

PROJECT CARGO Weekly

Week 21 (21 - 27 May, 2018)

EDITORIAL

Thursday the 24th of May has arrived and we are about one week short of June 1st which means almost halfway through 2018. Go figure, time is something we only seem to appreciate when we are running out of it.



One place I have found where time kind-of stands still is when I take my yearly trip as a passenger onboard a cargo ship. According to my seaman's book, I took the first trip as an adult onboard mv CMA CGM Berlioz from Hamburg to Khor Fakkan, UAE.

I have been onboard a container ship every year since 2005 with the exception of 2010 when I took an around the world trip onboard mv Rickmers Antwerp (a heavylift ship) from Singapore to Houston. It took 2 months and was a fantastic experience especially because breakbulk ships allow more time in port to load awkward and oversized pieces for which Rickmers Line is renowned.

CMA CGM has, on almost all their main routes, a deck onboard dedicated to passengers and I wish to pay a great tribute to CMA CGM for developing this niche market so that "ordinary" people can try something which is out of this world when it comes to traveling in peace and quiet.

We all know that cruise liners have developed rapidly in recent years but hey, is it a holiday to be together with 3500 other people on the same ship and be asked by an American whether Denmark is upstate New York... 😊?

I suppose cruise ships are nice for many people but for me traveling by cargo ship is something I will never let go of. I have even brought 3 of my 6 kids along with me as passengers.

Next year's trip is booked already with my daughter for a trip onboard CMA CGM Rossini from Singapore to Adelaide. The journey will take 22 days with stops in Port Kelang, Sydney, Melbourne, Fremantle, and Adelaide.

Whats the point on going on a cargo ship? The point is: peace, tranquility, excellent food, changing views, ability to focus on reading books - you are of course able to send email from the ship's office but not really to surf the net. One thing is guaranteed 1 or 2 weeks onboard a cargo ship will leave you rejuvenated, refreshed and you will be able to think new thoughts both in private and in business.

There are a few companies out there offering tailor-made solutions for you if you wish to travel by cargo ship. One company that you can check out is [Cross Ocean](#) which PCW is affiliated with, they can help first time cargo ship passengers have a smooth trip.

It pays off to deal with people who actually are from the shipping

industry when booking such a trip so that you are not stranded in a port somewhere.....on arrival 😊.

In business this week we have for you first a visit to the land of the rising sun Japan where we speak to a well-reputed project freight forwarder in Tokyo. We then hop on the plane and fly back towards the Adriatic and speak to a company based in Slovenia doing a lot of inland trucking in Ex Yugoslavia among others. We round off the trip with a visit to an active local shipping agent in Costa Rica, the small Central American country known for coffee, beauty and even shipping with both a Gulf and a Pacific Coast Line.

We have a light moment, wise words and trade intelligence as well as the usual shipping and airline news for you. We also feature another historical flashback in this issue. Enjoy your reading and prepare for breakbulk expo in Bremen 29-31 of May next week.

Enjoy and have a great rest of the week...end

Yours sincerely, Bo H. Drewsen

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www.projectcargo-weekly.com

SHARE WITH A COLLEAGUE



LOGISMATE – TOKYO, JAPAN

MR. KEIJI UEDA
ASSISTANT PRESIDENT

First of all, Keiji San, remind me of how many years we have known each other and how we first met?

It was 14 years ago, namely in 2004, when we got to know each other by chance.

A friend of mine, Mr. Yoichiro Oda, who was a general manager at Koshida Corp., our parent company, sat just next to you (at that time, you were CEO at Martin Bencher) on a flight from Shanghai to Tokyo in 2004. Once you got to chatting with each other you asked him whether he knew of any reliable freight forwarder in Japan and he told you about Logismate.

It was from that point that our business between Martin Bencher and Logismate started with exchanges of inquiries/quotations.



Tell us about the background of Logismate Japan? Who are the owners of the company?

Logismate (Logistics Mate Corp.) was founded in Tokyo in 1998 by a joint business venture between Koshida Corp and Japan Logistics System (Japan Logitem) on a half/half share basis. So the owners of our company are both Koshida and Japan Logitem.

Koshida is a trading firm whose main business is sales of Mitsubishi Electronics products, especially automobile parts as the sole agents for selling to all Japanese automakers except Toyota for the Eastern part of Japan.

Japan Logitem is a listed logistics company with 680 employees (3,900 for the group), 1,000 trucks/trailers and 800,000 SQM of warehouse space across the country.



