

EDITORIAL

It is Thursday the 12th of April and time for our newsletter. This past week has seen quite a media uproar in Europe since it became evident that Viktor Orban and his party in Hungary was elected with an overwhelming majority. Mr. Orban does not belong to the "politically correct" segment of EU politics. No, he is a man that is able to stand on his own and is not necessarily looking for a well-paid job in the EU after his national career is finished, like where so many others end their career. He has without a doubt, his faults, but Hungary is a democracy and the mainstream media (where most journalists seem to have been educated) better accept the voter's decision even when it goes against their opinion. Orban was elected; our commissars in the EU were not and likely never will be.



Spring has finally arrived here in the north of Europe, people say that its the latest arrival of spring in the last 100 years. The mood noticeably changes for the better with the sunshine and blue skies. My energy also seems to have returned now that jetlag has subsided and spring has emerged, enabling me to provide you with 3 excellent interviews this week.

First, we have an interesting interview with a very reputable breakbulk shipowner with technical expertise that has started a new route into Africa. Then we visit India to speak to a shipowner with h/l tonnage who is strong in Asia and we finish with an Indian freight forwarder giving us insights on changes to the Indian logistics and customs procedures.

We hope you will enjoy this week's newsletter and please don't forget to see this week's great featured video.

Wishing you a good read and until next week...

Yours sincerely, Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com
www.projectcargo-weekly.com

SHARE WITH A COLLEAGUE

3 EVENTS FOR 3 DAYS

- ★ 17th International Conference Grain & Maritime Days in Odessa 2018
- ★ Odessa Shipping Dinner 2018
- ★ Odessa Shipping Cup 2018

500 DELEGATES **30** COUNTRIES **10** INDUSTRIES

GRAIN & MARITIME DAYS IN ODESSA
May 24-26, ODESSA, UKRAINE
www.grainmaritime.com

CROSS OCEAN
AIR & SEA FREIGHT NETWORK

www.cross-ocean.com

GLOBAL PROJECT LOGISTIQUE

www.gprolog.com

Personal relations and networking is essential to our business

LIBURNIA MARITIME AGENCY Ltd.
LIBURNIA POMORSKA AGENCIJA d.o.o.

www.liburniamar.hr

WORLDWIDE PROJECT FORWARDING AND HEAVY LIFT TRANSPORT
TURN-KEY TRANSPORT SOLUTIONS FOR INDUSTRIAL PROJECTS
PROJECT CHARTERING AND BROKERAGE

SAL HEAVY LIFT GMBH – GERMANY

MR. JÜRGEN KUNTZ
SENIOR MANAGER, HEAD OF AFRICA CHARTERING DESK

First of all Mr. Kuntz tell our readers a bit about your own shipping background. I recall that I met you several years ago in China. How did you get into shipping in the first place and tell us a bit about your career leading up to your current position with SAL?

That must have been in the early 2000's when I was in Shanghai to open the first office for SAL in Asia. I recall that very well, we later extended our presence with an office in Beijing. Due to my family background, I joined SAL as a trainee in the mid 90's. After completion of the apprenticeship and my military service in the German Navy, I worked in the chartering department in Steinkirchen, from where SAL originated.



MV Anne Sofie – Yampi Sound Ichthys McDermott – Handover to installation vessel

The China venture was an idea of my boss at the time, and being young and ambitious I took on the challenge. We became the first foreign heavy lift shipping company to open an office in China. After heading the China offices of SAL for 10 years, I decided to look for new challenges and did work for another shipping company building up their Shanghai organisation. After spending almost 15 years in China my wife and I decided to return to Europe and since January 2016 I have been back with SAL in Hamburg, first as head of Asia Chartering and now as the head of Africa Chartering.



MV Lone in Ha Long Bay loading Damen Tugs

Tell us about your new service featuring Africa. Does it mean a regular "liner service" or does it mean that you will cover most of this vast continent? Will it be done from European base ports or from Asia or where? There is a big interest in Africa as the last "promising market" in the world, so your answer will surely interest our readers.

