

Week 6 - 2017 (6 through 12 February, 2017)

## EDITORIAL

This week I am visiting the island country of Malta, in the center of the Mediterranean, where I lived previously for several years. The leaders of the EU just had a conference here, which ended on Friday. Now that they have been whisked away in their jets and limos the island (we must make sure they don't get too close to the real world) is getting back to normal. Malta is a nice place for tourism and for shipping. I highly recommend a visit. See the video of the week for a great view of Malta.



### In this issue:

- Mitsui O.S.K. Lines: one of the large Japanese carriers
- Torecome: a Togo based freight forwarder. Togo is an often overlooked country in West Africa
- Cosmatos: A shipping and forwarding company in Greece

Wishing you pleasant reading and until next week...

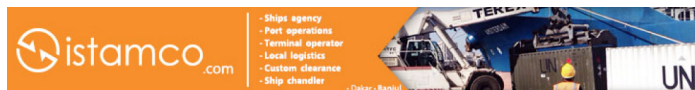
Kind regards,

The Project Cargo Weekly Team

[bo.drewsen@projectcargo-weekly.com](mailto:bo.drewsen@projectcargo-weekly.com)

[www.projectcargo-weekly.com](http://www.projectcargo-weekly.com)

## This Week's Advertisers



## MITSUMI O.S.K. LINES – A MAJOR INTERNATIONAL SHIPOWNER Q&A WITH JAN HOLST, DIRECTOR NORTH EUROPE AT MOL

*Mitsui O.S.K. Lines is one of the big 3 Japanese ship owners; tell us about the main services that you provide to/from Europe. Tell us also about the current status among the big 3. I understand from earlier press releases that the Japanese carriers planned to consolidate to be stronger.*

The 3 Japanese Lines will establish a Joint Venture which will be fully operative as of 01.04.2018 as such it is too early to comment on this.

More important for the immediate future is the start of our new product from April 2017, which we are quite excited about. It is called:

### – THE Alliance –

Consisting of Hapag-Lloyd, Nippon Yusen Kaisha, K'line, Yang Ming Line and Mitsui O.S.K. Lines. With plans to deploy a fleet of 240 modern ships in the Asia/Europe, North Atlantic and Trans-Pacific trade lanes, including the Middle East and the Arabian Gulf/Red Sea. The Product of THE Alliance is a milestone, which will significantly improve the service offering for all shippers on the East West Trade Lanes. The product will be characterized by fast transit times, a broad port coverage and deployment of modern and most efficient ships. The comprehensive network of 31 services will connect more than 75 major ports throughout Asia, North Europe, the Mediterranean, North America, Canada, Mexico, Central America, the Caribbean, the Indian – Sub Continent and the Middle East with fast transit times and wide range of port to port connections.



*Do you accept break-bulk cargo by containership on all of your trade lanes or only to specific areas? Tell us more about some of the projects you have carried onboard your ships. What type and size of ships do you have in your Europe/Asia service? Are there combination possibilities through MOL to other areas of the world than Asia out of Europe?*

We do accept **Out of Gauge** and **Break Bulk** cargo on our container service to/from Europe/Asia, but also Europe/South Africa and Europe/US.

The main vessel size nowadays in operation on the Asia/Europe

trade are vessels with a loadable capacity of 10,000 TEU to 14,000 TEU, operated on a fixed day schedule bases, for further info please visit <http://molpower.com>.

We recently managed to load a couple of projects from Hamburg/Rotterdam to Japan and Shanghai.

