

## EDITORIAL

Welcome to our second issue of Project Cargo Weekly (PCW) newsletter. We are certain that you will find this information of value and interesting.

After we sent out our first ever issue on 6/10, we were eager to hear back from our readers and what their views were. We are pleased to report that we have generally received positive feedback and we will continue to strive to fulfill our readers' needs. The main concern we heard about from a few of our readers was whether we actually had enough solid content to fill our weekly newsletter.

It might seem like we have our work cut out for us, but we do believe that we have the tools, the contacts and the knowledge to ensure these weekly letters are a success and worth reading.

In this issue of PCW we focus on more Q&A with a reputable break-bulk shipowner, this time Rickmers-Linie. We will also continue with our Beyond Ports and Railways sections, this time about Central Europe to Russia trade.

If you read our content carefully you will find a lot of useful information we also include contact details in most cases so if you are a forwarder or a shipowner perhaps you should get in touch. That is what this newsletter also is for. Occasionally, you will notice that we add different sections to our newsletter. In this issue we have also a new feature called video of the week and in future we will always have picture(s) of the week and video(s) of the week and they will be related to shipping one way or the other.

We aim to make this newsletter one of the most useful ones in the industry and we welcome your comment, suggestions and contact at anytime.

Until next time,

Bo H. Drewsen

Editor

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## BREAK BULK SHIPPING – EUROPE/ASIA TRADE

### RICKMERS LINIE Q&A

- **The Beginnings of Rickmers-Linie – When did it all Begin?**

Rickmers-Linie has a long history. It dates back to around 1859, when the founder of the Rickmers Shipyard in Bremerhaven (est. 1834) continued building ships without orders and began operating them himself.

Since WWII, Rickmers-Linie has continued to develop from a general cargo carrier to a specialised liner operator for the carriage of break bulk, heavy lifts and project cargo. Again, the beginning of trade operations with Asia has an impressive history, dating back to the dawn of Rickmers as a shipping company. Quite understandably, there are few documents remaining from that time, but from what is left, it is clear that Rickmers' vessels have traded with Asia from the 1860's.

Today, Rickmers-Linie's routes are far greater.

Three legs – Europe-Asia, Asia-America and America-Europe form the backbone of Rickmers-Linie's liner services. The "Round-The-World Pearl String Service", which is operated by nine identical sister vessels, has a fortnightly frequency. This service is complemented by a monthly service from Europe to the Middle East and India as well as the Westbound Round-The-World Service, connecting Asia with South America, North America and again Asia.

- **Rickmers-Linie Break Bulk Cargo Vessels – When were they Built and what is their Lifting Capacity?**

The current fleet of nine Superflex Heavy MPC (Multi purpose carrier) class was delivered between 2002 and 2004 and boasts a maximum lifting capacity of 640 tonnes per vessel (two cranes at 320 tons each combined). The vessels are also further equipped with adjustable tween decks and dehumidifying devices in all holds.

- **How often do you sail from North Europe to Asian ports and from the Mediterranean to Asia?**

The Round-The-World Pearl String Service has sailings twice a month, with regular departures from Hamburg, Antwerp and Genoa to a number of Asian destinations. In recent times we have increased our flexibility to also include other stops in our schedules, which includes Rijeka and Derince.

- **What about SOC Containers and do you provide carrier containers onboard?**

Yes, we accept shippers' own containers, but we have no carrier containers on offer. Our core business is break bulk, heavy lifts and project cargo, which do not fit into containers. There are certainly always a few SOC containers on board, which usually contain accessories that belong to project cargo. Occasionally, we might also carry newly built containers from manufacturers in China to the US.

- **Who should you approach if you have a project cargo inquiry for shipment from North Europe to China for example and do the rates differ from office to office?**

Your first port of call naturally would be to approach a person at Rickmers-Linie that you already have contact with irrespective of your location or the final destination of your cargo. However, in saying this, it would make sense for you to contact the nearest office where you are located, for example, if you are currently located in Sweden, this would be our Agency department in the Hamburg office, which is responsible for all sales in Germany, the Nordic countries and in the Baltic regions.

