

### EDITORIAL

It is Thursday again and almost Friday with the weekend just around the corner which I'm sure we all look forward to. I was watching an interesting Danish television series online the last few weeks called "Liberty" about Danish & Scandinavian foreign aid workers in the 1980's in Tanzania.



It reminds me of the thousands of cbm that I shipped out of Denmark onboard SEAL (Scandinavian East Africa Line, Norway) in my trainee period between 1980-1983. I recall wondering where all that equipment went, and into whose hands.

There were thousands of 4wds, vans and all other kinds of equipment used for water sanitation, cement plants, schools and what not.

It is a good thing to provide foreign aid to people in need but not if the foreign aid ends up in the wrong pockets or doesn't even leave the realm of the administration costs of the so-called "do-gooders" (DGO's) or "no-gooders" (NGO's).

One of the most well-known scandals was the Vietnamese Bai Bang Aid Project in the 1970's where tons of equipment was allegedly dumped into the water because the port wasn't ready when the ship arrived in Vietnam.

One certainly hopes that foreign aid these days goes directly to the needy without absorbent administration costs or siphoning-off.

PCW's view is that aid and support are good as long as it goes unhindered to the needy and not the greedy.

This week we have some interesting interviews for you! We start off with a Danish shipowner providing global parcel service, then we speak to an active project freight forwarder in Spain and we end our journey talking to a company similarly active in project forwarding based in Lima, Peru (where food and drink are out of this world).

I also wish to draw your attention to the article and video about "Seawise Giant", the biggest ship ever built I'm told. It was a vessel that was built by a Hong Kong owner and ended its life in the scrap yard beaches of India. The anchor chain found its way back home where it is now installed outside the Hong Kong Maritime Museum.

We finish off the newsletter with the video, photo, and quotes of the week.

Next week I will be in Singapore, the Lion City and then Shanghai, the Dragon City.

G&T at Raffles in Singapore of course and Santana Taxi when in Shanghai. 😊

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

Yours sincerely, Bo H. Drewsen

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

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

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## ULTRABULK AS – COPENHAGEN, DENMARK

**MS. SASKIA HOCHSTEIN**  
**HEAD OF PARCEL SERVICE**

*Who are the owners of Ultrabulk? Tell us about your history, when was the company established and what kind of breakbulk service do you provide?*

Ultrabulk is a wholly owned subsidiary of Ultramar, and thus part of the Ultramar Group of Chile that was founded in 1952. Ultramar is a diverse group, with shipping activities ranging from terminals, coastal trading, containers, gas, and chemicals to the dry cargo segments where Ultrabulk operates today. The dry bulk activities of Ultrabulk commenced in 1982 and was originally focused exclusively on handysize vessels, however, through growth and acquisitions, not least the 2010 acquisition of Eitzen Bulk, the company have expanded into the Panamax and Supramax segments as well, and operates today well over 150 vessels.

In a more recent development, Ultrabulk has since 2013 been operating dedicated parceling services from the Mediterranean and the Continent into the Americas, with special focus on the US East Coast and US Gulf ports, and in 2015 this segment was further strengthened with a dedicated MPP desk. The Parcel/MPP service has seen steady growth leading to the opening of an office in Cape Town in 2017, and the inauguration in late 2017 of a regular service from the North Continent to USEC with a special focus on the lumber and steel markets.

*What is a parcel service in your "language"?*

The Parceling service typically would load 2 or 3 separate part cargoes on a voyage, often with loading ports in the Black Sea, Turkey, Italy or Spain for discharge in ports in the Caribbean/Central America, Mexican/US Gulf, or US East Coast. Like a Liner service, the sailings are regular, and the vessels can handle various cargoes including project and general cargo, however, the ports of call are determined by the requirements of our clients, and thus this service is highly flexible and customized to meet the varying demands of the trade.



**Are there any particular regions of the world where you believe that Ultrabulk has advantages in shipping?**

Within the MPP / Parceling segment, Ultrabulk is very strong from the Mediterranean and the Continent into the Americas, and here specifically into Central America / Mexico / USA / Canada. The service is particularly strong to and from African ports, where the new office in Cape Town is very active handling all parceling activities big or small. The MPP service, handled out of the Copenhagen office, has for a long time been well established in Africa and also operates one of only a few regular services to the Comoro Islands out of the North Continent.

