

# PROJECT CARGO Weekly

Week 43, 2018

## EDITORIAL

It's Thursday, October 25th and PCW is here again. Although I just got back from Denmark and was wanting to take a short break, I was informed by my real estate broker in Malta that a Russian couple were interested in firming up a commitment to rent the condo down there. So, I am off again on another flight tomorrow morning to Frankfurt, where I will have a few hours stopover to speak to a Russian company involved in transports by rail to/from Asia and then in the evening another flight down to Malta.



Although I've been flying like crazy for many years, I do feel sympathy for many of the businessmen and women who, as sales people, travel the world to promote the companies for whom they work. Sales is generally hard work and it does, more often than not, mean regularly occupying a spot in the back of the plane, or perhaps economy plus, but it is certainly by no means without stress. In our striving to become efficient, schedules are tight and you are expected to waltz fresh into a meeting, even after a ten hour long haul flight, whilst also remembering the change of time zone.

Still, nothing can make up for meeting people face to face. You can hide behind the computer but getting out there to meet your customer, vendor, supplier etc., you certainly find that it is always an investment worth making. Even the family at home can be neglected at times whilst you are jetting the world and maybe you'll be told in no uncertain terms to start changing the way you plan your flights. But, as some of us know, we will go to any length to keep that gold or platinum frequent flyer card, right? I dare say that there are also many pleasant moments to be experienced aboard while flying, like having a unique opportunity to meet interesting people. I suggest you have a gin and tonic or a glass of cold New Zealand Sauvignon Blanc whilst listening to some of the great in-flight music that airlines provide.

For example, this track from Qatar Airways.

[https://youtu.be/KcdWm-M\\_PWc](https://youtu.be/KcdWm-M_PWc)

and if you wish to know more about how the cabin crew may look at you as a passenger, have a look at this website:

[Cabin Crew Lifestyle - Adventures](#)

We have two interviews for you today, starting off in Bangkok, Thailand where we speak to a family-owned project freight forwarding company who've been active for years in moving cargoes to/from Thailand and Laos. After that, we stay in the region to visit another country of resilient people - this time Vietnam - where, in light of the recent visit to Europe by a huge

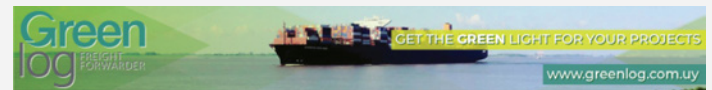
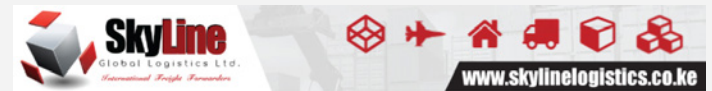
government delegation, we re-publish an interview with a project forwarder also active in the renewables field. Pay special attention to our shipping news this week and our usual videos, pictures and wise words as usual.

Until next week, I remain,

Yours sincerely, Bo H. Drewsen

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## CU LOGISTICS – BANGKOK, THAILAND

### INTERVIEW WITH MRS. NOI & MR. CHAIRAT OWNERS

**Can you tell us about the name CU Logistics how did you decide to use this name? What year did you start your company?**

Well, can you guess? It's me. Our company name is derived from the first letters of my first and last names. We started our company in 2002, but CU Logistics has evolved from a freight forwarding company with a twenty year track record into a fully integrated logistics service provider offering a comprehensive range of customizable logistics services. We have provided one-stop services, ranging from customs brokerage to transportation, packing, storage and transportation of bulks goods.



### ***Do you belong to any overseas networks currently?***

We are a Thai-based company and of course we are one of the CLC Projects members in Bangkok, Thailand.