83.1 metric ton Yankee Dryer for Nippon Paper at Tagonoura Port on 17/Jan, 2018

I understand that you have special skills in moving project cargo and automotive parts, is that correct? Tell us more.

Yes, we are professionals with an abundance of experience, expertise and know-how in cargo handling, but at the same time we believe it is essential for our small sized company to have a reliable, strong and tight-knit network overseas and locally in

Japan as well. We have close relationships with excellent local specialists as our partners in the fields of trucking and port handling across the country and overseas partners like CLC Projects members.

Our target clients are basically small/medium-sized companies because the big/giant enterprises, especially in the manufacturing industry like Toyota, MHI, and Hitachi, have volumes that are too much for us to handle.



83.1 m/477 cm high Yankee passing under an 486 cm high Shinkansen (Bullet Train) elevated railway in the middle of the night on 18/Jan, 2018

Do you belong to any international network in order to be global?

Yes, as mentioned, we belong to CLC Projects Network.

Do you believe that the new ONE alliance between NYK, K Line and MOL will be a success in the market place? How does the Japanese market view the ONE alliance?

I'm not sure actually, but I hope ONE will ultimately be successful, which would unite the top three Japanese carriers to cope with market difficulties. They already have immediate issues to overcome such as integration of each terminal's operations, different computer systems, manpower issues related to rationalization and cost reductions.



60t Rudder Trunk (vessel's parts) being unloaded from a chartered vessel at Tadotsu Port, Shikoku Island in 11/Mar, 2016

And as for the Japanese market, I think ONE will still continue to receive the same support or more from their major big customers since their service, including frequency of sailings and sales power, is getting better and stronger than before. This is especially true for Asia-USA trade/routes where ONE is now the top sharer

in the world as a result of the sum of NYK/MOL/K.LINE, only ONE offers direct service between Japan and USA as well as much more frequencies.



16 x 40.5t Back Up Roll being loaded onto the chartered vessel at Kitakyusyu Port on 28/Mar, 2018

Japan has many ports, what are the main ones used for project cargo? Do you also handle inland transport in Japan?

Yes, we have many ports in Japan and the number of ports for trade are more than one hundred across the country from Hokkaido to Okinawa.

Among them, the main ports are Tokyo/Yokohama/Nagoya/Osaka/Kobe. Yokohama and Kobe are the biggest ports for project cargo handling since there are enough facilities including handling equipment/warehouses and well-experienced workers in both ports.

Yes, we, of course, handle inland transportations including sea from anywhere to anywhere and can apply and get the transport permits for heavy lift and/or over-sized cargo before the transport.



16 x 40.5t Back Up Roll being loaded onto the chartered vessel at Kitakyusyu Port on 28/Mar, 2018

Can you tell us about some of the projects you have handled recently to/from Japan?

Yes, allow me to introduce the following three projects/shipments:

The first one entailed the inland transportation of tissue paper manufacturing machines/equipment including 1 x 83.1 mt yankee dryer coming from Sweden to Nippon Paper Fuji Mills, Shizuoka Japan in January, 2018.

The highlight of the transportation was the 477 cm high and 470 cm wide, 83.1 mt yankee dryer which passed under a 486 cm high elevated railway belonging to the Shinkansen (Bullet Train) just in front of the delivery mill site, where even Nippon Express, the

biggest forwarder in Japan gave up passing the similar cargo under the same point before. We finally made it by using a special deck (vesselbridge) successfully. (see photos throughout this interview).



83.1 mt/477 cm high Yankee passing under an 486 cm high Shinkansen (Bullet Train) elevated railway in the middle of the night on 18/Jan, 2018

The second one is the shipment of 16 skids (648 mt) of back up rolls weighing 40.5 mt each from Kitakyushu Port (in Kyushu Island) to Xiamen, China in March, 2018. We chartered the vessel (DWT: 2311mt) for the transportation and delivered the cargo successfully.



16 x 40.5 mt Back Up Roll being loaded onto the chartered vessel at Kitakyusyu Port on 28/Mar, 2018

The third one is the shipment of 715 freight tons of turbine generator equipment from Yokohama to Lazaro Cardenas, Mexico in July, 2017.

This business actually came from cooperation with CLC Projects member Sparber in Spain.

The manufacturer was Fuji Electric, the shipper was Itochu and the consignee was TSK, Mexico.