**Are you used to handling project cargoes i.e. oversized, overweight etc. and could you provide us with some examples of projects carried recently?**

Our team in Copenhagen, alongside our experienced port captains, are well equipped to handle inquiries on project cargoes within our scope of business. A recent example was the shipment of a small lot of yachts from Croatia to the island of Tortola, which was executed late last year on one of our regular parcel sailings from the Mediterranean (see photos included in this interview).

**There are a couple of global breakbulk operators out there that we have also interviewed, in your own words what is Ultrabulk's main competitive advantage? You generally have big vessels in the market does it mean that you would not be interested in "smaller projects"? Is there a size of a project (in w/m) that you cannot quote for?**

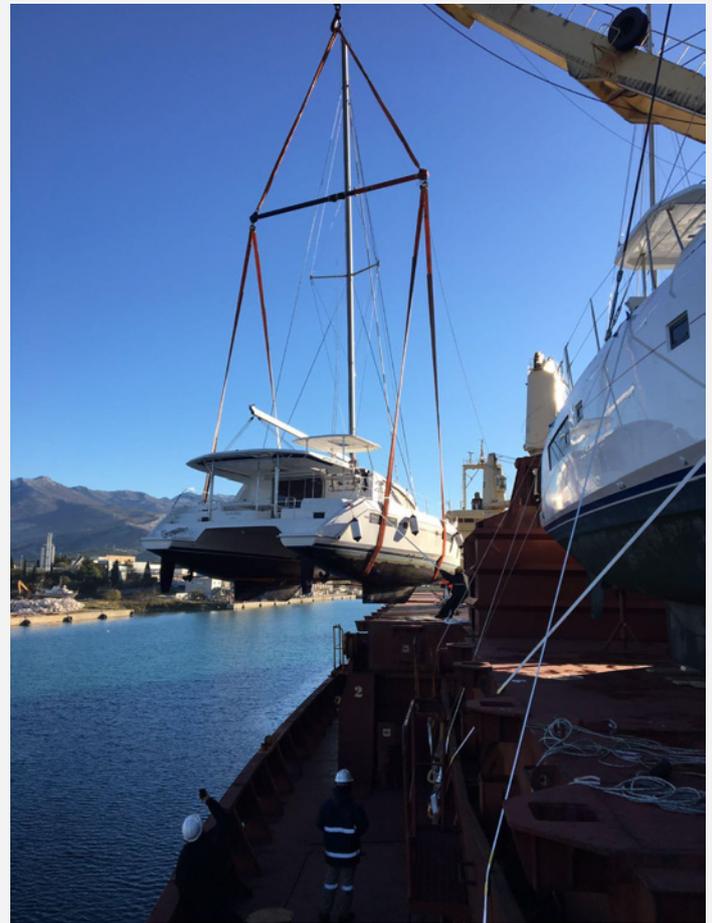
In shipping it's difficult to have a "one size fits all" approach and certainly we realize that the same vessel cannot cater to all cargo requirements in a responsible way, however our flexibility means we are not locked into one vessel size or one specific trade for that matter, and thus we can provide tailor-made solutions where our regular service may not fit.

In those instances where cargo port pairs match those of a vessel's confirmed schedule, then there's no real minimum on what volume we can handle, however whenever an inducement is required we typically work with volumes in excess of 2000 freight tons.

**Can you tell our readers many of whom are not experienced with your kind of tonnage what is the difference between a Supramax, Panamax, and Handysize?**

It's all about size, so basically you have handysize vessels that are below 40 000 dwt, Handymax covers 40-50 000 dwt, 50-60 is the range of Supramax, and Panamax being up to 85 000 dwt, with vessel specifications allowing this to be the biggest vessel that can enter thru the Panama Canal. The Handysize and Supramax

vessels are typically geared up to 30-35 tonnes, with 5 holds.



**How to get in touch with you for a quotation if the origin of the project is in Europe, Africa, Asia, the Americas?**

Regardless of the trade, our Parcel / MPP desk all work from the same incoming mail, and thus all inquiries can be sent to [parcel@ultrabulk.com](mailto:parcel@ultrabulk.com)

Interviewee:

Ms. Saskia Hochstein  
Head of Parcel Service  
[parcel@ultrabulk.com](mailto:parcel@ultrabulk.com)  
Ultrabulk AS  
<https://www.ultrabulk.com/>



**TRANSMIL S.A. – SPAIN**

**MR. ASIER LIZEAGA  
CEO**

**You are located in Spain with both Atlantic and Mediterranean coastlines. Can you introduce our readers to the main Spanish ports that are used for moving project cargo? Perhaps you can also comment on which ports you find more efficient and service minded.**

As project cargo forwarders we must always look into the best option in order to offer tailor-made solutions. Depending on the origin and nature of the cargo, we make use of most of the important Spanish POLs, even Portugal, and Northern European ports if the project is time sensitive.

