

CAPT. JITEN BHOSALE
COUNTRY MANAGER

Bahri is a reputable RORO carrier with roots in the Middle East & Saudi Arabia. Can you introduce our readers to the services that Bahri offers in the market to/from India?

Bahri Logistics operates 6 new state-of-the-art multipurpose vessels with 26,000 DWT each on a regular liner schedule; 4 vessels connect the United States to Saudi Arabia and major ports in the Gulf, Indian Subcontinent and the Mediterranean, and 2 vessels connect Europe to Saudi Arabia and key ports in the Gulf and the Mediterranean. From India, Bahri has a direct Service to the US via the Red Sea / Mediterranean. For European ports, Bahri tranships cargo via Jeddah onto their European Service for North continent Europe ports.

Week 10 (05 - 11 March, 2018)

EDITORIAL

It is Thursday again and we have arrived in your inbox, hopefully not your spam folder. This week I am visiting the Polish port city of Gdansk which is famous mainly I suppose for the solidarity movement and the shipyard where the "revolution" against the communist system began many years ago. The leader of that movement, later on, became president of Poland.



I am surprised by how many excellent restaurants there are here - if you have the time it is worth a visit to the Gdansk-Sopot-Gdynia area of Poland.

I also paid a visit to the president of Polish Ocean Lines who happened to be a friend of mine from when we both lived in China. He was working in Chipolbrok then which was/is a Chinese/Polish joint venture originating from the 1950's ties when the socialist brothers in arms were not concerned about earning money.

Things have changed since then, one thing that strikes me here in Poland is the difficulty of their names, seldom have I seen so many z c w y as here.

I am attending the Transport Week Gdansk where people mainly from around the Baltic states meet to discuss shipping, innovation and what not. It seems that wining and dining is high on the agenda and I'm not shy to join.

A major topic of discussion is the Silk Road and it reminds me of an excellent article about the One Road One Belt project feature in the South China Morning Post. [Available here...](#)

Wishing you a good read and until next time I remain...

Yours sincerely, Bo H. Drewsen

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If a customer in India (for example) has a delivery to the Mediterranean or US can this be booked via the services of Bahri?

Bahri has 4 vessels in US - Med - AG - India Loop. Every 25 days Bahri logistics has a vessel calling Mumbai, destined for US East Coast via the Red Sea (Jeddah) and Med Ports (Livorno / Genoa). The Red Sea ports are transhipped via Jeddah whereas the Mediterranean Ports are catered via Livorno / Genoa with our partner carriers.



What are the ports of call in India for Bahri?

Bahri calls Mumbai port. Bahri vessel's also call Mundra, Gujarat on inducement basis.



What type of vessels do you use in your India services, are they also RORO, if so what about their ramp capacity and opening height/width?

Bahri Logistics' multipurpose vessels with an average age of fewer than 4 years are all uniquely designed to carry multiple types of cargo in a single voyage, including project, Ro/Ro, breakbulk (heavy-lift) and container cargoes. Our RoCon vessels are specially designed to carry heavy weight and over-dimensional loads, as well as project cargoes.

Ramp Capacity: 250 metric tons. Ramp height clearance: 6.8 meters. Additionally, Bahri's vessels are equipped with 2 cranes of 120 metric tons, which can handle cargo up to 220 metric tons in tandem operations underdeck.



Who to contact for a quote?

For quotation purposes contact: rajesh@bahri.sa / vivek@bahri.sa / Bhavin@bahri.sa

How many years have you worked for Bahri? How did you get into shipping yourself? I noticed that you are a sea captain, tell us about your background.

I joined Bahri Logistics On the 1st of June 2016 in their Mumbai office. I began sailing in 1992 as a cadet with Barber International (Wilhelmsen Ship management). I was a seaman for 18 years, 4 years as Master on RoRo vessels with Wilhelmsen Ship Management.

Most of my seagoing experience was on car carriers / RoRo vessels. Thereafter I joined Wilhelmsen Ship management's Manning office in Mumbai. In December 2010, I joined a Norwegian car carrier company as Port Captain. In the year 2013, I was

posted in Dubai as Regional Head of operations for the Middle East and the Indian subcontinent, Singapore, and Africa. I worked there until May 2016, thereafter I returned to India as Country Manager of Bahri India.

