

Week 17 (23 - 29 April, 2018)

EDITORIAL

Friends, it's Thursday the 26th of April and soon another 4 months of the year has passed. I had a depressing last few days mainly because 3 things happened that reminded me how fleeting life is.



First, my friend, a taxi driver in Grenaa Denmark who drives me around when I visit my hometown, passed away only a few months after being diagnosed with a brain tumor. Secondly, a business friend was diagnosed with cancer and died shortly thereafter. Thirdly I met a Finnish friend for the first time in eight years who was recently diagnosed with prostate cancer and can barely walk.

Yes, I know that "everyone has a hard luck story" and that we are all drowned with sad stories on the "news" however when it hits close to home, it's different and hard to ignore.

All of this is a reminder for me to:

1. Live your life a little every day!
2. Do save for a rainy day, but it won't rain for 3 months!
3. Treasure your friends and the ones you really care about before they are gone.

What I mean to say is not necessarily to get drunk daily, but perhaps get in the mood (one way or the other) often and treasure the time we have on earth. Seems to me that we never appreciate a lot of things until they are beyond our reach and we care more about that airline upgrade and the "snob" factor than we do about what's really important.

OK, enough of the philosophy 101, it's business time and we need to move on. Today we speak to a project freight forwarder in the U.A.E., then we speak to a company that skillfully designs and constructs booths if/when you decide to join an expo somewhere in the world. We have the usual condiments of course and I wish you a very good week ahead.

Yours sincerely, Bo H. Drewsen

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SHARE WITH A COLLEAGUE



MBM LOGISTICS LLC – DUBAI U.A.E.

MR. HARIDAS KONDATH MANAGING DIRECTOR

Haridas first off tell us a bit about yourself, your background and how you ended up in shipping & freight forwarding? When did you first arrive in Dubai and how long have you worked there?

I am from Kerala India, I arrived in Dubai in 1993 after being shortlisted by Swift Freight Intl, which was brought over by Barlow World.

I started as a sales executive and was initially handling sales for Clipper Lines, eventually, I went on to do sales for the forwarding division.

I left Swift after a few years and worked as a freight manager in a start-up company called Modernline. I introduced Rohlig to them and together we grew in the market. By the year 2000, we had established a good project and general forwarding based business. Together with Rohlig, I did some of the major projects and charters to and from Dubai.

We handled a full vessel charter of approximately 7000 CBM for Strabag. We also handled many RoRo shipments to Umm Qasser. During that time Emirates Airlines was expanding and we bagged the prestigious contract to move ground handling equipment for them, like pushback tractors, deck loaders, passenger steps, buses etc. from around the world. We moved close to 3000 cbm worth of cargo in breakbulk, roro & containers.

Thereafter Modernline was taken over by Rohlig & I was promoted to the MD for the Middle East region. Furtheron Gebreuderweiss & Rohlig merged to form Weiss Rohlig across the globe. I left them during that time & started as a director of Bluebell Shipping where I spent close to 10 years.

Overall I have been in the freight & logistics business in Dubai for around 24 years.



Tell us about MBM Logistics. When was the company established, who owns the company and what is the main line of business of MBM? I understand that it is customary to have a local U.A.E. company as “sponsor” or back up as a business partner in order to establish yourself in the country. Can you elaborate on that and tell our readers a bit about how the system works in the U.A.E.

MBM was established in 2014 by myself & H.E. Sheikh Mohammed Bin Juma Al Maktoum. Currently, I own 80% of the company. Our intention was to create a company which caters to the Expo 20/20 and the projects that would be expected during that time.

You need a local sponsor, he could be part of the business or just a silent partner where 51% on paper belongs to the local. In our case, H.E owns 20%. He is not involved in any manner in the business.



Which ports are the main ones used in U.A.E. for project cargo generally?

Jebel Ali mostly.

How about the competition in U.A.E.?

U.A.E. is very competitive. I think we have the highest concentration of freight forwarders in the world. Today all global forwarders have an office in U.A.E., we also have many local and small-time forwarders.



Can you provide us with some examples of project shipments that you have handled recently or that you are proud of having handled?

We have moved many projects, as MBM we have handled close to 5000 cbm of mining equipment from Germany & Belgium to GCC and Iran. However, due to the current political situation, we have not done much in the last year.

We are regularly moving AOG shipments by Air. We handle engines for Rolls Royce, Boeing, etc. We are using CLC Projects Network for overseas partners.

We also handle some large crane movements into U.A.E. from Europe.