Santander, Vigo, Barcelona, and Tarragona are often used for Ro-Ro solutions, while other hub ports such as Valencia and Algeciras are also used depending on service and destination. Although it is not a hub port, Bilbao is an important POL for us

with key connections in the north of Europe for all kinds of cargo, including container, ro-ro and break bulk services.



***Do you work with many forwarders overseas? Do you belong to any international network at the moment?***

Transmil has been part of the GLA family for many years and part of the GPLN network since the end of 2016. We have broad experience in networking, as well as a vast network of partners and fellow agents, haulers and direct service providers so that we can always choose the service that best fits our clients' needs.



***In Spain ss customs clearance usually done in port on arrival/departure of goods or can it sometimes be performed at an inland hub or at the destination or origin?***

Customs clearance is usually carried out at POL / POD in Spain, but it is also possible to clear goods at certain inland customs points.



***With Spain being a former colonial power do you also have links to South America in your business?***

The fact that Spain is a former colonial power does not necessarily create or facilitate links to South America in our business. As most forwarders, our business is mostly based on economic development in our area and our clients' commercial efforts and

networks in order to sell all over the world.

It is true, however, that the South American market is always present for us with increasing exports to countries such as Mexico, Chile, Guatemala, Peru, and so forth.

In any case, it is true that the use of Spanish as a common language between Spain and the vast majority of South America enables a let's say 'closer' relationship with our colleagues in South America.



***How about the current economic outlook in Spain for 2018? Spain is part of the EU and is centrally located at the entrance of the Med, do you see the Chinese investing in your country, purchasing assets and factories etc. (like in many other parts of the EU)?***

Economic growth in Spain has recovered somewhat in the last few years after the economic crisis that began in 2007-2008 and which is still making things difficult for many companies in Spain.

However, in the North of Spain, especially in the Basque Country and nearby areas, full recovery is almost a fact and the economic tissue of the area has regenerated with new energy and possibilities. Machine tools, heavy industry, the renewables sector and high-tech companies have increasing export numbers and are diversifying in both product and export markets.



As with many other countries, it seems that Spain is also experiencing higher import levels of raw material due to lower prices, although for the forwarding industry this sector is more of a positive point than anything else.

As far as Chinese or any other investment in Spain is concerned, for instance, Cosco Shipping Ports has purchased 51 % of Noatum Ports including one of the most important container terminals in Valencia, the one in Bilbao, and various rail terminals in Spain in order to develop its position and broaden its network toward the Mediterranean and Europe. The real consequences of this move remain to be seen but with the recent disappearance of Hanjin and the importance of the economic development of China for Spanish exports, there is a gap of uncertainty in terms of ocean freight levels and service to the far east.



**What is your main selling point and differentiates Transmil from competitors in the project forwarding business?**

You can check our webpage [www.transmil.es](http://www.transmil.es) which will give you a very clear idea of what and how we do project cargo for our clients. To sum up, however, we offer personalised and tailor-made solutions for project cargo, especially time-sensitive and turnkey projects which require extremely accurate timing and deliveries.

Transmil is built around a team which consists of people coming from various different backgrounds such as engineering, sales, and marketing; some of us have also been on the other side of our industry with many years experience in leading manufacturing companies exporting and importing project cargo globally.

More than 30 years of experience on both sides of our 'world' is what gives us a real understanding of our clients' needs and how to minimise risk in order to ensure success.



**How to get in touch with you?**

Please feel free to contact us at any of the email addresses or telephone numbers indicated below:

- Asier - CEO at [asier@transmil.es](mailto:asier@transmil.es)
  - Ekain - Project and Logistics Manager at [ekain@transmil.es](mailto:ekain@transmil.es)
  - Urko - Business Development Manager at [urko@transmil.es](mailto:urko@transmil.es)
  - Josema - Business Development at [josema@transmil.es](mailto:josema@transmil.es)
- Website: [www.transmil.es](http://www.transmil.es)



**ANDINA FREIGHT SAC – LIMA, PERU**

**MR. RENATTO CASTRO  
PROJECT MANAGER**

**Tell us when Andina Freight was established in Peru and who are the current owners of the company?**

Andina Freight is a family owned company created in 2002.  
The owners are:  
Mrs. Emy Castro Macedo  
Mr. Renato Castro Macedo



**Do you need a license to operate a freight forwarding company in Peru? What are the advantages for customers in using Andina Freight?**

Yes, we need a license to operate as a freight forwarder in Peru, as well as permission from Peru's Transport Ministry.