Interviewee:
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ISS PALUMBO – ROTTERDAM THE NETHERLANDS

**MR. JAN-HEIN DISSEL
VICE PRESIDENT GLOBAL**

Tell us a bit about the history of ISS-Palumbo to the naked eye the name looks like 2 companies that have been joining into one? Who are the actual owners of your company today?

The Palumbo Group was founded in Italy in 1974 by its current Chairman Mr. Andrea Palumbo. Since then, Palumbo has grown rapidly and increased its market presence around the globe, ranking among the top five project and logistics service providers within the Italian oil and gas energy sector.

Inchcape Shipping Services (ISS) and Palumbo formed a joint venture in October 2012 establishing ISS Palumbo Srl, to provide a combination of marine agency, project logistics, and project freight forwarding solutions to customers globally.



FOB operations at Porto Marghera – a boiler convective module (93 tons) and structures.

Where are your offices located around the world and is Rotterdam your head office?

ISS Palumbo's head office is located in Livorno, Italy. Other Italian offices are situated in Genoa, Milan, and Rome. Globally, we have our own offices in Rotterdam (NL), Newcastle (UK), Dubai (UAE), Houston (US), Capetown (SA), Baku (AZ), Istanbul (Turkey), and Cairo (Egypt). Our teams with experienced, knowledgeable and motivated people, with a 24/7 attitude, are capable of handling all aspects of project freight forwarding and are always looking for the best possible solutions to our customers' challenges.





Two steam generators weighing 80 tons each from north Italy to Oman via river barge and subsequent loading onto ocean vessel.

I understand that you are strong in the oil/gas sector, but the as the prices go up and down can you elaborate on whether you can also provide other kinds of logistics services to customers outside of oil & gas?

Although ISS Palumbo's main focus is on customers operating in the Oil & Gas sector, we do provide a full range of services to customers in other sectors as well, such as automotive, renewable energy, engineering and various industrial sectors. The majority of our customers work in the Oil & Gas and Energy sectors globally, with projects and consequently transportation requirements fluctuating with market conditions. We constantly try to adapt to these fluctuations and changing market environments, which keeps ISS Palumbo competitive on cost as well as pro-active towards our client's needs.

Could you provide us with some examples (pictures and description) of projects that you have handled recently?

Within this interview, you will see some examples, for more you can visit www.iss-palumbo.com or our LinkedIn page at [ISS Palumbo SRL](#).



7,100 cbm / 2,700 tons of offshore rig equipment, safely loaded at Crotone (Italy) destined for Singapore.

Could you tell us whether you generally work with customers (shippers) direct, or do you also provide services to other freight forwarders?

ISS Palumbo generally works for the shippers that control the cargo/shipments, but of course, we also work with other freight forwarders across the globe. Through years of experience, we have built up strong relations with other forwarders in many countries, regions or for specific projects or shipments that will reach out to us and visa versa.

Are you currently part of any freight forwarding networks and/or associations and if so why do you think it is important

to be part of such?

We have a number of local associations where involvement and contributions are important for the country and our office. From a global perspective, we don't have any network memberships or associations, other than our recent association and membership with CLC Projects Network through our Netherlands office in Rotterdam.

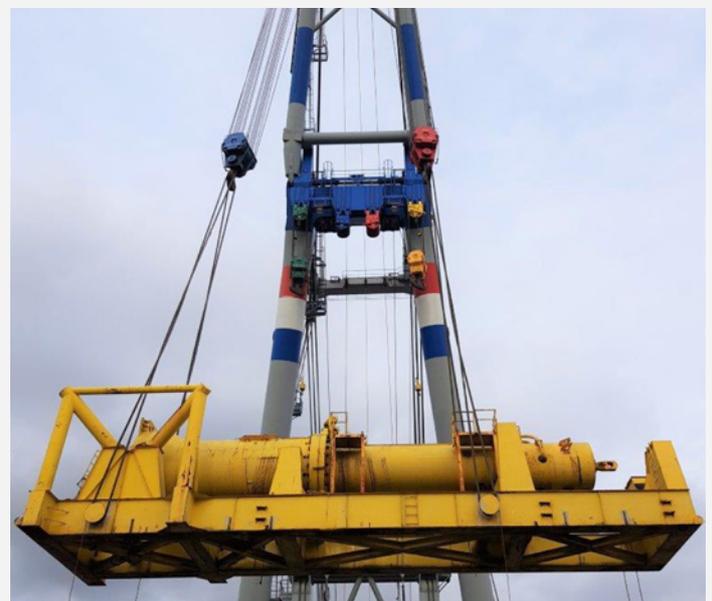


5,150 cbm of prefabricated modularized buildings, successfully loaded in Crotone (Italy) destined for Shuaiba (Kuwait).

