

### EDITORIAL

It is Thursday the 5th of April and already a quarter of the year 2018 has passed!

I am going to talk a bit this time about networks. We all have our own personal networks and we also have our business networks. Sometimes it seems like it doesn't really matter what skills you have if you don't have the network to open the door.



With the gigantic rise of the internet, networks have become easier to build and maintain but also tends to make us forget how to make a phone call and pay someone an actual visit.

In the office setting the same thing happens, colleagues often communicate by email instead of standing up and walking over to speak to each other.

I believe that the formula for success is a mix of the two. You have to have personal contact and you have to be able to look the person in the eye. That's why meeting face to face will never be replaced by the internet and thank God for that.

I have met many "desk generals" who from behind a computer screen give a solid impression but when emerging from that same computer screen suddenly diminish in stature.

Networks in shipping and freight forwarding have also exploded in recent year. For many of us, not a day passes without an invitation to join a new network lands in our inboxes. Some networks are naturally more reliable than others and in the coming weeks, we shall be interviewing some of them that are active in the freight forwarding business. At some point, I will introduce a new network that I personally have a hand in establishing called Cross Ocean.

Anyhow, what I wanted to say is that for this week's issue I have compiled a list 7 interesting interviews that Project Cargo Weekly already published. I hope you will enjoy reading them if you haven't or having a fresh read if you have.

Naturally, I am providing the usual trade intelligence, wise words, video and photo of the week and last but not least don't forget that if you are looking for competent staffs feel free to place an ad in our job openings section below. Contact me for further details on this subject.

Wishing you a good read and until next week...

Yours sincerely, Bo H. Drewsen

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## THE FIRST FOREIGN NEW-HIRE IN SINOTRANS' 60-YEAR HISTORY

### INTERVIEW WITH MR. TYLER GODOFF

Read the interview [part 1](#) & [part 2](#)



## LIBURNIA MARITIME AGENCY – A SHIPPING AGENT IN ALL FORMER YUGOSLAVIA PORTS

### INTERVIEW WITH MR. MARIN SKUFCA

[Read the interview](#)



## HÖEGH AUTOLINERS – A LEADING GLOBAL PROVIDER OF RORO TRANSPORTATION SERVICES

### INTERVIEW WITH MR. OSKAR ØRSTADIUS

[Read the interview](#)



## A SHIPPING VETERAN FROM THE UNITED KINGDOM

### INTERVIEW WITH MR. LES THORPE

[Read the interview](#)



## JASRA LOGISTICS SDN BHD – THE SULTANATE OF BRUNEI

### INTERVIEW WITH MR. MITCHELL LEONG

[Read the interview](#)



## EMPRESAS TAYLOR – AN INTEGRAL CARGO SERVICE PROVIDER IN CHILE

### INTERVIEW WITH MR. CHRISTOPHER TAYLOR POLLMANN

[Read the interview](#)



## FARASOBBAR INTERNATIONAL FORWARDER & TRANSPORT – TEHRAN, IRAN

### INTERVIEW WITH MR. FARZAD SAFFARZADEH

[Read the interview](#)



## SHIPPING NEWS

### APL INTRODUCES CHINA BANGKOK EXPRESS SERVICE

APL today announced the launch of the China Bangkok Express (CBX) service, a new shortsea service that directly links South China and Thailand each week.

Characterised by competitive transit times, the CBX service promises the industry's fastest connection from Nansha to Bangkok in four days. Also designed to transport special cargo, this service offers reefer and breakbulk solutions to facilitate these shipments. [Read more...](#)

### COSCO SHIPPING'S TAKEOVER OF OOCL TO CLOSE BY END-JUNE

COSCO Shipping's planned acquisition of Orient Overseas Container Line (OOCL) is on track to be completed by the end of June, the company's vice chairman Huang Xiaowen said on Tuesday.

COSCO is still answering questions from the Committee on Foreign Investment in the United States on the deal, and is also awaiting a number of domestic approvals, Huang told a press conference in Shanghai. [Read more...](#)

## TELECOMMUNICATIONS INFRASTRUCTURE

### THE CHILEAN GOVERNMENT HAS AWARDED HUAWEI MARINE THE CONTRACT TO BUILD A SUBSEA CABLE CONNECTING WITH THE COUNTRY'S FAR SOUTH

Huawei Marine will partner with Chile's Comunicación y Telefonía Rural (CTR) to build the Fiber Óptica Austral (FOA), a 2,800km connection from Puerto Montt to the Patagonian cities of Caleta Tortel and Punta Arenas through to Puerto Williams in the far south. [Read more...](#)

## WASTE MANAGEMENT

### GREEK HELECTOR-ACTOR TO BUILD A MODERN WASTE RECYCLING PLANT IN RUSSIA

As soon as this year, the construction of a modern waste recycling plant near the Russian city of St. Petersburg, in the village of Levashovo, will be launched. The investor is the Greek company Helector-Actor. [Read more...](#)

## PLANTS & PROCESSING

### THK TO SET UP UNIT IN AP

THK, a Japanese company that manufactures linear motion guides for industrial equipment and transportation vehicles, said on Tuesday that it will be setting up a manufacturing unit in Andhra Pradesh. [Read more...](#)

### ESSEX EUROPE EXPANDS WITH SERBIAN FACTORY

Essex Europe has laid the foundation stone for its factory in Zrenjanin, Serbia. A total of EUR 30.4 million will be invested in the round magnet wire/winding wire manufacturing facility. [Read more...](#)

## POWER GENERATION

### CAPSTONE SECURES FIRST SIGNATURE SERIES ORDER IN PORTUGAL FOR TEXTILE MILL CHP PROJECT

Capstone Turbine Corporation ([www.capstoneturbine.com](http://www.capstoneturbine.com)) (Nasdaq:CPST), the world's leading clean technology manufacturer of microturbine energy systems, announced today an order for a C600 Signature Series microturbine to provide combined heat and power (CHP) to a Portuguese textile mill. Micropower Europe, Capstone's distributor for Portugal and Spain, secured the order. [Read more...](#)

## JOB BULLETIN

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## VIDEO OF THE WEEK



The opening dragon dance at Breakbulk in Shanghai last week

## PHOTO OF THE WEEK



A luxury cruise-liner alongside the pier in Kota Kinabalu, Sabah, Malaysia

## QUOTE OF THE WEEK

**"GLORY LIES IN THE ATTEMPT TO REACH ONE'S GOAL  
AND NOT IN REACHING IT"**

- Mahatma Gandhi -

## PROVERB OF THE WEEK

**"FOR THE LOVE OF MONEY, TRUTH FALLS SILENT"**

- Ancient Indonesian Proverb -



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Joachim Jarck – Alliance Maritime

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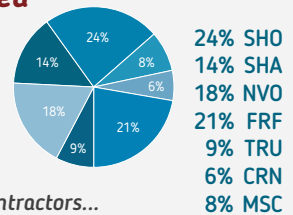
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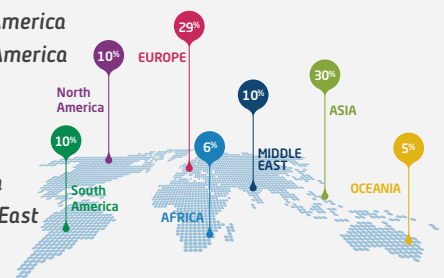
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## Get it touch

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