

### EDITORIAL

Friends, it is Thursday the 13th of September and we are here again in your in-box. Let me first of all be a businessman and remind you all that you are welcome to contact us to place a banner ad or a video in our newsletter. We allow only four per newsletter, so you will be noticed.



Today for example we have a German company looking for competent German speaking staffs advertising with us and we have a reputable Ro-Ro carrier showing their services, so feel free to click on their banners for further information.

Now, before I start sounding like an American TV channel with "we will be back right after these short messages" one of the issues I wanted to raise today is the value of democracy.

I must admit that sometimes I dislike when our western style democracy seems to bicker endlessly and we are unable to find a solution, let alone take a decision, however having just cast my vote in the Swedish election held on Sunday I did get reminded what a privilege it is, after all, to be able to vote.

I have thoroughly enjoyed watching the TV debates between our politicians and I asked my Chinese wife if she could imagine the Chinese leaders debating on live television about the defense budget, immigration or renewable energy and such.

Different strokes for different folks and our western way of democracy may not be ideal for other countries, most importantly we should not stuff our values down other peoples throats nor should they try to turn our traditions and equality on it's head.

The subject of politics is always volatile and can set-off the most heated debates, create discord in the family and disturb friendships or even scare-away would be advertisers...:-)

So I now turn my focus to the business news that we have in store for you today:

First of all we visit South Korea, famous for great industrial products, beautiful women and the question; where did you Park, Kim? :-)

We speak to a competent project freight forwarder always active, then we speak to a Danish-owned multipurpose vessel operator operating worldwide with owners that have a proven track record.

We finally stop by the Black Sea where we visit the countries of

Bulgaria and Romania, famous for sandy beaches and Dracula from Transylvania.

The forwarder we speak to is a newly established shipping agent and project freight forwarder. They inform us that more and more cargo movements (also of a project nature) are moving via the Black Sea to/from inland Europe using the river Danube and the port of Constanta.

We also have some interesting shipping news for you today and I point your direction at all of the videos in this weeks issue, they have been carefully chosen.

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

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## SUNJIN LOGISTICS – SEOUL, SOUTH KOREA

**MR. W.T. JANG**  
**GENERAL MANAGER**

**Please tell us about Sunjin Logistics. When was the company established, who owns it and what is your main focus in shipping & logistics?**

Sunjin Logistics was established in 1978 and started its business in Seoul as freight forwarder. Now Sunjin has grown into a total logistics group, providing the best solutions to our customers with air & sea freight service, breakbulk/project, warehousing and 4PL, trucking, exhibition, military goods handling, and special cargo etc. We have over six hundred dedicated staff members in Korea, the USA and China all working under the strong leadership of Mr. Eugene Chung, our C.E.O. and owner.

Our core strategic business is engineering projects, military handling, pharmaceuticals, fair & exhibition and perishables/F&B.



**Competition is very fierce in South Korea and there are hundreds of logistics companies in your country (if not thousands). How do you stand out and compete in such a market? Is it only based on pricing, or do relationships with customers play a bigger role?**

I think that competition is inevitable and all logistics companies have to accept their location, but the market in Korea can be particularly considered as a 'red ocean'. Global players are expanding their yards with cost and volume and small to medium sized forwarders are competing every day to survive in the local market. Sometimes I find it interesting to see so many surprising foreign partners who come because they've heard about the thousands of forwarders working in Korea. In the past, strong relationships with customers played a more meaningful role when compared with the current market, but now competitive pricing is the top priority for survival. However, pricing is not the magic key that fits all doors and there are many other important factors that can attract customers, such as professionalism etc.

**South Korea is a very industrial nation and has several ports. Please outline for us the most important ports in your country for both containers and breakbulk cargo.**

Busan, Incheon and Kwangyang are major container ports in Korea, and Busan is the biggest one for containerized goods, handling twenty million TEU in 2017. Bulk ports can be chosen by item and connected industrial complex. Steel is shipped in Kwangyang, near to POSCO and Hyundai steel. Pohang is also an important port for the POSCO factory. Kunsan & Yeosu ports are for chemicals, Incheon, Ulsan and Pyeongtaek for car and Dangjin port for steel/scrap.

