

## BAHRI – THE NATIONAL SHIPPING CARRIER OF SAUDI ARABIA Mr. Matthew Luckhurst Vice President – Liner, Bahri

#### First of all, tell us a bit about the background of Bahri.

Bahri was established in 1978 as a publicly-listed company and started off as a carrier of general cargo. We later expanded our operations and diversified the company portfolio by foraying into the chemical transportation business in 1990 and oil transportation in 1992. Expanding further, Bahri incorporated its wholly owned subsidiary Bahri Ship Management to offer comprehensive and professional technical management services for all of Bahri's vessels.



Having started operations with just four multi-purpose vessels, today, Bahri is among the world's leading and most highly-renowned transportation and logistics organizations, with a diversified fleet of over 87 specialized vessels that transport crude oil, chemical products, general and project cargo, and dry bulk goods.

The company's prestigious cohort of shareholders includes the Saudi Arabian Public Investment Fund (PIF), Saudi Aramco Development Company, as well as prominent Saudi businessmen and financial institutions.

Bahri has six business units that include Oil, Chemicals, Logistics, Dry Bulk, Ship Management and Data.



## Could you elaborate on the types of vessels you are currently deploying within your service?

Bahri deploys six newly built state-of-the-art RoCoN vessels on fixed liner schedules serving the United States, North Europe and the Mediterranean, as well as to and from the Red Sea, the Arabian Gulf and India. This also involves feeder connections over key transshipment ports into the Upper Gulf, Horn of Africa, East and

#### Week 34 (21 - 27 August, 2017)

## EDITORIAL

Thursday has arrived and it is the 24th of August. Skimming different newspapers in the last 1-2 weeks I can see mainly a few areas of focus. They seem to be covering what President Trump has or has not done and terrorist attacks mainly in Europe that now seem to be the new normal. Most



newspapers have the same or very similar stories. it sounds like most journalists were educated in the same place, not much variety in neither opinions or facts reported. Perhaps the world would be different if some of our politicians and journalists where subject to exams on how the real world works.

Back to the business life, today our weekly newsletter has some interesting interviews from Saudi Arabia, Armenia and Bulgaria.

In the shipping world it should be noted that Maersk Line is now getting TOTAL (ly) out of the oil business and seems to be focusing on maintaining their number one spot in the world as container ship owner, but only time will tell what MSC has up their sleeve, and what the chinese government is up to after their COSCO entity gobbled up CSCL and OOCL. What's next?

#### In this weeks issue:

- Interview with the National Shipping Line of Saudi Arabia, Bahri
- Interview with Unitrans of landlocked country Armenia
- Interview with Unimasters of Black Sea bordering country Bulgaria
- One belt/One road information
- Sector news
- Shipping and Industry news
- Video and photo of the week
- A great quote of the week

Enjoy and until next week Yours sincerely,

Bo H. Drewsen

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West Africa, Baltic States and Central and South America. The goal is to continue to serve these key markets whilst simultaneously exploring network expansion opportunities that may arise in the future. All vessels are equipped with heavy-lift cranes capable of handling lifts of up to 220 MT with cranes in tandem. Vessels are equipped with a 250-MT ramp with a door entry height of 6.8 m, and a total capacity for 330 TEUs, and 24,000 sqm. (approximately 55,000 cbm.) of cargo space.



The company is dedicated to providing cutting-edge logistics solutions to a diverse set of clients, including equipment traders and manufacturers, construction companies, petrochemical and mining and metal, amongst others. Our end-to-end solutions oversee a broad range of activities including, but not limited to, factory-to-site turnkey project logistics services, route surveys and feasibility studies for large item transports, charting out risk assessments and mitigation plans, obtaining permits from regional authorities and carrying out customs clearance for a project.



#### Do you operate your own container fleet? If so, do you provide all types of container equipment? Also, what is the average age of your vessels and what flag state do they belong to?

Bahri operates a fleet of owned and leased equipment, both containers and MAFI trailers, with a range of sizes and tonnage capacities including special equipment.

The average age of our RoCoN fleet is less than three years, and all Bahri-owned and operated RoCoN vessels fly under the flag of the Kingdom of Saudi Arabia, making us the only National Flag operator for the country.

