

EDITORIAL

It is Thursday the 4th of October and Project Cargo Weekly is here. This week is what the Chinese call the Golden Week holidays. The central government certainly plans the week to ensure a lot of domestic consumption will take place so that the traditional Chinese savers will be enticed to spend a bit more to keep the wheels turning.



Its getting cooler here in Stockholm where I am and darkness is setting-in earlier. I hope that I will be able to finally start reading more books, something that I almost never have time to do unless I'm on a container ship sailing the seas in peace and quiet.

The cold here seems warm now in particular because I am currently reading a book by Varlam Sjalamov where he describes the horrific prison time he was sentenced to in the Siberian Kolyma region of Russia during the Stalin times. I also researched a bit about Kolyma region and found this video clip on youtube from Australia's 60 Minutes: <https://www.youtube.com/watch?v=l1noUh2NrLI>

The road of bones there was literally built on the dead bodies from the Gulag, Stalin's infamous prison camp system. Another book I can recommend to you which I read years ago is called "I chose Freedom" by Victor A. Kravchenko. He describes the time from being born in 1905 working his way up through to Sovnarkom, part of the government surviving the "cleansing" of the party by Stalin, to finally taking his own life in the early 60's in America while working for the Soviet Union Trade Mission.

Reading these books is mind-opening and puts our "hardships" into perspective.

I won't miss the chance to remind you that traveling by a freighter is ideal for reading books as you won't be bothered by "room service" or dressing up like a penguin for dinner! You will find routes and prices available worldwide by visiting www.cross-ocean.com/ocean-voyages.

Interviews this week contain a mixed geographical bag for you. We start off in the US and in the beautiful western state of **Idaho** where we are connected to an international trucking company able to handle all kinds of oversized loads throughout the US and North America. As many of us know you really need solid contacts in the US for inland transport or you can be "taken for a ride" so to speak.

We then stay in the Americas and travel by plane to **Haiti**, a country that it turns out is an interesting shipping hub with modern facilities and capable companies to deal with, we speak to one of them.

Haiti is worth a visit, it is certainly better than most people imagine.

Finally we return to the land of curry with a very young and huge population and the home of the Ambassador car, India. We speak to a versatile project freight forwarder in **Delhi**.

We also provide you with sector news (get your sales department to work at both origin and destination) as well as some very interesting featured videos, photo and wise words. Do enjoy, relax and bear in mind that tomorrow it is weekend again!

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

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SHARE WITH A COLLEAGUE



R&R EXPRESS – BOISE, IDAHO – USA

MR. DUSTIN DANCE LOGISTICS MANAGER – PROJECTS & HEAVY HAUL

First of all Dustin, tell us about R&R Express. Where is the company headquarters, when was it established and who owns it?

R&R Express Inc. is a privately owned corporation located in Pittsburgh, PA and was established in 1983.



Inland transport in the US can be a costly affair and there have been some examples we heard from overseas forwarders where they were "taken for a ride" on inland freight in

the US by other forwarders. Can you give us a bit of input on how inland freight generally works in the western US and can you possibly provide our readers with a few rules of thumb?

When transporting cargo inland from the ports, we deal with a variety of different factors. Here in the US, each state has different regulations regarding oversized freight and what is required to move that freight. Some states allow certain trailers to enter while other states will not let that same trailer setup enter their state. It becomes a puzzle sometimes. We look at each state individually and then determine what we need, including pilot cars, routes, pole cars, police escorts etc. as well as considering the safest and quickest way to the destination.



65 meter wind turbine blades

These are just a handful of the obstacles that we address in every state into which we go. A lot of times, the state permitting office will give us our route and determine if we need police escorts or not. Sometimes we don't know until we get the permits. Generally on the west coast, we have less restrictions than the east coast and the restrictions that are in place there.



Over 200,000 lbs (90+mt) loaded on an R&R Express multi-axle trailer

Can you provide us with some examples of some of the inland or transnational oversized projects that you have transported recently?