**Is there any service actually working between South Korean and North Korean ports at the moment, or must it be transferred via a third country?**

Sorry, I can't really answer questions about business that we're not involved in.

**Could you provide us with some examples of cargoes you have handled and that you are proud of?**



Bulk for a Korean nuclear power plant



Supplies for Korean troops in Lebanon

**In a global business world, contacts are paramount. Does your company belong to any networks at the moment?**

Sunjin Logistics is a pure local organization and has been grown with overseas agents together without membership of any networks. Sunjin just started to join networks like SFN, and WCA Perishable this year before becoming a member of Cross Ocean.

**Regarding South Korea as a tourist destination. I know that your food and beer is excellent and I even visited the island of Cheju. But tell us in your own words what you regard as worthwhile visiting for anyone coming to South Korea with a couple of days to spare?**

I'm glad to hear that you had good impression of our food when you visited Korea before. Personally, I would recommend all the readers to visit Cheju Island if you want to spend a relaxing few days in Korea. You can enjoy exotic views and unique tastes of the kinds that you cannot find in the cities. If you like beer, I suggest you try Jeju Wit Ale, produced by a local brewery. But if you only have a couple of days, spend your time in Seoul, where you can experience the vivid and real Korea. Seoul is a megacity of ten million people, in fact twenty five million if you include the metropolitan areas. Also, the city never sleeps!

**How is best to get in touch with you for a quote and for more information?**

Here is my contact information:

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 **Sunjin Logistics Co., Ltd.**

**WESHIP – COPENHAGEN, DENMARK**

**MR. LARS S. RASMUSSEN  
PARTNER**

**WeShip the name kind of tells us what you do, but can you further enlighten our readers in detail on what kind of services you provide?**

Yes I agree that the name is intended to tell our clients about our business. Our name is inspired simply by what we love to do, so no secrets. We certainly do ship, break bulk, heavy lift and project cargoes worldwide. We also operate multipurpose and heavy lift vessels.

We are very industry experienced, providing creative and innovative services and solutions to the ocean transportation of project, break-bulk, and heavy-lift cargoes.

WeShip Projects operates independently as brokers, vessel operators and consultants while also operating as agents, acting specifically in the Asian region as exclusive general agents for Ocean7 Projects.





Although we are a new venture, our team is anything but new to this industry – we have extensive industry experience. We understand the complexities involved when it comes to moving oversized, heavy and high value equipment. We thrive on challenges and we're great at coming up with creative solutions, of course always putting the utmost priority on safety.

On the cargo side, at WeShip Projects in Asia, the region that at this moment is the majority of our company's area of business, we are prioritizing, under our General Agency Agreement, in selling Ocean 7 tonnage/services including and along with our Thai flag service. In addition to this we will be doing brokerage and 'relet' of cargoes and TC in tonnage. In addition to this, we can also offer owners agency service in Thailand as well as vessel technical management.



***There is a lot of competition out there and everyone seems to be looking to carry project cargoes. What makes you stand out in today's market?***

We cannot avoid being different in the market, being a smaller player, but it's okay! However, to answer your question we stand out because we like to think of ourselves as a more visible and intimate company, always being close to our clients.



We follow our ideals and what we always have believed in, which means we always deliver a solid piece of work, we always prioritize

straightforward dialogs, we value transparency in all we do, we always try to present the alternative if there is one and we understand the complexities involved when it comes to moving oversized, heavy, and high value equipment. We thrive on challenges, and we're great at coming up with creative solutions, but like I said, we always place the utmost priority on safety. That, along with our extensive industry experience and our full dedication to the 'job', which is the ocean transportation of project, break-bulk, and heavy-lift cargoes, makes us stand out. That is something we do not find difficult, as project cargoes are our game and indeed, as I mentioned before, also our passion.