Saudi Arabia is very large, with Riyadh as its capital. If cargos were destined for Riyadh, which entry port would be the most ideal for any potential customer to use? Is inland transport done by road or rail and can this be organised

## with Bahri through Bills of Lading? Also, does customs clearance take place in port or at an inland destination?

The two major entry ports and gateways for Riyadh are Jeddah and Dammam, whereas inland delivery can be carried out by rail or truck. While containers can be transported either by rail or road, out of gauge and project cargos move via the road network.

Cargos delivered using the rail network can be cleared at the Inland Container Depot (ICD) in Riyadh, while cargos transported via road must be cleared through customs at the port of entry. Bahri Logistics offers Through Bills of Lading (TBL) to Riyadh and can provide customs clearance and inland delivery to the site in Saudi Arabia with the help of our dedicated logistics department.



What are the main functions of Bahri Logistics?

Bahri runs a complete end-to-end logistics department that provides customs clearance and inland delivery to the site. In fact, we have been carrying out these functions for select clients over several years. Our focus is on providing complete logistics solutions, especially to government entities covered by the National Flag requirement.

Regarding the Saudi Vision 2030, local content will become a key driver in the decision-making process for providing local logistics solutions in the Kingdom, and as a prestigious organization, Bahri is expected to play an integral role in this process. We are prepared to assist global freight forwarders who are actively engaged in shipments either to or from Saudi Arabia.

#### Hypothetically, if a potential customer has a project in Saudi Arabia and the use of the Saudi flag is required but no Bahri vessels were available to lift the cargo, would Bahri be able to provide a solution through agreements with third-party carriers?

We have secured partnership agreements with other trusted carriers who have previously worked with us to ship cargos under the Saudi flag, either to or from the Kingdom and on routes and at times where our own tonnage was not available. Bahri is prepared for these situations, and we continue to nurture relationships with reliable third-party carriers on a regular basis so that our clients never face disruption in services.

#### Could you provide us with a few examples of project cargos you have handled, say from Northern Europe to the Middle East and/or from North America or the Mediterranean to the Middle East?

We have helped deliver large-scale consignments that were loaded from Europe and other parts and destined for the Middle East. Bahri serviced these projects by offering a variety of functions from its broad portfolio.

For the Barclay Mowlem Railway Project, Bahri arranged customs clearance for vessels setting out of various ports across Australia, USA, China, India, and other countries. We also undertook the transportation of these goods from Saudi ports to the project sites located across Saudi Arabia. The consignment included 8 locomotives, 90 hopper wagons, 10,000 RT BBK (Turnouts & Equipment), and 2,400 containers.



Bahri helped import specialized water desalination tanks and equipment for Saline Water Conversion Corporation (SWCC) and South Korean company Doosan. With a volume of 220,000 MT BBK and 1,500 TEUs, the shipment started off from various ports and docked at Ras Al Khair port in Saudi Arabia. Bahri's services for this project included securing customs clearance and port handling.

Bahri also successfully executed a project for German company Kirow and Saudi Railway Company (SAR), where we undertook shipping, customs clearance, transportation and site offloading for large equipment - a telescopic rail-bound mobile crane weighing 410 FT. The consignment was loaded at Hamburg. Similarly, we handled a project on behalf of Spain-based Construcciones y Auxiliar de Ferrocarriles (CAF) and Saudi Railways Organization (SRO) where we shipped and offloaded 4 locomotives and 20 passenger cars from Bilbao in Spain to the Dammam Seaport in Saudi Arabia.

We also have ongoing projects, such as the Waad Al Shamal Phosphate Mining project for Greenbrier and Saudi Railway Company (SAR) that includes delivery of 1,200 acid tank wagons from Gdansk in Poland to Dammam over a two-year period. This was 100% owned and handled by Bahri's own tonnage. We are also involved in the Riyadh Metro project, which is touted as the largest existing metro project in the world.



#### As we all know, shipping is very much a people business. Would you mind explaining to our readers about your own shipping experience prior to joining Bahri, Mr. Luckhurst? What made you choose shipping as a career path?