My team and I routinely move large transformers and accessories from many of the ports on the west coast to final destinations spread throughout the US and Canada. These transformers range from 80,000lbs up to 600,000lbs. We also handle the offloading of these units once they reach the destination by utilizing cranes or jack and slides.

We currently run cargo on a weekly basis for manufacturers in the Midwest that come from the ports in CA. They consist of oversized crates twice a week.



175,000 lbs (80mt)



155,000 lbs (70mt) transformer from Taiwan - direct discharge.

Do you own the trucks yourself? Do you sometimes use rail or river as well?

R&R Express is asset based and has trucks I regularly utilize. My plans in the near future include using my connections to secure drivers for the heavy haul trucks I plan to purchase. I will then lease these trucks on to R&R and expand my operations.

We have used rail and have worked with river tugs and barges before, basically when that becomes our best and, usually only, option. One of our highest valued loads was in 2016 and was moved mostly by rail. The product value was in excess of \$25million.



155,000 lbs (70mt) transformer from Taiwan - direct discharge.

What, in your opinion, makes R&R Express stand out, concerning inland transport in the US?

R&R Express is a company that truly works together to transport projects. We value our relationships with our customers as a top priority. Our extensive network of agents work together to complete projects in a timely fashion that is cost effective. The variety of expertise among our agents gives my customers and myself confidence that we can complete any project.



Can you handle projects destined for Canada and Mexico too?

Yes, we handle projects in and out of Canada and Mexico.



Tell us about your own background in freight forwarding & trucking? What made you choose this kind of career?

I grew up in a family where trucking was a way of life. My dad had his own trucks, as did his dad and brothers. I started driving for my dad right out of high school. A few years later I started moving heavy equipment and it has just grown from there. I usually pulled a thirteen axle set up, but would also pull the dual lane trailers and other specialized trailers when needed. I still go out and drive with the big loads if we are a driver short and routinely go onsite for projects.



180,000 lbs (82mt) compressor

What do you like about the job? Are there any downsides to it?

I love the new challenges that come with each new project. Even as an expert in my field, I know there is always something new to learn and to expand my knowledge on opportunities that relate to previous work.

The only downside comes from equipment breakdowns and things you cannot predict. We do our best to have back up plans for these types of problems.



Who is best to speak to at R&R Express in order to get a quote? Could you provide us with contact details, say, if the cargo is arriving on the east, west or Gulf coast of America?

I have a hands-on approach and handle all quotes and execution plans personally. Once the plan is in place, my team and I see it through to completion. We can handle cargo coming into all the ports in the US and Canada.

For contact, e-mail is generally the best, but I can be reached by phone as well.

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CARIBBEAN PORT SERVICES – PORT AU PRINCE, HAITI

**MR. PHILIPPE COLES
CEO**

Haiti, in the Caribbean, is not a place not frequently mentioned among shipping people so, first and foremost, can you tell our readers a bit about Haiti? About the ports available for trade and, in particular, a bit about Port Au Prince as a shipping hub? What kind of regular liner calls do you have in Port Au Prince? How about break bulk ships? What can you tell our readers about Caribbean Port Services?

Haiti is one of the three largest countries in the Caribbean, with over ten million inhabitants. It's bordered by the Dominican Republic with as many inhabitants and both countries form the

island of Hispaniola. Haiti's known for its rich culture (music, art, handicrafts, food, etc.) and its very mountainous terrain and beautiful wild beaches.

Trade is, of course, very important to Haiti as imports represent about eighty percent of all goods sold in the country. There are two main ports in Haiti, the biggest one is the Port International de Port-au-Prince, which is composed of several terminals (two container terminals, two bulk terminals, two cement terminals and two liquid terminals for oil storage).



The main container terminal is Caribbean Port Services (CPS) and is privately owned and operated. CPS is a merger of three container terminals that was finalized in 2016. CPS is located in the public port of the Port-au-Prince complex and handles about eighty percent of all container cargo coming into Port-au-Prince. CPS handled about 180,000 TEUs last year and has a capacity of over 300,000 TEUs.