Those ideals have, through many years, created our business and provided the very good customer relations we have held throughout the years so if it isn't broken, don't fix it!



***Who are the owners of the company?***

WeShip Projects is a Danish founded Ltd. company owned by the three partners: Søren Larsen, Torben Reinhard and Lars Steen Rasmussen.

***You are well known in project cargo shipping. Could you elaborate a bit on your career and tell our readers a bit about your involvement in more than four decades of shipping?***

My background is deeply rooted in the shipping company Nordana, previously owned by Denmark's first ever ship-owning company, Dannebrog Rederi. My partners in WeShip Projects also spent decades navigating through the shipping industry, of which many years also were spent as part of the management team in Nordana Project & Chartering.





I was born in Aarhus, Jutland, Denmark and commenced my career with a small shipbroker company by the name of Johannes Petersen A/S. After some years working as a shipbroker in the United Kingdom and Germany, I continued my career in Aarhus until I moved to Copenhagen in 1986 and worked for Nordana in both Denmark and the United States. I have worked almost my entire career in the dry cargo segments on both the ship-owning and the operator side, within ro/ro liner services as well as multi-purpose heavy lift, project cargoes services. I worked for Nordana for almost thirty years, of which I spent the latter twenty years acting as the C.E.O. of the company. In recent history, Nordana also became a part of the Rickmers / Zeaborn Group, with whom I worked for the last two years prior to founding WeShip Projects A/S this year.



**Where are your offices located and can you provide us with contact details?**

Yes, our contact information is as follows:

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[www.wship.com](http://www.wship.com)

## EVO MARITIME SERVICES – BULGARIA & ROMANIA

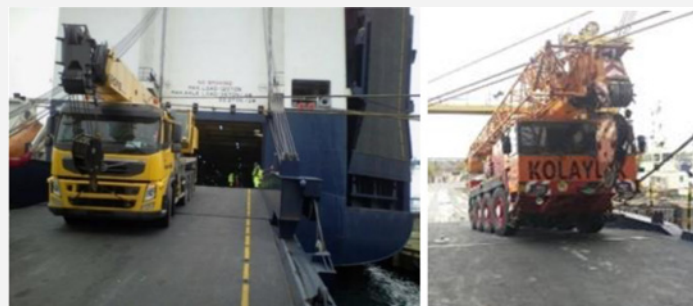
**MR. DRAGOMIR YORDANOV**  
**MANAGING DIRECTOR**

**Dragomir, in what year did we first meet?**

We first met in Varna, Bulgaria in 2005 when you kindly decided to entrust us with the port operations and subsequent inland delivery of an FCL shipment consisting of more than 10×40'HCs (something that is considered a lot in Bulgaria).



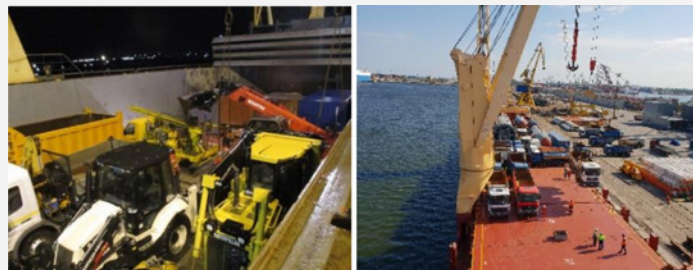
Actually, we made history together at that time because the cargo in question consisted of the escalators for the very first shopping mall in Bulgaria, in the centre of the capital, Sofia.



Rolling cargo by Ro-Ro service from the Black Sea to South America East Coast + Persian Gulf + North Africa – 23 units / total 2699 cbm used drilling & lifting equipment

**In order for our readers to get to know you better, can you explain first about your background in shipping? When did you start your career and why did you start a career in shipping, of all things?**

I started my carrier in shipping in 2003 in the FCL Liner & Forwarding Sales department of the Bulgarian subsidiary of the largest ships agency in the world. Gradually, I became interested in project/heavy-lift/oversized cargo shipping & logistics and in 2006 I was given the opportunity to develop these as additional services offered in our existing portfolio.



