

EDITORIAL

It's thursday the 30th of August, 2018 and we are in your in-box again. Today I am going to talk a bit about flying and double standards.

What does double standards mean? It can be many things but just recently we had an example here in Sweden (where I am residing) a member of the cabinet belonging to the *Green & Environment* party was found out to have flown for more than 200,000 USD in air tickets around the world and most of the trips on business class....of course.



The very same minister has been a strong proponent of asking "normal people" to fly less and have also been a party to increasing the taxes that everyday working people must pay in order to take a flight in/out of Sweden whether for business or pleasure. Fly high and you fall far and be a holier than thou person with a green agenda whilst not actively walking the talk. In the end it only exposes the double standards.

Now, jealousy is nothing that I am prone to but I mention the business class because if a flight has business class seats then there are less seats available and less passengers can be carried thus hampering the environmental footprint that we all wish to reduce in a global and increasingly "hot" world.

Flying generally is great and I have had many flights around the world. I still have a statistic from my travel agent showing that during the period between 2001-2003 when I was still part of building up Martin Bencher Group I was nowhere more than 3 weeks for a period of 2 years. So I certainly made my impact on the environment - although that didn't worry me too much, turbulence did.

Here is a link to a video that tells you why not to worry - <https://youtu.be/BbVu4BvSVvc> so make sure you have a few stiff drinks after take-off, that is a golden rule or, like a friend of mine at an AA meeting once told me..."I simply couldn't stand listening to the sound of the drinks cart coming towards my seat".

Well with 4 months left of the year we need to get back to business, improve our bottom line before the end of the year and stress ourselves out to grab that bonus.

Here is what we have in store for you today; an international German company with a good concept, we then visit the country with great food, scenery and wines, South Africa and we end up in a similarly well reputed country for good food and samba, Brazil.

In all countries we interview project freight forwarders that each have their own speciality in moving project cargoes. With the usual "after dinner sweets" ending the newsletter I wish you a good read.

Until next week, I remain,
Yours sincerely, Bo H. Drewsen

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CONCEPTUM LOGISTICS GMBH – GERMANY

MR. THOMAS HEIDORN
MARKETING MANAGER

First of all Thomas tell us about the name Conceptum. What does it mean? Is there a specific reason for naming your company Conceptum Logistics?

Conceptum Logistics stands for logistics solutions based on a professional concept. To find the best possible transport concept for our customers is our main goal.



When was your company established and who are the owners today?

Conceptum Logistics was founded 2002 in Hamburg, Germany. It is owned and managed by Mr. Norbert Goerlitz and Christian Rode.

You are an established project freight forwarder, please provide us with a couple of examples of recent projects that you are proud to have handled.

We are proud of every shipment we handle, however the most considerable were surely the bigger ones we recently executed, such as the two ship loaders with all together 67,070.00 frts we moved from China to Guinea respectively from Guinea to Belgium;

the two stacker reclaimers with 72,654.00 frts from China to Australia; a 50,000.00 cbm Cement plant ex worldwide to Colombia or the straddle carriers we just moved ex Poland to Abu Dhabi.



Two Ship loaders ex China to Guinea and Guinea to Belgium

Do you have offices overseas?

Yes, we have offices all over the world such as in Australia, China, Colombia, Finland, Germany, India, Peru, Spain and the USA. Our corporate HQ is in Hamburg, Germany.



Are you member of any networks currently covering places where you are not yet established yourself?

The Conceptum Logistics Group has a long list of individually chosen partnerships with local companies. Focus is always the quality standard and service range which has to suit to our customers' requirements. Most of these partnerships last for many years already.



Germany is filled with freight forwarders and the competition is fierce. What makes you stand out and why, in your opinion, is Conceptum a good choice for the potential shipper?

The answer is simple – project experience. If you need a logistical solution for a project, you definitely need a service provider and transport concept that guarantees an utmost trouble-free and smooth handling of your cargo. Otherwise this could result in a lot of time and money. You need someone that knows your workflows and the transport conditions from A to Z.

Therefore, at Conceptum Logistics, up to the highest management, our experts not only coordinate projects from desk, they are personally at the job site to supervise beach landings in the Colombian Jungle, un-loading operations of 46,288 freight tons of ship-loaders in Kamsar or Oxygen Plant relocations from Dolvi to Thane, India. They simply know what they are talking about.

This experience leads to transport solutions that our customers ask for.