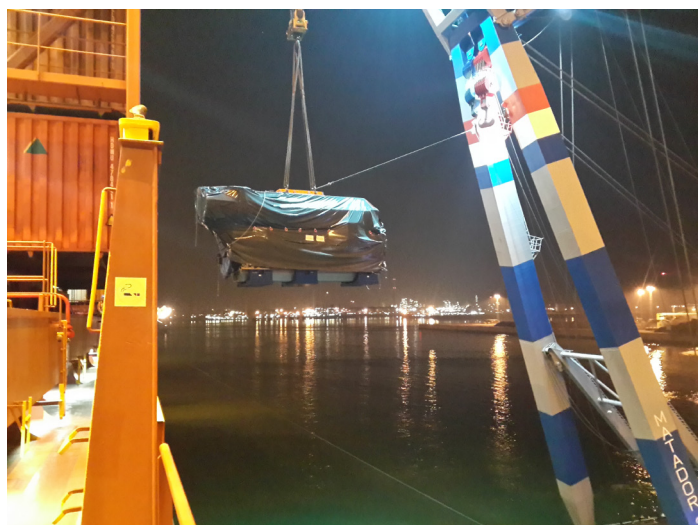
Besides the direct services to Asia's main ports we also offer connections through MOL's Liner Network services via Singapore to Vietnam/Indonesia/Thailand/Philippines.

***If European customers have a concrete inquiry whom should they contact? Do you have a special team handling break bulk cargo or should the inquiry be directed to local MOL offices?***

MOL acknowledges that Break Bulk and Out Of Gauge cargo requires special know-how and case-by-case dedication; therefore we have set up a network of global experts in this particular business. We consult with experts with nautical – technical as well as commercial backgrounds for each and every shipment in order to take the utmost care of the concerned projects.

For our Out of Gauge / Break Bulk business within Europe Germany is our biggest market with the most potential and we have a dedicated team based in Hamburg. We welcome all inquiries, led by [Dirk.Muellerpetersen@mol-liner.com](mailto:Dirk.Muellerpetersen@mol-liner.com) and [Dirk.Moeller@mol-liner.com](mailto:Dirk.Moeller@mol-liner.com). They will take care of the customer and their needs.

Certainly for any other origin customers can get in touch with the MOL office closest to them which can be found at <http://molpower.com>.



***MOL is renowned as a very reliable and versatile carrier. Can you also provide other services such as RoRo or break-bulk vessel services within the MOL group?***

Mitsui O.S.K. Lines Ltd. (MOL) is a multi-modal transport group that meets the current and future needs of all sectors of the industry. We have one of the world's largest fleets and are committed to the highest safety standards.

For further Information please go to our homepage: <http://www.mol.co.jp> where you will find the details of our RoRo and break-bulk services.

***A quick indication is something often required by freight forwarders or shippers. How quickly can you normally provide customers with an indication?***

Our clear target is 48 hours but it should be mentioned that speed is not everything on quotations for Break Bulk and Out of Gauge business. Special cargo requires nautical/technical information and further investigation with the Ports and Vessels concerned.

The more accurate details we receive within the pricing request, with clear dimensions/weight/pictures/centre of gravity – technical drawings the better the quotations can be made without further delays.

One of MOL's key commitment is and always has been Safety First, which is also appreciated by our customers and therefore it may take a little bit longer to quote on specific business.



***Tell our readers about your career in MOL. I remember I met you by chance several years ago on a train between Hong Kong and Shanghai. Have you been stationed abroad for MOL? How did you get into shipping and why did you choose that kind of career? What do you like most about your job and has it changed over the years from when you started?***

Yes, we met on a train between Hong Kong and Shanghai a while back, in 2001. I have been with MOL for 25 years now; I have held several positions in the organization. I started in Hamburg, then Vienna, Hong Kong, Gothenburg, and finally back to Hamburg. Initially I wanted to be an officer onboard a conventional vessel, but with influence from my parents that changed. I still had a fascination with global trade and the changes and challenges that each shipment required. So I made the decision to start my career with Mitsui O.S.K. Lines (MOL) in 1991, where my fascination with shipping continues to this day.

For sure the shipping industry has changed a lot, starting with increased containerization. MOL's biggest container ship had a capacity of 3,500 TEU in 1993 while today container vessels have capacities of over 20,000 TEU.

As old challenges continue and new ones surface it is as important as ever to adapt to the changing environment and deliver reliable services to our customers.





