

## EDITORIAL

We have entered a new year and life goes back to normal. This year seems to offer some kind of improvement in the shipping industry at least with regards to the container carriers, it seems that rates are at an all time high and several shipowners seem to be fully booked weeks in advance. Naturally, having rates at an all time high sounds good unless it's starting from an all time low, but improvements nonetheless. We likely have not seen the end of consolidations in the industry and it is a question when the next merger takes place. The breakbulk sector may not be spared with its ample supply of available tonnage.



### In this issue:

This week we have an interesting Q&A with Intermarine, an American company that took over Scantrans a couple of years ago and now offers global breakbulk and chartering services. We also have a Q&A with a maritime security service provider AMSS in Malta. As we all know safety and security in our daily lives and work is paramount, luckily we have companies who are capable and who offer services in this field.

Wishing you pleasant reading and until next week...

Kind regards,

The Project Cargo Weekly Team

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## A GLOBAL BREAKBULK CARRIER

### Q&A WITH INTERMARINE, LLC

**When was Intermarine established? What is your headcount and who are the owners of the company today?**

On February 7th, 1990 in New Orleans, Roger Kavanagh founded Intermarine based on the simple principle: that cargo and customer solutions came first—that once we understood our need we would find the appropriate vessel to deliver on our promise. Through the tireless efforts of all our employees we have stayed true to that simple idea and built a company with more than 230 employees located in our offices in North America, South America, Europe, Middle East and Asia.

**Tell us a bit about your type of vessels and your most regular routes where you traditionally have been more active. Do you consider yourself as a liner operator or more like a breakbulk tramp operator without fixed schedules?**

We operate both liner and chartering services. In Intermarine's infancy we primarily operated liner services in the Americas, however the Scan-Trans merger provided us with the ability to offer both liner and worldwide chartering services.

#### SHIP CLASS TYPE & NAMES

##### G-CLASS 1400

- INDUSTRIAL GRACE
- INDUSTRIAL GUIDE

##### G-CLASS 900

- OCEAN GRAND (U.S. FLAG)
- OCEAN GLORY (U.S. FLAG)

##### G-CLASS 800

- OCEAN GIANT (U.S. FLAG)
- OCEAN GLOBE (U.S. FLAG)

##### F-CLASS 800

- OCEAN FREEDOM (U.S. FLAG)
- INDUSTRIAL FAITH
- INDUSTRIAL FIGHTER
- INDUSTRIAL FORCE

##### S-CLASS 500

- INDUSTRIAL SKIPPER
- INDUSTRIAL STRENGTH
- INDUSTRIAL SWIFT

##### E-CLASS 500

- INDUSTRIAL EAGLE
- INDUSTRIAL ECHO
- INDUSTRIAL EDGE

##### R-CLASS 500

- INDUSTRIAL RANGER
- INDUSTRIAL REVOLUTION
- INDUSTRIAL ROYAL
- INDUSTRIAL RUBY

##### D-CLASS 500

- INDUSTRIAL DART
- INDUSTRIAL DESTINY
- INDUSTRIAL DIAMOND
- INDUSTRIAL DOLPHIN

##### C-CLASS 480

- INDUSTRIAL CONSTELLATION

##### C-CLASS 400

- OCEAN CRESCENT (U.S. FLAG)
- INDUSTRIAL CAPE
- INDUSTRIAL CENTURY
- INDUSTRIAL CHALLENGER
- INDUSTRIAL CHIEF
- INDUSTRIAL CHARGER

##### M-CLASS 160

- INDUSTRIAL MAYA
- INDUSTRIAL MERCHANT
- INDUSTRIAL MORE
- MARVEL SCAN
- MOMENTUM SCAN
- MOTION SCAN

##### A-CLASS 160

- INDUSTRIAL AIM
- INDUSTRIAL AMA
- CARIBBEAN TRADER

##### A-CLASS 120

- INDUSTRIAL ACE

#### NEWBUILDINGS

##### F-CLASS 900

DELIVERING 2017, 2018 & 2019

##### S-CLASS 500

DELIVERING 2014 & 2017

##### C-CLASS 300

DELIVERING 2016

Our full Fleet list can be found at: <http://www.intermarine.com/fleet>

**Do you have your own overseas offices? Should customers get their rates from your local offices or do you also have 3rd party agents in some places? Explain to our readers around the world where they should be in touch and with whom if they have a concrete inquiry.**

Intermarine maintains worldwide offices in key locations to serve your liner and chartering needs:

General Email: [imarine@intermarine.com](mailto:imarine@intermarine.com)

Americas: [houston@intermarine.com](mailto:houston@intermarine.com)

Europe: [denmark@intermarine.com](mailto:denmark@intermarine.com) | [wind@intermarine.com](mailto:wind@intermarine.com)

Italy: [italy@intermarine.com](mailto:italy@intermarine.com)

Turkey: [istanbul@intermarine.com](mailto:istanbul@intermarine.com)

Malaysia: [kualalumpur@intermarine.com](mailto:kualalumpur@intermarine.com)  
China: [beijing@intermarine.com](mailto:beijing@intermarine.com) | [shanghai@intermarine.com](mailto:shanghai@intermarine.com)  
UK: [intermarine@spslondon.co.uk](mailto:intermarine@spslondon.co.uk)  
Dubai: [dubai@intermarine.com](mailto:dubai@intermarine.com)  
More details here: <http://www.intermarine.com/routes-schedules>

All emails sent to [imarine@intermarine.com](mailto:imarine@intermarine.com) are forwarded to the respective regions/appropriate representative where the work is requested.

**What kind of information do you need in order to get a quick quote / rate indication?**

Send request to [salesupport@intermarine.com](mailto:salesupport@intermarine.com)

Include the following information:

- Cut-off date
- Regular/contract booking
- Shipper information
- Port of discharge (POD)
- Description of goods (specify)
- Number of pieces
- Total weight/Total CBM
- Underdeck
- Hazardous/non-hazardous
- Stackable/unstackable or carrier option
- If any special instructions, please advise at the time of booking
- Additional reference information, if any

**Do you accept IMO cargoes and shipper's own containers?**

Yes, Intermarine is able to accept IMO cargo and shipper's own containers.

**Give us a few examples of projects that you have carried recently and tell us a bit about some of the complex challenges you may have faced.**

Intermarine's Industrial Grace was utilized for the transportation of a 680 mt Vessel Lay System (VLS) measuring 15 x 16 x 32.5 meters high plus accessorial equipment from fabricator's berth in Genoa, Italy, to McDermott's yard in Batam, Indonesia.

**Challenges:** Intermarine's in-house technical team had to design unique sea-fastening material to alleviate the accelerations that the VLS would sustain during loading and transportation. Intermarine was also asked to go into extensive analysis of the hatch covers to evaluate the strength and integrity of the vessel.

**Solution:** We worked closely with McDermott to adapt to the client's rigorous design criteria and regulations to ensure the utmost precautions were taken with the high value cargo. To fulfill the task, Intermarine had to design and procure lifting gear serving the purposes both to fit the VLS construction and allow for inboard cranes technical characteristics. The methodology was accepted and Intermarine has carried out the work successfully, on time and within budget.



Intermarine was hired to transport 25,000 freight tons for Geodis. These modules were safely moved across the Atlantic without any damage done to the cargo due to the expert job by our Port Captains. Many weeks were spent, diagnosing the loading/discharging operations, lashing and securing the cargo, and making sure that Intermarine took great care of the customer's possessions. Intermarine had to produce a full and complete method statement as well as participate in various pre-load meetings in order to ensure everything would run smoothly on vessel's arrival.

**Challenges:** The main challenge was the hooking on/off as the module were up to 16m high with the hooking points on top.

**Solutions:** Shore crane was hired in load and discharge port. This assisted in helping hooking on and off of the cargo and increased to the safety of the cargo and all personnel assisting in the operations. This resulted in the cargo being safely loaded and discharged.



**Do you have an engineering department from where clients can get help and assistance?**

Intermarine has a technical department staffed with Master Mariners, Naval Architects, Former Vessel Captains and Structural Engineers whose combined experience totals more than a century.

For more than 25 years Intermarine's technical department has customized more than 5,000 cargo plans for 2,500 voyages. Services offered include: customized method statements, port captain services, photographic cargo reports, drawing software and 3D modeling; and worldwide support.

**We understand that you are running your own terminal in Houston, tell us about the advantages that gives clients using Intermarine.**

Intermarine controls Industrial Terminals, the busiest project cargo terminal in the United States. Terminal highlights:

- Fully-owned and controlled project cargo terminal enhancing Intermarine's vertically integrated transportation solution.
- 95 acres combined storage area adjacent to three deep water berths serviced by marginal rail allowing direct ship-to-rail handling of heavylifts.
- Two main terminal gates with direct access to the main dock divided into dedicated zones serving different trade lanes.
- Offsite Truck Processing Center allowing processing export documentation while trucks are enroute to dedicated trade lane zone.
- Advanced Terminal Operating System with cargo barcoding and tracking capability.
- Express Delivery system (ITEX) for certain types of cargoes exempted from regular receiving process through the Truck Processing Center.
- In-house packing division (IPACK) offering full range of packaging services.
- Foreign Trade Zone offering flexible import storage options, and re-exporting with customs duty relief.
- HSEQ program with highest safety and compliance standards in the industry.