As all inquiries go into a central ERP system (LIMA from Softship), all offices quote the same rates (and conditions); in short, it does not matter where you send your inquiry, you will receive the same quoted prices.

- **To get a rate indication quickly, what details do you require?**

Aside from the usual details such as (metric) dimensions and the weight of each unit, packing information, center of gravity, stackability and overstowability, we certainly need information about when the cargo is about to move as well as the POL and POD. Drawings are useful and necessary when it comes to large, heavy and oversized items that come unpacked. Of course, it is also important to note whether the cargo has any arrival date commitments from shipper's side.

- **What are your usual credit terms? Is it payment against release of bills of lading?**

Our general payment condition is payment against release of (prepaid) Bs/L.

- **We understand that you have just taken over Nordana/NPC and that is now a part of Rickmers. Where can our readers learn more about this new takeover?**

Yes, as of July 1, 2016, we have taken over the business of Nordana Project and Chartering, which has become a part of Rickmers Group under the new name NPC Projects. This way Rickmers Group has now both the liner and the tramp side of the project and heavy lift business on offer. This news has been reported world wide, and a number of [press releases](#) have reported on this exciting news.

- **Are Rickmers-Linie and Rickmers Maritime in Singapore linked together or are they separate entities?**

Yes, Rickmers-Linie and Rickmers Maritime are indeed separate entities. Rickmers Maritime is a fully consolidated subsidiary in the Rickmers Group's consolidated financial statements, but financially it is a self-contained independent company due to its listing on the Singapore Stock Exchange. The Trust does not own or manage any of the Rickmers-Linie MPP/Heavy-lift vessels.

Rickmers Maritime Trust has an impressive portfolio of 16 containerships, ranging from 3450 - 5060 TEU and it plans a debt exchange specifically concerning the bond issued by Rickmers Maritime, which is listed in Singapore. This plan does not refer to the bond issued by Rickmers Holding AG (the holding company of Rickmers Group) and it is listed in Frankfurt.

For Rickmers-Linie, it is *business* as usual. We will continue to fulfill our obligations from bookings and contracts to safely transport and deliver cargo to their respective destinations with the quality and reliability we are known for, which certainly also applies for contracts with our vendors and suppliers.

- **The Competition – Who are they and how do you stand out from the rest?**

In general, all break bulk and heavy lift carriers are our competitors, from the North Continent to Asia in particular, but it also generally includes the box carriers.

What distinguishes us from the rest is our knowledge and expertise, especially when it comes to handling the most difficult, complex and valuable oversized and/or heavy cargo. In addition to this, within the MPP sector, it is our unique liner concept, paired with our quality and reliability.

- **Asian Freight Inquiries – Can anyone give the rates?**

When you need to deal with inquiries in China, there are representative offices there. Although we recommend contacting the regional reps for convenience sake, it does not really matter if you contact Europe or Asia first. If you need more information regarding our sales agencies and offices, our [website](#) has all the necessary information.

- **Connecting Carrier Agreements – Can a project cargo load, for example from Europe to Australia, be handled under one b/l with Rickmers-Linie, and if so, where would the trans-shipment take place?**

We have a connecting carrier agreement in place with Swire, which enables us to offer trans-shipment, (predominantly carried out in Shanghai) connecting our services from Europe and the Middle East/India to South East Asia and the Far East with destinations served by Swire in the Australasia regions, under Swire Bs/L. In addition to that we have a slot charter agreement in place with Bahri, which covers loading ports in the US and destinations in the Middle East regions, enabling the two parties to book cargo on the respective other party's vessels.

Apart from that, we can also sometimes offer trans-shipment solutions with local partners if necessary under Rickmers Bs/L in South East Asia or Europe.

- **How about South America is that a trade lane covered by Rickmers direct or indirect?**

We cover South America with our Westbound Round-The-World Service, more precisely with the leg of this service from Asia to South America. This service was introduced in March 2013 and offers monthly departures from ports in China, South East Asia with calls possible in South Africa en-route to ports in Argentina and/or Brazil.