We have now been awarded Contract from Meydan group to Handle Horses from Within Europe & To/FrEurope to Dubai and Back. We are using specialized forwarders who have knowledge in this business.

We are hoping to get some contracts for Expo 2020 and are working on some projects for L&T, however, we are only accepting business with secure financing in place. Hence we are treading cautiously and are not jumping into projects and business haphazardly.



How is the business outlook for Dubai/U.A.E. and how is the general business mood there at the moment? How is the current situation with Qatar?

The market is tight, cash flow is an issue, however, the U.A.E. has great potential and we are hoping that towards the end of 2018 lots of new projects will kick-start, keeping all of us busy and happy. The Qatar issue is in limbo, we hope that gets better in the next few months.

How can our readers get in touch with you?

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MKT – BOOTH DESIGN, CONSTRUCTION & DECORATION

**MR. NICOLAS AUBERT
SENIOR MANAGING PARTNER**

First of all Mr. Aubert, we met originally in China and again recently at the breakbulk expo in Shanghai. How many years have you spent in China altogether?

I have been living in China for over seventeen years, mostly in Shanghai and a little while in Lianyungang, the main ocean port of Jiangsu.



OCUCO (Ireland) – SIOF 2018 (optical show)

I understand that you run a marketing company and one of your specialties is the design and construction of booths for expos. Can you tell our readers in more detail about this very special aspect of your business?

When a customer needs to have a booth at a show anywhere in the world, we will first email them with any and all relevant questions we might have in order to streamline the process.

We ask for basic things such as the show's name, dates, location, venue, a floor plan, exhibitor manual, hall number, booth number, dimensions, number of open sides, type of booth booked (standard booth or raw space), anything else needed (tables, chairs, TV, etc.), logos in .ai/.eps formats, high definition photos for posters, the design they wish to use (we show portfolios of 3D designs and realizations) and budget.

Then when we have received all the data and necessary documents, we begin to work on the design. In this way, we reduce time spent by the customer and we can go directly to the result.



CALPIS (from ASAHI BEER Group) (Japan): HOTELEX SHANGHAI 2018
(food and equipment for hotels)

Most of the time the design offered is confirmed at 95%. Also, we make sure that all our designs fall at least in line with our minimum standard of acceptable quality, aiming to please the customer as much as possible.

We suggest the best materials to use, according to the budget provided. An accurate budget is of course very important from the beginning to ensure that time isn't wasted. We finish by confirming all posters in 2D for the customer to check and to confirm the furniture needed.



EXOCAD (Germany): DENTAL SOUTH CHINA 2018
(dental materials, equipment, and software)

In your opinion, what makes the booths that you design and construct better than others?

Compared to our competitors, the main difference is that we care about the details and our customers (mainly western) can rely on us, not having to keep checking the construction on site.

We organize everything in advance. On a construction site, there

are always things that can happen unexpectedly (especially in China), so if we know exactly what customers expect then we can move forward and make decisions very quickly.

Hence, the customer is able to relax and focus on their main business.



REFLECTIV (France): APPP EXPO 2018
(adhesive/materials to cover the glass)

What was your work & educational background prior to establishing your company and how did you end up in China in the first place?

My main educational background was in the sciences at the senior high school level. During my studies, I was selected for business schools in France (ESC Montpellier), the Netherlands (HEAO Arnhem) and China SIFT (Shanghai Institute of Foreign Trade).

I arrived in 2001 in China for my 'company' year (a compulsory year in my business school), before I selected logistics/supply chains as my major for my last year at the school.

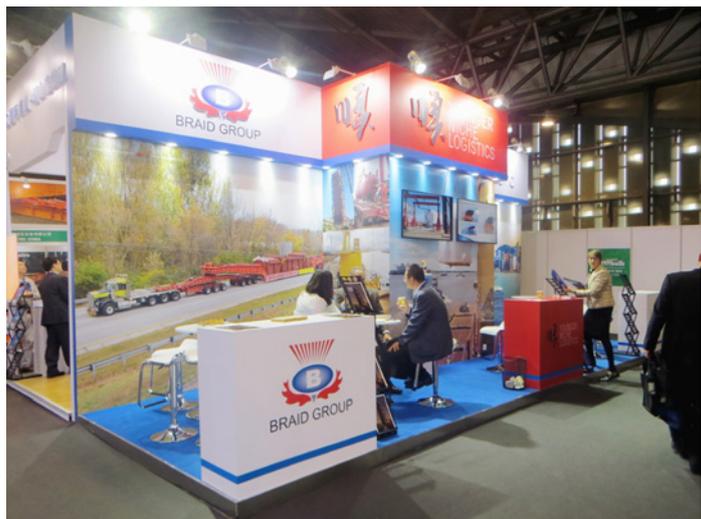
As for work, I worked in different companies in Bank, International Standards' Certifications (ISO, etc.), Freight Forwarding, Automotive, Glass, Imported Alcohol, Sheet Metal Work and Steel Structure in different positions: administration, consulting, sales, account management, procurement, and logistics.