Our new Africa service is an extension of our existing Far East – Europe services, we call it SEMI LINER service. It is regular, but it does not feature fixed base ports or a schedule you would find with liner services. We aim to do 1 – 2 sailings per month from Europe and Asia. Asia will be a possible combination with shipments into the Middle East. We do see quite a number of interesting jobs in this region and our presence is much more visible in the recent months' prompting us to promote our services.



MV Lone handling a container crane in Kaohsiung

Tell us a bit about the type of ships that SAL employ in the service. I believe you can call many smaller ports with your type of ships? Are your ships also heavily geared?

The ships we are using right now are featuring heavy lift gear between 550-900 ts combined capacity. Those ships indeed have the capability to enter small out of the way ports with a shallow draft. However, our 176 and 183 class with 1400 – 2000 ts lifting capacity can be made available too. It all depends on the cargoes and projects we can secure. SAL also has semi-submersible and roro capabilities which can be available on request and according to the nature of the cargo.



MV Lone handling a container crane in Kaohsiung

Do you accept containers onboard? How about dangerous cargoes?

Yes our ships are container fitted and we do accept soc's – there is a trend also in project shipping that clients are consolidating break bulk into containers.

SAL does IMO.

Give us some examples of some projects you have handled recently into Africa.



Wiebke – Ulsan / Lagos, reactors for a Fertilizer plant



MV Paula – Lagos – Riser Porch



MV Amoenitas – Antwerp to Abidjan & Antwerp to Tema, fully erected Kone Gottwald Port Cranes

Who owns SAL today?

We are owned by Harren & Partner Group, a Bremen based ship management company active in several trades such as tankers, container feeders etc.

Do you have any newbuilding plans or any plans to join forces with other h/l carriers? We noticed in the market that other h/l carriers have either merged or joined forces in a kind of attempt to be stronger together.

There are certainly ideas on the table, but so far nothing has been decided – We recently created a pool with RollDock for Ro/Flo/Semisub capabilities and provide support to each other.

If some of our readers would like to know more, to receive your sailing schedule etc., who should they get in touch with?

Our overseas offices and agencies are looking forward to receiving inquiries – contact details can be found on

www.sal-heavylift.com

Customers may also contact me directly at

juergen.kuntz@sal-heavylift.com or alternatively my colleague

Paul Okpurughre at paul.okpurughre@sal-heavylift.com

Interviewee:

Mr. Jürgen Kuntz

Senior Manager, Head of Africa

Chartering Desk

juergen.kuntz@sal-heavylift.com

SAL Heavy Lift GmbH

www.sal-heavylift.com



HANSSY SHIPPING PTE. LTD., SINGAPORE

MR. DINESH V. TEK SALES HEAD INDIAN SUBCONTINENT

First of all Mr. Dinesh please tell our readers about yourself, nationality, your shipping background and how you ended up working for Hanssy Shipping.

Full Name: Mr. Dinesh V Tek (FICS) Designation: Sales Head Indian Subcontinent.

I am based in Hanssy Shipping Pte Ltd Mumbai, India. I have been working with Hanssy since 2010.

Qualification: B.COM Graduate.

Additional core shipping qualifications:

Degrees: NMIS India, MICS AND FICS and currently enrolled in Marine law

Nationality: Indian.

I have about 15 years of total work experience in the shipping industry.



Work profile: I started my career in container operations with RCL line working from 2003 –2006. During 2006 –2007 when vessel chartering and cargo brokering activity was at its peak I chose to switch careers from container operations to chartering and brokering activities.

I worked as a shipbroker from 2006 to 2010 with Trans World Shipping Pvt Ltd, the reputable company based out of Mumbai. During the 5 years as a ship broker, my core strength was dealing in heavy lift, steel, and general cargo.