The main advantages of our company are:

- Expertise in general cargo (almost 20 years of experience)
- Full Logistics Supply Chain service from Door to Door, including bonded warehouse and inland transport units
- One integrated system
- Solid financial structure
- High-quality standards to meet customer requirements
- We are knowledgeable in air, sea and land transport and only use qualifying partners overseas



**Can you provide us with some examples of projects that you have handled recently?**

Projects handled in 2017:  
- Rubi Photovoltaic Project (Peru)

- Don Jose Photovoltaic project (Mexico)
- Toquepala Mine Implementation (Peru)

Projects awarded, to be handled in 2018:

- Totana - Spain
- El Paso - Colombia
- Second Stage of Don Jose - Mexico



**Peru is a big country with several ports. Can you give us an introduction to the ports of Peru, which are the main ports used for project cargo & containers? Can you organise inland transport in Peru as well?**

Peru has 4 main ports with enough capacity for containers and special cargo; the most important one is Callao.

Callao has five docks (1, 2, 3, 4 and north), which are direct berthing, type jetty;

The first four berths have exactly the same characteristics: 182.80 meters on the side; two docks are 30 meters wide and the other two have a width of 86 meters.

There are two berths per pier, between 31 and 34 feet deep each and a length of 182.8 meters.

In addition, the north dock has four moorings, with a depth between 34 and 36 feet, each mooring has a length between 20 and 30 meters, the docks are specialized for containers, bulk and multipurpose.

For project cargo you can use Callao (located in Lima), Paita (in the north) and Pisco (in the south), all are capable of receiving any kind of cargo, such as over height, overweight, etc.



**Is customs clearance in Peru difficult?**

Customs Clearance in Peru is not a difficult process if you present the correct documentation at least 03 days before the arrival of

the vessel or flight.

For air shipments (including special cargo) clearance will take 01 day.

For sea shipments (including special cargo) clearance will take maximum 03 days.



**Peru is famous for spectacular scenery, especially Cusco I believe - can you suggest some other (less known) beautiful places to visit in Peru?**

The 10 best tourist attractions in Peru:

1- Cuzco:

One of the most fascinating tourist attractions of Peru, home to invaluable historical and cultural treasures, ruins that still allow you to visualize the splendor of what was the capital of the Inca Empire, with magnificent civil and religious buildings that show the richness of their colonial time.

Declared a World Heritage Site by UNESCO, it allows you to go back in time, walking along narrow streets that make their way between beautiful colonial buildings built on the basis of ancient Inca palaces, or among picturesque squares full of history surrounded by cafés, restaurants and pubs.



2- Machu Picchu:

The impressive Inca city located 2,360 meters above sea level, with breathtaking landscapes of walls, terraces and ramps that seem sculpted in the rock itself, immersed among majestic mountain peaks, cliffs and the greenery of the Amazon rainforest.

Declared a World Heritage site by UNESCO and one of the Seven

Wonders of the Modern World. Through its temples, palaces and stairways, it recreates what was once the most splendid structures built by the Inca Empire, comprising an extensive area of 530 meters long by 200 meters wide, which includes at least 172 enclosures.



### 3- Arequipa:

Nicknamed the White City, a city with an enchanting colonial appearance featuring white volcanic stone and a beautiful historic center declared a World Heritage Site by UNESCO.

Of special interest is the Plaza de Armas with its neoclassical cathedral, convents such as Santa Catalina that resemble true citadels or the Barrio de San Lázaro, with its small squares and narrow cobblestone streets that evoke an Andalusian town.



### 4- Lake Titicaca:

Located at 3,812 meters above sea level, it corresponds to the highest navigable lake in the world, an immense mass of water hidden among the mountainous landscapes of the Andes Mountains, on the border of Peru and Bolivia, near the city of Puno.

Its greatest attraction is its islands, home to various indigenous communities that retain their ancestral traditions. The most famous among them are the Taquile, home of the Quechuas, famous for their clothes and textile art, Amantaní with archaeological vestiges left by the Tiahuanaco culture and the floating islands of the Uros, corresponding to a group of artificial islands elaborated in totora by the Uru ethnic group, who inhabit them, sustained by fishing, hunting and tissue making.