- **With regards to market outlook, how do you see the potential for growth in the next 3-5 years?**

The present market situation is dominated by slow economic growth and overcapacities, and virtually nobody will give an outlook over such a long period of time. Current low oil prices contribute to the current market situation. Once the oil price picks up and once supply and demand will return to a more balanced situation, growth potentials will surely become visible again.

- **Finally about yourself, how many years have you worked in Rickmers Line, what positions have you held in the company, where did you work before if anywhere?**

I have been with Rickmers-Linie for more than 20 years now. After completing my apprenticeship with Hapag-Lloyd in Düsseldorf in January I joined the Düsseldorf team of Rickmers-Linie

and took care of inside sales and customer service. In April 2003 I moved to Hamburg to take over my current role in the Marketing and Sales Control Department, being responsible also for public and media relations of Rickmers-Linie, since 2013 as Team Leader Marketing and Sales Control.

Interviewee:

Marko Stampehl

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Team Leader

Marketing & Sales Control

Rickmers-Linie GmbH & Cie KG

Marko also shared the following project cargo photo, see caption for description:



A special loading operation has taken place in Bremerhaven, involving Rickmers-Linie's MV RICKMERS HAMBURG, a 485-tonne Siemens gas turbine, a 465-tonne Siemens generator and German project freight forwarder Bertling. Not only did the operation involve the transport of the largest gas turbine ever manufactured by Siemens, it also marked the first call of this class of Rickmers-Linie ship – a 30,000dwt multipurpose heavy lift vessel – in Bremerhaven, the place where the Rickmers Group was founded in 1834. The Siemens gas turbine, which can generate up to 600 MW and has a weight of 485 tonnes, was safely loaded from a barge onto RICKMERS HAMBURG and was followed by a 465-tonne generator and accessories. The parts belong to a gas power plant project, in Hamitabat close to Lüleburgaz in the northwest of Turkey, which is scheduled to be completed by summer 2017.

## BEYOND PORTS: RUSSIA

### AN INTERVIEW WITH VTG RAIL LOGISTICS

Railway transportation can never be overlooked, especially when dealing with Russia. There has been a lot of development, both positive and negative, with the movement of cargo via rail to and from Russia and CIS, which is why PCW has taken the time to get the latest updates from one of the transportation providers in this sector, VTG, which is currently headquartered in Berlin.

#### • VTG – What does it stand for and when was it established?

In its current form, VTG originated from Vereinigte Tanklager und Transportmittel GmbH, which was founded as a state-owned enterprise in 1951. It was later privatised in 1961 in the

framework of the sale to Preussag, which is now the TUI Group.

By means of various targeted acquisitions and disinvestments, the business operations were oriented towards the following three segments: Wagon Hire, Rail Logistics and Tank Container Logistics.

VTG is headquartered in Hamburg.

VTG Rail Logistics Deutschland GmbH, where we, the Project Solutions department, belong to, is a 100% subsidiary and was founded 1987. In 2014, it underwent major restructuring when the Rail Logistics Division of Kuehne + Nagel joined as J/V.

#### • When did you join the company and what is your background in shipping?

The whole Project Solutions team, myself included, joined in 2014, but most of the team members have been working together for more than 10 years, some of them since the early 90's.

Personally, I started in 2006 after graduating in Logistics. From the outset I was heavily involved with heavy lift transportation. I worked in a team of 15 people and we worked on a number of overland projects with a railway focus.

We have constantly performed the same services within VTG, and now I'm responsible for major industrial projects (KAM) as well as being a technical expert for Super OOG Transport.

#### • How would you describe the development of rail transportation from Central Europe to Russia over the last few years?