Packing/lashing 3 units Agitators from Banbung to Laem Chabang port

***In Thailand, there used to be a state owned shipping line called Unithai and even a state-owned freight forwarder called E.T.O, I believe. Could you tell our readers about the status and history of these two organisations and also whether they are still playing a role in today's Thailand?***

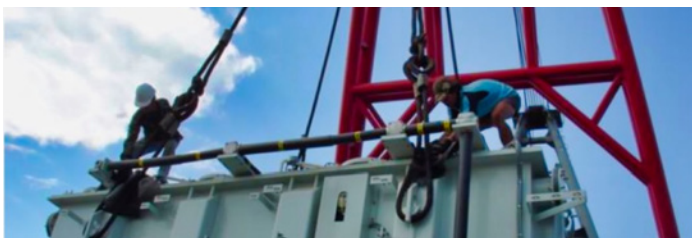
Unithai is a private company who own vessels and is registered under Thai Flag with Thai nationality.

E.T.O. was an enterprise organization in the past that dealt directly with the Port Authority of Thailand, but is no longer in service.

CU can operate any import business to government, state organizations and those in the government sector, under the requirements of the Thai Flag Vessels act.



CU recognises the policy and acts professionally (according to the rules and regulations of the Thai Flag Vessels act) throughout the transportation process, from before the cargo is even on the vessel at the port of origin, through transshipment and until berthing at the port of destination in Thailand. This is in order to gain all the permits and related documents and be ready to hand them over to the government .



***With the fantastic geographical location of Thailand, bordering several countries such as Laos, Myanmar, China etc., can you organise transshipment via Thai ports into these neighbouring countries? In the case of cargo being transported to Laos, for example, what would you say is the best route? What about customs clearance for transshipment cargoes? Is that done in Thailand or at final destination?***

We agree and want to emphasize the fantastic geographical location of Thailand, as if you look at the south east Asian map, we are in the center of commercial and transportation activity, with more facilities for logistics management to be made easier and faster through connections with the several bordering countries.



We have experience in transshipment via Thailand to neighbouring countries by inland truck and with customs clearance as a one-stop service via multi-modal transport from any countries via Thailand. A good example of the most convenient route from Thailand to Laos is by operating through Nongkhai, Mukdaharn and Nakornphanom province borders with CU, with full services done via inland truck until the process is completed at the destination.



***There are hundreds of freight forwarders located in Bangkok. Why do you believe that CU Logistics is the right one to contact?***

Our competitive edge lies in the staff's solid experience in the freight forwarding business, which has been built up at local companies as well as multinational organizations. Because we are a medium-sized company, we are more flexible and can adjust procedures/work methods very quickly to suit customers' needs.





By identifying the specific needs of each customer and offering services that meet their special requirements, we can work quickly to provide services that customers really benefit from. The company can already clear export customs within one to two working days and air cargo within five hours from landing. Since procedures are planned carefully and precisely to suit customers' needs, the company has been able to downsize its personnel.



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

To know more about us, please kindly visit our website at:  
 Fan page: [www.facebook.com/culogistics/](https://www.facebook.com/culogistics/)  
 Thank you.



**VN PROJECTS LTD – HO CHI MINH CITY VIETNAM**

**INTERVIEW WITH MR. JOHN TRUONG  
 OWNER & CEO**

**Where are you from in Vietnam and what made you choose a career in freight forwarding and shipping?**

I was born in Da Nang City in the middle of Vietnam, but I grew up in Ho Chi Minh City. My background is in foreign trade and logistics. I graduated with a BA from the Foreign Trade University in Ho Chi Minh in 2005. I worked two years for a local forwarding company called AA Logistics in the junior positions of import trainee, import executive, export executive and then customs

broker. From early 2007, I worked as a sales executive and then sales manager at DSV Vietnam. At the same time (from 2006-2008) I got the Master of International Business at the Foreign Trade University. I chose a career in freight forwarding and shipping because I studied and was trained in this industry.



**Tell us about VN Projects – who owns the company and what is your main line of business? There are many forwarders in Vietnam and not everyone is reliable, so please tell us what makes VN Projects special?**

VN Projects is a project freight forwarding company which specializes in handling breakbulk, heavy-lift, oversized cargoes and all types of containers. I own the company 100%.