I have booked a lot of cargoes with many front-line carriers like BBC, Intermarine, Thorco, Sal, Navalmar, Hanssy and many more but out of all these carriers, Hanssy was the most preferred and flexible carrier I worked with. They also supported me to fix a lot of spot market cargoes and we have done a few mini contracts between China to India.



I started having a very good rapport with the Hanssy commercial team and management who had a long-term vision to set up their own office in India and start offering services worldwide and more-over operate like a tramp or any other heavy lift carrier.

Their dream came true in the long run, they were looking for the right candidate from the Indian market who also had sound knowledge of chartering operations, an understanding of customer requirements and good connections with the top clients.

There were a lot of candidates in the race but I was lucky enough to get the opportunity to work with Hanssy, which was an upcoming shipowner during that period with a dream to trade in a world-wide direction.



Who are the owners of Hanssy Shipping and what type of ships do you currently employ in your service? Are they geared, tween-deckers etc.?

Hanssy Shipping is a Private Limited company located in Singapore. The owner of the company is Mr. Zhujun, he is also based in Singapore.

Fleet details: We currently own about 12 heavy lift ships and about 8 to 10 other ships which we have employed on a long-term

time charter basis. Details of our fleet can be viewed on our website: www.hanssy.com.

Type of vessel: All our vessels are geared, ranging from 100 mt to 800 mt max lifting capacity. An example is as follows: MV Hanyi / DWT 15358 MT / Geared 2 X 400 mt Combi SWL about 800 mt.

All our vessels are in good condition/tween decker box type with well-equipped gear and at any given point can load cargo measuring 50 to 65 meters in length, also under deck on a case by case basis.



What are your main trade lanes? I am aware that you are quite strong in the outbound China to SE Asia and India market, is that correct or are you also an active player in other markets?

Yes, you are absolutely correct, our company main trade route is from China to South East – India – Persian Gulf – Red Sea.

In this sector, we are mostly operating a semi-liner service with both general and heavy lift trading with every fortnight sailing.

Apart from this our vessels also trade on a tramp basis to the Med – Europe – Africa on a case by case basis, depending on cargo booked and spot market.

As a whole presently Hanssy covers the whole of Asia – Med – Europe – Africa market. More details about our service can be found on our website www.hanssy.com.

Presently we are not serving North America – South America or the Australian continent.



How often do you have sailings fChinesenese ports and what are your main ports of call in the middle kingdom?

We have every 10 days sailing ex China to India and the Middle East.

Main Ports in China are Shanghai and Tianjin etc.

In India, we regularly service Mumbai – Mundra – Chennai – Kolkatta, and Bangladesh.

Our main ports in the Middle East are Sohar – Shuiba – Jebel Ali – Hamad – Dammam and other ports on a minimum inducement basis.

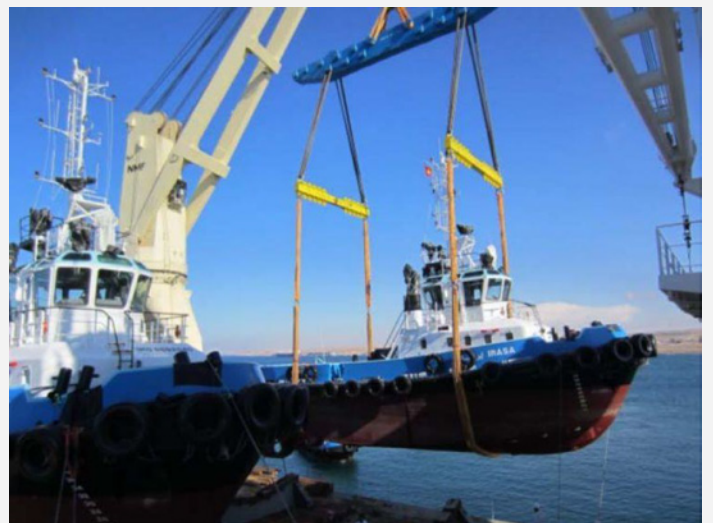


Do you accept containers onboard as well as dangerous/IMO cargoes?