Break-bulk, Project, Oversized & Heavylift cargo by chartered Break-bulk river + ocean vessels from the Black Sea to South America, West Coast 4 main shafts @ 88.00 mt each (on the left), by chartered river + liner ocean Break-bulk vessels from inland North Europe to the East Mediterranean 13 units / 10963 cbm new brewery tanks

In the following twelve years since then, I have been mostly involved in the business development and execution of single or project-based shipments in that field, as well as managing our maritime logistics department engaged in airfreight, LTL & FTL, LCL & FCL ro-ro cargo transportation.



Break-bulk, Project, Oversized & Heavylift cargo by chartered Break-bulk river + ocean vessels from the Black Sea to South America, West Coast 4 main shafts @ 88.00 mt each

### **What do you like about shipping & freight forwarding?**

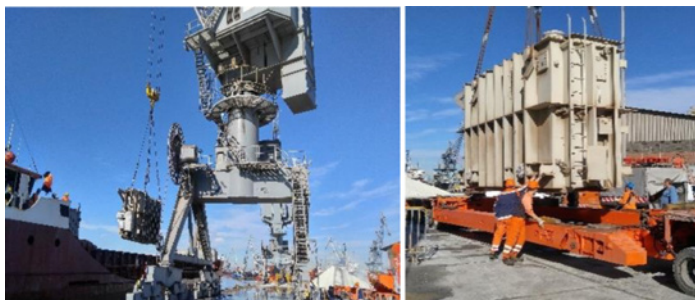
What I like most about shipping, especially the more complex branches thereof, is that people and personal relations still matter, however old-fashioned this might sound nowadays when technology is increasingly utilized across ours and other industries for the purpose of reducing/eliminating the human factor.



Break-bulk, Project, Oversized & Heavylift cargo by chartered river + liner ocean Break-bulk vessels from inland North Europe to the East Mediterranean 13 units / 10963 cbm new brewery tanks

### **Tell us about Evo Maritime. When was the company founded and who owns it?**

Evo Maritime Services Ltd. is a young company, actually about to turn one year old in a week's time, and is jointly owned by partners of mine, them securing the financial support and me providing the experience and drive.



Heavylift Cargo from North Africa to the Black Sea – 1 unit transformer @ 93.00 mt + accessories

We pride ourselves in being a young and dedicated team with an average experience in the maritime industry of more than ten years per person.

### **Outline for us your main activities in the Black Sea area. Where is your head office located and do you have branch offices in other countries? Do you belong to any global networks currently?**

We are headquartered in Varna, Bulgaria and cover the main Bulgarian and Romanian sea & river ports as well as airports, offering the following services:

#### **Air freight**

Overland transport (LTL & FTL, OoG & heavy, rail)

River transport (bulk, break-bulk, project cargoes)

Ocean & coaster chartering (bulk, break-bulk, project, IMO cargoes)

Ocean liner shipping (LCL, FCL, break-bulk & project cargoes, Ro-Ro)

The majority of our customers are local and global freight forwarders, charterers, truckers and other transport parties who value and rely on our honest and professional attitude, our providing the facts in a straightforward fashion with no sugar-coating or time-wasting, and our pro-active approach in trying to answer questions before they have been asked.



Bulk Cargo from the Black Sea to the Baltic Sea 11941 mt sugar in bulk (on the left), FCL & LCL from the Black Sea to North Africa 30 cable reels by 10x40' OTs (on the right)

Our company is currently a member of the Cross Ocean Network.

### **Can you provide us with a couple of examples of project cargoes that you have handled?**

Attached hereto is a list of our most recent shipments where we booked / fixed the ocean transport – there are numerous others in which we assisted our Principals only partially with port operations and / or inland logistics.