VN Projects main line of business is:

- Chartering
- Pricing for all local transportation of oversized and heavy cargoes
- Pricing for international transportation of oversized and heavy cargoes
- Shipping all types of containers (FCL, FR, OT...)
- Feasibility studies for projects/Pre-transportation surveys
- Documentation/Tax and duty exemptions
- Customs clearance and land transportation

Even though the company is only one year old, VN Projects has been approved as logistics vendor for large groups and global companies such as Posco, Lilama, Doosan, Petrovietnam, EVN, Bauer, etc.



**Elaborate a bit on the ports of Vietnam – what ports are the main ones for breakbulk cargo and for containerized cargo?**

The main breakbulk ports are:

- Lotus; Tan Thuan; Ben Nghe (Ho Chi Minh area)
- PTSC Phu My; SITV Phu My; ODA Thi Vai (Vung Tau)
- Hoang Dieu (Hai Phong)

The main container ports are:

- Cat Lai; VICT; SP ITC (Hochiminh)
- Cai Mep (Vung Tau)
- Dinh Vu; Nam Hai Dinh Vu (Hai Phong)
- Da Nang (Da Nang City)
- Quy Nhon (Quy Nhon City)



**Can you organize inland transport in Vietnam? Where does customs clearance take place, in the port or at the final destination?**

Yes. VN Projects can organize and professionally manage inland transportation in Vietnam. Customs clearance can take place at the port or at the final destination.



**Can you also arrange cross-border transport via Vietnam to Laos and Cambodia if needed?**

Yes. VN Projects can offer and arrange inland transport (cross-border) via Vietnam to Laos and Cambodia.



**Can you tell us a bit about some of the project cargoes that you have handled at VN Projects?**

- We chartered 2000 CBM of breakbulk cargo (biggest item: 70 metric tons) from Busan to Ho Chi Minh City in July 2017.
- We shipped a used crane (Capacity: 600 metric tons) from Batam to Ho Chi Minh City in April 2017.
- We handled two used cranes from Phu My to Chittagong in May 2017.
- We have transported many oversized shipments by SPMT from the port to the customer's factory and from customer's factory to the POL.



**How is best to contact you in case some of our readers would like to know more about you and get a quote?**

Readers are welcome to contact me at the following:

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Skype/ Gmail/ Facebook: johntruongvn

Viet Nam Projects Transport Co., Ltd (VN Projects)

[www.vnprojects.vn](http://www.vnprojects.vn)



## SHIPPING NEWS

**LIBURNIA MARITIME AGENCY AND KARIM THYS ARE JOINING FORCES TO START-UP AN INDEPENDENT BROKERAGE COMPANY BASED IN BREDA, THE NETHERLANDS**



**LIBURNIA PROJECTS & CHARTERING B.V.**

With well over 15 years of close cooperation and an equal number of years experience in the field of Projects & Chartering, Liburnia Maritime Agency and Karim Thys have decided now is the time to join forces and start-up an independent Brokerage company to serve the Maritime industry.

The new company, Liburnia Projects & Chartering will be located in Breda, only half an hour away from Antwerp and Rotterdam – two of Europe's main ports and well connected with the rest of Europe and the World.



**READ MORE...**

### **TRIPARTITE FORUM: SHIPPING INDUSTRY PREPARES FOR MAJOR CHANGES**

The shipping industry is on the verge of major changes requiring strong collaboration between ship builders, ship owners and classification societies, agreed the 70 plus participants of the 2018 Tripartite Forum held in Seoul, South Korea on 11 and 12 October.

**READ MORE...**

### **THE FRENCH CARIBBEAN JOINS THE BOARD OF DIRECTORS OF THE CARIBBEAN SHIPPING ASSOCIATION AFTER 36 YEARS OF ABSENCE**

**Editors note:**

The Caribbean is famous for islands and beaches and possibly Jamaican Rum but it also has a size-able shipping industry. Here a press release from an organisation on Martinique which you may find interesting and informative.

