences with counter-parties in the industry, much in the same way travelers share opinions and experiences of hotels or restaurants on, for instance, TripAdvisor.

Additionally, the founders of the platform hope that their dispute settlement tool may be useful, not least in settling issues felt too small for arbitration.

[Read more...](#)

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**MARITIME
TRUST
PLATFORM**

SHIPPING NEWS

HANSA HEAVY LIFT DEVELOPS TAILORED SOLUTIONS FOR FLOATING UNIT CUSTOMERS GLOBALLY

Hansa Heavy Lift has strengthened its position in the floating unit market after successfully completing a series of projects in the Americas, Europe, Asia, and Africa.

The moves included the transportation of 45 yachts in one consignment, as well as the safe delivery of two oversized barges and three tugs. [Read more...](#)

HAMBURG SÜD REMAINS HAMBURG SÜD

HAMBURG  SÜD



**MAERSK
LINE**

The Hamburg Süd Group is now part of the Danish company Maersk Line and thus a subsidiary of the world's market leader in container shipping. "Under this new umbrella, we can strengthen Hamburg Süd's position worldwide in a challenging market environment, improve our market position, and offer our customers many advantages," said Dr. Arnt Vespermann, new Chief Executive Officer (CEO) Hamburg Süd. [Read more...](#)

PUBLIC TRANSPORTATION

SNCF ORDERS PROTOTYPE EMU AND TRAM-TRAIN TRACTION TRANSFORMERS

National railway SNCF has awarded Mitsubishi Electric Corp a contract to supply prototype traction transformers for Z2N double-deck electric multiple-units used on Paris commuter services and Siemens Avanto tram-trains operating on route T4. [Read more...](#)

POWER GENERATION

WARTSILA, CLOUGH GET PNG POWER CONTRACT

Wartsila, in partnership with Australia-based contractor Clough, has been awarded a turnkey contract to provide a 58 MW gas-based power plant to Papua New Guinea. [Read more...](#)

RENEWABLES

MEXICO GOES GREEN

Italy-based Enel Green Power has been awarded a series of contracts to build four wind power plants in Mexico for a total cost of US\$700 million. [Read more...](#)

OIL & GAS

HONEYWELL UOP TO PROVIDE PROCESS TECHNOLOGIES TO AL-ZOUR REFINERY IN KUWAIT

US-based Honeywell UOP has bagged a contract to provide a variety of process technologies to the Al-Zour Refinery in Kuwait which is reported to be built with an investment of around \$16bn by Kuwait Integrated Petroleum Industries Company (KIPIC). [Read more...](#)

AVIATION

RUSSIA AIMS TO DELIVER 200 KA-226T MILITARY CHOPPERS TO INDIA IN 9 YEARS

Russia aims to deliver 200 Kamov 226T or Ka-226T military choppers to India within nine years, even as the commercial contract for the same is expected to be signed early next year. [Read more...](#)

PLANTS & PROCESSING

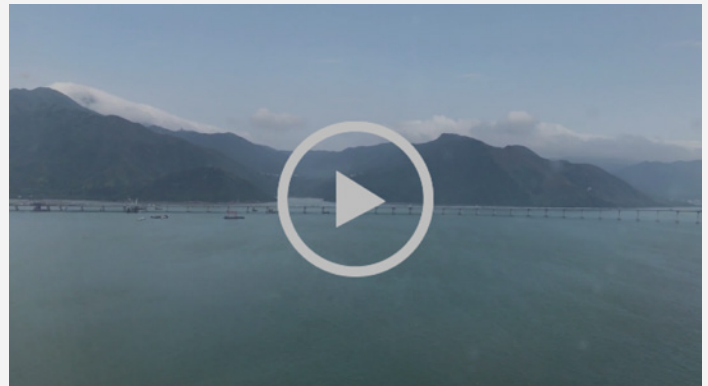
DANISH GROUP ANNOUNCES CONSTRUCTION OF FERTILIZER PLANT IN ANGOLA

A fertilizer plant with the capacity to produce 2 million tons per year will be built in the municipality of Soyo, in Angola's Zaire province, said on Monday, in Luanda, the chairman of Danish group Haldor Topsoe. [Read more...](#)

ONTARIO GOVERNMENT INVESTING \$24M IN FEIHE FORMULA PLANT

Ontario is supporting a subsidiary of Feihe International to establish Kingston's first baby formula production facility, which will create up to 277 new jobs in the community. [Read more...](#)

VIDEO OF THE WEEK



Landing in Hong Kong with an impressive view of part of the Hong Kong - Zhuhai - Macau bridge being built

PHOTO OF THE WEEK



Tight Space
Rickmers Antwerp loading 2 catamarans for Hong Kong in Jurong Port

QUOTE AND PROVERB OF THE WEEK

**"IT IS BETTER TO OFFER NO EXCUSE
THAN A BAD ONE"**

- George Washington -

"BETTER THAN TO RUN IS TO START ON TIME"

- Ancient Vietnamese proverb -

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Joachim Jarck – Alliance Maritime

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3x Sectional Banner

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Video

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Job Listings

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Get it touch

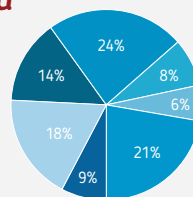
For editorial contributions contact bo.drewsen@projectcargo-weekly.com

www.projectcargo-weekly.com

READERSHIP

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NVOCC's,
Freight Forwarders,
Trucking,
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