Interviewee:  
Jan Holst  
Director North Europe  
[jan.holst@mol-liner.com](mailto:jan.holst@mol-liner.com)  
MOL (Europe) B.V.  
<http://mol.co.jp>



## TORECOM TRANSIT, A TOGO BASED FREIGHT FORWARDER

### Q&A WITH EMMANUEL HOUNKPE OF TORECOM TRANSIT

**Tell us about Torecom Transit, when was the company established and who are the owners today?**

With almost 25 years' experience as a customs broker, TORECOM is a family run business managed by myself Emmanuel Hounkpe.

**What are Torecom's main activities in freight forwarding?**

- Expedition and freight
- Transit and Customs (hinterland Burkina Faso, Mali & Niger)
- Release for consumption
- Freight consolidation
- Storage
- Counseling

**Togo is a country in West Africa situated between Ghana and Benin – do you also organise transports to/from countries around you?**

Yes we do, from Téma harbor (Ghana) to Ouagadougou (Burkina Faso) and from Cotonou harbor to Niamey (Niger).



**Tell us about the infrastructure in Togo. Which port is the main port of the country and how is inland transport organised, by road or rail?**

One harbor is managed by Bollore group (containers + bulk). Another one is managed by Lome Container terminal only MSC (terminal container for transshipment). Inland & hinterland transport is made by road. No railways.

**What are the main export commodities of your country and who are the major trading partners around the world?**

The main export commodities of Togo are phosphate, cotton, coffee & cocoa.

Actually, we have individual economic operators who travel to China, India and Dubai handling the trading business between Togo and the rest of the world.

**When shipping into Togo what are the main rules of thumb if any that you would like to remind overseas partners about?**

For commercial items, we must present the following documents:

- Original bill of loading
- Commercial invoice
- Packing list
- Inspection by Cotecna Company sanctioned by the value attestation
- Electronic Tracking Cargo Note (ETCN or BESC) issued by Antaser Afrique
- Phytosanitary certificate for food products

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

Yes we belong to 3 networks:

- CLC Projects
- Africa Logistics Network
- Leon Vincent Overseas at Le Havre (France)

**How many years did you work in Torecom?**

My shipping career consists of the following:

- 1986 – 1992 Group SOCPAO
- 1992 – today TORECOM Transit

**What made you go into shipping and freight forwarding?**

When I was a young student, I spent every major holiday on what's called a vacation job at the harbor. From that experience I became familiar with harbor transactions.

Interviewee:  
Emmanuel Hounkpe  
Owner

[torecom@torecomtrans.com](mailto:torecom@torecomtrans.com)  
TORECOM Transit  
<http://torecomtrans.com/>



## **COSMATOS SHIPPING: A SHIPPING AND FORWARDING COMPANY IN GREECE**

### **Q&A WITH ELISABETH COSMATOS, MANAGING DIRECTOR OF COSMATOS GROUP OF COMPANIES**

***Tell us about Cosmatos Shipping. Where does the name come from? Who owns the company? Tell us a bit about your business in general.***

My father, John Cosmatos, founded Cosmatos Shipping in 1972. After gaining valuable experience serving the shipping industry from the late 60's he "heaved up the anchor" and for the first time "sailed his own ship" by establishing his first shipping agency in Thessaloniki.

Today we continue with the same freshness, commitment to service and hunger for creativity and improvement.

The Cosmatos Group of companies has now grown to include four sister companies. Each one offers services that help our clients facilitate all their shipping, forwarding, and logistical needs. All in the trusted hands of the established, and respected Cosmatos Group.

All four companies include members of the Cosmatos family as well as experienced and competent executives who contribute to the successful progress of the Group.

The company name combines our family name with the area of business we are serving.

Cosmatos represents Greek and Foreign owned vessels at all Greek ports, we coordinate cargo handling operations and we offer a full range of multi-modal transport services in Greece, Cyprus and all the Balkan states (F.Y.R.O., Macedonia, Bulgaria, Serbia, Kosovo and Albania).