I bring over 18 years of global management experience in the container and breakbulk shipping industry, especially across the Middle East, Africa, and Asia. Prior to joining Bahri, I was working at the United Africa Feeder Line (UAFL) in Mauritius, where I first served as Commercial Manager and then went on to lead the development of the company's long-term regional business feeder strategies from 2007 to 2015 as Managing Director. During this tenure, I also managed the commercial and operational aspects of the company's multipurpose feeder operations within the region's coastal trade routes. Before joining UAFL, I was appointed to the role of Area Route Manager / Director at Maersk K.K. in Japan, where I developed and managed the commercial and pricing strategy for the Northeast Asia region.

I did not actively seek out a career in shipping; I would say that I was drawn to it by chance. Let's say then that the shipping industry chose me, and that since then I have never looked back. It has been a rewarding experience working and living in different corners of the globe, from Africa, Asia, and the Indian Ocean Islands countries to Europe, the United States, and the Middle East. Every day of my work brings a new challenge that I am always inspired to approach head-on. As someone recently remarked, "There is no sport like transport."

Finally, in case our readers from other parts of the world wish to approach Bahri with concrete business freight inquiries, with whom should they make initial contact if they are located in:

Northern Europe Bahri Logistics, Riyadh, Saudi Arabia - aykkara@bahri.sa

#### North America

Bahri America, Baltimore, United States - sblowers@bahri.sa

## Asia

Bahri Mumbai, India - jiten@bahri.sa

#### The Mediterranean

Bahri Logistics, Riyadh, Saudi Arabia - aykkara@bahri.sa

Interviewee: Matthew Luckhurst Vice President – Liner *luckhurst@bahri.sa* **Bahri** *http://www.bahri.sa/* 



## UNITRANS LTD – AN ARMENIAN Freight Forwarder

## MS. HEGHINE ARMENYAN Business Development Manager

Tell us about Unitrans in detail. Who owns the company and when was it established?

A group of Unitrans transporting companies was founded by Mr. Albert Papoyans in 1966. The Armenian branch was established in Yerevan in 1995.

Since 2000 Unitrans has been the exclusive agent of DHL Danzas

Air & Ocean (now DHL Global Forwarding) in Armenia. In February, 2005 Unitrans was the first Armenian forwarding company to be awarded ISO 9001:2000 SGS Certificate.

Unitrans is a member of the following organizations:

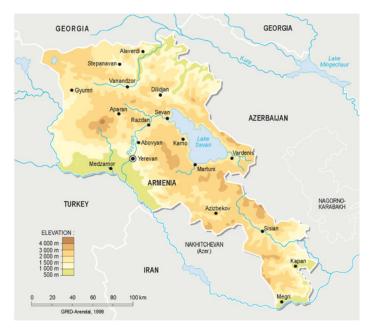
- AAFF Association of Armenian Freight-Forwarders, since 2001
- FIATA International Federation of Freight Forwarders Associations, since 2002
- AACC Armenian American Chamber of Commerce, since 2003
- Amcham American Chamber of Commerce in Armenia, since 2005
- DWV German Business Association, since 2015



I believe very few readers know about how to transport goods to and from Armenia. Tell us about how you get equipment to/from Armenia since your country is landlocked. How about customs clearance? What are the preferred gateways?

Armenia is not only a landlocked country, but is also blockaded by neighboring Azerbaijan and Turkey. Thus cargoes to Armenia are transported via Georgia and Iran only.

This situation served as one of the main reasons for founding Unitrans in Armenia with the mission to reduce the impact of the blockade for Armenian businesses and provide customers with a superior level of service at competitive rates.



Cargoes via Georgia may be transported by rail and by truck (there are four border customs points), while via Iran there are only road connections (one border customs point). Armenia uses two main seaports: Poti in Georgia and Bandar Abbas in Iran.

For airfreight mainly Zvartnots airport in Yerevan is used. The

second biggest airport is located in Gyumri, about 125 km northern Yerevan.

Customs clearance is performed in several regional customs houses, as well as the airport customs house. Until customs formalities are over, cargoes are stored in customs terminals.



Do the shipowners generally have depots in your country?

Since Armenia is a landlocked country, there aren't any depots of shipping lines. Some shipping lines are just represented in Armenia by Armenian transport companies.

#### Who are the main trading partners of Armenia currently? Are the Chinese active in your country? With the Chinese President's vision of reviving the old silk road will it be significant also for Armenia?

The main trading partners for Armenia are Russia, China and Germany both for imports and exports. So yes China is one of the leading trade partners of Armenia.