Yes, our vessels are specially designed and well equipped to carry containers and can load all type of IMO cargo including class 1 for all destinations.

Is your main clientele freight forwarders or shippers direct or is it a mix of the two?

Our Main clientele is a mix of both but more forwarder and fewer shippers.



Kindly advise our readers who to contact in order to get more information and a quotation from you if you are located in:

Client can contact me at dinesh@hengxinshipping.com or alternatively we have a common email address: project@hengxinshipping.com were clients can send their requests.

Our Main Trade Routes are Far East – South East Asia – India – Middle East – Red Sea – Medditerian – Europe– Africa.

Interviewee:

Mr. Dinesh V. Tek

Sales Head Indian Subcontinent

dinesh@hengxinshipping.com

Hanssy Shipping Pte Ltd, Singapore

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



GLOBAL PROJEKT LOGISTIQUE PRIVATE LIMITED, – INDIA

MR. SUPRATIM MAJUMDAR
DIRECTOR- COMMERCIALS

Who are the owners of Global Projekt Logistique?

The company is privately held with a few investors. The majority shareholders are Mr. Supratim Majumdar and Dr. Chandrima Majumdar.



Mr. Supratim Majumdar

Tell our readers about what you are particularly good at in freight forwarding. We all know that many freight forwarders often claim to be good at everything but in your own words tell us where you feel you have a particularly solid experience?

We are a young team of dedicated shipping professionals who live and breathe the shipping business. While giving importance to networking and professional service, integrity and transparency are at the core of our approach to always get the job done no matter the challenges.

Our performance is based on a deep understanding of industrial products and workflows, thinking out of the box to solutions, with knowledge, skills and the fresh approach of a young enterprise.

The team is comprised of professionals who have over the years gained expertise in handling Indian EPC projects to Africa, South East Asia and Europe (the Balkans). We also have experience with commodity forwarding (pharma & industrial products) on a door to door basis. In ODCs and heavy lifts, we specialize in handling Trafos, Boilers, Pressure Vessels and also ODC shipments on charter flights.



Toshiba 65 MVA Transformers ex Mumbai via Abidjan Ivory Coast to Ferkke

India is a difficult market, infrastructure is being built rapidly as we speak but I understand there are still bottlenecks. Can you provide inland transport solutions if any overseas agents or customers so require?

Yes, the pace of infrastructure development has improved. India is a growing economy and the high cost of logistics, currently at 14% of GDP, was having a negative effect. The average speed of freight transportation has increased from the current 20-25 km per hour to 40 km per hour. Trucks that were earlier doing 200 km a day do 400 km now.

The checkpoints at state borders have already been brought down. Karnataka, Andhra Pradesh, and Tamil Nadu, along with 20 more states, have dismantled border checkpoints, reducing hassles for trucks. It emerged that every state has its own local taxation, every state has its own border and every time a truck passes it, taxes have to be paid. For that truck to pass the border post a whole number of documents are required, which leads to delays and the assets (trucks) remain underutilized.

With GST (Goods & Services Tax) coming in, the whole of the country will become one big business unit, the artificial divisions will vanish. In the GST regime, the location of warehouses will be governed by proximity to the manufacturing facilities and not by state government taxes. Earlier manufacturers' thinking was governed by taxes but after GST, logistics will get prominence in the entire supply chain.

What we offer:

- Logistics in India are handled by us with aggregation of equipment as per the dispatch schedule.
- Handling complex logistics in India using the correct gateway ports/airports depending on the ease of cost-effective operations.
- Taking contingency risk measures to mitigate risks arising from to the possibility of weather, customs, and road access.
- While studying the local conditions in terms of geography, customs requirements and other statutory and regulatory conformity, we design cost-effective, reliable and safe logistics frameworks for smooth handling of cargo from its very inception up to the final door delivery – "sure to door".