Two Ship loaders ex China to Guinea and Guinea to Belgium

There is a growing (albeit slowly) trend that ship-owners try to go ashore (trying to offer door to door service in selected markets). What is your view on this? Will the ship-owners be successful?

This will surely depend on the quality, individuality and flexibility of the transport concepts they offer. As every project is handled differently, project logistics requires a high grade of specialization, long-time experience and focus. The question is if they will be able to handle this as further core business besides their shipping activities. At the moment we don't see a very strong influence on our business.

Is the new buzzword 'blockchain' something that you think will have an impact on project freight forwarders in the future?

The influence on conventional forwarders with more standardized business might be bigger. Regarding projects, this will always be decided on a case by case basis. Especially with always changing destinations you would have to link to many companies, also to those you don't work with often. Therefore the influence is not very strong yet.

How to get in touch with you if you are located in Europe or Aisa?

For Europe please get in contact with my colleague Mr. Ollmann: ollmann@conceptum-logistics.de

For Asia Mr. Moeller: moeller@conceptum-logistics.de

Here's a link for a great project we did on the Amazonas:
https://www.youtube.com/watch?v=bD0r48_a-7k

Here is our corporate movie:
<https://www.youtube.com/watch?v=XArInjKUg5A>



FOX BRASIL | PROJECT LOGISTICS, SAO PAULO, BRAZIL

MR. MURILO CALDANA PROJECT DIRECTOR

FOX Brasil was established when Murilo? Who owns the company?

FOX Brasil was established at the heart of São Paulo, Brazil and is operating since 2002, with the idea of be the most reliable Brazilian freight forwarder & logistics solutions provider in the market.

Simon Sousa and Caio Augusto Ramos founded the company. In 2012, FOX Brasil | Project Logistics was established in partnership with myself.



Brazil is a huge country and many forwarders call themselves Brazil experts. What makes you different?

You're right. At 8,5 million square kilometres and with over 208 million people, Brazil is the world's fifth-largest country by area. As per World Bank (2017), Brazil is the world's 8th largest economy and accounts of 50% of the South American economy. With such a continental country we need to deal with totally different cultures from North to South. We are more than 15 years on the market and we do not want to expand to other countries. Our proposal is not only to be present here, but to be a specialist in Brazil. There are thousands of opportunities here. Mainly if you

look to all infrastructure issues and developments needed in the country. We believe in commitment, relationship, integrity and teamwork. And also on flexibility and customer focus.



Customs is an ever recurring trouble in Brazil ...or so we are told..what can you tell us about customs formalities in your country? Are there differences in customs clearance procedures depending on the destination in Brazil?

We disagree with that info. Brazil is a very protected market and our customs is very strict. That's why you need the expertise of a local partner so we can instruct and proceed according to the rules. For complex projects we need to begin at least 3 month in advance on the customs procedures planning, including our professional meeting on-site with the local customs authorities. We will work to make your customer experience as good as possible.



Are you able to organise inland transports as well?

Yes, we offer complete solutions for our customer's projects. And not only the traditional door-to-door shipments (including inland transportation), but also heavy lift & engineering services (with own team) for the most complex solutions for each project including:

- Route, Site and Ports Surveys
- Geometric Inspections
- Transport Drawings
- Lashing and Rigging Plans
- Dynamic Geometric Simulations
- Drawings and Development of Transport and Storage Devices
- Transport Devices Validation Tests
- Onsite Services and Training



You have many international ports in Brazil – elaborate if you will a bit about the different ports in your country. Which ports are mainly used for project cargo generally?

We have around 9000km of sea coast served by the Atlantic ocean and we counts on about 40 sea ports. We also have the second (Amazon – which connect us to Vila do Conde, Manaus and Iquitos in Peru) and the eighth (Paraná – which connect us to Uruguay, Argentina, Paraguay and Bolivia) largest rivers in the world, including 20 river ports.

Below some of the most important ports for project cargo:

- North – Manaus-AM, Belem-PA, Vila do Conde-PA, Itaqui-MA
- Northeast – Pecem-CE, Suape-CE, Salvador-BA
- Southeast – Sao Sebastiao-SP, Santos-SP, Açú-RJ, Rio de Janeiro-RJ, Sepetiba-RJ and Vitória-ES
- South – Paranagua-PR, Itajaí-SC and Rio Grande-RS

Attachment 1) map main ports



Do you belong to any international networks currently?

