

**MR. HASTHIKA DELA**  
CEO

**Week 40 (02 -08 October, 2017)**

### EDITORIAL

Week 40 is here and I am back on my traveling feet. I am actually in Kotor, which is a very scenic spot in Montenegro, ex Yugoslavia. I am visiting the captain of CMA CGM Andromeda who I met while onboard (as you may recall) in July. Interesting to see one of the countries outside the EU, but still in Europe and I suppose a country that is not too well known. Tourism here is the big draw and small wonder. Salaries are low, at 4-500 euros/month for many.



Here I am above the Bay of Kotor, in Montenegro, standing below Mount Lovćen

I flew down here on Turkish Airlines via Istanbul, the service onboard was excellent, even in economy class where I spent my time. On Friday I head to Malta.

We conclude our newsletter with a bit of industrial and shipping news, plus our wise words and video/picture of the week. Lastly regards to the Chinese who are having their "golden week" and I am sure that more than a few UnionPay debit and credit cards are steaming at the moment there.

Wishing you a pleasant read and, until next week,

Yours sincerely,

**Bo H. Drewsen**

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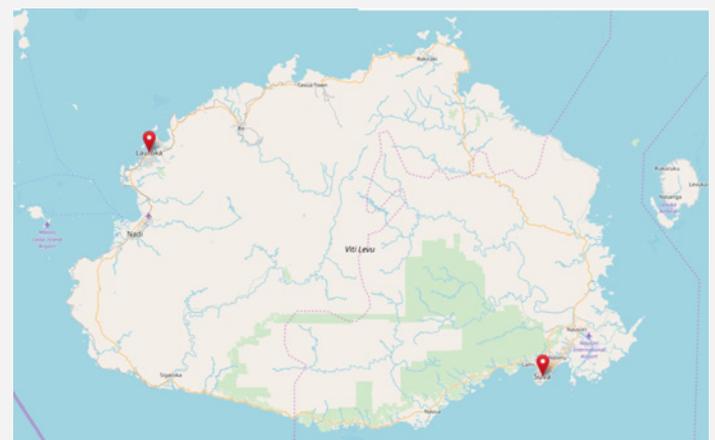
*First of all, Hasthika tell us about yourself. Are you a native Fijian, if not, which country are you originally from? How many years have you work in shipping and how did you end up as a CEO of Fiji Ports Terminal Limited?*

I am not a native Fijian. I am actually from Sri Lanka and have been in the shipping trade for the past 21 years. I have worked in the areas of agency business, depot management and ports and terminals. I am currently seconded to Fiji, representing one of the largest conglomerates in Sri Lanka, Aitken Spence PLC which is the largest stakeholder of Fiji Ports Terminal Limited. At Aitken Spence PLC I hold the position of Assistant Vice President. My industry knowledge and the experience gained over the years were instrumental towards my engagement as the Chief Executive Officer of Fiji Ports Terminal Limited since 2014.



*Tell us about Fiji Ports Terminal. What are the main ports of Fiji? Do you have regular liner services coming in? How about breakbulk vessels, do they call Fiji regularly? How about RoRo ships? What kind of crane capacity / lifting capacity is available in Fiji.*

Fiji Ports Terminal Limited manages the two international Ports in Fiji, which are the Ports of Suva and Lautoka. Port of Suva is the main and largest port in Fiji. Port of Suva and Lautoka are blessed with regular liner services, break-bulk, bulk and PCC vessel calls. Both of these ports are equipped with shore cranes which have the capacity to lift up to 100 metric tons.



Suva and Lautoka Ports

*Fiji is located in the Pacific and is well known as a beautiful island. Tell us a bit about the industry and trade of the island besides tourism, what kind of commodities are imported/exported to/from the island?*

Fiji no doubt is an exceptionally beautiful island nation, which attracts tourism from all around the world. Apart from tourism Fiji manufactures and exports garments, Fiji water, fish, cement, sugar, processed food and many other finished products. Fiji also imports many food products, raw materials and other essential items from overseas.

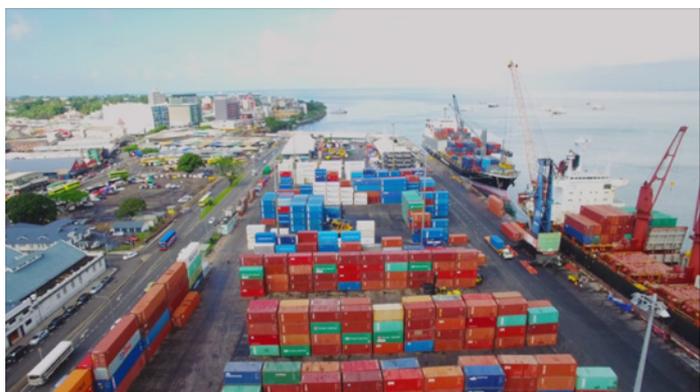


***Is Fiji used as a transshipment hub for other islands in the Pacific or is cargo into Fiji mainly for the local market?***

Fiji is being used as a transshipment hub by many of the shipping lines. This is one area the management is highly focused on for further developments.

