

### EDITORIAL

Thursday again and its 19th of April. Soon it will be May 1....and a very special day for the workers of the world.



When I think of "workers" what comes to mind are workers in the coal mines of the world not really office workers but then again we are all workers in one way or another no matter where our "office" is located or what "suit" we are wearing.

I shall be heading over to Finland today a country that really faced the horrors of the 2nd world war more than any other of the Scandinavian countries and has the longest border with Russia in the EU. Russia bashing has become popular in the western media recently, it almost seems like we in the EU need an outside enemy in order to avoid confronting the problems we have in our own backyard.

How many of the journalists giving their comments have actually been to Russia? I lived in China for 18 years and sometimes I had to refute or explain the most strange misconceptions about China to some of my friends who were slaves of the mainstream media.

I run through newspapers from around the world daily in order to try and get a balanced view and I try to travel a fair bit to actually see.

Speaking to the taxi drivers (when they are not moaning about their business) is always a good thing to do, getting the latest from where you just arrived.

Today's newsletter includes an interview with a US-based project freight forwarder handling very special and sensitive cargoes. Then speak to another versatile project freight forwarder in the World's most populous Muslim country, Indonesia, which is growing at a fast rate businesswise.

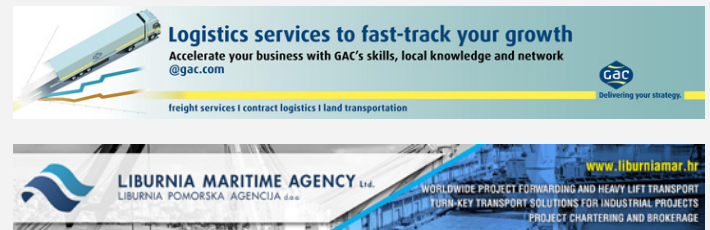
We follow with a reminder of advertising options, a bit of shipping news and sector news for the active sales person to go after.

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

Yours sincerely, Bo H. Drewsen

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www.projectcargo-weekly.com

SHARE WITH A COLLEAGUE



## RIDGEWAY INTERNATIONAL USA

**GUY M. TOMBS  
PRESIDENT  
&  
BECKY LYNN HODGE  
VICE PRESIDENT**

***Where does the name Ridgeway originate and what is your main line of business concerning logistics and transportation?***

'The Ridgeway' is the name of what was once a long-distance path, high above ancient forests in southern England - where shepherds once drove their sheep - it was high and secure from dangerous highwaymen!

So the Ridgeway pathway is symbolic of both ancient and now modern logistics.

Our main line of business has long been Defense logistics, working for Governments and Industry - in the areas of shipping energetics, military hardware and vehicles, and even Naval vessels.

***When was the company established originally and who are the owners today?***

The first Ridgeway International office opened in 1976 in Wallingford, in Oxfordshire in the UK. Ridgeway International USA Inc. was established in 2001 and is US-controlled and operated. We work very closely with our Ridgeway partner offices in the UK and Canada.



Two Iraqi Navy corvettes from La Spezia, Italy to Umm Qasr, Iraq, via a large semi-submersible vessel.

***You are known to have very special expertise in moving IMO cargo and sensitive cargoes around the world. Elaborate if you will and provide our readers with some examples of what you have handled recently.***

Although we would like to elaborate on the many projects we choreograph throughout the world, due to the sensitivity of the

cargo along with local and national laws, regulations, codes of practice and compliance requirements, we are bound by law to limit details on our projects.

However, in 2017 we were shipbrokers assigned to the movement of two Iraqi Navy corvettes from La Spezia, Italy to Umm Qasr, Iraq, via a large semi-submersible vessel. Details on this shipment were widely reported.

The company has carved out a niche in the transportation of hydroelectric machinery: Transformers from California, Stators from Europe and Turbines from South America to name just a few. A signature move was a 195-metric ton Turbine Runner via an untested stretch of the Columbia River through the Canadian Rockies.