This is reflected in Unitrans' operational statistics too: about 12% of our shipments are from China, which is a significant part of our total transportations.



Can you provide us with some examples of cargoes you have handled to/from Armenia.

Unitrans performs transportation all over the world by all modes (airfreight, trucking, ocean freight and rail). Weekly consolidations from Europe and Asia are very popular. Sometimes packing, customs clearance, warehousing, loading/unloading and "door-to-door" services are required as well.

About 45% of all the general cargoes we transport are goods for the mining, medical and IT industries.

In addition to the general cargo transportation, Unitrans is tightly involved in projects implementation and heavy-lift and oversize cargoes transportation. It may be telecommunication equipment, mining equipment, power engineering equipment, construction equipment or items and even brand-new automobiles.



Tell us about your own career in freight forwarding when did it start? What is your own background and why did you choose this line of business as your career?

I hold an MA in International Economics from the Yerevan State University, and my MA thesis was about cluster development of Armenia. This became one of the reasons why I got especially interested in businesses development. Thus, I started career in 2000 in International Procurements where I worked closely with transportation companies. In 2005 I was invited to work in Unitrans, where I am employed until now.



Armenia is a country that I never visited regrettably but I believe that you have quite a few beautiful places in your country. Can you tell our readers what to see and where to go as tourists?

Armenia is one of the oldest countries in the world. It is known as an open air museum.

I think any person, who is interested in ancient and medieval history, and the history of Armenia in particular, will find a lot of new and interesting information here.



For example, just in Yerevan there is an open-air museum of Erebuni Fortress, preserved from Urartian times, and a museum of old manuscripts Matenadaran, where some translations from originals into old Armenian are the last remaining copies of ancient books.



Although the major part of our heritage is left outside present-day Armenian territory, there are a lot of old monasteries and fortresses, and natural monuments to see. It is also interesting to get acquainted with the national culture and traditions, participate in Armenian ethnic dances and traditional cooking, etc.

Some people arrive in Armenia for eco-tourism, some - to enjoy modern Yerevan: to walk down the streets, to listen to jazz, to sit in street cafes...

Everyone can find what he or she is interested in and more in Armenia.



## Whom to contact in your company if more information or a rate quotation is required?

You may always contact me for any questions at *heghine@unitrans.am*, telephone numbers are +(374 10) 520268, 516015.

Interviewee: Heghine Armenyan Business Development Manager heghine@unitrans.am Unitrans Ltd. http://unitrans.am



## **UNIMASTERS LOGISTICS IN BULGARIA**

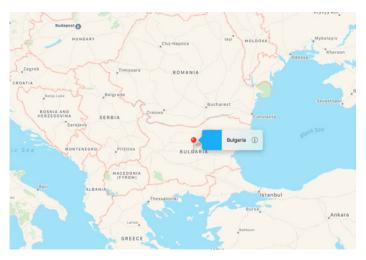
## MR. NIKOLAI BOZHILOV Founder and Executive Chairman

#### Mr. Bozhilov, first tell us about yourself. Who are you and what made you take up a career in freight forwarding & shipping? What nationality are you?

Shipping became my career when I was 18 years old and entered the Merchant Department of the Naval Academy in Varna, Bulgaria. After graduating in 1974 I globe trotted the world as ship's mate onboard several break-bulk vessels owned by the national shipping company Navibulgar.

In 1979, already a chief mate, I decided to settle ashore for a while and was offered to head the Marketing Section of the newly created Agency Department. Just a few months later I was sent to Fearnley & Eggers in Oslo, Norway to learn the basics of shipping research, ship chartering & brokerage.

After my return to Varna I was suddenly summoned by the company management and asked to form a totally different venture – a container operations division, thus running the first own container shipping activity of Navibulgar. Hence, I took the challenge and became head of Bulcon Container Service for 5 years. In 1984 thanks to my dedicated team we were ranked by Lloyd's Shipping Index as "the most reliable container service from the UK and the North Continent to the Mediterranean and the Black Sea".



In 1985 the Navibulgar management decided to restrain Bulcon expansion plans and I resigned. I went back to sea for another five years as a chief mate. In 1988 I got my Master Mariner's certificate and stood in the queue for my first vessel as a captain.

The collapse of the Berlin wall and the the end of communism in Bulgaria and the Eastern bloc gave me the chance to start my own company and try to put my ideas into reality. So I abandoned my future sea career and established Unimasters.