**You took over Scan-Trans a couple of years ago. What has that meant in practice for your business model and explain some of the synergy that came out of this takeover/merger?**

One of the reasons the merger was so positive was the fact that there were hardly any kind of redundancies in the staff. Intermarine was focused on the American trade lanes, whereas Scan-Trans had a worldwide focus. Intermarine quickly ensured that it was pretty much 'business as usual' allowing the various companies around to continue to be empowered to make daily decisions, which is the 'fuel' for commercial people in the chartering departments.

People like growth, and with the growth strategy of Intermarine, it created the confidence of job security and a bright future for everybody. People like to be on a winning team!

Today, Intermarine is able to offer customers a worldwide platform, with capable staff and state-of-the-art tonnage with lifting capacities up to 1,400 Mtons. We have offices covering all time zones and have a very local approach to the customers – being able to assist them with any problem they might have. For sure Intermarine will continue to grow. Satisfied customers and profit are the main focus for Intermarine – this will ensure sustainable growth.

**Where do you see market growth in the next 2-3 years?**

It's very difficult to predict the future. From an Intermarine perspective, we feel that our performance, structure and strategy place us in a position to navigate the changes that the sector is being and will be faced with.

**If 3 different freight forwarders ask you for a rate for the same project would they be given the same rate? Do you have a transparent system in case a rate is asked in China and in the US for the same project?**

If three freight forwarders contact us, yes, they will receive the same rates. In June we released the second version of iShips, a proprietary, centralized business process management software that enables us to use a system of integrated applications to manage our business, and automate many back-office functions. These functions include: sales, operations, customer service, cargo management, vessel performance, accounting and management reporting. iShips centralizes and manages all activities from our offices worldwide.

**Who are your port agents in China currently?**

In China we have own offices in Beijing and Shanghai

Intermarine Beijing Co.,Ltd  
TEL: +86 10 8428 0036  
EMAIL: [beijing@intermarine.com](mailto:beijing@intermarine.com)

Intermarine Shanghai  
TEL: +86 13817675082  
EMAIL: [shanghai@intermarine.com](mailto:shanghai@intermarine.com)

**Are there any new developments in the pipeline that could be interesting for our readers to know about?**

You can expect deliveries and continued investments in newbuildings. Additionally, we continue to invest in talent through our shipping and chartering trainee program which has developed some of the industry's brightest talent. Presently we have more than a dozen past trainees who are in management positions within Intermarine. As of now, we have five trainees in our Aarhus, Kuala Lumpur and Naestved offices.

Interviewee:  
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Intermarine, LLC  
[Intermarine.com](http://Intermarine.com)



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**MARINE SECURITY AND ANTI-PIRACY SERVICE PROVIDER**

**Q&A WITH MR. JEFF COSGROVE OF AMSS LTD MALTA**

**When did you start your business and what made you establish a company involved in maritime security? Where is the head office located? Do you have branch offices, if so where? Whom in AMSS to contact for inquiries? What is AMSS an abbreviation of?**

Asset Maritime Security Services (AMSS) was started in 2011. Having met a number of influential people, I decided to form my

own business as I felt this was an industry I could certainly make an impact upon.

Our headquarters are based in Malta with offices in Hong Kong, Singapore and the UK. Inquiries should be sent to [enquiries@amsslimited.com](mailto:enquiries@amsslimited.com) or alternatively sent through our "contact-us" section on the website [www.amsslimited.com](http://www.amsslimited.com). Anyone can contact me on +44 1244 893163 via our UK office.

**Who are the owners of the company today and what kind of background do you have?**

I am the owner of the business with Laura Swift as my Business Director and Stephen Hart as my Operations Director.

**Describe a typical job that you have handled for a shipowner. What kind of preparations are required for AMSS to perform a job?**

Asset Maritime Security Services is always clinically objective in its approach to managing the multitude of piracy threats around the world today. With our depth of knowledge, extensive experience and continuous threat analysis, we have repeatedly proved to our clients that the dangers of piracy attacks on their vessels can be mitigated and any potential attacks prevented before there is any actual hazard to vessel and crew.