Yes, for inbound consignments, we are in a position to provide inland solutions to overseas partners and customers.



Toshiba 65 MVA Transformers ex Mumbai via Abidjan Ivory Coast to Ferkke

How about customs clearance in India. Is that a very difficult task? How are the customs to deal with generally in your experience? Are some ports more efficient than others? Do you have a rule of thumb concerning clearing customs – any good ideas to share with overseas readers?

India is ranked 146 out of 190 countries on the World Bank's ease of doing business ranking. On the 'trading across borders' measure, the government feels this can be improved substantially to lift the overall rank. India improved its overall rank to 100 this year from 130 last year.

In India, border compliance takes 267 hours (more than 11 days) for imports against 8.7 hours for OECD countries and instant clearance in as many as 21 countries.

The Central Board of Excise and Customs (CBEC) has developed an 'integrated declaration' process leading to the creation of a single window, which will provide the importers and exporters a single point interface for customs clearance of import and export goods. CBEC is planning to rope in more government agencies under its SWIFT mechanism, which replaces nine separate documents with one common electronic declaration.

CBEC has substantially brought down the documentation requirements and now the importer is required to file only three documents – Declaration of Goods, Invoice, and Packing List – at the time of Bill of Entry. Earlier, importers had to file 18 such documents.



175 MVA, 125 mt transformers with accessories ex Mumbai to Harare Zimbabwe via Richards Bay, South Africa

So, yes – India is easing the process of customs clearance and would also be overhauling the system. Goods are currently released after assessment and payment of duty. If this system is reversed, goods will be released first with the assessment of duty liability taking place subsequently.

We at Global Projekt Logistique, ensure that we do a dry run of shipping documents and checking the value/declaration, correct mention of HS codes so it complies Indian customs, this definitely helps in addressing "PPA – Potential Problem Areas" anticipated in processing with customs.

An important announcement regarding Indian customs: "From 1st of April 2018, it will be mandatory to have the following on the bills of lading for all shipments sent to India (import Air/Sea):

- 1) Import-Export Code number (IEC) of the importer, given by the DGFT of India;
- 2) GSTIN (GST Identification Number) of the importer;
- 3) Official email address of the importer to be used for correspondence by shipping lines and customs."

You are requested to kindly inform the exporters to get this information of their importers, for any new shipment which will be sailing after 1st of April 2018. This information needs to be included in the Shipping Instructions allowing the shipping line to incorporate these details into the bill of lading.



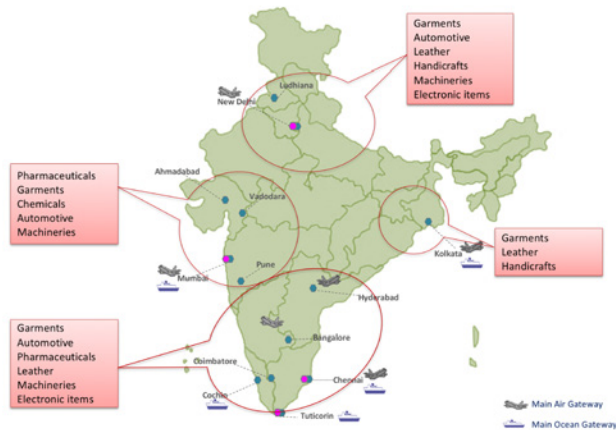
Cranes to Libreville, Gabon (door to door)

What are the main ports of India we know that many of our readers follow the development in India with interest but also that they may need more information about which ports to use? Kindly elaborate if possible.

India has a long coastline of 5,560 kilometers. Having access to the sea on three sides with 11 major and 168 minor/intermediate ports. Major ports are directly under the administrative control of the Central Government while minor/intermediate ports are managed and administered by the respective maritime State Governments.

