

EDITORIAL

Thursday the 21st of December has arrived and it is our last issue of 2017. When I originally came up with the idea of launching an independent online newsletter I had no idea that within 14 months we would be able to reach 52,400 recipients every week. Although it is the actual number of recipients it does not equate to 52,400 readers, that requires more work from my side and probably less stress and more time from the receiver's side to actually read the newsletter in full.



We are all swamped by email these days and the term "gone fishing" should, in fact, be changed to "gone phishing" with everything that is out there (good and bad!) on the internet. I still recall being a trainee sending telexes and now as I near the age of 55, I have my 9-year-old son to solve any problems I have using my iPhone. It's a testament to the positive impact of the digital revolution but may also lead to premature burnouts from being "online" all the time, even when supposedly on holiday. So I fully understand many of you not being able to take the time to read the newsletter in full.

For once I have no "political" comments to make in this issue, it's time to give it a rest and not destroy the holiday mood - but I will be back in full force in the new year on January 11th with our first issue of 2018.

Before I turn my attention to today's content I wish to thank everyone who has supported this newsletter with ads, content, and feedback. Getting interesting and useful content is not always easy but we are getting there.

I welcome anyone openly to write to my personal email address with comments and suggestions. bo.drewsen@projectcargo-weekly.com

Today we focus on the railway, not only the famous Trans-Siberian railway solution but also the railway through Central Asia etc. It has been strongly revived in recent times and thus we have an interesting interview with FELB.

We then interview a UK based freight forwarder with a fresh approach that has won them awards and made them innovators in the market.

We finish off with an introduction to a shipowner focusing on the huge and sometimes overlooked intra-Asia trade which also involves high volumes of project cargo!

We, of course, follow tradition and finish our newsletter with sector news for the active salespeople out there and then round it all off with the video, photo and wise words of the week.

Wishing everyone a very merry Christmas and a healthy and happy new year. Let us make the new year an even better one for everyone around us.

Yours sincerely,

Bo H. Drewsen

bo.drewsen@projectcargo-weekly.com

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FAR EAST LANDBRIDGE LTD (FELB) VIENNA, AUSTRIA

MR. LEONARDO VENDER
HEAD OF MARKETING & SALES

The Trans-Siberian railway has been around for years and all the while we have heard that now it's coming....then suddenly Russian railways increase the rates overnight and the business "stops", at least that is a bit of the history for many who have been in freight forwarding for years. Tell our readers about the current improved situation relating to traffic to/from China and Europe using the railway. What routes are workable? What is the average transit time from say Shenyang/Shanghai/Chongqing/Guangzhou to Central Europe? And above all how about the stability of the railway services these days?

Rail cargo has been on the rise in recent years. FELB started as a project in 2007 with the idea to transport cargo via rail between Asia and Europe as a competitor to traditional air and sea freight. Later on, we became partners with RZD Logistics in Russia which added to FELB's ability to transport via rail more efficiently. Then in recent years, China began a multi-billion dollar initiative to upgrade and improve the rail system which allowed for faster transit times and building a larger rail infrastructure.

The main routes we now take from China are across the borders into Russia at Zabaykalsk and Erlian into Mongolia. With all of the improvements to the rail system in the past 10 years, we were able to get our transit times down to an impressive low. In 2016/17 we had less than 14 days transit time between Suzhou and Warsaw!

Sadly in 2017, all operators faced some problems due to congestions and construction which caused longer times so our current transit times have gone up. Some examples of current transit times are:

1. Suzhou to Hamburg 21-22 days
2. Shenyang to Hamburg 19-20 days
3. Incheon to Hamburg 23-25 days

In general, our service can be served by 3 different routes, Zabaykalsk - Brest, Erlian - Brest, and Dostyk - Brest. Each one has

their own advantages and disadvantages. However, all routes are stable and running smoothly and we anticipate further transit time reductions again in the near future!