***Greece is an ancient country with strong traditions also in shipping and most people know about Onassis - tell us why you believe that Greece is still a world player in shipping to this day?***

Our approximately 14 thousand kilometers of coastline is the reason. In Greece we are literally surrounded by sea, therefore, it was easy for professions related the sea to flourish. The sea is in our DNA and Greek entrepreneurship has always made good use of our competitive advantage offered by our location on the map.

Onassis was a charismatic man who managed to put the Greek ship-ownership on the world map. By being an extremely competent negotiator he earned respect and equal treatment for Greek ship-owners. Since then, there have been plenty of equally charismatic Greek ship-owners who deliberately maintain a lower social profile and through their activity help Greece to maintain the top rank in the shipping world.

According to the latest Review of Maritime Report, almost 16% of the world's tonnage is Greek owned. Which clearly shows that this is one of the few industries that can bring some distinction to our nation.



***Is project cargo in/out of Greece and surrounding countries a business that you are active in? Tell us about projects that you have handled recently.***

Cosmatos Group was first involved in Project Cargo in the late 1990's when we became significantly involved in military transport. Apart from big vehicles, such as Leopard Tanks, we handled big volumes of ammunition and dangerous goods, which gave us the experience to enter the project business. Since then, all companies in the group perform o/g shipment co-ordination from as small as flatrack shipments to as big as Power Station Expansions, Wind Farms, the Trans Adriatic Pipeline Project (TAP) etc.

Among the latest achievements, we have handled the following:

#### **Wind Industry**

- Siemens Windmill Park, Bogdanci – FYROM
- Vestas Windmill Park, Sidirokastro site – Greece
- Gamesa Windmill Park, Ptoon site – Greece
- Gamesa Windmill Park, Maristi site – Greece
- Vests Windmill Part, Klokova site – Greece

#### **Industrial Projects**

- Hellenic Petroleum Refinery Terminal, Greece
- Decoke equipment to Jubail, Saudi Arabia
- Power transformers with auxiliary equipment, Turkey
- Refinery modules to Belgium
- Electrical Rooms and Instrument Rooms to Cyprus
- Furnace equipment to Probstip, FYROM
- Stripper & Absorber units from Thessaloniki port

#### **Military Projects**

- NATO forces to Kosovo (16 nations)
- Independent shipments of military equipment to various destinations

#### **Humanitarian Aid**

Various cargo handled with combined means of transport for the account of:

- UNMIK
- UNHCR
- WFP
- CIVIL PROTECTION HELLAS
- SAVE THE CHILDREN





***Greece has been on many people's lips in the recent couple of years how does it influence a normal day in Greece and are there "normal" days also in shipping now? Media of course plays a role; I would like to give you the chance to tell us the real situation in shipping and otherwise in Greece.***

Greece has been going through difficult times in the past few years. The present political situation is still unstable, despite the fact that the Greek people have gone through tremendous changes in their lifestyle and in the overall expenditure that was made.

Unfortunately, Greece gained a massive amount of bad publicity in the beginning of our economic crisis, which in many cases did not reflect reality of the average middle class person. On the contrary, the defamation of the Greek nation was focused on real extreme cases of over-spending and corruption, which made the rest of the world furious about our situation.

My personal opinion is that Greek people have already made extreme sacrifices in order to put the country back on the game, but unfortunately the game's rules have changed. This is not about the Greek crisis anymore. It has gone bigger. It's all about Europe now. What will Europe become of in the coming years? This is more of a question that troubles me, instead of our national situation.

In shipping, "normal" days are not something we have experienced in my time in the industry. Shipping is volatile and highly sensitive to minor and major changes in the world economy. Changes are constant and people in this industry are well aware of it. One way or another the industry has always survived, despite the big fluctuations that the annual revenue may show. At the end of the day, transport will never stop!