### 5- Mancora:

Undoubtedly one of the best tourist places in Peru to enjoy is between the many kilometers of white sand beaches and warm waters surrounded by lush vegetation and exceptional waves.



### How to get in touch with you?

Renatto Castro  
PM Andina Freight S.A.C.  
[renatto@andinafreight.com](mailto:renatto@andinafreight.com)  
[www.andinafreight.com](http://www.andinafreight.com)



## SHIPPING HISTORY

### THE WORLDS LARGEST VESSEL EVER

Editors note: An incredible article about SEAWISE GIANT which some of us would recall was hit by a rocket in the Middle East click this link and see an impressive video about it and learn how its anchor was transported later on back to its original home of Hong Kong. Indeed recalling Hong Kong's history in shipping

Recalling Hong Kong's role in floating the world's biggest boat The incredible story of Seawise Giant, which went on to be bombed, sunk and eventually salvaged to enjoy a second life on the ocean waves. [Read more...](#)

## SHIPPING NEWS

### SHIPPING CONTAINER WASHES UP ON MORETON ISLAND



Editors note: We all know that Maersk Line is a global carrier but that they also reach remote islands is something new. Here the latest news from Australia and Moreton Island, of course it could have been any carriers container that landed there ultimately. [Read more...](#)

## MARINE EQUIPMENT

### PROPULSION MODERNISATION DEAL

Voith ([www.voith.com](http://www.voith.com)) – a family-owned multi-national corporation in the mechanical engineering sector with headquarters in Germany – has won an order to modernise 27 trains used in the Philippines capital Manila. [Read more...](#)

## AUTOMOTIVE

### VIC CARBON FIBRE WHEEL MANUFACTURER PARTNERS WITH NEW FERRARI SUPERCAR

Geelong-based manufacturer Carbon Revolution has partnered with Ferrari to make high-performance carbon fibre wheels for its new 488 Pista. [Read more...](#)

## AERONAUTICS

### AIRBUS EYEING MANUFACTURING UNIT IN TAMIL NADU

French aircraft manufacturer Airbus is in the final stages of setting up a manufacturing unit in India and is keen on selecting Chennai as the location. [Read more...](#)

## POWER GENERATION

### CAT BAGS BANGLADESH POWER ORDER

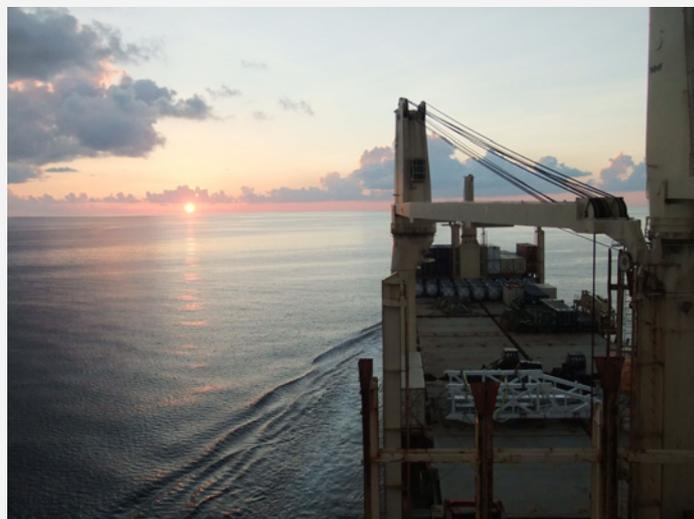
Caterpillar has been selected by Acorn Infrastructure Services Ltd. (AISL), working in connection with the Bangladesh Power Development Board, to supply 16 Cat 16CM43 generator sets for power generation in Bangladesh. [Read more...](#)

## VIDEO OF THE WEEK



The world's largest container-handling cranes arrive at APM Terminals Med-Port Tangier

## PHOTO OF THE WEEK



Sunset in the Gulf of Mexico from m/v Rickmers Antwerp enroute to Houston

## QUOTE OF THE WEEK

**"THE RICHEST MAN IS NOT HE WHO HAS THE MOST, BUT HE WHO NEEDS THE LEAST."**

- Unknown -

## PROVERB OF THE WEEK

**"STEAL GOODS AND YOU'LL GO TO PRISON, STEAL LANDS AND YOU ARE A KING."**

- Ancient Japanese Proverb -

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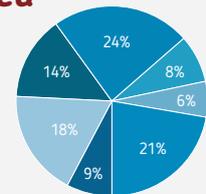
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