EXOCAD (Germany): DENTAL SOUTH CHINA 2018
(dental materials, equipment and software)

There seem to be (almost) too many expos around sometimes and some exhibitors seem to express fatigue, leading to them choosing the venues at which to exhibit more carefully. What is your view on this subject?

I agree that there are many shows but the situation is changing, especially in China. Some shows are dying and some are merging because there are too many. Also, more and more are moving to Shanghai or Guangzhou from Beijing.



BRAID (USA - Hong Kong): BREAKBULK CHINA 2018

Besides assisting with booth design etc. what other marketing services can you offer to potential customers?

Our full services are as follows:

- IT (IT support, web domain, web hosting, website, translation, SEO, social media, e-reputation, e-commerce).
- Printing (graphic design, logo, brands, brochures, flyers, calendars, name cards, etc.) and promotional gifts.
- Exhibitions (design and booth construction including translations, extra services like English, French, German, Italian, Spanish and Russian interpreters; Chinese and foreign hostesses, etc.).
- Consulting (rep office, WOFE set-up; brand/logo registration, legal, accounting, procurement, logistics, etc.).

Please do not hesitate to check our website (www.mkt-china.com).



CALPIS (from ASAHI BEER Group) (Japan): HOTELEX SHANGHAI 2018
(food and equipment for hotels)

Also for your information, in addition to mainland China, Hong Kong, Macau and Taiwan; we offer booth design and construction in the European Union (Germany, France, UK, Italy, etc.), Russia, Algeria, Egypt, South Africa, Turkey, Israel, Middle East (Iran, Kuwait, Bahrain, Qatar, United Arab Emirates, Oman, Saudi Arabia, etc.), Asia (Japan, South Korea, Thailand, Malaysia, Singapore, etc.), North America (the USA, Canada and Mexico) and Latin America (Brazil, Argentina, Chile, Colombia, etc.).



REFLECTIV (France): APPP EXPO 2018
(adhesive/materials to cover the glass)

How to get in touch with you?

By email (nicolas.aubert@mkt-china.com or nicolas.aubert@gmail.com), WeChat (ID is: Klaus_Ulysse_31), WhatsApp (0086-13916852225) and phone (0086-13916852225)



SHIPPING NEWS

CMA CGM PRESENTS ITS NEW ADDED VALUE SERVICE: SERENITY

CMA CGM like other shipowners now offers more than just port to port they also offer insurance and generally are on a trajectory to develop into a multimodal carrier being able to do also door to door - recently they bought or announced the intention to buy 25% of CEVA. Time will show if the shipowners will be successful in this field as well. [Read more...](#)

EU SUSPECTS TAX FRAUD AT CHINA'S 'GATEWAY TO EUROPE' AS STATE-OWNED SHIPPING FIRM COSCO FACES MOUNTING OPPOSITION ABROAD

Investigator says the agency has evidence that Chinese firms run by criminal groups were fraudulently avoiding the VAT and duties on large shipments through Piraeus port

European Union and Italian authorities are investigating suspected wide-scale tax fraud by Chinese criminal gangs importing goods via Greece's largest port, a trade gateway between China and Europe, officials said. [Read more...](#)

THORCO PROJECTS INCREASES LIFTING CAPACITY

"The project market is off to a good start and we have been able to find some new and interesting ways to expand and strengthen our fleet. We have worked up an appetite and are keen to maintain momentum. We have therefore added several heavy lift vessels to our fleet, and today, we are happy to announce that we will additionally increase our lifting capacity to 900 tonnes," Thomas Mikkelsen, CEO & Partner in Thorco Projects, explains.

EDITORS NOTE

IMF CHIEF ON GLOBAL DEBT

Apparently, most of the world is in debt. I am in debt myself to many and even in debt to many people for many things in the past however what this article portrays is a bit scary so perhaps we are approaching a bubble that will burst at some point...