***What made you join the shipping industry?***

My participation in the family business was more like a destiny to me, which however, was received with enthusiasm from my side. Since my early years as I child I have been accompanying my father to many places that looked pretty adventurous to my young eyes, such as getting on board general cargo ships and listening to conversations with Captains and Chief Mates. So, it was more or less a natural evolution to obtain a degree in Maritime Business and Law and join the family Group of companies which are currently running since the early 2000's.



***What do you like the most about shipping?***

The most intriguing part of my job is its volatile nature. One day is never the same as the next. I'm not familiar with the word "routine". My areas of expertise have grown so intensively in the last twenty years that I often wonder to myself "What's next?"

I have the luck and the privilege to run a group of companies that offers a wide range of services that can handle something as small as LCL cargo to something much more complicated, such as managing and executing the transport of Windmill Parks. As a logistics service provider we offer everything from bonded storage to dangerous goods handling and storage.

So, if you ask me... the sky is the limit!

***Who should be approached in Cosmatos for inquiries etc.?***

Inquiries to Cosmatos Group should be made to the following people according to division:

#### **Business Development**

Mrs. Elisabeth Cosmatos

Managing Director of the Cosmatos Group of Companies

[elisabeth@cosmatosgroup.com](mailto:elisabeth@cosmatosgroup.com)

T +302310550950 ext. 300, M +306944575141

#### **General Agency Matters, Projects, General Cargo Freight Forwarding**

5, Koleti Str. – GR54627 Thessaloniki

[shipping@cosmatosgroup.com](mailto:shipping@cosmatosgroup.com)

T +302310550950 ext. 311, M +306947990215

Mr. Kyriakos Kalis, Director of Cosmatos Shipping Services SA

#### **Containerized Cargo – Multimodal Transport**

5, Koleti Str. – GR54627 Thessaloniki

[forwarding@cosmatosgroup.com](mailto:forwarding@cosmatosgroup.com)

T +302310550950 ext. 309, M +306947990220

Mr. Simon Hatziaavram, Director of Fairplay Forwarding SA

#### **Logistics and Warehousing**

29, Mikras Asias Str. – GR54628 Thessaloniki

[logistics@cosmatosgroup.com](mailto:logistics@cosmatosgroup.com)

T +302310550900 ext. 1712, M +306973425760

Mrs. Roula Kaimakami, Commercial Manager of Hub Logistics SA



Interviewee:

Elisabeth Cosmatos  
Managing Director

[elisabeth@cosmatosgroup.com](mailto:elisabeth@cosmatosgroup.com)

The Cosmatos Group of Companies

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



# 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

**1x** Main Banner  
870 USD / 800 Euro per week

**3x** Sectional Banner  
550 USD / 500 Euro per week

 Video  
440 USD / 400 Euro per week

 Job Listings  
220 USD / 200 Euro per month per job

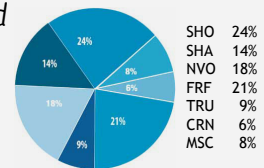
## READERSHIP

### • Subscribers

26,000 decision makers involved in project cargo.

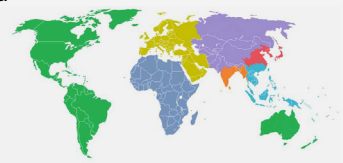
### • Industries Covered

Shipowners,  
Shipping Agents,  
NVOCC's,  
Freight Forwarders,  
Trucking,  
Rigging and Lifting Contractors...



### • Geographical Distribution

12% North America  
8% South America  
30% Asia  
29% Europe  
6% Africa  
5% Oceania  
10% Middle East



## Get in touch

For editorial contributions contact:  
[editorial@projectcargo-weekly.com](mailto:editorial@projectcargo-weekly.com)

For advertising and sales inquiries contact:  
[advertising@projectcargo-weekly.com](mailto:advertising@projectcargo-weekly.com)

[www.projectcargo-weekly.com](http://www.projectcargo-weekly.com)