How do you view the oil/gas sector in the coming year that has just about started? Do you feel that business is picking up?

We have seen an uptick in business since the second half of last year. Our customers have more cargo to move, and the time of shipment is nowadays within weeks, rather than months as it was during 2016. This is proof of the fact that investments in new projects and/or maintenance projects are being signed off, and that our customers are able to secure mid to longer terms contracts again.

We foresee market growth, although marginal in 2018 and 2019, and that investors' confidence in the O&G and Energy sector will continue to strengthen. Oil prices are likely to remain in the \$60-\$70 range for this year, but time will tell. There's still pressure on operating cost in general, and with regards to transportation budgets, this is no different. Adapting to this environment with continuous pressure on margins is something every business needs to do, to continue to be competitive as well as ensuring high standards of quality and service. It comes down to having the right people on your team. And as ISS Palumbo, we believe we have!



3 hydraulic hammers. Total weight : 819,250 kg. Total volume: 2,070.7 m3 - POL: Schiedam, Netherlands, POD: Karimun, Indonesia

Now in order to provide services to the oil/gas industry, you need to have a lot of accreditations and you need to work according to certain tough standards – tell our readers a bit about the hard (some would say excessive) demands that the O&G companies place on their vendors.

Working for customers in the Oil & Gas Industry has its price. ISS Palumbo must operate at the highest quality standards and has therefore been properly certified since 1997. This is mainly due to our understanding of customer's requirements and implementation of Global Health, Safety, Security and Environmental programmes together with the adoption of global ethical and behavioral codes. We have an integrated quality management system certified according to ISO 9001, ISO 14001 and OHSAS 18001 standards, and we are also members of the following associations: TRACE, FPAL, FIATA, IATA, BIFA.



Urgent mobilization for a project. Total weight: 152,600 kg. Total volume: 1,091 m³ – POL: Schiedam, Netherlands, POD: Cape Town, SA

Describe if you will what “integrated logistics” means to ISS-Palumbo?

ISS Palumbo has acted as a logistics provider for several prestigious industrial businesses for over 20 years, such as Bialelli, AnsaldoBreda/Hiyachi, ENI/Agip, ExxonMobil to name a few. Our integrated logistics solution (3PL/4PL) assures the efficiency and effectiveness of each step of the logistic supply chain. Our customers are provided with a plan and standard operating procedure that is specifically tailored to their individual needs and closely monitored through our specially designed IT-platform, enabling us to provide them with the best service possible.

How to get in touch with your group if you are a aa/ potential shipper or customer wanting to move some project cargo or bb/ shipowner needing an agent in port?

All kinds of inquiries for ISS Palumbo are best routed to myself and David den Broeder for further internal distribution to the relevant country, office or specific department for the quickest response to any inquiry or information request. We will ensure a professional and timely response at all times.

Contact details:

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NEWS FROM THE TRANSPORT INSURANCE BUSINESS

FOCUS ON ILLEGAL TRADE

Illegal trade is a transport-intensive activity undertaken on a global scale, reliant on the legitimate supply chain across all modes. It is an activity which supports organised crime and causes significant damage to the global economy. For the logistics sector, it also threatens the integrity of the industry and can result in disruption, financial penalties, confiscation of property and custodial sentences. This edition focuses on two areas of illicit trade: wildlife trafficking and counterfeit goods. [Read more...](#)

SHIPPING NEWS

EAST COAST STORM SWEEPS 70 CONTAINERS OVERBOARD

Editor's note: Shipping is not always only sunsets and calm seas. 40ft waves can "bully" anyone no matter what size you are....on the ocean all ships are small. [Read more...](#)

NEW RAILWAY CONNECTION WITH MUNICH

The Slovenian railway operator Adria kombi introduced a new direct railway service between Port of Koper Container Terminal and Terminal Riem in Munich. The service will run 3 times per week in both directions, first train will depart from Koper to Bavarian capital on March 6th 2018. [Read more...](#)