I am proudly Bulgarian by nationality.

Today I am very happy to lead fantastic teams of seasoned (although young) service minded innovative professionals in shipping, freight forwarding and 3PL/4PL. Unimasters is the country's indisputable leader in the conservative world of shipping with an impeccable reputation for performance and integrity.



When did you start your company and what are the main activities in your company currently? Do you have offices outside Bulgaria as well?

Unimasters Logistics was formed on 22 May, 1990 as the first private liner shipping agency in Bulgaria after the changes and became very popular with the liner carriers due to its vast knowledge and experience in container and breakbulk shipping.

Through the local representation of some of the then global carriers such as SeaLand Service Inc, Maersk Line, CMA CGM, P&O Nedlloyd, Lloyd Triestino, K-Line, etc. we diversified and perfected our operational capabilities in all kinds of intermodal and breakbulk activities.

In 1994 we added more subsidiaries in freight forwarding (sea, air and land) and 3PL. Joining forces with Barwil Shipping Agencies the same year we also established a separate company for tramp and tank services.

After buying Unitor and merging it with Barwil to become Whilemsen Ship Service, Wilhelm Wilhelmsen A/S and Unimasters jointly decided to end partnership in 2007 in order to avoid any conflicts of interest.

Today Unimasters has four fully integrated activities - port and marine logistics, customs brokerage, freight management and supply chain management and it is among the Bulgarian top three players in shipping. Plus a liner agency, representing Yang Ming.

We have our own offices in three countries – Bulgaria, Romania and Hungary but we do cover other 177 countries through first-class partners in projects and freight management. In the last several years we have limited our memberships to two global project networks only (CLC Projects & XLP) and two in freight forwarding (X2Elite and CTN). We are working closely with those partners to develop new business opportunities or offer better service schemes to established traffics.



With Bulgaria's strategic location in the Black Sea does it mean that you mainly deal with business in that area or do you also do cross trades? I know that many international companies have set up production in Bulgaria, Romania and Hungary for overseas export.

We do quite a lot of cross-trade and this business is constantly increasing. Innovation is deeply embedded in all our activities. We work with a number of leading international startups to deliver instant global offerings and platform-based digitalised services. Of course, our home area of operation remains high on the agenda, where we have intimate knowledge of the markets.

Central and Eastern Europe is an exciting place for business due to the larger potential for growth. The Romanian economy was one of Europe's very fastest growing economies last year, with a GDP beating all expectations and expanding by 4.8%. For a while now, local, regional and global clients have regarded Romania as one of the "hottest" markets in Europe and even among global emerging markets.

Bulgaria grew by 3.4% in 2016 and will keep up the growth this year, too. Hungary is also accelerating and it is expected to surpass 3.2% in 2017. As we efficiently serve exports, imports and domestic consumption through our 3PL services, we have enjoyed two-digit growth in all areas for several years now and are heavily investing in new technologies and infrastructure.

The Black Sea continues to be a politically complicated area due to the annexation of Crimea and the strained relationship between Russia and Ukraine. The container traffic last year (excluding Turkey) dropped by about 13% on average. Constanta DPW terminal still heads the league of the container terminals in terms of efficiency and number of boxes handled, followed by APMT in Poti and HPC in Odessa. Breakbulk services were quite volatile due to lack of enough EPC projects, which used to feed the traffic some years ago. However, in 2017 abundant grain exports have compensated the setback to a certain extent.



#### How is the relationship with your neighboring countries Turkey, Greece, Romania etc? Can cargo be transported via Bulgarian ports to any destinations in your neighboring countries? Elaborate on which destinations make the most sense to use Bulgaria for transshipment.

The neighboring economies are among the top 5 trading partners in each country where we operate. Turkish ports around Istanbul have become the main relay gateways for the container traffic to and from Black Sea. There is some regular export project business, moving through the Danube river by barge from Germany, Austria and Hungary via the Black Water canal and Port of Constanta to Asia, Africa and Latin America. However, transit business via Bulgaria to the neighbouring countries (mainly Serbia and Macedonia) makes no sense any longer (as it did about 20 years ago), due to higher ship costs in the Black Sea and the dire state of Bulgarian railways and the Bulgarian ports Varna and Bourgas.