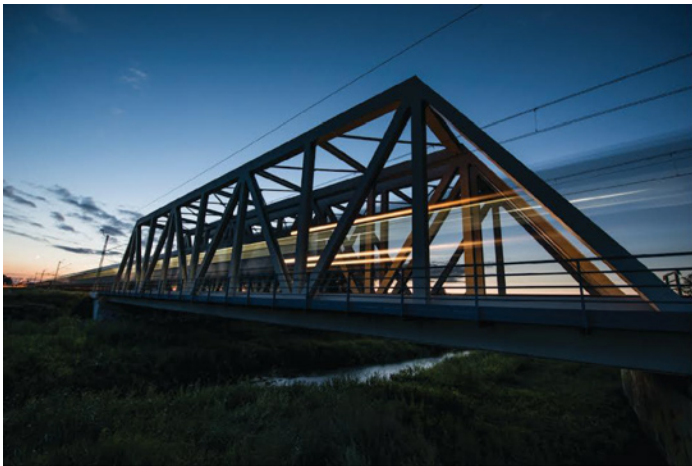
What types of containers are accepted? Do you provide the containers for the potential customers? Do you accept shippers own containers as well?

Most of our business is based on 40' containers but we can also handle 20' as well as special container equipment, such as open tops, flat tracks, reefers etc.

We have a pool of about 4,900 containers but can handle SOC containers as well.

How does your track and trace system work?

Our customers receive daily tracing by email which is based on the railway RFID system. Also, additional GPS service is available on request.



What kind of "bill of lading" is used for traffic on the railway?

We are operating based on cargo manifest and railway bills such as SMGS and CIM.

FELB is based in Vienna, who are the owners of the company today?

FELB is actually based in Cyprus and is more than 75% owned by RZD Logistics in Russia.

The railway seems to have been revived with new routes in particular since the one belt/one road policy of Mr. Xi Jinping in China what routes do you run today? What physical routes/border crossings are used - if you could provide maps of same that would be excellent.

Please refer to the following map of our main services. As you can see our routes go through both the Trans-Siberian Railway as well as the Silk Road.



FELB's Service Map

Do you accept breakbulk cargoes on the railway as well?

No, but by request, we can provide dedicated solutions through our project cargo team.

Many vendors are telling us in the market that they provide the best services on the railway to/from Central Asia and China. What makes FELB the best choice when moving containers east or westbound?

We have existed longer than most of the new companies that have come since the Chinese rail developments and subsidies have been established. So our services are known for being stable and consistent. Not to mention the fact that, even with the big issues surrounding rail transport in 2017, our transit times have seen a steady decrease throughout the years. Another major benefit of our company is that we can offer dedicated solutions and short-term flexibility for any customer request.

Can you provide some examples of shipments that you handle say from China to Europe or v.v.?

Most of the eastbound automotive cargo is handled by us as well as electronics cargo coming from South Korea. Also, we handle various e-commerce cargo and raw materials between Asia and Europe.

Then there is the question of the difference in rail gauge between China and Mongolia/Russia/Kazakhstan - how is that problem overcome? Where are the customs checkpoints?

We have a strong partner at each border (China/Russia at Zabaykalsk, Russia/EU at Malaszewicze and China/Mongolia at Erlian) which helps reduce the gauge changeover time. For the gauge changes, we physically need to move the cargo from one train to another with the new gauge. So this of course adds some time to the process but overall it is a normal process for us. The customs checkpoints are at the borders, so while the cargo is changing gauges the paperwork can be processed.

Tell us a bit about the FELB organization, whom should be contacted to request a quotation say from Europe to Asia or from Asia to Europe? Can you provide us with contact details?