#### **How to get in touch with you?**

Our complete contact details are as follows:

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## SHIPPING NEWS

### WALLEM RO-RO ASSISTS WITH RESCUE IN THE MED



The Wallem-managed vessel the Coral Leader was involved in the rescue of the crew from a sailing yacht last week. The yacht was in distress in the Mediterranean Sea, just off Corsica. On the 26th August, the Coral Leader was on route to Tarragona in Spain when the Master received a call from the French Coastguard asking for help with the rescue of a yacht with five persons onboard. The Coral Leader diverted course to help. The yacht was eventually spotted by the Wallem crew and a French navy rescue helicopter arrived onsite shortly after. [Read more....](#)

## SHIPPING NEWS

### INLAND TRANSPORT IN CHINA

Editors note: Everything is going green and some are more green than others...or so it would seem. Still it is good for the project cargo business. Watch this video from CIMC showing impressive inland transport of parts for a wind turbine park in China.



## SHIPPING NEWS

Editors note: Zeamarine a joint venture between Zeaborn (who took over Rickmers) and Intermarine. It means a much bigger player is now on the market competing.

Zeamarine Granted Clearance; Zeaborn And Intermarine Joint Venture Underway. [Read more...](#)



## SHIPPING NEWS

Editors note: Although the launch of a 14,000 teu vessel these days sounds like the launch of yet another "feeder vessel" it is still impressive in size and it has distinct colours, just take a look. I have no doubt that it will stand out both in port and at sea! If the electricity goes out onboard the ship can still be found...

### DELIVERY OF 14,000-TEU CONTAINERSHIP "ONE AQUILA"

Ocean Network Express Pte. Ltd. ("ONE") is pleased to announce that ONE AQUILA with a carrying capacity of 14,000 TEU, has been successfully delivered at Kure Shipyard of Japan Marine United Corporation. [Read more...](#)

## SHIPPING NEWS

Editors note: We were informed by Sea Sky Cargo in Nepal (member of the CLC Projects Network) that a new deal has been struck between China and Nepal to facilitate the movement of goods from this landlocked country in the Himalayas



Good afternoon from Nepal,

Please note that China has agreed to allow Nepal to use four seaports and three land ports for the third country trade. Now Nepal can use Shenzhen, Lianyungang, Zhanjiang and Tianjin, the latter one being the nearest sea port at the distance of around 3,300 Kilometers from the Nepali border.

Likewise, Nepal has been allowed to use Lanzhou, Lhasa, and Xigatse Port (dry Ports). It has been agreed that Chinese authorities

will provide permits to the trucks and containers in Nepal carrying Nepal Bound Cargo to and from Xigatse of Tibet. Nepali trailers will be allowed to use any mode of transport, rail and/or road to access sea ports for the third country trade. It has also been decided to access the Chinese territory from six points in Nepal, namely Rasuwa, Tatopani, Koarala, Kimthanka, Yari and Olanchung Gola.

It has also been reported that the protocol will be exchanged during the high level visit to from Nepal to china or vice versa and will come into force immediately after the protocol is signed, hence now after sometime all Chinese project cargo is expected to come through this route. Shipment from third countries, specially Japan and Korea etc. are also supposed to move through these points.

Sea Sky Cargo Service (P) Ltd.

Mr. Pankaj Sharma

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Mobile: +977 9818273796

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## PLANTS & PROCESSING

### GF MACHINING SOLUTIONS HELD A GROUND-BREAKING CEREMONY FOR ITS NEW PHASE II PROJECT IN CHANGZHOU NATIONAL HI-TECH DISTRICT.