## It appears that Bulgaria has been in a political vacuum recently. Tell us about the current business climate in your country.

This is not exactly true. The previous right-of-center government resigned last November after losing the presidential election and the country held a snap election on March 26 this year. Although the results of that vote were inconclusive, CEDB's leader Boiko Borisov, who became prime minister for the third time, cobbled together a new coalition government in early May. This has ushered in some much welcome political stability.

Business confidence has picked up substantially. But still, the market's small size means it's low on the list of regional priorities for the multinationals. Growth is being supported through continued strong domestic demand, wage growth and as EU transfers pick up, which is going to infrastructure projects, including modernising the country's railways and building motorways.

The population has been shrinking steadily in recent years from 7.7 million in 2006 to 7.6 million in 2010, to an estimated 7.1 million in 2016. And that should fall to just 7.0 million by next year. The working population is also shrinking as people move away or grow old. Unemployment has been on a steady downward trajectory and will drop to 7.9% this year.

The Bulgarian market remains relatively steady but not terribly exciting for most Western companies, particularly as other markets in the region pick up at a faster pace and have bigger consumer bases. In December, Bulgaria was ranked number ten in terms of CEE priority markets over the next three years, on par with Croatia. This summer, in one of the most recent business surveys, Bulgaria fell out of the top ten priority markets for the next three years.



## What is in the pipeline for Unimasters in order to compete in the future?

After several years of intensive digital transformation, we are now on the road to become the next-generation shipping enterprise for the Digital Age, leveraging cloud, mobile, social and big data. Due to our advanced thinking and highly converged API-based platforms we are perceived in our markets as genuine game changers as we provide simple, innovative solutions to rather complex problems. Our digitalised "plug & play" business mode is based on 4 pillars: operational excellence, solution leadership, unique customer experience and economic value. And it is augmented by the best global logtech inventions.

In Unimasters we put the emphasis on the careful planning and solution design, risk mitigation, managing exceptions quickly, and fast resolution of customers' complex demands and requirements. Besides, we are well known as knowledgeable and creative professionals, who are able to put together best world practices in transportation – from heavy project pieces to small parcels.

#### I had great experience personally with your office in Romania a couple of years ago when moving some GE cargo on the Danube and then to China on behalf of Sinotrans. Do you still move cargoes on the Danube through your Romanian office?

Absolutely, both through our Bulgarian and Romanian offices. Bulgaria and Bulgarian operators have the lowest operational costs in EU. Besides, most EU members can be reached in 3 hours by plane, 24 hours by truck and 2-3 days by rail. Romania offers other advantages – better port and warehousing infrastructure. In recent years we have developed very successful operational models for moving project cargoes from Central Europe on the Danube to Constanta or Varna/Bourgas and then to China and Southeast Asia onboard leading container carriers as add-ons to our breakbulk activities. This saves our customers time and money.



## Is Bulgaria a tourist spot? Tell our readers where to visit (besides the beaches at the Black Sea of course)?

For sure! Bulgaria can offer a lot more than sandy beaches, great ski slopes, cheap booze, tasty food and great entertainment. Cultural, historical and village tourism and travel are growing exponentially. Wine tours are also becoming very popular. Last year the total contribution to the country's GDP was 12.8 %, amounting to about EUR 6.5 billion. This growth is expected to continue by 3.9% this year and rise to 4.3% in 2018. Undoubtedly Bulgaria is on the list of the fastest-growing tourist destinations in Europe as per the European Travel Commission's 2017 Travel and Trends Report, which covers the first four months of 2017.

## Finally, Mr. Bozhilov whom to approach in case someone needs a quotation from Unimasters?

You can contact our omnichannel customer hub 24/7 by sending email to *customerhub@unimasters.com* or using our web chat. Social network contacts are also monitored around the clock. Our people are well trained and can be reached at almost any time.

Interviewee: Nikolai Bozhilov Founder and Executive Chairman *nikolai.bozhilov@unimasters.com* Unimasters Logistics *https://www.unimasters.com/* 



## CHINA'S ONE BELT AND ONE ROAD INITIATIVE: A VISUAL EXPLAINER OF THE FIVE MAIN PROJECTS



Read more ...