***Where you don't have your own offices how do you find suitable partners to work with?***

This is a good question. Ridgeway has numerous long-standing relationships. We are keen to connect with strong new partners, already skilled to deal with the intricate regulatory compliance and operational requirements that naturally come with work in this sector.



A 195-metric ton Turbine Runner via an untested stretch of the Columbia River through the Canadian Rockies.

***How do you feel about the shipowners as a project freight forwarding company today? Do you feel they have attention for you when you approach them or is it different from shipowner to shipowner? Anyone in particular that you would like to recommend?***

Our sense is that we have a mutually respectful relationship with many shipowners. Because of the frequently onerous Government requirements on some of our larger shipments, the shipowner is pleased that we work especially hard on that aspect – which can

be crucial to the success of the project. Our operational knowledge and experience and our capacity to pull together the many stakeholders in the project are also a net benefit to the shipowner in working with us.

***Tell me about your own background? How did you end up in shipping in the first place?***

Guy M. Tombs: My grandfather Guy Tombs began a freight forwarding firm in Canada in 1921 which I now own. He set me on this path from my infancy!

***How to contact you?***

We can be reached in Plattsburgh in the beautiful Lake Champlain Region in upper New York State at +1 518 561 1588.

Or email us at [guy@ridgewayinusa.com](mailto:guy@ridgewayinusa.com) and [becky@ridgewayinusa.com](mailto:becky@ridgewayinusa.com).

Come visit us to ski, sail, hike the mountains and much more!

To learn more about Ridgeway International visit our website at <http://ridgewayintl.com/usa/>.

**RIDGEWAY**  
international

**IOL LOGISTICS – INDONESIA**

**CHRISTIAN SCHMITH  
PARTNER**

***First of all Mr. Schmith tell us about your own shipping background and how you ended up in Indonesia.***

I finished as an apprentice with a Ship Broker in Copenhagen at the age of 22. Shortly afterward I left for New York, where I started as a trainee with one of the big U.S. liner agents. I quickly rose through the ranks. After 4 years in New York, I felt I needed a change, and Asia was very appealing to me. Therefore, I decided to take up a job in Hong Kong with a local NVOCC.

After 5 very exciting years in Hong Kong, I moved to Jakarta in Indonesia, where I spent 7 interesting years working for a global freight forwarding company.

The route then took me to Singapore for a couple of years and then onto the fast-moving Shanghai for 4 years. After Shanghai, I returned to Singapore, where I now live and manage IOL Logistics' activities from.

It's been a fantastic journey so far, and I feel very privileged having lived and worked in some of the main areas of the shipping/logistics Industry, like New York, Hong Kong, Shanghai etc. This has given me vast experience in all aspects of the business, and a great network of contacts.





**Indonesia is one of SE Asia's tigers tell us a bit about the current economy, how is the country developing and how is the market there for project cargo and logistics?**

Yes, Indonesia is the big tiger in SE Asia. After the financial crisis in the late 90's Indonesia has steadily grown over the past 2 decades, and like the rest of SE Asia has been living in the shadows of China. However, over the last 5 years or so more and more focus has returned to SE Asia, especially Indonesia due to its vast population and growth potential.

In the meantime Indonesia's population has grown to over 260 million people, making it the fourth most populated country in the World – a surprising fact to many. The population is very young and with an ever growing middle class, Indonesia is an interesting place to do business, and will likely be so for many years to come.



The official GDP figure for 2017 was +5% and for 2018 it is expected to push towards the 6% mark or over.

The political environment in Indonesia has been stable, enabling the government to push forward with a lot of infrastructure projects – from roads, mass transit systems to power plants etc. This will most definitely give many interesting opportunities within the project logistics segment in the coming years.

In addition, many investments are being made into the local production apparatus, which will also generate impending assignments of many different natures and sizes.



**What is IOL Logistics company history and background? What is your main line of business or shall we say your specialty in freight forwarding?**

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**Could you provide us with a couple of examples of project cargoes that you are proud to have transported for your customers?**

Recent projects handled:

SIEMENS – Turbines, and parts for various power plants in the U.S.