CPS is in phase one of its long term plan, which is the implementation of a state of the art container terminal. This phase will be finished by 2019. The pier is a state-owned and 410m pier with 11.5m draft. CPS operates on 50ha of container storage area. 2019 will mark the completion of phase one with the paving of 12ha. CPS operates four KoneCranes mobile harbor cranes and a fleet of twenty stackers/top ladders and thirty mules. CPS wants to put Haiti on the map when it comes to port infrastructure, efficiency and competitiveness.



Can you handle heavy-lifts and project cargoes in Port Au Prince? Do you have floating or shore crane capabilities?

CPS can handle heavy-lifts and project cargoes. We have shore cranes and crawler cranes on barges for special cargoes.

Can cargo destined for the Dominican Republic be transited in Port Au Prince?

Yes.

Who are Haiti's major trading partners? Is China active in

your country?

Haiti's main trading parties are the USA and East Asia. China is not active on a political level but Haiti imports a lot from China.



Tell our readers about some of the major challenges you face logistics-wise in Haiti and can you possibly provide us with a few examples of projects you have handled or ships of which you have taken care?

We have handled turbines for the Peligre power station, tanks for a large beverage company, OOGs of all types, very large equipment, etc. Unloading is often the easy part, but taking the cargoes to their final destination is sometimes a challenge due to the mountainous terrain. Still, nothing that can't be handled. With the proper equipment, hydraulic lowboys and an experienced driver, we can make sure all cargoes are delivered anywhere in the country.



What is your nationality Philippe? how many years have you worked in Haiti and what made you choose a career in shipping and logistics?

I am Haitian, but I am mixed because my mother is french. I was born and raised in Haiti and have worked in shipping since 1999 because my family businesses needed more integration with and control over the shipping logistics for imported goods to our garment factories. One thing led to another and soon I owned and operated a container yard which handled cargoes for Mediterranean Shipping Co. (MSC) and Seaboard Marine.



Would Haiti be a good place to visit as a tourist? Can you nominate a few spots that are worth visiting? What languages are spoken there?

Haiti has had bad press for a long time and this has scared tourists away, but it is a beautiful place with a unique culture. Haiti should be visited but such visits require good planning. As for where, Cap Haitien in the north of the country, Jacmel in the south east, Ile à Vache a jewel in the south west etc. I could go on and on. French and Creole are widely spoken. English is the third most spoken language in hotels and tourist sites, but not really among the population.



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

The finance department handles all quotes. Carline Altiné, the CFO, can be contacted directly at caltine@cps.ht.



KODAN SOLUTIONS PVT., LTD. – DELHI, INDIA

MRS. ITTU SHARMA
COO

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

Kodan Solutions was established in India in September 2014. My journey in freight forwarding began with an opportunity to work in an Indian MNC named All Cargo Global Logistics. Each project presented to me its own unique challenges, since no two deliveries were similar.

There is no nine to five job when it comes to project freight forwarding – each day has its own hardships and rewards. Every passing day in this field has cemented my belief that my future lies in this dynamic and evolving sector.



Wind Mill Projects for US & UK



India is a big and developing country that has a lot of opportunities in logistics, but how do you stand out among all the competitors in India? What is the formula for success in India these days?

India is evolving rapidly in its business maturity, and is one of the fastest growing economies today. This has created opportunities for the development of a more professional and organized logistics sector. The key to success in project logistics anywhere in the world is to provide customized project logistics solutions, optimizing resource utilization (in time taken and cost incurred) suiting the specific requirements of a project/client.

At Kodan Solutions, we take pride in providing exceptional services to a wide range of industries, and we continue to further develop and benefit from our four pillars of strength, namely 'customer-centricity', 'partner relationships', 'global coverage' and 'rich industry experience'.



Marine Engine movement from Mumbai to Singapore.

I have spoken to many readers and often they say that it's difficult to find reliable freight forwarders to work with generally in India because no one ever says 'no', even when they cannot meet the task. What is your opinion on this?