Due to sanctions, we have observed a significant drop of the export rates from Europe to Russia, which of course led to less traffic volumes. For example, the former well-known ferry route Mukran (Germany) to Klaipeda (Lithuania) as well as to Ust-Luuga (Russia) are either no longer in service or, if they are, they run infrequently. During the 'boom' era, we often experienced problems with the availability of wide-gauge railcars at most border stations, which is mostly not the case anymore.

So it's fair to say that the political problems connected with economic slump in Russia have impacted the transport volumes to Russia. Our clients are aware that it is more complicated at the moment to secure business in Russia because of project funding and the ongoing sanctions and restrictions, especially in the machinery/industrial equipment sector that we serve.

International forwarders do often recognise that the typical cargo routes change to Asia. Even if business is controlled by European companies, the cargo will go via new routes from Asia directly to Russia via the Far Eastern hubs or the Chinese borders.

Probably one of the questions that is asked the most is related to transit clearance. In more recent times, it has become easier to overcome the border checks. Often we can cross the border PL/BY within 12 hours or less. This is a huge feat compared to the former times when it was not uncommon to be kept waiting at the border until the cargo was able to enter CIS territory.

The constant change over the last few years has turned the railcar market upside down. More and more private modern equipment

is now available, allowing us to choose from various options regarding transportation, so we predict that a shortage of equipment availability is not in sight for the next year.

Another interesting development is that the Baltic states have become more and more of a new hub for overseas cargo to Russia, which allows us to be more flexible and not rely on the standard routes via St. Petersburg or Brest (BY).

- **Russian customs is known to be notoriously difficult, slow and incredibly picky. How do they fare these days?**

It is also not easy nowadays to fulfill all the requirements of Russian customs. The main focus needs to be on the quality of the transport-accompanying documents.

It is an absolute must that the seller and buyer communicate well as to how the documents have to be prepared. Also, today, it is not uncommon that customs ask for thorough cargo descriptions, which includes photographs of the load.

What's more, it is also imperative to pre-announce the transport to the involved transit and final customs clearance agents. The more they know in advance the easier clearance will be.

In most situations we normally discuss such issues in advance with our clients as soon as we receive the initial inquiry and first cargo information, especially if they plan to carry out critical procedures such as temporary importation.

If you do not prepare such things wisely before transport, the reality is that it could cost you a great deal of money; this is the best-case scenario, whereas the worst case would be that the Russian customs could seize your cargo.

With regards to the compliance issues, this situation has improved dramatically over the last few years, and such problems are less common, with exceptions of course.

- **What would you say are some of the 'golden rules' that should be observed when transporting by rail to Russia?**

Railway transportation is a "deceleration" product – it works, but it takes time. If you are in a rush, it's probably not the best ideas to consider rail transportation.

If your cargo is of E&I (Electrical and Instrumentation) equipment, don't even think about rail transportation as an option if you are not taking care of shock-absorbing packaging.

If your cargo is oversized and fits the Russian clearance profile, rail transportation could be a more reliable and cost-effective option, especially since there are no additional costs afterwards.

Rail transportation to Russia is not a surprise package, if you have the right partner with extensive experience, it could most definitely work for you.

When it comes to securing your load, cargo lashing is done the old-fashion way – it's done using a lot of wood and welding on the wagon. Sometimes it is just best to stick with what works the best.

However, if you can transport your cargo by using a standard truck, rail transport is not often competitive in terms of pricing,

especially if the destination is not far behind the Ural Mountains.

- **What are the most remote places in Russia that you have transported equipment to and do you transport both containers and break bulk pieces, and are there any limitations?**

Over the years my colleagues and I have shipped cargo to various oil fields and mines in Siberia and the Far East. In the Far North, there are no tracks available, and in these cases we have had to transship the cargo. During the winter months, it is especially more precarious travelling on icy and muddy roads to reach the final destination. The environment in places such as Vorkuta, Norilsk, Yakutsk, Ust-Kut, and Nizhnevartovsk are particularly harsh.

We transport in both ways. Basically, we do whatever it takes to deliver the cargo to its final destination. These days the biggest plus is if you are able to adapt the transport requirements and needs of the client to create a tailor-made transport solution to overcome such problems.