We arranged for the sea transportation using WWL and carried out the delivery successfully.

Tell us about your own career Keiji. It spans several decades but how did it begin and how did you finally end up in Logismate? I understand with regret that you will retire later this year, who will then be the key person to contact at Logismate for a quote or more information?

I entered the logistics industry in Tokyo in 1973 when I joined Kanematsu Corp, the trading firm, and was assigned to the traffic division which handled import/export/ local and sea/air transportation, including chartering business for all kinds of goods, such

as steel products/machinery/plant projects, crude oil, chemicals, grain, food, pulp & paper, electronics, aircraft – you name it.

Up until 1999 I handled mainly sea freight business including imports and exports at our Tokyo and Osaka offices. During that period (1973-1999), I was assigned to Singapore from 1994 to 1999 and worked both for Kanematsu's Singapore Branch and its logistics subsidiary as managing director.

In October, 1999 I joined Logismate which had been set up just one year earlier and was in need of staff who could handle international freight forwarding. I have been at Logismate ever since, which is now 18 and a half years.

I will be 68 years old this coming November and will retire in August, 2018.

My successor is Mr. Hideo Okada (mail: h_okada@logismate.co.jp) who worked for Schenker for 26 years and Panalpina for 2 years and joined Logismate two years ago in 2016.

He is the expert for plant project cargo handling. The key person after me is definitely Mr. Okada. I believe he will do his best to meet your requirements.

Thank you.

COMARK – SLOVENIA

MR. BRANKO BUTALA GENERAL MANAGER

When was the company started and who are the owners of the company today?

The company was started back in 1992, when year after Slovenia became independent.

The original owner sold the company in 2009 to the current owners of Comark (Slovenia) Branko Butala (general manager), Bojan Ploj and Tomaž Vrhovski. After that Comark, Croatia was established, which is owned by Branko Butala, Bojan Ploj and Ognjen Burić.



Your head office is located in Slovenia which is a former part of what used to be Yugoslavia. Do you handle projects all over Ex Yugoslavia? What are the main ports of Slovenia?

We handle transports all over Europe and the World, but we are

specialized in the central/south Europe. We carry cargo to all over Ex Yugoslavia. Due to the common language in the past, communication between these countries is easier.

The main and only port in Slovenia is Port of Koper, which is also the leading port in the north Mediterranean Sea for container transport (911,526 TEU in 2017). However, we also use other north Mediterranean ports such as Trieste (546,000 TEU in 2017) and Rijeka (210,377 TEU in 2017).



Transformer loaded on a hydraulic trailer onboard a barge

Can you provide us with a few examples of some key projects that you have handled recently? Do you own trucks & trailers?

We recently handled 7 x 280 mt transformers in Montenegro. We unloaded the transformers from the vessel, put them on elephant legs and then transported them by truck – barge – truck – SPMT – truck. We had our people present in Montenegro every day for more than 1 month.



Two of seven 280mt transformers transported by Comark

A second project of interest required us to purchase 110 last-trip containers, we packed all the goods (seaworthy packaging), stuffed them and sent the containers by rail to Koper. We chartered a breakbulk vessel and delivered all containers to northern Africa.



Containers to North Africa

Comark has its own pilot cars, which means we control all the transport with all permits (oversized & heavy transport permits,

military permits, ect.). This is something that most of the forwarders do not have. We, as Comark do not own trucks, but have so called »house transporters«. We know their trailers by heart, we have direct contact with drivers and have trucks under GPS control. This makes information flow much faster, which is, as you know, very important these days.



Comark's own Pilot Cars

Tell us why you believe that Comark is a good choice when it comes to moving freight to/from Slovenia and Ex Yugoslavia?

We are a reliable solution. A small company of 20 people, which is specialized exclusively in project cargo (by Road/Rail/River/Sea/Air + Seaworthy Packaging = we pack it and we transport it).

With Comark you get answers / offers / service without a middle man. I think that is why customers come back to us. We know our work.



Military Tank loaded on a flat rack

Do you currently belong to any networks for global coverage?

We have been a member of CLC Projects Network for many years, it is a reliable group, which has given us a lot of contacts and broader view of worldwide transport.

Do you have plans for more offices in the future either in Europe or abroad?

We have plans to spread our offices throughout the Balkan area. But for that we need reliable people and time. People do business.



Example of professional packing service provided by Comark

How to get in touch with you for a quotation or further information?