Yes, to CLC Projects, GPLN and The Heavy Lift Group.

Brazil is famous for many things, samba, carnival, Iguazu and Copacabana are things that comes to my mind – BUT can you tell us about some places that are normally NOT known to the average visitor but would be worth visiting?

Brazil is well known by its nature beauty. Below some places I can recommend:

- Ilhabela-SP

Resultado de imagem para ilhabela
- Chapada Diamantina-BA

Imagem relacionada
- Trancoso-BA

Imagem relacionada
- Jalapão-TO

Resultado de imagem para deserto do jalapão
- Amazonas-AM

Eco Park Jungle Lodge – Amazon – Brazil
- Lençóis Maranhenses-MA

Resultado de imagem para lençóis maranhenses
- Fernando de Noronha- PE

Resultado de imagem para fernando de noronha
- <https://www.guiaviajarmelhor.com.br/100-destinos-para-conhecer-no-brasil/>



Tell us about yourself! When and how did you get into a career in freight forwarding?

I realized that I would like to work with international trade, when I was 16 years old and I made an exchange program in Germany, where I had the opportunity not only to learn a new an “unsual” language for a Brazilian, but I had the opportunity to travel abroad and learn about a different culture. So I finished the school in Brazil and I learned “Industriebetriebslehre” at a German school in São Paulo.

I started working in German companies like ZF, Robert Bosch, WABCO, always on international purchase and logistics. On my last passage on the automotive industry, where I was responsible for the international suppliers and customers planning, I was able to introduce the 6 Sigma to their international logistics. I completely changed the logistics for more than 130 suppliers we had from Europe.



So I went to Europe to implement that project and I was invited by a German freight forwarder for a trainee program, which I did. Later on I was hired as tender management coordinator for worldwide projects. So I spent 2 ½ years in Germany and another 3 ½ in Mexico, where I was responsible for developing the market and opening new offices. I started working more and more with projects and I was transferred to Brazil.

1 year later, I joined FOX Brasil, where I have been working and developing the project division since 2012. I speak Portuguese, Spanish, English, German (and a little bit of Italian and French.)



How to get in touch with you?

You can add me on whatsapp or call me at any time on +5511998191146 or per email: murilo@foxbrasil.com or skype: murilo.caldana. It will be always a pleasure for me and our FOX Brasil project team to support partners for any project from or to Brazil.

Thank you.
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FATS (FORWARDING AFRICAN TRANSPORT SERVICES) – DURBAN, SOUTH AFRICA

**MS CARON HARRIS
OWNER**

First of all Caron - your logo is certainly distinct and reminds me that things ain't over til' the fat lady sings. Tell us the story about your logo and why/how you decided on using this?

Haha I have never considered our beloved lady that way and I assure you I won't be singing for you. Actually Bo when FATS was founded in 1992 by myself and my sister we were 2 ladies entering a male dominated industry and we needed a logo that would define us as ladies in the industry. Everybody body knows that there is no greater caregiver in life than a mother. So ultimately our logo sets out to invoke the following feelings

1st we are a female lead organisation

2nd she carrying a container (your cargo) and as a mother would she will look after & care for your cargo as only a mother can.

3rd she is a fat (large) lady to tie up with our company name FATS and because as we always had the intention of being a dominant force within our industry.



When was your company established and are you the sole owner of the company? What is your headcount and your mainline of business?

FATS was founded in 1992 and I am proud to say is now 26 years old and yes I am the sole owner, CEO and also 1 of the founding members.

Our core business has always been moving cargo into Sub-Saharan Africa by road utilising Durban as "The Gateway Into Africa". However in an ever evolving industry this is not our exclusive unit of business. We have learnt over the years that in order to grow and further develop it was imperative to adapt our business to incorporate the full spectrum of logistical services. For example we recently were required to air freight cargo into South Africa and then truck it up to Botswana. Ultimately we are able to tailor our services to meet your requirements.