Main ports in India are:

INDIA'S MAJOR GATEWAYS & INTERNATIONAL TRADING HUBS

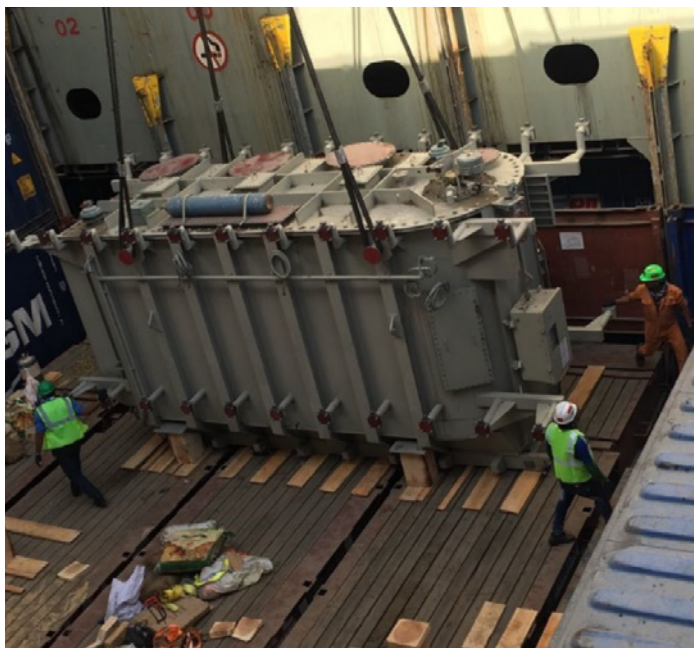


Indias Major Gateways and International Trading Hubs

State Names	Gateways Ports	Break bulk
North	Pipapav / Mundra / Nhava Sheva	Kandla/ Mundra / Mumbai
West 1	Mundra/ Nhava Sheva	Kandla/ Mundra / Mumbai
West 2	Mundra/ Nhava Sheva	Kandla/ Mundra /Nhava Sheva / Mumbai
East	Paradip / Haldia / Visakhapatnam / Kolkata	Paradip, Kolkata, Vizag
South	Kochi/Tuticorin/ Mangalore/ Krishnapattanam/ Kakinada/ Ennore/ Chennai port	Katupalli, Chennai, Ennore, Kochi

North of India has accessibility to the west coast because of the traditional rail link network and connectivity.

The government is considering a proposal to permit foreign vessels to operate in Indian coastal waters with a view to reduce logistics costs, enhance port efficiency and boost the domestic shipping industry. The move would facilitate transportation of cargo between different ports along the country's coastline. Currently, the Cabotage rule, which governs this activity, makes it difficult for foreign-flagged vessels to handle cargo between two domestic ports.



65 MVA transformer, 70 mt with accessories on CMA vessel as ODC ex Mundra to Tincan Lagos, Nigeria

Can you provide us with some examples of shipments that you have handled?

I have provided a few photographs (find the photos spread throughout this interview) featuring transformers and cranes on DAP basis for Indian EPC customers to African destinations in collaboration with our reliable forwarding partners in Africa. All shipments on "door to door" basis, requiring meticulous planning for transportation, route surveys, certification, and compliances at the destination.

How to contact you?

Global Projekt Logistique Pvt Ltd

2nd Floor, Vatika Triangle

Sushant Lok -1, Block A,

Mehrauli Gurugram Road

Gurugram, Haryana - 122002

M : +91 9810107304 / 9810447304

T : +91 124 4418666 / +91 8448089835 / +91-8448089835

s.majumdar@gprolog.com

www.gprolog.com

We are open to inquiries at info@gprolog.com



SHIPPING NEWS

VIKING GRACE TRANSFORMS INTO A SAILING SHIP

Helsinki, Finland - 11 April 2018 - The M/S Viking Grace sets sail on her first voyage as the only passenger ship in the world equipped with a Rotor Sail to harness wind power for propulsion. Developed by Finnish clean technology and engineering company Norsepower Oy Ltd., the Rotor Sail Solution will cut fuel consumption and reduce carbon emissions by up to 900 tonnes annually. Viking Line will operate the Viking Grace on wind-assisted voyages between Turku (Finland) and Stockholm (Sweden) from April 12th 2018. [Read more...](#)