[Read more...](#)

RENEWABLES

NORDEX GROUP AWARDED CONTRACT FOR 147 MW IN SOUTH AFRICA

With the signing of the power purchase agreement by public-sector utility Eskom, the contract for the installation of the South African wind farm "Roggeveld" has now also come into effect. This order for the Nordex Group entails 47 AW125/3150 and AW125/3000 turbines with a combined capacity of around 147 megawatts. [Read more...](#)

COLOMBIAN UTILITY EPM PLANNING 100 KW PILOT FLOATING SOLAR POWER PROJECT IN EASTERN ANTIOQUIA

Colombian utility Empresas Publicas de Medellin (EPM) will develop a floating solar PV plant at the El Penol reservoir in eastern Antioquia, Colombia. This 100 kW capacity pilot plant will be the first floating solar park project in Latin America, says EPM.

[Read more...](#)

OIL & GAS

SCHLUMBERGER TO INVEST \$60 MILLION

Schlumberger invested \$60 million to build a center to improve its operational capacity in Egypt. The center will also offer competitive services and ease the availability of information exchange in the country's petroleum and gas industry, according to Hussein el-Ghazawy, general manager of the company. [Read more...](#)

POWER GENERATION & DISTRIBUTION

DABS SIGNS THREE DEALS FOR MAJOR POWER PROJECTS IN BAMYAN AFGHANISTAN

Da Afghanistan Breshna Sherkat (DABS) on Sunday signed contracts for three power projects for Bamyan province with three separate companies.

According to DABS the first contract worth \$43.8 million USD, involves the extension of a 220KV transmission line, with the capacity to carry 300MW of electricity from Dushi substation to Bamyan city. The length of this line will be 180km, and the contract was signed with KEC, an Indian Company.

The second contract is for the construction of a 220/20KV substation with the capacity of putting out 32MW in Azhdar area of Bamyan province. This agreement was signed with a Chinese company M/S XINJIANG Electric Power Construction Co. LTD, and

the contract's value is \$11.6 million USD.

The third contract is for the construction of Bamyan electrification network, worth \$24.1 million USD. This network will provide 20,000 new subscribers with power. The contract was signed with Shyama Power, an Indian Company. [Read more...](#)

JOB BULLETIN

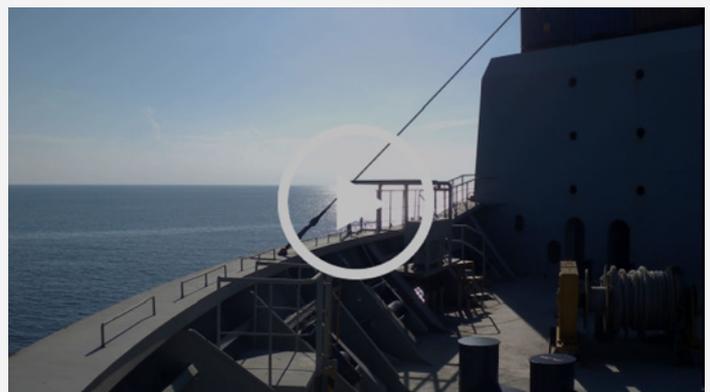


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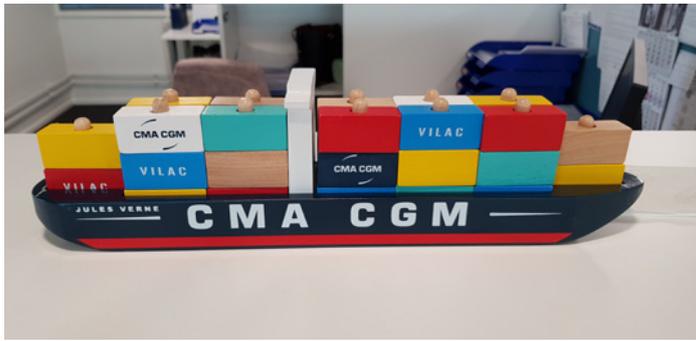
VIDEO OF THE WEEK



Smooth sailing

At the bow of a 13,000 TEU container vessel. Sailing can be smooth indeed.

PHOTO OF THE WEEK



Shipping is also for kids

Even shipping managers worldwide should be able to assemble this one. 😊

QUOTE OF THE WEEK

"LIFE IS WHAT HAPPENS WHEN YOU'RE BUSY MAKING OTHER PLANS."

- John Lennon -

PROVERB OF THE WEEK

"THE SQUEAKY WHEEL GETS THE GREASE."

- Anonymous -



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AD PRICING

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870 USD / 800 EUR per week

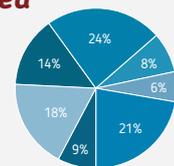
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