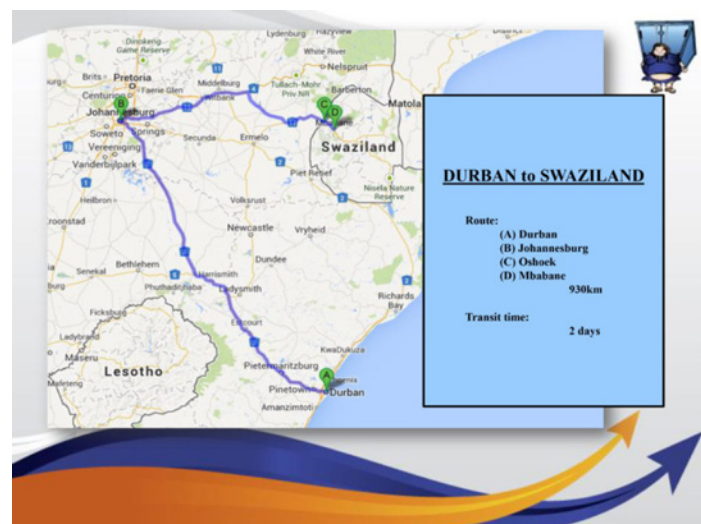
Durban is an important sea and transshipment port in South Africa. Elaborate if you will on the possibilities you have for transshipment to other neighbouring countries and why in fact is it an idea to use Durban?

Durban is a critical port for Project Cargo to numerous of our landlocked neighbours

Democratic of Congo, Lubumbashi (DRC), Zambia, Zimbabwe, Malawi, Botswana, Swaziland & Lesotho

Bo anybody who has any form of experience in our industry knows that delivering cargo on time within agreed budget are 2 of the most critical factors that come into play. Durban is

Africa's most efficient sea port and this coupled with the 1st world roads infrastructure of South Africa this ensures 1 of these criteria "time" are met.



Moving containerized cargo cross-border into Africa with COC adds further obstacles in the supply chain, namely;

Not all carriers allow their containers cross-border & require hefty deposits of up to \$6000 to grant permission
Majority carriers require empties to be returned to Johannesburg, South Africa. Which
No carriers allow specialized equipment (FR / OT) cross-border

Durban has the infrastructure accompanied by our professional network of service partners to overcome these obstacles by handling this containerized cargo as follows:

- Truck the container "In-Bond" to our nominated bonded warehouse
- Unpack
- Return the empty to the carrier
- Load cargo breakbulk and truck "In-Bond" through South Africa to its final destination

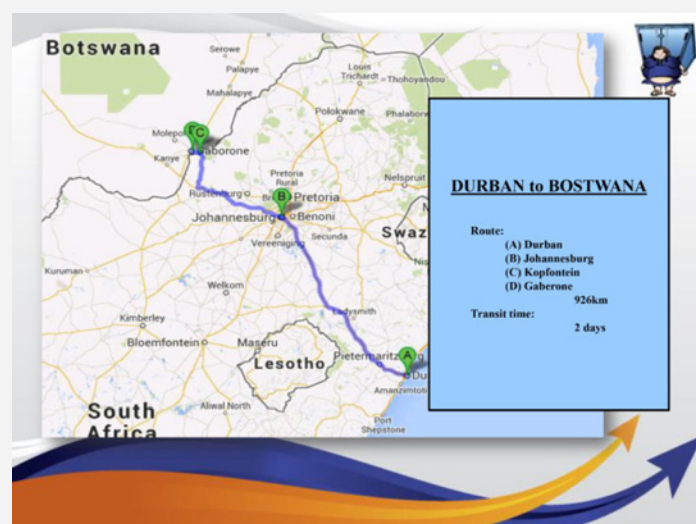


On a recent exercise for containerized cargo (40'HC) from the port of Durban to Lusaka we managed to save our client \$1600 per container using this method.

Now throw FATS into the equation who have been handling cargo into Africa like this for 26years, my team with its vast knowledge and expertise will provide you with an estimate on costings prior to cargo moving. Yes there are the occasion that additional charges are incurred over and above our estimate,

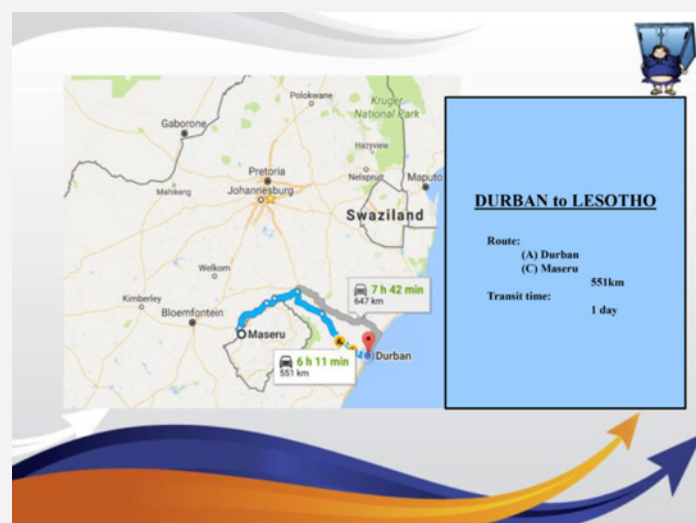
however not many.