OCEAN LINER QUEEN ELIZABETH 2 REOPENS AS FLOATING HOTEL

The famed ocean liner Queen Elizabeth 2 has been refurbished and shifted to a permanent berth at Port Rashid, Dubai, where she will enter a new phase of life as a floating hotel. The QE2 exited service with Cunard Line in 2008 and has been in layup in Dubai ever since. This month, after a deep cleaning, paint touch-ups, new livery on her bow and the removal of her propeller, tugs moved the QE2 to Dubai's old cruise terminal. According to her new operator, QE2 Dubai, the venerable vessel will have 12 attractions, including fine restaurants, theaters and nightclubs. [Read more...](#)

TRAINING TECHNOLOGY

VIRTRA AWARDED \$4.6 MILLION TRAINING SIMULATORS CONTRACT BY U.S. DEPARTMENT OF STATE FOR INTERNATIONAL PARTNER

VirTra, Inc. (OTCQX:VTSI) (OTCQX:VTSID), a global provider of training simulators for the law enforcement, military, educational and commercial markets, today announced that it has received three delivery orders for law enforcement simulators under the previously announced indefinite delivery/indefinite quantity (IDIQ) contract by the United States Department of State (DOS). [Read more...](#)

PULP & PAPER

KLIPPANS BRUK AB CHOOSES RECARD FOR ITS FACILITIES IN SWEDEN

Recard will supply the new 30,000-tpy tissue machine to the historic company Klippans Bruk AB for its Klippan facilities in Sweden. Start-up of the complete turnkey plant, in a 3200-mm format and a speed of 1700 m/min, is scheduled for summer 2019. [Read more...](#)

PLANTS & PROCESSING

MITSUBISHI CHEMICAL TO BUILD NEW PLANT IN THAILAND TO PRODUCE MULTILAYER CO-EXTRUDED FILM

Mitsubishi Chemical Corporation (MCC; Tokyo; www.m-chemical.co.jp) has decided to build a plant in Thailand to produce its Diamiron multilayer co-extruded film, which is used in food packaging, medical supplies and devices, and a wide range of other fields. The plant will be located at an industrial park. Commercial operation is slated to start in April 2020. [Read more...](#)

SMELTING

BLACK COUNTRY MANUFACTURER SECURES £25M MIDDLE EAST ORDER

A Black Country manufacturer has created 20 new jobs after securing a £25 million order from a firm in Bahrain. Mechatherm International is based in Kingswinford and specialises in the design, manufacture, installation and maintenance of bespoke furnaces used to produce aluminium. [Read more...](#)

RENEWABLES

JOLYWOOD AND GOLDEN INVEST EYE 100MW OF AUSTRALIA SOLAR PROJECTS USING N-TYPE BIFACIAL MODULES

Major PV module materials and N-type mono IBC (Interdigitated Back Contact) bifacial module manufacturer Jolywood has signed a partnership agreement with Adelaide-headquartered solar company Golden Invest to develop 100MW of PV projects in Australia using N-type bifacial solar cells. [Read more...](#)