FELB has a fully developed sales department which handles all inquiries and setup for cargos going both east and westbound. With our multiple offices in Austria, Germany, Poland, Russia, and China there are employees which can handle any questions and concerns customers may have. You can, of course, send us an email at: sales@felb.world or contact one of our regional offices closer to your locations. All of the contact details can be found on our website at: www.felb.world

Interviewee:

Mr. Leonardo Vender

sales@felb.world

Head of Marketing & Sales

Far East Landbridge Ltd (FELB) - Vienna, Austria

<http://www.felb.world>



HEMISPHERE FREIGHT SERVICES LIMITED

MR. LOUIS PERRIN DIRECTOR

First off kindly tell us a bit about the history of Hemisphere, when did you establish the company, why did you choose the name Hemisphere and what is your main activity in today's logistics market in the UK?

The company was established in 1989 by Andy Perrin, initially based in Colchester – between the major UK ports of Felixstowe and Tilbury. At the time the focus was primarily on project and out-of-gauge cargo within export freight forwarding. While the company has grown significantly since then – with three UK offices and international bases in China and New Zealand – that core focus remains a significant part of what we do.

However, with a changing economy, increased experience, and expertise and evolving customer needs, Hemisphere now provide all-encompassing logistics solutions to help our clients maintain an effective and efficient supply chain. Within our wide remit as a global logistics and freight forwarding partner to our clients are a number of specialisms, including:

- Ocean freight
- Air freight (including dangerous goods)
- Pharmaceuticals transport
- E-commerce logistics
- Specialist Project Cargo (including energy, fresh water, automotive and technology)
- Recyclables
- Warehousing and road haulage



Over the years Hemisphere has invested in warehousing facilities, their own fleet of trucks and technology.

The competition among freight forwarders is quite fierce, in your view what makes Hemisphere stand out? What are the value-added services that you believe you can offer potential customers and/or overseas agents needing help in the UK?

We believe that our point of difference lies within three key areas:

Our team and relationships

Our people truly make us unique. We have been fortunate to have developed an outstanding team with such a vast range of experience and strengths, allowing us to provide multimodal and specialist services spanning the vast majority of industries. That breadth of experience, combined with the dedication of our individuals to provide a first class service to our clients has been the key to our success.

We develop lasting relationships with clients as they know they

can turn to us for support and advice in any scenario and the company has been built on the foundations of doing business in the right way. We work with both customers and suppliers openly, honestly and fairly, meaning we have forged strong partnerships with major shipping lines and airlines to source cost-effective and reliable solutions for our customers. International logistics can be littered with pitfalls and complications, but we have gained a strong reputation for never shying away from a challenge – finding flexible and viable solutions that are vital in this rapidly changing industry.



Fred. Olsen TVO Antenna

Our infrastructure

In order to empower us to look after all of our client's requirements in-house, we have over the years invested in warehousing facilities, our own fleet of trucks and technology to enable us to continually evolve our solutions. Our growth and expansion from traditional freight forwarder to a 4PL with its own infrastructure has come both organically from helping our clients to grow, as well as not shying away from opportunities even when the economy has been tough.

In 2014 we bought our current 5.5 acre, 120,000 square feet site in Ipswich, bringing our ocean, warehousing and road haulage operations under one roof. It was reported at the time as being the largest property acquisition in Ipswich for more than 10 years.

<https://www.hemisphere-freight.com/new-ipswich-head-office/>

In 2016 we doubled our air freight capacity at London Heathrow – further increasing our international capabilities.

<https://www.hemisphere-freight.com/hfs-doubles-capacity-lhr>

Accreditations, Licenses & Qualifications

The international logistics industry is complex and heavily regulated, so over the years, we have worked tirelessly to achieve and maintain key accreditations and memberships to enable us to handle such a wide array of cargo.

The below is a selection:

- DGSA licence
- IMDG trained
- LVBI licence
- GDP trained
- AEO accredited
- ISO 9001
- IATA Agent
- BIFA member
- UKWA member
- RHA member



Liverpool Gas Scrubber

In your view what are the benefits of holding various accreditations and belonging to associations?