So with Durban & FATS you have "On-Time & Within Budget"



Are there heavylift cranes available in Durban and if so what is the capacity?

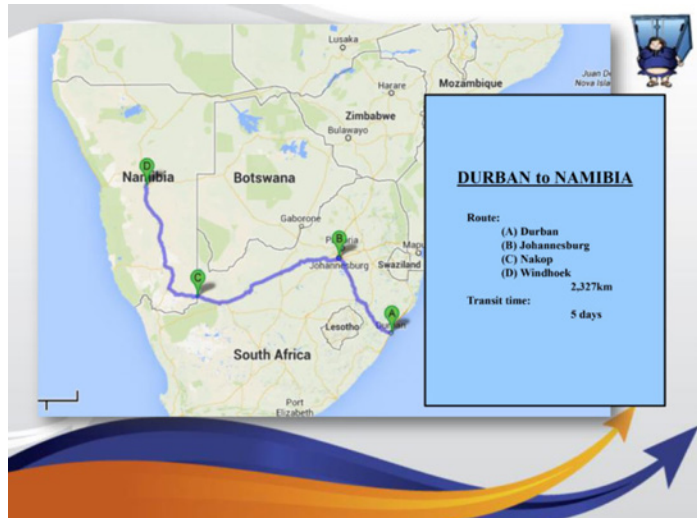
Yes Durban has heavylift cranes available with a maximum capacity of 80T. For anything heavier cargo needs to be routed via Richards Bay.



How about customs clearance in South Africa. Is it troublesome? How about procedures in case of transshipment to other countries, any rule of thumb?

Bo the South African Revenue Authority (SARS) have a state of art online customs EDI system and it works very well and efficiently. You must remember that South Africa is both 1st & 3rd world in a single country, with SARS definitely operating on a 1st world customs system here. An important bit of legislation just implemented for all cargo transiting any South African port is the RCG and is in accordance WCO Data Model and is in an internationally standardised manner (UN/EDIFACT).

The Reporting of Conveyance and Goods (RCG) was implemented in order to improve cargo and supply chain management compliance. South African Revenue Services (SARS) now requires mandatory electronic submissions at RCG level 24hrs prior to cargo being loaded. With immediate effect both HBL & MBL are to contain company registration and VAT registration number of both shipper and consignee.



Cargo transiting Durban destined for a cross border destination it transits South Africa on an Removal in Transit (RIT) on a road bond facility and this entry the RIT is acquitted once cargo exits South Africa through 1 of the many road border posts. These all forming part of the services undertaken by FATS

There is no particular rule of thumb other than be proactive, forward all the required documents to us well in advance so we can put all the necessary measures in place prior to your cargo arriving in Durban.

- Commercial Invoice
- Packing List
- MBL
- Consignee name, email address & mobile phone number
- Consignee clearing agent name, email address & mobile phone number



Can you provide us with a few examples of projects you have handled aa/into / out of South Africa and bb/into / out of neighbouring countries?

- Lesotho Highlands Water Scheme project
- Zimbabwe & Zambia Roads Infrastructure upgrade development project
- Malawi & Zambia Telecommunications Infrastructure upgrade development project
- ArcelorMittal – Ex-Richards Bay port to Vereeniging
- 15.5m x 3.4m x 5.15m x 78T – 2 x Boiler
- 4.9m x 3.1m x 3.43m x 16T – 2 x Econimisers



Why did you choose a career in freight forwarding and shipping?

Wish I had a good answer to this, clearly I need my head read!



How to get in touch with you?

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SHIPPING NEWS

Editors note: China is actively developing the railway links also with SE Asia. In a couple of years it will be possible to go by train from China to Singapore via Laos, Vietnam, Cambodia and Malaysia. See this article for a bit more information about what it means both for transport and for tourism in Indochina.