If it is necessary and it makes sense, we combine both these transportation methods with short-sea travel or trucking.

Railway transportation is of course subject to special regulations by the RZD (Russian Railways). The dimensions are fixed within the Russian gauge clearance profile that defines grades of load. If we handle heavy or large oversized transport, we need to ask the Ministry of Russian Transport for approval. From there, they dictate the routes and restrictions. For container loads, the RZD focuses on the method of load securing and weight distributions. Containers with item weights greater than 1.5MT have to be checked in advance in order to guarantee a smooth transit.

- **What is the heaviest piece that you have transported by rail to Russia?**

A 220 MT steel roller.

- **Many people believe that as soon as cargo enters Russian territory it just 'disappears'; is it possible to track it at any given time?**

The idea of cargo 'disappearing' into thin air once it lands in Russia stems from the former days. This is no longer the case. These days we have the technology to provide a daily status update on the cargo's location. You will be able to see where the wagon is at any given time and how long it is going to approximately take to reach its final destination.

The tracking is not done by GPS; instead we use a Russian station messenger system, which has been completely reliable up until now.

- **What kind of bill of lading or railway bill is issued for the transport, and can you cover the transport from door-to-door and does door-to-door mean only station to station, and what happens when the cargo arrives at the final destination?**

If you start transport by rail in Europe it will be the CIM (r/w bill) that will change to SMGS (r/w bill) when entering the Russian gauge system. Door-to-door is a bit tricky, however, in Europe we do often organise a pickup by truck.

The problem is that nowadays just a few suppliers still have

a direct railway access, and if the cargo is sent by rail to Russia, the Russian consignee will have to do a final clearance at the destination railway station; this is Russian customs legislation and there is no getting around it. The only exception is if the transport is part of a huge industrial project where the consignee has achieved the classified resolution for importation.

In such cases, and if the railway station is not the final destination, we are allowed to organise a transshipment and on-carriage under a customs bond until its terminus.

Clients that do not have experience with shipments to Russia also often think that they can deliver to Russia on a DDP basis, which is not the case.

So, a final delivery term would have to be generally agreed upon a DAT/DAP basis. That's a very important fact and sometimes a trap for them.

- **How long does it take to get a quote when a client wants to deliver cargo to Russia, and what information MUST you give to get a quick quote?**

If it fits into standard truck trailers or a container, it would normally take us no more than 1-2 days to offer you a quote. If it is connected to standard railways, it would take us 2-3 days, depending on the origin/destination and if we have to investigate special lashing requirements etcetera. If it comes to large oversized or heavy weight cargo and we have to select special transporters or need to combine truck, barge and rail, it could sometimes take up to 4 weeks.

That longer length of time is due to the special investigations we have to initiate in advance in order to give a reliable quote and working transport concept. Oversized grades on rail larger than Grade 3 mean a special request to RZD needs to be made before a price indication can be given.

Of course the more information we have from the beginning, the faster we can act. In general, we need the following details:

- HS code of the cargo
- Exact cargo description (if IMO, we need SDS)
- Exact 3D drawings with individual measurements shown
- Exact dimensions and weight
- Estimated date of execution
- Single transport / recurrent shipments / separate lots
- Special cargo requirements (handling, support saddles, shock-sensitivity)

- **Are the railway wagons you use Russian or is the cargo transferred at the border?**

In general we do have to transship the cargo when entering the Russian wide gauge tracks.

Within Europe, we use private wagons, however in Russia, it's a mix of state-owned and private wagons, and this all depends on the route and cargo type.

- **Russia vs. Western Europe Rail Gauges – What's the difference?**

In Central Europe we have the normal gauge width of 1435mm whereas the Russian gauge, which is also the same in the Baltic States and most of the CIS states is set to 1520. To practically overcome this, we have to transship the cargo at the border stations from European to wide-gauge wagons or we do trucking/-ferry shipping up to the wide-gauge hubs in the Baltics.