JOB BULLETIN

**ADVERTISE YOUR
JOB OPENINGS HERE**

VIDEO OF THE WEEK



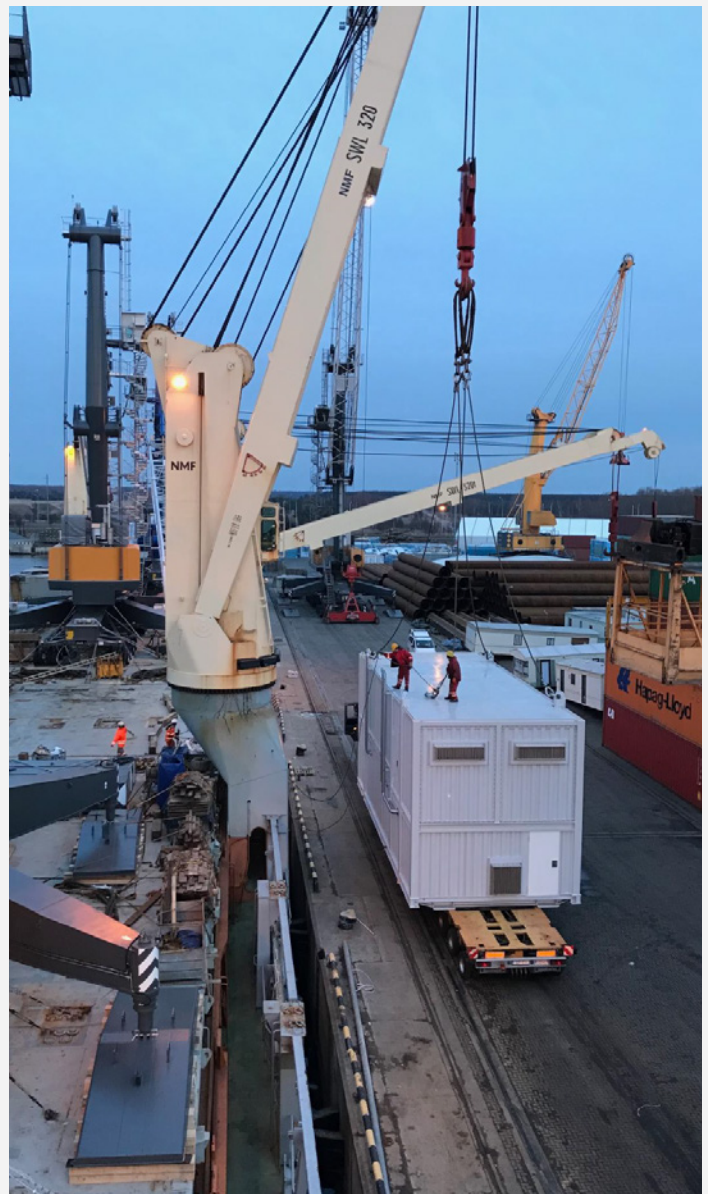
Universal Project Turkey provided this video showing the lifting of a 520 mt piece by mobile crane.

The cargo origin was Mersin, Turkey with destination Durrës, Albania

Cargo details: 18.70m x 13m x 38m cm / 520 mt

www.universalproject.com.tr

PHOTO OF THE WEEK



Liburnia Maritime Agency and Baltic Freight Services handled a steam boiler house at Klaipėda port.

<http://www.liburniamar.hr/>

www.bfs.lt

QUOTE OF THE WEEK

"A PRESIDENT NEEDS POLITICAL UNDERSTANDING TO RUN THE GOVERNMENT BUT HE MAY BE ELECTED WITHOUT IT"

- Harry S Truman -

PROVERB OF THE WEEK

"THE LIGHT THAT HELPS YOU SEE HELPS OTHERS TO SEE YOU"

- Ancient Korean 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

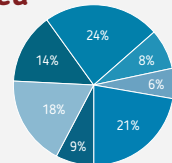


Video
440 USD / 400 EUR per week

READERSHIP

• Industries Covered

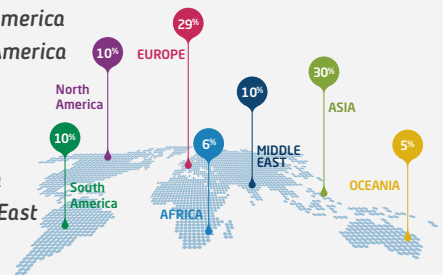
Shipowners,
Shipping Agents,
NVOCC's,
Freight Forwarders,
Trucking,
Rigging and Lifting Contractors...



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



Get it touch

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

www.projectcargo-weekly.com