As listed above, we have acquired a great number of licenses, accreditations, and associations to help provide our team with the required knowledge to be able to confidently advise our clients and look after their cargo. Additionally, it also helps them to understand the specific details, rules, and regulations, allowing us to provide efficient and achievable solutions which other providers may not be able to offer. We want our clients to feel secure when they partner with us and these can help to provide peace of mind.

Can you provide examples of some OOG or project cargo that Hemisphere has handled?

The company has a long tradition in handling OOG and project cargo, below please find several high profile examples, with more available on our website.



Leiston Transformer

[View the Leiston Transformer case study.](#)



Liebherr Crane

[View the Liebherr crane case study.](#)



Supercars Club Arabia

[View the Supercars Club Arabia case study.](#)

What markets overseas are you focusing on?

We are generally quite client-centric when it comes to overseas markets in that we tend to focus on those in which our clients are buying and selling to and from. Given that we have offices in Shenzhen, China and Auckland, New Zealand – Asia and Oceania are both areas of focus currently. Additionally, we have recently had success in the United States and can see this being a growth market for us over the coming months and years.

I have noticed from your website that you have recently received a couple of awards, please tell us more.

We are delighted to have been nominated for two awards at the forthcoming BIFA Freight Services Awards. This marks the first time that we have really sought industry recognition, so to be named among the finalists in both the Ocean Freight Services Award and to be personally nominated for the Young Freight Forwarder Award is a proud achievement in itself. We have our fingers crossed for the awards ceremony in January 2018. You can find more information here:

<https://www.hemisphere-freight.com/hemisphere-named-among-finalists-two-bifa-awards/>

What made you start working in the freight forwarding and logistics industry in the first place?

Shipping and logistics played a huge part in my life growing up. I was fascinated by visiting ports and seeing container vessels as well as meeting new people from all over the world. I grew up with a love of travel, but began my journey with Hemisphere Freight Services within one of our UK warehousing facilities, while I completed my degree in Logistics and Business management.

The exposure to different cultures and opportunity to travel was certainly a real draw, as well as the solution-led approach of the company that makes every day a different challenge. Having worked my way up to company Director, I can honestly say it's been an incredibly rewarding journey.

Interviewee:

Mr. Louis Perrin

projects@hemisphere-freight.com

Director

Hemisphere Freight Services Limited

<https://www.hemisphere-freight.com/>



Hemisphere's Managing Director Louis Perrin

EDITOR'S NOTE - CNC LINE

The intra-Asia trade is one of the largest in the world and many struggle to find solutions for breakbulk cargo that needs to be shipped say, from Japan to Vietnam or from Taiwan to Thailand etc.

I have found CNC Line to be quite capable in this trade, so I have no qualms introducing them here. [View CNC services rotation details.](#)

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tpe.dhsu@cnc-line.com
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SHIPPING NEWS

NEW AGENT FOR RICKMERS-LINE/RZ CARRIER IN INDIA

Rickmers-Line, a company of Bremen-based Zeaborn Group, has appointed Merchant Shipping Services Pvt. Ltd. in Mumbai as its new agent in India as of 1 January 2018. [Read more...](#)

RENEWABLES

CHLORIDE EXIDE INKS SOLAR CELLS DEAL WITH CHINESE FIRM

The five-year renewable deal will also see Chloride Exide design the power backup and solar PV systems for Ritar Batteries. [Read more...](#)

RAILWAYS & PUBLIC TRANSPORTATION

SIEMENS TO DELIVER FULLY AUTOMATED PEOPLE MOVERS FOR BANGKOK

Siemens is to deliver a total of six two-car trains and the Communication Based Train Control system (CBTC) for fully automated operation. The trains will be manufactured at the Siemens plant in Vienna, Austria. [Read more...](#)

RZD TO INVEST USD 130 BILLION FOR RAIL DEVELOPMENT

By 2025, the total investment for railway development in Russia is estimated at RUB 7.7 trillion (USD 130.7 billion, the president of Russian Railways Oleg Belozеров said. [Read more...](#)