- **What's the deal with cargo insurance?**

We can provide transport insurance coverage for our clients if they want us to. This is nothing special compared to the usual modes of transport. The claim management depends on the kind of claim.

Claims that can be problematic are claims for delivery delays as most railways do not accept them, or if they do, they are extremely restrictive. There are minimum transit kilometers fixed in the railways rules that they have to guarantee for, but honestly they are so few that it is practically not worth claiming any compensation for them. If the cargo is damaged during transport, the LSP must first define/record the responsible party.

If the rail provider is found to be the responsible party, they are liable just as any other party would be. But from our own personal experience, it is usually not the railway company that is the one that causes the damage. In the majority of cases it is the handling company that has done the transshipment or lashing.

Most of the claims we settle if they are undisputed with our clients go smoothly without any problems. However, it must be noted that it could sometimes take months or more if we need to finalise any claims that involve railways.

On the other hand, we will always advise our clients as to which cargo is critical to send by rail. We will always advise clients when we offer a quote whether liability will be rejected or not, the same goes for if we feel that the cargo cannot be successfully and safely transported by rail. If the client decides to go ahead and send it via rail despite our recommendations to do otherwise and the cargo is damaged from constant vibrations or something similar, we will not cover these claims.

- **How do you foresee the future of railway transport to Russia and how do the various countries Russia/CIS cooperate customs wise now there is a Customs Union?**

It is a customs union nowadays in most cases, but for railways it was never a problem before due to the SMGS that all CIS states belong to, so to be honest, transit customs was easy to handle also before the Union.

Now it's just easier for every other mode of transport, especially trucking. With regards to the future of rail transportation to Russia, I would say that the connection between Europe and China and therefore Russia as a transit country would increase in the coming years.

More industrial cargo will be sent to the Far East of Russia, as there are major ongoing infrastructure projects and there are still a lot in the pipeline, therefore the need for railway transportation will naturally increase as well to serve them all.

However, railway exports to the European parts of Russia will decrease because trucking is nearly always cheaper and faster.

Another promising thing for us is the increase of exporting from Russia of semi-products and basic petrochemical equipment. Most of the Russian suppliers do have railway access, so railway transport might be a good option when European EPCs purchase the equipment there.

Yes, we have one in Moscow, but because Russia is so big and we require a great deal of flexibility in presence at the project execution sites, we have decided to work with a selected number of long-term agents and freelancers for site presence. Compared to the big players, we cannot afford to finance big structures so we try to be as flexible as possible with this concept.

And yes, we have Russian-speaking staff in our offices, as this is a must to communicate best with consignees, agents and customs officials when focusing on CIS business.

Interviewee:

VTG Rail Logistics Deutschland GmbH

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## BEYOND PORTS – LUANDA & LOBITO, ANGOLA

PCW has been in touch with NATCO, a local project freight forwarder with some 40 staff. We asked them a variety of questions, including the current situation in Angolan ports, the possibility of trans-shipment via those ports and the impact on the current low cost of oil and gas. As most people know it was not too long ago that the McDonalds' Hamburger Index showed that the most expensive hamburger to buy in the world was actually in Luanda; this was mainly due to the oil and gas development. Here is a brief, but very informative report on the current state of the shipping industry in Angola. We trust you will find it useful for your business.

### • The Angolan Maritime Gateways and its Importance in terms of Transport Logistics

For cross African logistics Angolan ports are not yet appropriate for the trans-shipment as a transit channel into neighboring countries in the interior, in the east or northeast beyond Angola. However, they are all important when it comes to giving an effective coverage of Angola's vast territories.

### • A Close-up Look at Angola's Main Sea Ports

**LUANDA** is the main port in Angola. Other than the Greater Luanda and Malange-City areas, it serves the northern parts up to the center of Angola, mainly in the East where the mining industry operates and also the Bengo, Uige and Kwanza's provinces.

Another port that carries the same level of importance is LOBITO.

This one takes care of the central plateau as well as the hinterland towards the Zambian border. The main area of trade and industrial development in the middle of the country is the City of Huambo.