The diversity in India is also reflected in its logistics sector. There is a diverse set of considerations that may influence a shipment's

route, delivery time, documentation, etc. Owing to the fast evolving and complex nature of the business environment and logistics infrastructure in India, it is essential to be constantly updated with the current business scenario, be it Exim rules, GST, road transportation etc.

Sometimes, things simple in essence can be an absolute pain in execution. The key in this case is to be thorough with your background research at the time of proposing a solution, remain abreast with current developments, monitor project progress closely, and communicate effectively and transparently with clients, especially in cases of deviations. This has enabled us to create long-term value for our clients.



Movement of Machinery from Mumbai to Hamburg via Barge from Mumbai Port to JNPT. As due to rains direct vessels were not available hence we applied various options for the safe delivery.

Do you need a license to operate a freight forwarding company in India or can anyone open up shop?

A license is most definitely required. All the compliance related documents and other details are clearly defined as per the law under the Directorate General of Shipping (Ministry of Commerce). It is not that anyone can become a freight forwarder. The government has recently launched many well regulated initiatives to increase the ease of doing business in India.

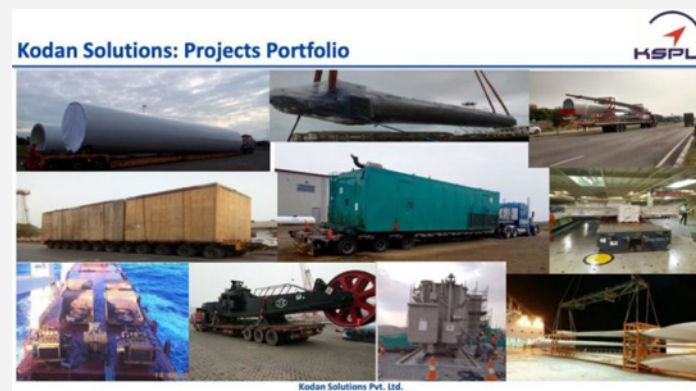


Wind Mill Projects for US & UK

In particular what kind of project cargo shipments are you good at handling? Can you provide us with some examples of projects that you are proud of having handled?

We are handling a diversified portfolio with projects for some of

the most capital intensive sectors, like power, mining, railways, infrastructure etc. In the recent past, we have been fortunate enough to be a part of many wonderful projects like moving the robotic factory for Indian Railways, a forged wheel plant for Ministry of Steel, a Chinese mobile phone manufacturing factory, windmills from India to the USA and UK, transformers weighing approximately 140 tons, dump trucks and shovels out of India, large lathe machines, some cement plant equipment and a crushing plant etc.



Kodan Solutions collage of recent projects handled.

How about customs in India? Is it difficult? Do you have a rule of thumb to follow for overseas customers?

Customs in India is not that difficult. However, one has to have thorough knowledge of the Customs Act, customs rules and regulations, tariff classification, notifications, duty concessions, various duty exemption schemes, duty drawback claims, customs duty refunds, license verification, clearance of capital goods and second hand machines.

We at Kodan Solutions expertise in handling custom clearances of both export and import shipments under various customs schemes.

When dealing with overseas customers, two pointers should be specifically kept in mind. Firstly, the pre-shipping document must always be received prior to the shipment. Secondly, for every ODC package, a detailed route survey must be taken. These two seemingly small rules will go a long way to ensure no hiccups in your project.



Wind Mill Projects for US & UK

What's the best way to contact you?

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Kodan Solutions Pvt Ltd

Connecting Geographies

FEATURED VIDEO



43.5m long trams discharged in Brisbane with Extended rolltrailer concept

The railcars were loaded on a special truck trailer at the factory in Austria and driven directly on board Höegh Traveller in Bremerhaven. On board the vessel, the trams were pulled from the 50 metre long truck trailer to the extended rolltrailer concept. Breaking a record, this was the first time a tram of this size has been loaded in one piece on a RoRo vessel. The railcars were successfully discharged in Brisbane following their six-week, 14 000 nautical mile sea journey.