***Please elaborate on the ownership of Fiji Ports Terminal Limited?***

Fiji Ports Terminal Limited entered into Private Public Partnership in 2013 where 51% stake was acquired by Aitken Spence PLC, Sri Lanka, and the balance 49% remains with Fiji Ports Cooperation Limited (Landlord). Fiji Ports Terminal Limited is managed by a board of directors.



***Can you tell us a bit about larger equipment or projects that you have handled in/out of Fiji via your terminals?***

The two ports are capable of handling heavy and larger project cargoes and we have handled such equipment up to 80 tons in weight and cylinders up to 33 meters in length.

***If a shipowner would like to make regular calls or even a one-off call to Fiji who should be contacted to get a quote for port call costs?***

Fiji Ports Terminal Limited is happy to assist any customer who intends to call at our ports. However, to obtain a comprehensive DA we suggest that they contact a reputable agent in Fiji. If the ship-owner/customer is not familiar with Fiji, we are more than happy to make necessary recommendations to suit their needs.

***Are any freight forwarders established on the island?***

Yes there are a few reliable freight forwarders available in Fiji who can provide all freight forwarding and customs clearance services.



***Many of our readers like to take holidays (don't we all), with your great location in the Pacific, what can you recommend about Fiji. I know from my very first honeymoon in 1986 when I stayed at the Sheraton Denarau Beach Resort that the island and the islands outside are wonderful, but tell us about your personal recommendations for visiting Fiji.***

Fiji is a beautiful country and a tourist paradise. More than the hotels, the natural beauty of Fiji attracts the foreigners to the country. There are wonderful hotels located in the main and outer islands of Fiji. You can witness many global brands such as Sheraton, Hilton, Continental, Marriott and many more. It is extremely difficult for me to recommend any particular places in Fiji for visiting as the entire island nature is so breathtaking.



Fijian village of Navala in the Nausori Highlands

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# LT SHIPPING AS – OSLO, NORWAY

## MR. BØRRE MORTENSEN OWNER

### **Why did you choose a career in shipping Borre? Being from Norway why didn't you work in the oil and gas industry?**

For me to end up in the shipping industry is purely "luck" or very random.

I have an uncle that is also in the same industry, and he knew someone that would hire a rookie. I sent my application, but received a friendly no. Thereafter I started to study forwarding.

Later the same year I saw the same company again trying to hire people. I called the manager and asked if I could apply again. He answered friendly that he couldn't stop me, but if they wanted me they would have hired me in the first place.

I re-sent my application, and got the job after a lot of phone calls. I think he gave me the job because he was tired of my daily calls pushing for the job interview.

### **Tell us about the main activities of LT Shipping.**

LT Shipping AS was founded in 2008. We are a small sized shipping company offering all shipping related services.

We offer port agency services, Liner Agency services, NVOCC and Freight forwarding services to small and mid-sized customers.

We are the agent for WEC Lines and ZIM Integrated Shipping Services Ltd, offering container short sea services to/from the Mediterranean and Iberian Peninsula to north Europe.

We are also the agent for Northern Shipping Company offering Break Bulk Services between northern Europe and Russia.

Our main partners in the NVOCC and freight forwarding business are Oceanwide Logistics and Collyer Logistics.

We also offer LCL with weekly global import and export through our sister company PFC Nordic AS. PFC Nordic AS is part of the iCargo Alliance.

### **Give us an example of challenges you have faced while shipping in Norway.**

When representing break bulk carriers, we have to solve all kinds of challenges. One small sized break bulk vessel fought some heavy wind in Northern Norway. The vessel received constant list on port side up to 25 degrees, and we were afraid she would capsize.



The cargo onboard rolled, and part of the deck cargo fell into the ocean. We arranged a rescue tug boat to assist her on the way to a safe berth, with the Norwegian coast guard watching and taking care of the safety. Everything went well with support from a small fishing village assisting with equipment on shore.



### **How is the Norwegian market currently? Is it mainly dominated by freight forwarders or do shippers also themselves contact with owners and agents direct?**

The Norwegian market is mostly controlled by the bigger freight forwarders, but there are still room for some of the smaller ones like us. Being able to offer all services is still an advantage.

### **Are you member of any international networks currently?**

We are part of the global NVOCC Oceanwide Logistics, but are also working close with many other agents such as Collyer Logistics.