Please contact our Commercial manager Mr. Klemen Butala, who will then direct the inquiry to colleagues specialized in certain sectors.

Klemen Butala: klemen.butala@comark.si

T: +386 (0)8 2051 617 | M: +386 (0)40 302 080

S.P.C. LOGISTICS – COSTA RICA

**MR. CHRISTIAN RUIZ SARRIA
GENERAL MANAGER**

Costa Rica has a location towards both the Atlantic and the Pacific Ocean in Central America, tell us about the main ports of your country on both sides and which ports are used for project cargo.

In Costa Rica, we have Limon and Moin on the Atlantic side where about 70% of our trade is handled and Caldera, Puntarenas, Punta Morales and Golfito on the Pacific side.

The project cargo ports are Limon and Caldera.

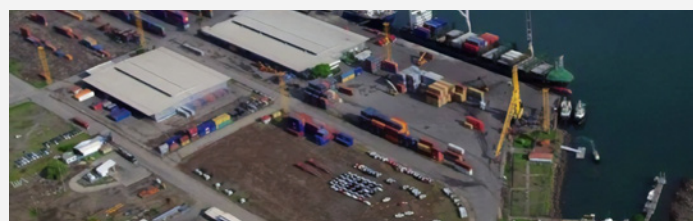


When did you establish S.P.C. Logistics? What is your main business, is it shipping agency, freight forwarding or do you simply provide all of those services?

We started SPC Logistics on the 4th of January 2017, we ship agents in all Costa Rican ports, brokers and freight forwarders specialized in projects, we work on a daily basis to add commercial value to our partners.

Which countries are the main trading partners of Costa Rica today?

The main trading partners for Costa Rica are USA, China, Mexico, and Colombia, in the last years we have also had projects from Spain.



Caldera Port, Costa Rica

How about Customs Clearance in Costa Rica is that difficult?

Customs clearance in Costa Rica is not the fastest one but compared to other countries in the region we are in the middle.

When did you start your own career in freight forwarding & shipping?

I started my career in 2004 in my beloved hometown of Cali Colombia in a ship agency as operations assistant, later on I worked for about 2 years in Bogota Colombia for another ship agency where I was doing commercial work for some shipping lines such as BBC, Dan Gulf, Conti Lines, etc., in November 2008 I was transferred to my second home, lovely Costa Rica.

For the past 10 years in Costa Rica, I have been doing freight forwarding, brokerage, projects and ship agency business. Since 2017 I decided to start my own company with a great group of colleagues and friends where we are committed to always finding ways to provide added value to our customers.



Steel Coils

Can you provide us with a few examples of projects you have handled or ships that you have been the husbandry agent for?

We have the honor of being the agents for m/s Wallenius Wilhelmsen Ocean and m/s Eukor, we also have great customers such as m/s Valero, Matcon, Lukoil, Glencore, ADM, Bunge, Cargill, MF Grains, etc...

In projects, we have moved some transformers and generators to Nicaragua, some pipes, etc.



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

You can send all your requests to the following emails:

proactivity1@spclog.com

solutions1@spclog.com

or call to the following phones:

(+506) 4033-9523

(+506) 4033-8081

or through our website:

www.spclog.com

or follow us on social media:

[SPC Logistics LinkedIn Page](#)

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AIRLINE PROJECT CARGO NEWS OF THE WEEK

NEW ANTONOV AIRLINES USA OFFICE WORKS WITH AEROSPACE GIANT ORBITAL ATK

ANTONOV Airlines, which recently established a USA base in Houston, Texas as part of ongoing global expansion, has transported an outsized communications satellite for Orbital ATK.

The Al Yah 3 Satellite, the first of Orbital ATK's GEOSTAR-3 satellite platform, was accommodated in a container that measured 11.4m long, 4.6m wide, and 4.1m high, and weighed 23 tonnes.

Editors note:

It is always impressive to see a giant airliner up close. The first time I was onboard an Antonov 124-100 was in 1995 at Skavsta/Stockholm South Airport loading telecom equipment from Ericsson to China.

Today they even have the bigger Antonov 224 - indeed incredible size.

See more here:

- [Antonov USA office](#)
- [Antonov Australia GSA](#)
- [Antonov India GSA](#)

www.antonov-airlines.com

SHIPPING NEWS OF THE WEEK



Haizea Wind inaugurates at the Port of Bilbao one of the largest wind tower and offshore foundation manufacturing plants in Europe.