The transit into Zambia from Lobito Port is theoretically viable, however, in practice still quite unusual, under-developed, under-explored and not yet a common transit lane neither by road nor by the rehabilitated Benguela-Railway to Luau on the border of Zambia.

There are endeavors, in particular from the side of global shipping lines. These, in conjunction with the refurbished Benguela railway, help promote Lobito as an inbound gateway and distribution turntable for the interior and the transit to other nearby countries. However, there is no suitable infrastructure in place at the moment to deal with it.

**NAMIBE** Port, which is located in the very south of the country, is indispensable for the supply of Lubango City and its hinterland. Again, there is a potential for more mining development in a near future in addition to the hydropower industry that already exists in the area.

The Port of SOYO, which is otherwise known as Kwanda Base, is located at the mouth of the Congo River. It is exclusively used by the oil and gas exploration industry and no commercial goods can be conducted through Soyo Port. Should there be cargo for the non-industrialised northern Angolan region, it should be disembarked in Luanda and then re-forwarded by truck to the north.

**CABINDA** Port is in the Angolan exclave and it acts as an important supply to Cabinda town. Cabinda exclave is not accessible from the mother territory. It has to be strictly distinguished between non-oil and gas cargo and oil and gas cargo when talking about Cabinda. When oil and gas cargo is shipped directly to Malongo Terminal, non-oil and gas cargo is not allowed to be offloaded at Malongo. There are a number of port restrictions at Cabinda Port, which must be followed, including the choice of vessel, draft limits, and the means of discharging and evacuation.

**Note:** It is important to contact NATCO ANGOLA prior to any arrangements of shipment for cargo to the Angolan hinterland to ensure the right choice of port is made after taking into account the means of transportation, route options, customs rules, and other regulations that will make customs clearance a seamless one.

Oil and Gas related consignments have to go through a special customs in Angola. The same applies to other industry sectors such as mining, infrastructure and construction, all of which need to follow the strict regulations regarding routing and documentation.

### • The Outlook

The government aims to develop its own national production more and diversify. It also aims to be less dependent on the day-to-day consumption from abroad. Therefore, in the future, imports of construction and raw materials are expected to increase to fulfill shortages to enable the setup of factories and manufacturing plants, thus improving production in Greater Luanda, Lobito, and the areas along the southern coastline.

Oil and gas exploration activities, as well as mining continue to be the high priorities of the government; this is mostly due to the sizable investments they have made in the last few decades within these industries. It is also because the country has a high dependency on the revenue that oil and gas, diamonds and other raw materials generate.

There is a plan for new infrastructure in Angola; this includes new airports, seaport expansions and housing. The existing dams and power stations will also be refurbished.

Forestry projects are in the near starting phase. Some important projects in agriculture, farming and cattle cultivation have initiated within several areas in the fertile hinterland. The goal of these projects is the acceleration of long term food production.

Angola is traditionally used to partnering up with any country to cover their wide-ranging needs. There are also opportunities for logistics providers to connect the cargo flow from its country of origin to Angola.

NATCO Angola is a complete forwarding and customs brokerage company staffed with 40 professionals

Content kindly provided by:  
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Pictured here was part of a transport and job site delivery of a new complete brewery about 20,000 metric tons from northern Europe and some from China for discharge at Luanda port from lo/lo and ro/ro vessels. Natco carried out the job-site delivery to Bom Jesus located in the nearby Bengo province.

Transport was successfully completed some months ago and a new brand of beer is now produced in Angola.

# PROJECT CARGO Weekly

"I like the interviews as in the case with Rickmers it answers actual issues and stifles unfounded rumours."  
Albert Pegg, Managing Director, Atlas Breakbulk Alliance

Global Readers In-Depth Interviews Neutral Coverage



## AD PRICING

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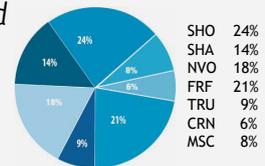
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