It is important to find the best partners wherever we need support, but we prefer to use those that are part of the same network.

### **What do you like most about freight forwarding and shipping?**

The best part of what we do is that no two days are alike. We never know what kind of challenges have to be solved when we come to the office in the morning. We are a team in the office that all work hard to support each other in finding the best solution.

### **Do you feel that the industry has changed in recent years and has the penetration of IT and related technology changed the way business is done?**

The industry has gone through some enormous changes in recent years. Most shipping lines had agents, now they have their own offices.

IT has made our global industry even more global, and has forced us, but also made it possible for us, to have a back office to cut costs. For Norway as a very high cost country, this has been important for us to be competitive.

### **Norway is a country with a huge coastline and many ports, describe for our readers a bit about the various main ports in Norway for trading and shipping?**

We have many ports in Norway due to a spread of our population and a challenging environment.

Our coastline has many fjords that are too wide to build bridges, and too steep to build tunnels below.

Oslo is the capital of Norway, and the main import port. Our export is spread all around the country, and supported by bigger and smaller ports and private berths.



**Norway is bordering Russia is there any trade between the 2 countries using the northern border?**

We do have some trade between Norway and Russia in the North. This is mostly related to the oil and gas industry.

**What are your plans for the future in LT Shipping?**

We are very confident in who we are and what we do. Still we wouldn't mind to grow, but have no plans to become a very big player. We still believe that there is room for us, and that customers appreciate personal service. We will not be one of them with "dial 77 for this service..."

**Do your Norwegian customers highly value you being an independent and 100% Norwegian owned company?**

Most customers like us having a local Norwegian office. For the bigger customers and freight forwarders, I don't think the ownership means a thing. For the smaller customers, I believe they still appreciate the Norwegian ownership.

Still, service and value for money are important to most customers, so we have to be competitive.

**Whom to contact in your company for a quote or further information about Norway?**

You can always contact me, but it is best to send your request to [post@lt-shipping.com](mailto:post@lt-shipping.com).

Then all of us can answer what we are best at!

Interviewee:

Børre Mortensen

Owner

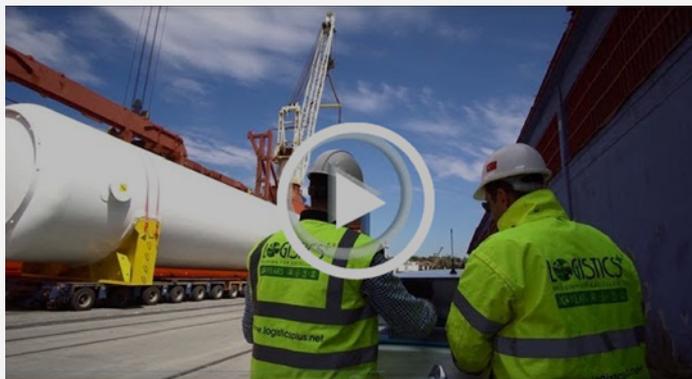
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## FEATURED PROJECT SHIPMENT



Logistics Plus Inc. - Loads Cryogenic Gas Tank from Turkey to Norway. This video shows the loading of a 24.2m X 5.70m X 6.00m 105-ton cryogenic gas tank for transit from Turkey to Norway.

## TAIWAN ON THE RISE: ASIAN SHIPPING DEMAND SPURS SHIPPING AND LOGISTICS DEVELOPMENT

With its reputation for all things high-tech, spurred by the so-called 'Taiwan Miracle', Taiwan has increasingly stepped into the spotlight as an important hub for shipping and logistics in the Asia-Pacific region. As capital and technology-intensive industries flock to reap the rewards of the nation's business-friendly regulatory regime, there is also an opportunity for shipping and logistics providers to take advantage of this momentum. [Read more...](#)

## LEGAL NEWS FROM THOMAS COOPER SINGAPORE

Shipping Focus, the e-update from Thomas Cooper's Shipping Group, in which you can review the latest legal developments in your area of Shipping and keep up to date with Thomas Cooper's news and events. [Read more...](#)

## SHIPPING NEWS - SEAWORTHY PACKING

### CALL FOR PACKING CODE'S ADOPTION AND ENFORCEMENT

A coalition of leading cargo industry organisations representing the full breadth of the global supply chain is maintaining its campaign for safer practices in packing freight containers and other cargo transport units (CTUs). In a meeting held at the IMO during London International Shipping Week, the group asked delegates of IMO member states for the backing of their governments to communicate the content, to encourage and oversee the use of the IMO/ILO/UNECE[1] Code of Practice for Packing of Cargo Transport Units (CTU Code) within their jurisdictions. [Read more...](#)