[Read more...](#)

CRANES & RIGGING EQUIPMENT

FIRST POTAIN HUPS IN RUSSIA

Moscow, Russia-based crane rental company Topkran-Rent has purchased four new Potain Hup 40-30 self-erecting cranes from manufacturer Manitowoc. According to Manitowoc, these are the first Hups to be sold in Russia. They will initially be used on a four-month project in Moscow. [Read more...](#)

PHARMACEUTICALS

CHINA'S WUXI TO BUILD YET ANOTHER BIOLOGICS PLANT, THIS ONE WITH CONTINUOUS MANUFACTURING

Moscow, Russia-based crane rental company Topkran-Rent has purchased four new Potain Hup 40-30 self-erecting cranes from manufacturer Manitowoc. According to Manitowoc, these are the first Hups to be sold in Russia. They will initially be used on a four-month project in Moscow. [Read more...](#)

OIL & GAS

MOZAMBIQUE TO CONSTRUCT A GAS REFINERY

The National Hydrocarbon Company (ENH) in Mozambique is planning to construct a gas refinery and has already launched a public tender for the initiative. [Read more...](#)

PLANTS & PROCESSING

FRENCH COMPANY INTERESTED TO PROVIDE HI-TECH MILK COLLECTION SYSTEM TO PAKISTAN

World Leader French company in the bulk food-grade liquid conservation and processing sector SERAP has showed keen interest to supply its state-of-the-art hi-tech milk and food cooling integrated systems to Pakistan. [Read more...](#)

THIS WEEK IN SHIPPING HISTORY



Deckhand Bo Drewsen at work onboard Thyra Torm in the Pacific 1968

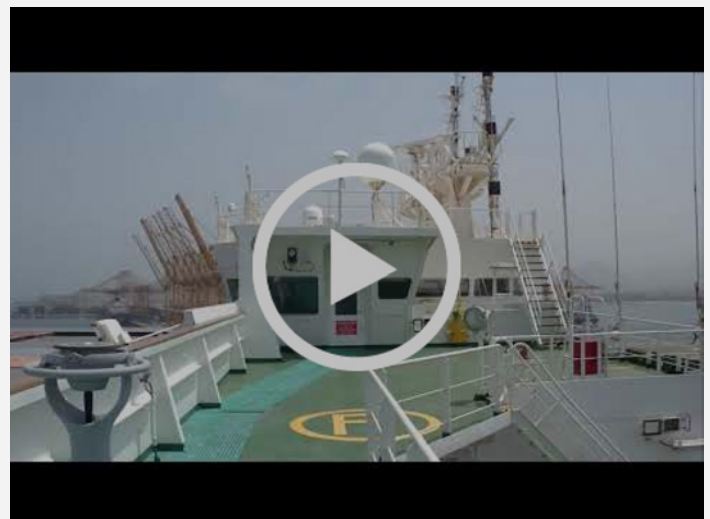
LIGHT MOMENT OF THE WEEK



Emirates A380 with editor cum bartender trying his luck on recent flight to Hong Kong



VIDEO OF THE WEEK



Leaving Khor Fakkan in plus 45c onboard mv CMA CGM Christophe Colomb next stop Port Kelang, Malaysia

PHOTO OF THE WEEK



CLC Projects Network seen here at Vungtau Port during their network meeting last year. This year's events will be held in Athens & Mumbai

QUOTE OF THE WEEK

"WE WOULD NEVER LEARN TO BE BRAVE AND PATIENT IF THERE WERE ONLY JOY IN THE WORLD"

- Hellen Keller -

PROVERB OF THE WEEK

"TO EXTEND YOUR LIFE BY A YEAR, TAKE ONE LESS BITE EACH MEAL"

- Ancient Malaysian Proverb -



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Joachim Jarck - Alliance Maritime

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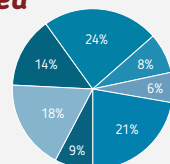
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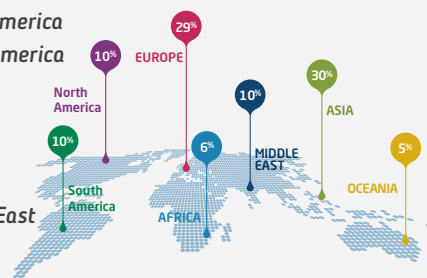
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