SANYO – Dismantling and relocation of a compressor factory from Cikarang to Bangkok

DOCKWISE – Floatover project for a semi-submersible vessel at Batam Island

DYESTAR – Dismantling and re-shipping of injection moulding machines to Hamburg

BEZEMER – Shipping 5 power winches to Papua New Guinea

FIGEE – Shipping a 200-ton crane to Xinhui



**Customs clearance I believe can be a tricky matter not only in Indonesia but also in other Asian countries, what kind of advice would you give overseas agents/clients who have cargo destined for Indonesia?**

Customs Clearance in general and in Indonesia in particular, is a very delicate issue and in order to perform well it can only be done by licensed (PPJK=Indonesian Customs Brokerage License) and experienced professionals who have a complete knowledge and understanding of Indonesia's specific customs regulations, tariffs and trade regulations.

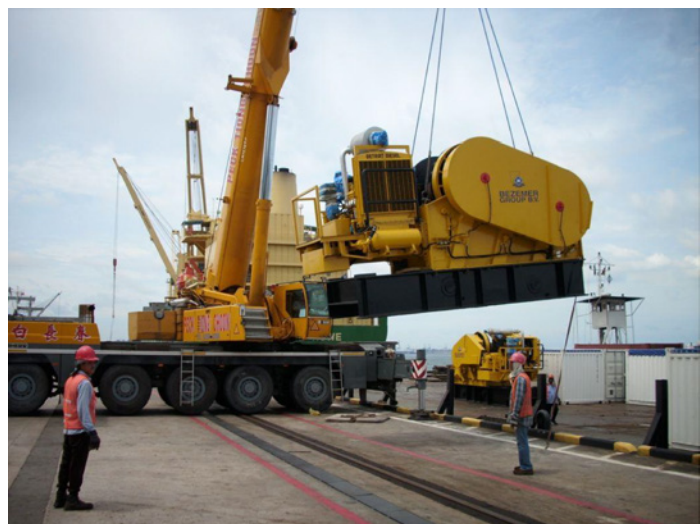
IOL has PPJK licensed staff and over the years we have sent employees on PPJK courses to obtain the clearance license. Empowering through education is one of our values.

A rule of thumb is to cross-check whether the importer on record has all the required licenses and business and customs registrations before expediting a project or general freight shipment. Besides, all relevant shipping documents (Draft Bill of Lading, Commercial Invoice, Packing List, etc.) should be checked before final documentation is released and most importantly before submitting to Indonesian Customs. We also advise clients not to under-declare the value of the cargo.



**Do you also have offices outside of Indonesia? What is planned in the future for IOL Group, will you expand further?**

Besides Indonesia, we have a management office in Singapore and a smaller independent set-up in India. At this stage, we don't have any plans to expand into other areas, as we prefer to maintain the focus on our current areas, and continue to consolidate and build these business units further.



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

Contacts: [christian.schmith@iolgroup.com](mailto:christian.schmith@iolgroup.com) or [ton.pereira@iolgroup.com](mailto:ton.pereira@iolgroup.com)

IOL Logistics website: <http://iolgroup.com/>



## NOTE FROM YOUR EDITOR

Please find our [media kit here](#) and feel to contact me concerning placing a banner ad with us. As we only allow 4 banner ads in each issue and have (latest figure) 56200 receivers you are bound to get attention. I just got a thanking note from Hanssy Shipping for last weeks interview after which he received many emails and inquiries about their service. So either interview or banner ad in Project Cargo Weekly it does work!