CHINESE TOURIST 'INVASION' FEARED AS HIGH-SPEED LAOS-CHINA RAILWAY WILL BOOST VISITOR NUMBERS DRAMATICALLY

Chinese nationals already make up about 11 per cent of visitors to Laos. When the railway is finished, that figure is expected to rise dramatically, bringing challenges and opportunities for the country. [Read more...](#)

SHIPPING NEWS

Editors note: Korean companies are great and they make spectacular products overall. Korean Shipping on the other hand besides being of a solid reputé sometimes comes up with some spectacular bankruptcies...who doesn't recall Hanjin's demise just a couple of years ago. Now Hyundai Merchant Marine is reported already in big trouble after having been revived by the government.

HMM recorded a net loss of \$215m in the second quarter, taking the South Korean ocean carrier's deficit to a massive \$371m at the half-year stage. The restructured container line increased liftings by 17%, year on year, in Q2, to 1.15m teu, which it attributed to its "sales expansion efforts" including the launch of its standalone Asia-North Europe loop and larger tonnage on the Asia-South America tradeline. [Read more...](#)

ZIM ANNOUNCES A SIGNIFICANT UPGRADE OF ITS INDEPENDENT INDIA-MED EXPRESS LINE (IMX)

ZIM is pleased to announce that starting September, ZIM India-Med Express Line (IMX) will have a new rotation, with significantly faster transit time, making the fastest on the trade. In order to improve our service to customers and cater for market needs, ZIM will introduce changes to IMX service, as follows: the line will operate 5 vessels, and the round-trip will be shortened to 35 days. The new rotation will commence in Colombo, Sri-Lanka, followed by Nhava-Sheva and Mundra, followed by East Mediterranean ports. Transit time to East Med ports will be reduced significantly, in some ports by a week to 10 days. [Read more...](#)

QATAR TO BOOST MARITIME TRADE WITH IRAN

Qatar is planning to increase maritime shipping lines between with Iran, reported Iran's official media quoting Hadi Haqshenas, deputy head of Iran's Ports and Maritime Organization (PMO) for Maritime Affairs. [Read more...](#)

PLANTS & PROCESSING

CELUPAPER S.A. BOOSTS PRODUCTION WITH A NEW TOSCO-TEC-SUPPLIED MODULO-PLUS IN ARGENTINA

Toscotec will supply a new MODULO-PLUS tissue line to Celupaper S.A. of the leading South American group Grupo Vual, based in Argentina. The MODULO-PLUS machine - PM5 - is scheduled for delivery in autumn 2019 and it will be installed at Papelera Nicaragua mill. [Read more...](#)

METAL-POWDER MANUFACTURER TO EXPAND CAPACITY

TTekna Plasma Systems Inc., a manufacturer of metal powder, will invest up to \$128 million over five years to expand its global manufacturing output and boost its innovation capability. The project will help the Sherbrooke, Quebec-based company increase its capacity to over 1,000 tons per year and includes expanding manufacturing floor space, the purchase of production equipment and resources for product development efforts. The investment reflects Tekna's long-term commitment to the 3D-printing market. [Read more...](#)

STEELWORKS

POSCO BUYS LITHIUM MINING RIGHTS IN ARGENTINA FROM AUSTRALIA'S GALAXY

South Korean steelmaker POSCO has sealed a deal to buy lithium mining rights in Argentina from Galaxy Resources for \$280 million, beefing up the Australian miner's funds to dig a lithium mine on neighbouring ground. POSCO said in a statement on Monday that it would also build a lithium plant in Argentina, planning to produce 25,000 tonnes of the commodity per year for 20 years starting from 2021. [Read more...](#)

FEATURED VIDEO



Who doesn't want to go to Hawaii? Most of us have been there or would like to go. It is also possible to bring your car, motorcycle or even your truck there if you so wish. Watch this video from a ro-ro carrier providing services between mainland USA and Hawaii.

PHOTO OF THE WEEK



From my condo in Kota Kinabalu - had trouble with a tenant and had to ask for reinforcements....

**"THERE CAN BE NO KEENER REVELATION
OF A SOCIETY'S SOUL THAN THE WAY IT
TREAT ITS CHILDREN"**

- Nelson Mandela -

**"NOTHING IS AS VISIBLE AS THAT WHICH YOU WISH
TO HIDE"**

- Ancient Indonesian Proverb -

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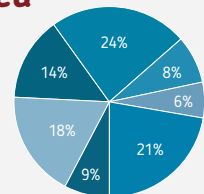
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