

EDITORIAL

Friends, it is Thursday even here in Shanghai where I am currently. I arrived from Singapore in order to attend the breakbulk expo. The event was good and takes place over 2 days where basically the first day its full speed and then the 2nd day where some people, of course, are hungover after attending some of the shipowners' parties the night before, but its all in a good cause and the basic idea is to network, meet each other face to face and virtually put a face to the email address!



Shanghai is a good venue, a mega-city with its pros and cons. What I noticed most (even as a former long-term resident of Beijing) is the pollution. I cannot help but feel depressed by the terrible air quality.

The city does give you a boost of energy as its constantly moving, something you seldom find in any European city, maybe you can feel something similar in some US cities.

The locals are a determined breed and they have a purpose in whatever they are doing. Taxi drivers seem to have a tendency to cheat the foreign visitors and are quite aggressive, but there are also nicer ones among them.

Things have changed though in recent years. China has come into its own, for better or for worse society has started to stand up for itself.

In Shanghai, we discussed many subjects including the fake freight forwarders claiming to be members of this or that organization and sending out bogus freight rates.

I even happened to discuss with a Chinese forwarder an experienced one who was cheated by another Chinese forwarder who suddenly increased the rates otherwise agreed upon and then held the bills of lading until cargo was released. Several forwarders originating out of Shenzhen or Guangdong seem to have done this trick towards both their domestic and also foreign freight forwarding colleagues.

Like I said in previous editorials, don't trust the rates if they are too low and don't trust that the company in question is a member of this or that organization. It serves you well to first check if the company is actually a member of the association they claim to be a member of.

Stalin once famously remarked that **"trust is good but control is better!"**

This week we interview a Hong Kong based shipowner and shipping agent, active in Asia for decades.

After our usual video and photo of the week, we have a jobs bulletin for companies who are in search of new talent.

Wishing you a good read and until next time I remain...

Yours sincerely, Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com

www.projectcargo-weekly.com

SHARE WITH A COLLEAGUE



WALLEM GROUP

MR. NIGEL MOORE
SALES AND MARKETING DIRECTOR

Tell us about Wallem's history.

Wallem was founded in Shanghai in 1903 by a Norwegian ship broker named Haakon Wallem. The company's beginnings were in ship owning and ship broking before our founder saw opportunities in other areas of shipping. In 1908 Wallem was appointed to manage two sister ships employed in the coal trade on the Chinese coast, effectively making Wallem the first third-party ship manager in the world. Offices then opened in Hong Kong, Japan, India, Singapore and Vietnam. Dedicated companies were set up for Ship Agency and Ship Management in 1963 and 1971 respectively to complement the company's ship broking origins.



Wallem Managed Vessel

Who owns Wallem today?

Today the company is headquartered in Hong Kong, with 47 offices in 18 countries and is again under the ownership of the Wallem family. The company was acquired by Tom Steckmest, ship owner and great-grandson of Wallem's founder, together with Nigel Hill, a shipping financier and investor. The Wallem name is synonymous with quality, reliability and expertise gained over 110 years in the business. Today Wallem offers a range of integrated maritime services across Ship Management, Ship Agency, Commercial Services and Asset Protection.



Wallem Ship Management

How is Wallem's relationship with China and do you in China have completely owned offices or are they offices in your name but actually from Penavico (or other state agency)?

Wallem has a long history and established presence in China as it was founded there over 110 years ago. Wallem was, in fact, the first foreign agent to set up in China in 2004. Today Wallem China's main office is in Shanghai, with 8 owned offices throughout China serving all ports. Our teams in China have strong experience in cruise, naval, project cargo, heavy lift and breakbulk projects. We also have a technical team in Shanghai handling newbuilding and drydock supervision and providing technical services.

In 2015 Wallem became the only foreign shipping company to fully own a Manning Agency operation in China – with full rights to recruit, train and deploy Chinese seafarers worldwide. Today Wallem is the largest 3rd party provider of Chinese seafarers to international owners with 47 vessels currently operated by full Chinese crews. Our crews have built up long experience trading globally with over 800 of our Chinese crew having more than 5 years of service with Wallem. The company has a long established Training Centre in Qingdao and a large support presence in mainland China.

In early 2017, G2 Ocean appointed Wallem Ship Agency to handle their vessels calling in China; some 700 calls a year. Pleased with the team's proactive approach in meeting their expectations and requirements, G2 Ocean recently appointed Wallem to handle calls for their fleet of vessels throughout South East Asia.



Wallem Ship Agency

Which shipowner do you represent as Wallem Hong Kong? You are also in ship management and crewing I believe?

Wallem offers a range of maritime services in addition to Ship Agency. These include Ship Management, Technical Management, Crew Management; as well as a range of value-added marine services such as dry dock and newbuilding support, lifeboat repair and maintenance and marine procurement. We provide these services to a number of international owners and operators.

In addition, our Commercial Services team commercially manage a diversified fleet of vessels and offers specialist services (from asset protection to chartering and advisory services) to owners, operators, banks, legal firms and finance offices.

How to contact you?

Please contact our Sales & Marketing Director, Nigel Moore at njm@wallem.com or on +852 2876 8007 for information on how we can help you.

Please visit www.wallem.com for more information.