## SHIPPING NEWS

### LARGEST HOSPITAL SHIP IN THE WORLD DOCKS IN SINGAPORE

The US Navy hospital ship has 1,000 beds, is as tall as a 10-storey building and as long as three football fields. It is currently moored at Changi Naval Base for a supply stop as it goes on a humanitarian mission in the region. The 70,000-tonne ship, which was converted from a supertanker, first came to this region to render aid when a tsunami devastated parts of South and South-east Asia in December 2004. [Read more...](#)

### APL CHINA-PHILIPPINES SERVICE ADDS BATANGAS, XIAMEN CALLS

PL announced additional calls for its China Philippines Express 1 (CP1) service, with the Southern Chinese port of Xiamen and upcoming substitute port to Manila, Batangas, being added to the port rotation. This development extends the market coverage of the shortsea service that links South China and the Philippines, APL said in a press release. [Read more...](#)

### HANSA HEAVY LIFT MOVES SUBSEA EQUIPMENT FOR OIL PROJECT OFF COAST OF GHANA

Hansa Heavy Lift has moved subsea equipment to assist with the development of the Offshore Cape Three Points (OCTP) Integrated Oil & Gas Development Project off the coast of Ghana.

The voyages took place onboard the heavy-lift vessels HHL Rhine and HHL Richards Bay, which transported the cargo between the ports of Panama City, Florida; Nymo, Norway; and Takoradi, Ghana. [Read more...](#)

## MARITIME EQUIPMENT

### GTT RECEIVES AN ORDER FROM HHI TO EQUIP A NEW LNG CARRIER

GTT says it has received at the end of March 2018, an order from Hyundai Heavy Industries (HHI) to equip a new LNG carrier with its Mark III Flex cryogenic membrane containment system. [Read more...](#)

## PLANTS & PROCESSING

### SORG WINS SIAM GLASS AYUTTHAYA FURNACE TENDER

Thai glass container manufacturer Siam Glass intends to build a second production line in its Ayutthaya plant to make bottles for energy drinks. [Read more...](#)



## AUTOMOTIVE

### TOYOTA PLANS BATTERY PRODUCTION IN THAILAND

Toyota Motor Corp is set to establish a production base for batteries for hybrid vehicles in Thailand, aiming to start operations at the beginning of 2020, sources close to the matter said Tuesday. [Read more...](#)

## PETROCHEMICALS

### PESTICIDE FACTORY TO BE BUILT IN ALMATY REGION

The foreign investor, represented by the Turkish holding company Agrobest Grup, is to invest \$30 million in the production of herbicides, insecticides, fungicides, seed protectants and glyphosate in Kazakhstan. [Read more...](#)

## AERONAUTICS

### TECNAM TAKES ORDER FOR P2012 FROM ZIL AIR

Tecnam has received an order for a P2012 Traveller aircraft from Zil Air, based in Seychelles in Africa and are in further talks of extending the purchase to a second aircraft in the following year. [Read more...](#)

## JOB BULLETIN



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## VIDEO OF THE WEEK



**Onboard Rickmers Antwerp with Dolphins playing at the bow**  
Best video ever taken onboard Rickmers Antwerp when I was passenger from Singapore to Houston.  
Just a day after leaving Singapore.

## PHOTO OF THE WEEK



Beautiful day onboard mv ANL Wyong enroute to Melbourne

## QUOTE OF THE WEEK

**"BE SLOW IN CHOOSING A FRIEND, SLOWER  
IN CHANGING"**

- Benjamin Franklin -

## PROVERB OF THE WEEK

**"ONE GENERATION PLANTS TREES, ANOTHER PROFITS  
FROM THEIR SHADE"**

- Ancient Chinese Proverb -

Global Readers In-Depth Interviews Neutral Coverage

# Only 4 Adverts Per Week

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# PROJECT CARGO Weekly

"Your weekly publication is unique and one can recognize your personal commercial shipping background which makes it positively different from others and thus very revealing and valuable."

Joachim Jarck – Alliance Maritime

## AD PRICING

**1x Main Banner**  
870 USD / 800 EUR per week

**3x Sectional Banner**  
550 USD / 500 EUR per week

 **Video**  
440 USD / 400 EUR per week

## Get it touch

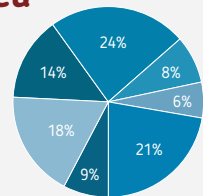
For editorial contributions contact [bo.drewsen@projectcargo-weekly.com](mailto:bo.drewsen@projectcargo-weekly.com)

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## READERSHIP

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