The US\$48 million, 32,000-square-meter facility, built on a 5.14 hectare plot of land, will be equipped with a manufacturing workshop and offices. The main focus will be the research, development and production of high-end machine tools, with the aim of establishing GF Machining Solutions as the world-class manufacturing base and R&D center for such tools. [Read more...](#)

### SINGAPORE'S CG CORP GLOBAL ACQUIRES KAZAKH INSTANT NOODLES PLANT

Singapore's transnational corporation CG Corp Global has finalized talks on the acquisition of the Kazakh instant noodles plant Lotus for approximately \$ 15 million in Turkestan region, the Kazakh Invest press office has said. [Read more...](#)

### SHIZUOKA TEA COMPANY INVESTS IN MOROCCO TO SPREAD JAPANESE PRODUCT WORLDWIDE

A tea manufacturer in this central Japan city famous for green tea production has become the first Japanese company to invest in the North African country of Morocco to make tea products with a local enterprise in a bid to promote green tea in European and American markets. [Read more...](#)

## POWER GENERATION

### SEVERSTAL SELECT DANIELI CENTRO FOR SUPPLY OF NEW COAL TEST OVEN

Pao Severstal has selected Danieli Centro Combustion for the supply of a new coal test oven to be installed in the coke sinter BF shop. [Read more...](#)

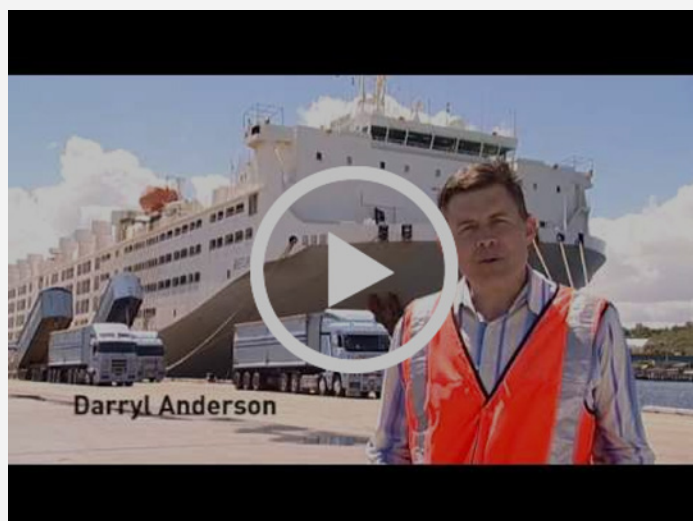
## FEATURED VIDEO



Editors note:

Anyone can get tired of business and on Cook Islands they have the remedy for that. Watch this video and book your ticket - I certainly am close to doing it after watching.. but then it will likely result in another ex-wife... 😊

## FEATURED VIDEO



Editors note:

Project cargo can be rolling stock but it can also be...livestock! See this unique footage from a livestock carrier loading for the Middle East in Australia.

## PHOTO OF THE WEEK



Hong Kong Skyline

Project Cargo Weekly editor with ART Logistics and CLC Projects Network in Hong Kong - what a skyline!





Cartagena, Colombia

Evening at the Port of Cartagena, Atlantic Coast of Colombia

## QUOTE OF THE WEEK

**"IF MY CRITICS SAW ME WALKING OVER THE THAMES THEY WOULD SAY IT WAS BECAUSE I COULDN'T SWIM"**

- Margaret Thatcher -

## PROVERB OF THE WEEK

**"YOU DO NOT STUMBLE OVER A MOUNTAIN, BUT YOU DO OVER A STONE"**

- Ancient Indian Proverb -



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Joachim Jarck - Alliance Maritime

## AD PRICING

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870 USD / 800 EUR per week

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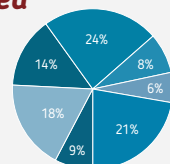


**Video**  
440 USD / 400 EUR per week

## READERSHIP

### • Industries Covered

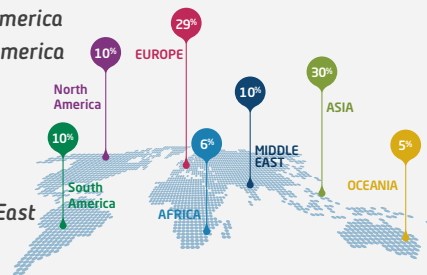
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