## **PORTS & HARBOURS**

#### NETHERLANDS/MALAYSIA - VOPAK ANNOUNCES EXPANSION OF PENGERANG TERMINAL IN MALAYSIA

Royal Vopak and its joint venture partners said they intend to expand their independent storage terminal, Pengerang Independent Terminals Sdn Bhd (PITSB) in Pengerang, Johor in southern Malaysia. *Read more...* 

#### BEUMER GROUP ATTEND SIGNING CEREMONY FOR BHS IN SATELLITE TERMINAL, SHANGHAI PUDONG INTERNATIONAL Airport

BEUMER Group was appointed to detail design, supply and install the BHS which will integrate 4 Crisplant LS-4000 tilt tray sorters,

21 CrisClaim® carousels and approximately 8 kilometers of CrisBelt conveyors. *Read more...* 

## **RAILWAYS AND RAILCARS**

#### QATAR RECEIVED THE FIRST DOHA METRO TRAINS

This is the first batch of 75 trains that will run on the new driverless rail network, which opens to the public in early 2020, manufactured by Kinki Sharyo company, based in the Japanese city of Osaka. *Read more...* 

## **PLANTS & PROCESSING**

## STORA ENSO TO INVEST EUR31M IN NEW PE COATING LINE IN BEIHAI, CHINA

Finland-based pulp and paper manufacturer Stora Enso is planning to complete its investments in various assets by 2019. The company is investing €31m a new polyethylene (PE) coating line in the new consumer board mill in Beihai, China. *Read more...* 

## RENEWABLES

### **VESTAS BAGS 180MW THAI ORDER**

The 180MW order incudes the supply and installation of the low-wind turbines, which will have a 157m hub height, and a 15-year management service agreement. Turbine delivery is expected to start in late 2017, with commissioning in mid-2018. *Read more...* 

#### CHINA'S SINOHYDRO TO BUILD IVIRIZU HYDROELECTRIC DAM IN BOLIVIA

Bolivian Energy Minister Rafael Alarcon said Friday that Chinese company Sinohydro has won a tender to build the lvirizu hydroelectric dam. *Read more...* 

## CEMENT

#### LOESCHE INVOLVED IN CONSTRUCTION OF NEW CEMENT Plant in Turkish Soma Region with Four Vertical Roller Mills

The scope of delivery includes the tried and tested LOESCHE additional components such as water injection, cyclones, slide gates and rotary feeders, as well as an extensive spare parts package for the next two years. *Read more...* 

## **SHIPPING NEWS**

#### CMA CGM VERY LARGE BOXSHIP MAKES RECORD BREAKING PANAMA CANAL TRANSIT

The 14,863 teu CMA CGM Theodore Roosevelt became last Tuesday the largest vessel to transit the new locks, following a route between Asia and the east coast of the United States. *Read more...* 

#### HANSA HEAVY LIFT DELIVERS SIX LARGE RTG CRANES FROM JAPAN TO TURKEY

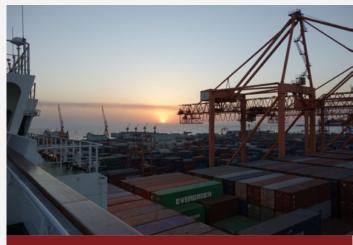
Hansa Heavy Lift has transported six rubber tyred gantry (RTG) cranes, each weighing 135 metric tonnes and measuring 28.9 by 11.3 by 26.6 m, from Japan to Turkey. All units were loaded onto the vessel HHL Kobe at the port of Saiki in southern Japan, with two of the cranes being discharged at the port of Gebze and the remaining four at the harbour of Gemlik, in Turkey. *Read more...* 

## **VIDEO OF THE WEEK**



Lifting a gigantic hatch cover into place onboard a container ship.

## **PHOTO OF THE WEEK**



Sunset in the Port of Jeddah, Saudi Arabia

## **QUOTE OF THE WEEK**

## "IT'S NOT ENOUGH THAT WE DO OUR BEST; SOME-TIMES WE HAVE TO DO WHAT'S REQUIRED"

- Winston Churchill -





# AD PRICING

- 1x Main Banner 870 USD / 800 EUR per week
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- 🖸 Video
  - 440 USD / 400 EUR per week
- Q Job Listings 220 USD / 200 EUR per month per job

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Rigging and Lifting Contractors		6% CRN
		8% MSC

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