WATER AND WASTEWATER TREATMENT

DE NORA TO SUPPLY FILTER UNDERDRAINS FOR WATER PLANT UPGRADE IN THE PHILIPPINES

De Nora Water Technologies Inc is partnering with Japanese engineering company JFE Engineering to upgrade the largest water purification plant in the Philippines. [Read more...](#)

PULP & PAPER

VALMET TO SUPPLY KEY SOLUTIONS FOR THREE CONTAINERBOARD MACHINES IN CHINA

Valmet will supply board machine key technology and machine control systems for three new containerboard machines in China. Two of the machines will be producing liner and one will be producing fluting. The start-ups of the machines are scheduled for 2019. [Read more...](#)

MILITARY EQUIPMENT

WEIBEL SCIENTIFIC WINS CONTRACT IN THE US WORTH MILLIONS OF DKK

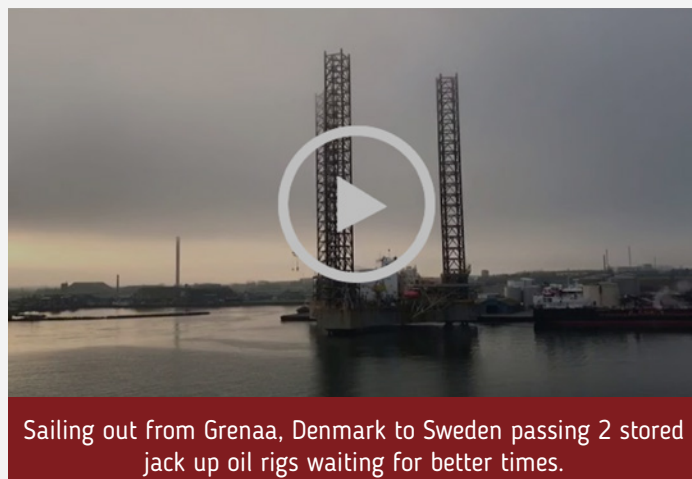
Danish radar producer, Weibel Scientific, has won a substantial contract from the United States Army. The value of the contract has not been disclosed but is described as being in the triple-digit million range (DKK). [Read more...](#)

PLANTS & PROCESSING

HONG KONG-BASED AMERICAN MERCHANT OPENS UNITED STATES PLANT IN BRISTOL, VIRGINIA

American Merchant Inc, a subsidiary of Merchant House International Ltd, a Hong Kong-based designer and manufacturer of home textiles, seasonal décor products, and leather shoes, will invest \$19.9 million to establish its first U.S. manufacturing operation in Bristol, Virginia. [Read more...](#)

VIDEO OF THE WEEK



Sailing out from Grenaa, Denmark to Sweden passing 2 stored jack up oil rigs waiting for better times.

PHOTO OF THE WEEK



Normally it's gorillas in the mist but here it's a huge Maersk drilling rig in the mist. Pictured laid up at Port of Grenaa, Denmark.

QUOTE AND PROVERB OF THE WEEK

"LIFE ISN'T ABOUT WAITING FOR THE STORM TO PASS; IT'S ABOUT LEARNING TO DANCE IN THE RAIN"

- Vivian Greene -

"A TOO MODEST MAN GOES HUNGRY"

- Ancient Ethiopian proverb -



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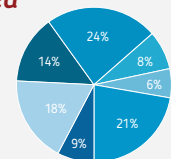
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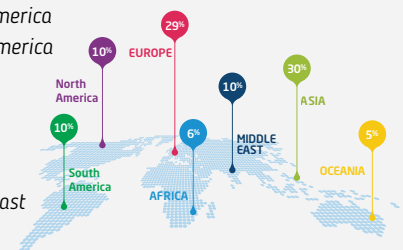
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