<https://www.hoeghautoliner.com/>

SHIPPING NEWS

Editors note: A Swedish freight forwarder Almroths, Norrköping, Sweden signed a deal with a major Swedish company called SSAB concerning 3PL logistics. They will store steel products in a facility that is 35 meters wide, 230 meters long and with an area of 8,000 m². The facility is being erected on a former landing strip called F13 of the Swedish Airforce in Norrköping (about 200 km south of Stockholm). It is impressive, but you can only appreciate the scale by watching this video.



<http://www.almroths.se/>

SHIPPING NEWS

Wallem's Taiwan agency team recently handled the call and operations for OHT.



<https://www.wallem.com/>

FEATURED VIDEO

Editors note: An interesting video from SCMP evidencing which is the faster way from Hong Kong to Guangzhou in light of the new railway that was completed linking the 2 world cities;



SHIPPING NEWS

Editors note: South Korean "state" shipping line Hyundai Merchant Marine inks a major new-building deal. Let us hope that again all of these ships will be filled with world trade and that the trade war doesn't expand unexpectedly.

HYUNDAI MERCHANT MARINE PULLS TRIGGER ON 20 LARGE CONTAINER SHIPS FOR \$2.8 BILLION

The orders are spread out among South Korea's 'Big Three' shipbuilders: Hyundai Heavy Industries, Samsung Heavy Industries and Daewoo Shipbuilding & Marine Engineering (DSME). The contracts follow Letter of Intent signed between HMM and the shipbuilders back in June, just a few months after the company first confirmed its intention to place orders for the 20 eco-friendly newbuilds. [Read more...](#)

PLANTS & PROCESSING

LORCH SCHWEIßTECHNIK ANNOUNCES SOUTH PACIFIC SUBSIDIARY

Lorch Schweißtechnik, a leading German manufacturer of electric arc welding systems for industrial applications, metalworking, partially automated solutions and robot automation systems, has announced their new subsidiary Lorch South Pacific. [Read more...](#)

KUMHO TIRE SIGNS 10-YEAR TECHNOLOGY DEAL WITH PAKISTAN'S CENTURY ENGINEERING

Kumho Tire Co., South Korea's second-largest tiremaker by sales, said Thursday it has signed a 10-year technology transfer agreement with a Pakistani company. [Read more...](#)

METSÄ GROUP AND ITOCHU JOIN TO PRODUCE TEXTILE FIBERS

Metsä Spring and Japanese Itochu are to establish a joint venture, which invests approximately EUR 40 million in building and operating a test plant, with the aim to demonstrate a new technology for converting paper-grade pulp into textile fibers, reports Metsä Group. Business Finland, a Finnish governmental funding agency, participates in the financing of the demo project with an R&D loan. [Read more...](#)

FEATURED VIDEO



Editors note:

An impressive work done in Spain for the renewable wind industry. Spain is not only sleepy afternoons, good food and wine. They are also active in the renewable energy sector with the World's tallest wind turbine tower now being erected.



Editors note:

Bahri, the national shippingline of the Kingdom of Saudi Arabia maintains several roro liner services, mainly between the Middle East and Europe, the Americas and India. A nice video here of some very special rail-wagons loaded for Saudi Arabia.

PHOTO OF THE WEEK



Editors note:

Another impressive project carried by BBC Chartering headquartered in the city of Leer, Germany. Leer means empty in German but this vessel was by no means empty!

<https://www.bbc-chartering.com/>

QUOTE OF THE WEEK

"GLORY LIES IN THE ATTEMPT TO REACH ONE'S GOAL AND NOT IN REACHING IT"

- Mahatma Gandhi -

PROVERB OF THE WEEK

"AVOID STANDING IN FRONT OF A JUDGE OR BEHIND A DONKEY"

- Ancient Indian Proverb -

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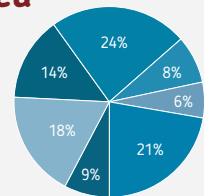
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