We make sure that we have effective systems in place before entering any High Risk Area (HRA) and that each individual on our Teams understands his role (ISPS); by ensuring high levels of concentration and alertness from the outset, the AMSS security teams create the opportunity to demonstrate to any potential pirates that our clients' vessels are never an 'easy target'.



A robust approach from the very first sighting results in the terrorists or pirates moving on in order to find an easier target. This has repeatedly proven to be the case, not just with terrorists and pirates but indeed with all forms of threat to the safety of our clients' vessels. It is important to note that throughout the recent years of piracy activity, no commercial vessel with British Armed Security Teams on board has been successfully hijacked by pirates in or around the Gulf of Aden or the West African coastline.

Our teams define our company; we have always taken pride in our teams being disciplined, respectful and thoroughly professional. At AMSS we promise four primary aspects of service for our clients: Excellence, Effectiveness, Commitment and Teamwork.

Together these factors build and define our performance. For our clients, our performance is always measured against the promises we make and the service we deliver – which is why we enjoy such long-term loyalty from our existing client base.

One of the most important ingredients in the formula of our success is our ability to relate effectively to both the client's shore-based management and their officers and crew. Our success as a team starts with our core service values, which guide our actions and define who we are.

**How about weapons? Are they brought along or are they provided by the shipowners?**

Weapons are solely owned by AMSS and are accompanied by our experienced teams on every transit. We provide a full bespoke service.

**Do you have an electronic version of your introduction leaflet with a link available?**

A PDF version of our brochure is [here](#) for your perusal.

All information can also be found on our website [www.amsslimited.com](http://www.amsslimited.com)

What makes AMSS the obvious choice for any would be customer? Name the advantages that you believe you provide.

AMSS Ltd provides high levels of service quality and customer care.

It is the desire of AMSS not just to only maintain those attributes, but to continually improve them.

AMSS has recognised that a total commitment to quality is fundamental to the achievement of our mission. Which is to not only retain our worldwide recognition as the leader in our field, but to strive to enhance that reputation still further.

By adopting this Business Management System, commitment to continuous and never ending improvement in quality performance is clearly demonstrated.

The entire Management Team share the responsibility for the delivery of all matters involving the quality of the product and services delivered by AMSS Ltd and the conformance to the customer's specifications, established standards and contractual quality requirements.

**Is the movie "Captain Philips" with Tom Hanks realistic in your opinion? Where are the hot spots these days?**

Its a great film, however obviously dramatised in a way to capture the audience. In realistic terms most of it is authentic however not as glamorous as they may have suggested. Those who have watched the film have been made aware of the threats and indeed that Pirates do exist.

As a company we monitor all the high risk areas of the ocean and still strive to attain the 100% record we have managed to keep. Hot Spots these days are particularly Bab- El - Mandeb, this becomes a bottleneck between Djibouti and Yemen, there is also a lot of activity off the coast of Yemen at the moment.

AMSS continue to monitor the High Risk Areas receiving live daily updates.

**If a shipowner takes on your services is it normally for a one trip or can it involve several voyages over a period of time?**

All of our transits are bespoke to the clients requirements. Indeed we have repeat transits that are normal voyages however each and every transit is given the same experience that all our clients have come to recognise.



**Are some ships more piracy prone than others?**

There are lots of key factors, and yes some vessels will be more prone to piracy attacks.

Things such as:

- Low freeboard
- Slow speed
- Oil vessels carry more in fuel and are high value

All contribute to the risk assessment on each vessel.

**On an international level what is being done to combat this problem and is there any certification or registration that you as a maritime security provider must go through to be able to provide these services?**

As a company we have to attain a lot of certifications and also have the highest standard of insurance coverage.

We also have to pass strict vetting protocols that needs to be approved by the clients, charterers, and 3rd party vetting agents.

We have successfully attained ISO 2007:2008 , 9001 and Cyprus Flag approval. We have also had full license approval from Panama from the inception of AMSS.

**How do you view the future in maritime security?**

We have a bright and exciting future thanks to our continued great relationships with our current clients and those that maybe new. AMSS are proud to have complete customer satisfaction and we strive to be one of the best leading PMSC's in this industry.

Interviewee:

Jeff Cosgrove

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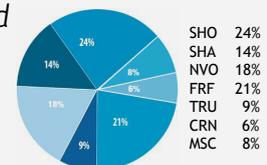
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