## RENEWABLES

### NSP BUILDING 40MW SOLAR POWER PLANT IN TAIWAN

Taiwan-based merchant solar cell and module producer Neo Solar Power (NSP) is set to build a 40MW PV power plant on former agricultural land that is suffering from severe land subsidence in ChangHua County, Taiwan. [Read more...](#)

### GCL-SI TO SUPPLY 62MW OF SOLAR MODULES TO BRAZILIAN PROJECTS BUILT BY WEG

GCL-SI said it would ship its GCL-P6/72 325W modules to WEG

from September to November this year and is one of the first supply deals the SMSL member has secured in Latin America. [Read more...](#)

## PLANTS & PROCESSING

### OWENS CORNING TO EXPAND EUROPEAN GLASS CAPACITY

Owens Corning (Toledo, OH, US) reported on Sept. 29 that it plans to invest US\$50 million to rebuild a glass melter and expand production capacity by approximately 25% at its Chambéry, France, composites manufacturing facility. The investment will support the growing demand for thermoplastics in Europe. The melter is expected to be operational by mid-2018. [Read more...](#)

## OIL & GAS

### KBR AWARDED EPCM SERVICES CONTRACT FOR JVGAS PROJECTS IN ALGERIA

Under the terms of the contract KBR will provide detail design engineering, procurement services as well as construction management at the major gas developments at In Salah Gas and In Amenas. This work, which is expected to be performed over 48 months, will be a KBR collaboration with engineering and the procurement services being performed from the UK and Chennai offices in partnership with the local, in-country, engineering office. [Read more...](#)

## POWER GENERATION

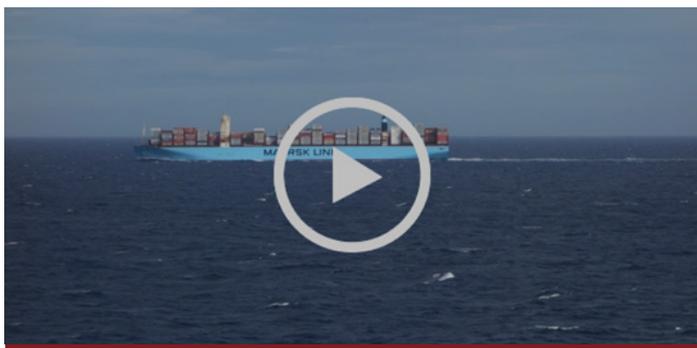
### SIEMENS RECEIVES ORDER FOR 1.3GW COMBINED-CYCLE POWER PLANT IN PAKISTAN

CMEC is the EPC contractor of the power plant dubbed as Punjab Power Plant Jhang. The plant is being built for Punjab Thermal Power, an independent energy provider owned by the Punjab government. [Read more...](#)

### SIEMENS TO ACCELERATE POWER GENERATION IN MADAGASCAR

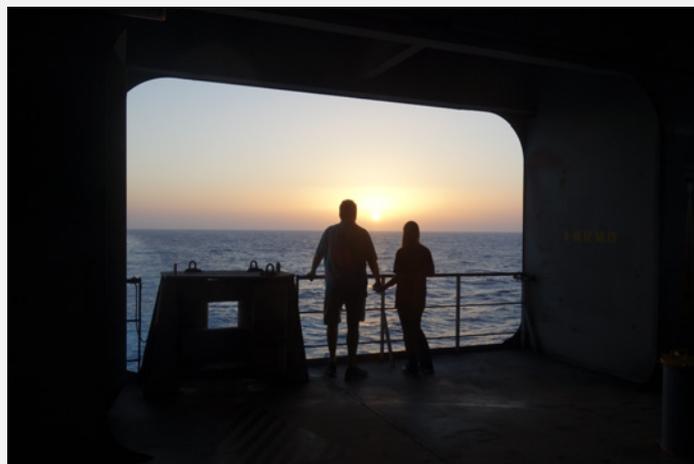
Siemens has signed a Memorandum of Understanding (MoU) with the Republic of Madagascar to identify measures for the country's fast track power generation and to work towards increasing capacity by an additional 300MW by 2019. [Read more...](#)

## VIDEO OF THE WEEK



Passing an E class Maersk Line vessel in the South China Sea en-route to Yantian

## PHOTO OF THE WEEK



A reminder of whats important in life....

## QUOTE AND PROVERB OF THE WEEK

**"YOU CAN NOT LEAD A BATTLE IF YOU THINK YOU LOOK SILLY ON A HORSE"**

- Napoléon Bonaparte -

**"RIVERS AND MOUNTAINS MAY CHANGE COURSE BUT NEVER HUMAN NATURE"**

- Ancient Burmese Proverb -



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

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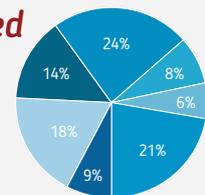
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