Sandra Casanova, President of the Cluster Gat Caraïbes was elected at the Board of Directors of the Caribbean Shipping Association (CSA) on October 8, 2018 during the 48th General Assembly in Panama City. Her mandate designates her as a Representative within the group A « Ships, Agents and Private Stevedore Contractors » which gathers private entrepreneurs, national associations and individual agents working as Agents for all types of vessels.

**READ MORE...**

### **E2OPEN ACQUIRING CONTAINER SHIPPING PLATFORM INTTRA**

**Editors note:**

Not a week goes by nowadays without development in the shipping field concerning online booking platforms evolving. Here the latest.

Cloud-based provider of networked supply chain solutions E2open is acquiring container shipping back end fulfilment company INTTRA.

The acquisition will combine E2open's base of 70,000 partner companies and 200,000 users, many of the biggest brands and manufacturers across a range of industries with INTTRA's multi-carrier network across 177 countries with more than 35,000 active shippers and 60 carriers. One in four containers booked globally goes through INTTRA's systems.

**READ MORE...**

### **CMA CGM STAKE IN CEVA 'IS NO THREAT TO THE FORWARDERS'**

**Editors note:**

Shipowners have vowed that they are not a threat to the freight forwarding industry overall. Here is an interview with one of the leading players

Speaking prior to yesterday's announcement that CMA had upped its stake in Ceva to 33%, Mr Sartini said the rationale of the investment was to provide integrated services to large shippers that want to do direct business with carriers.

"Some customers want to deal only with forwarders, some only carriers and some both," he said at the TPM Asia conference in Shenzhen last week.

**READ MORE...**

## **SECTOR NEWS**

### **RISEN ENERGY SECURES CONTRACT FOR 50MW PV PROJECT IN VIETNAM**

Risen Energy has won the bid for the NHI HA 50MW solar power station project owned by Vietnam-based Bitexco Group's subsidiary Thap Cham Solar.

**READ MORE...**

### **CONGO SETS DEADLINE FOR JOINT BID ON 11,000-MEGAWATT HYDRO PLANT**

The Democratic Republic of Congo gave two groups of investors a four-week deadline to submit a joint proposal on the development of the multi-billion dollar Inga 3 hydropower plant.

**READ MORE...**

### **LEMINAR, TECNAIR SIGN DISTRIBUTION AGREEMENT FOR CLOSED CONTROL UNITS**

UAE-based Leminar Global announced that it has entered into an agreement with Italian manufacturer Tecnaire to distribute closed control units (CCU) in different parts of the GCC.

**READ MORE...**

### **MAN ENERGY DELIVERS GENERATION BOOST IN BANGLADESH**

Germany's MAN Energy Solutions has won a contract to boost the electricity generation in and around Dhaka in Bangladesh – a deal

which will result in the company's technology providing 10 percent of the country's installed capacity.

**READ MORE...**

## FEATURED VIDEO



### Editors note:

The new Hong Kong to Zhuhai and Macau bridge opens this week; an impressive project indeed! It will save a lot of commuting time and further integrate the South China Region with Hong Kong

<https://youtu.be/3gZzWXxQkKs>

## FEATURED PHOTO



### Editors note:

A regular RoRo liner vessel in port Kota Kinabalu every 14 days.

## QUOTE AND PROVERB OF THE WEEK

**"It's what you learn after you know it all that counts"**

- John Wooden

**"The smallest good deed is better than the grandest good intention"**

- Ancient Japanese Proverb

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Joachim Jorck - Alliance Maritime

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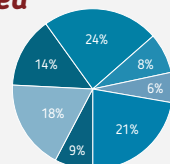
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### • Industries Covered

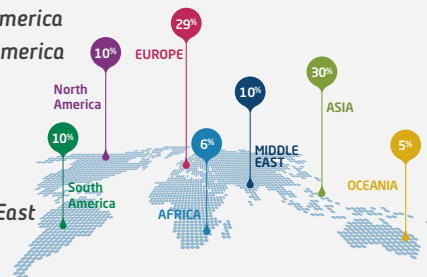
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