MARINE EQUIPMENT

PLASAN SIGNS CONTRACT WITH BAE SYSTEMS FOR ARMOURING OF TYPE 26 COMBAT SHIPS

Plasan is pleased to announce that they have signed a contract with BAE Systems, for the armouring of Type 26 Global Combat Ships for the UK Royal Navy. Armour production for the first three ships is anticipated to begin in 2018. The ships will be built in Scotland at BAE Systems facilities in Glasgow and are considered the most advanced of their type in the world. [Read more...](#)

CONSTRUCTION & PORT EQUIPMENT

EMPIRE CRANE PLACES ORDER FOR 14 NEW DEMAG CRANES

Customer demand for strong, compact all-terrain cranes is on the rise in North America and Terex Cranes distributor Empire Crane Co. in North Syracuse, N.Y., has placed an order for new models, including seven AC 45 City cranes. An uptick in the construction industry and customers' interest in crane models that are compact in size, easy to transport and versatile is helping to drive Demag sales in Empire Crane's northeastern U.S. territory. [Read more...](#)

FIRST MIDDLE EAST HINDU STONE TEMPLE TO BE BUILT IN UAE

The region's first traditional Hindu stone temple is to be built at Abu Mureikha, off the Dubai-Abu Dhabi highway. According to a report by The National, the temple will feature stones carved by temple artisans in India and assembled in the UAE, with comple-

tion scheduled for 2020. [Read more...](#)

AGRICULTURE

OBOYA GROWS AND RECEIVES A NEW ORDER IN CHINA

Oboya Horticulture Industries AB (publ) has through its wholly owned subsidiary Oboya Commerce and Trade Co., Ltd. in Qingdao, China, ("the company") received an order from a new customer in China. The order value amounted to CNY 13.4 million, corresponding to approximately SEK 17.5 million. [Read more...](#)

RENEWABLES

BBOXX RECEIVES US\$4MN DEBT FINANCE FROM TOGO BANK FOR OFF-GRID SOLAR

The government of Togo's energy access initiative has received a significant boost following the completion of a pioneering debt finance deal worth US\$4mn. The deal is the first of its kind in sub-Saharan Africa as it unlocks locally raised capital to deliver a government project aimed at improving quality of life of local people. [Read more...](#)

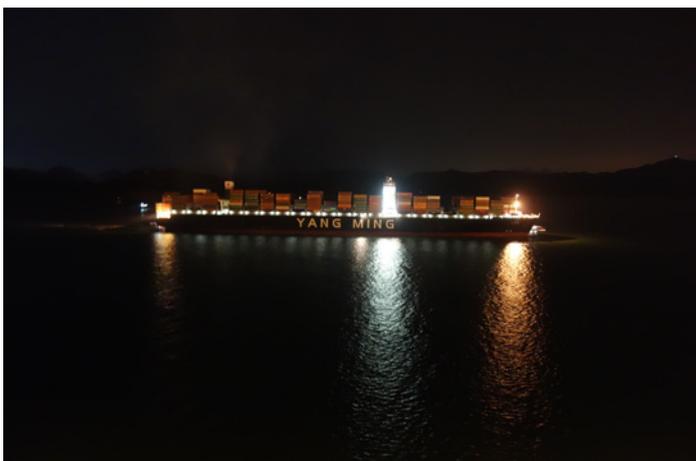
VIDEO OF THE WEEK



Transmil Spain conducting project cargo operations in port

Visit Website: <http://www.transmil.es/en>

PHOTO OF THE WEEK



Nightview in Yantian of a 13000 TEU YANGMING LINE container vessel leaving port.

QUOTE OF THE WEEK

"DON'T CRY BECAUSE IT'S OVER, SMILE BECAUSE IT HAPPENED."

- Dr. Seuss -

PROVERB OF THE WEEK

"IF YOU ARE FILLED WITH PRIDE, THEN YOU WILL HAVE NO ROOM FOR WISDOM."

- Ancient African Proverb -

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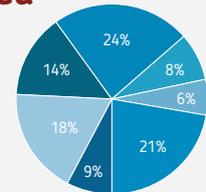
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