WALLEM
ESTD 1903

SHIPPING NEWS

SAL AFRICA SERVICE TO COMMENCE 1ST APRIL 2018

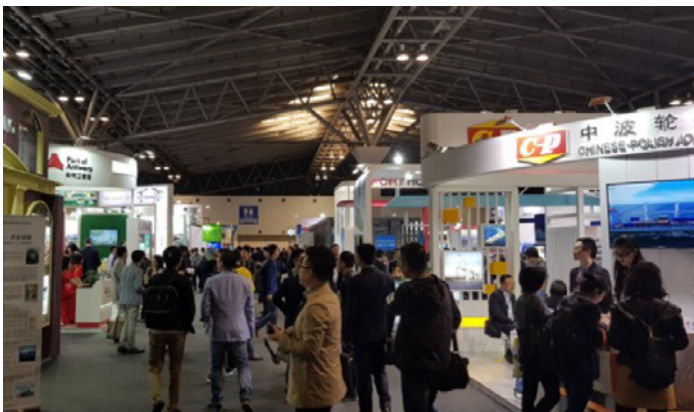
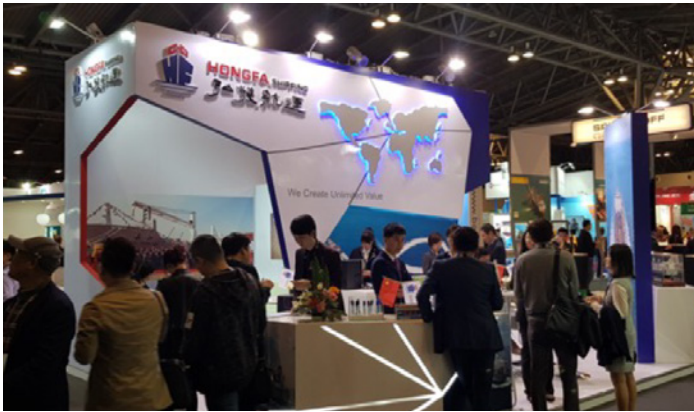
SAL Heavy Lift announces a brand new regular service linking West, South and East Africa with North Europe, the Arabian Gulf and Indian sub-Continent. [Read more...](#)

EVENT REPORT

BREAKBULK CHINA 2018

View of Shanghai and the Breakbulk China event

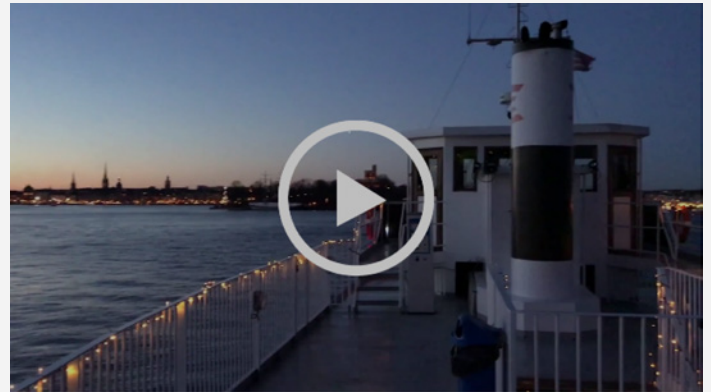




JOB BULLETIN

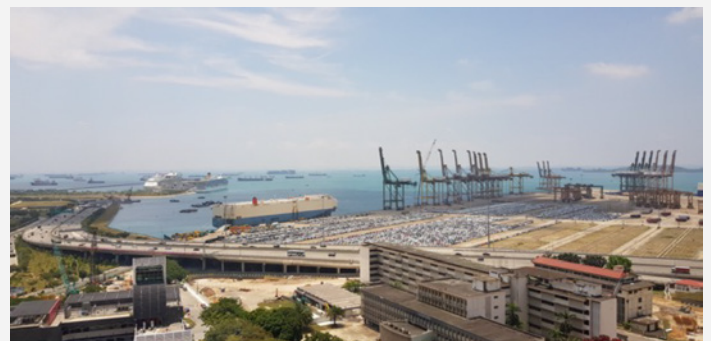
**ADVERTISE YOUR
JOB OPENINGS HERE**

VIDEO OF THE WEEK



A tranquil evening on a ferry in Stockholm, Sweden

PHOTO OF THE WEEK



Incredible port and sea view from the offices of Andersen Shipping Company, Singapore

QUOTE AND PROVERB OF THE WEEK

"DON'T LOOK BACK, YOU'RE NOT GOING THAT WAY"

- Unknown -

"DIG THE WELL BEFORE YOU ARE THIRSTY."

- Ancient Chinese Proverb -

Global Readers In-Depth Interviews Neutral Coverage

Only 4 Adverts Per Week

52,460 receivers worldwide each week

PROJECT CARGO Weekly

"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

Get it touch

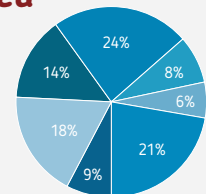
For editorial contributions contact bo.drewsen@projectcargo-weekly.com

www.projectcargo-weekly.com

READERSHIP

• Industries Covered

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



24% SHO
14% SHA
18% NVO
21% FRF
9% TRU
6% CRN
8% MSC

• Geographical Distribution of Subscribers

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

