

EDITORIAL

Friends it is Thursday again and the 10th of May. Spring has arrived finally in Stockholm, where I am based, and besides sneezing constantly and having dry eyes due to allergy it is great to see that my favourite season is finally here.



One of the things that came to mind last week was the closure of Boracay Island in the Philippines when it became apparent that the hotels were not dealing with their sewage properly and the beaches were rife with human waste.

I applaud the Philippine president for taking action and dealing with what has become a tourist "hell" in terms of pollution, exploitation etc., which, if gone unchecked would destroy one of the country's top tourist destinations.

There have been cases of tourist (Chinese in particular) not understanding how to behave abroad. The loud American tourist is everpresent in hotel lobbies around the world. Tourism is the World's largest business and contributes a large portion to many country's GDP.

Check out [this list](#) of up and coming tourist countries besides the US and France.

So, next time you are on holiday give a thought to the locals, they may be tired of us no matter how much money we spend and perhaps reduce our own noise and pollution level (in the case of many Scandinavians it's mainly alcohol-fuelled) and we all know that the Germans take the top spot at the pool already at 6 am ☺.

For business this week we first visit Finland, then we head south to the country of Chile. If you haven't been, Chile is very much worth a visit. from excellent food to superb wines!

We speak to a couple of local freight forwarders and hopefully learn something from them.

We also have some interesting articles about Myanmar in today's newsletter and our usual sector news, light moment, history and so on.

I remind you as well that if you are looking for competent staff in freight forwarding and shipping consider placing a job opening ad with Project Cargo Weekly. The cost is reasonable our reach is some 57,000 recipients worldwide.

Enjoy and have a great rest of the week...end

Yours sincerely, Bo H. Drewsents

bo.drewsen@projectcargo-weekly.com
www.projectcargo-weekly.com

SHARE WITH A COLLEAGUE

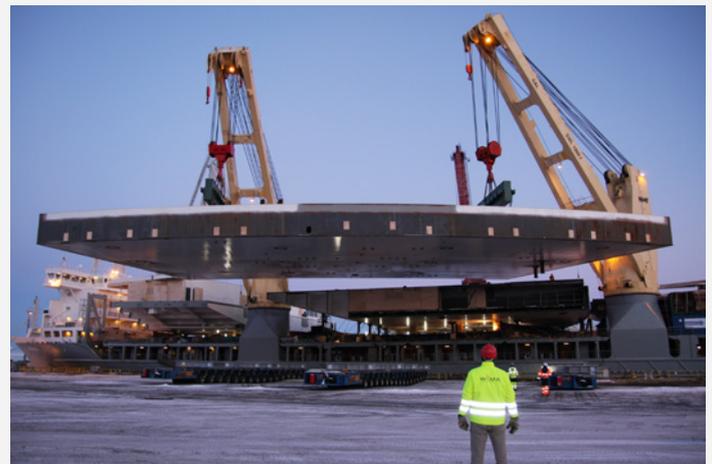


WIIMA LOGISTICS OY – FINLAND

MR. LAURI HEILIO CEO AND PARTNER

Tell us about Wiima Logistics business model and the history of the company and its ownership?

Wiima Logistics main idea is to provide turn-key solutions for project logistics. Also as a global fourth party (4PL) logistics provider, we can manage logistics processes from end-to-end as a turn-key solution or only certain parts of the logistic process if needed. Our business model is based on open books costing, which is exceptional, especially in project logistics. Through transparency, we're aiming to build long-term, trusted partnerships, of course with customers but with shipping lines and agencies as well.



The company was founded in Finland in 2010. I and my business partner Mr. Heikki Heinonen used to work on the shipper's side, and we were looking for a project logistics partner who could execute transparent, controllable service, yet report project logistics status and costs as per the shipper's requirements. As we did not find a suitable solution in Finland at that time we noticed that the market was there so we decided to set up our own company.

Today Wiima has six branch offices, mainly focusing on North Europe and Asia. Wiima Logistics Oy in Turku, Finland is acting as our group headquarters. Our Asia managing director, Ms. Ychelle Tan is a shareholder in Singapore (Wiima Asia Pacific HQ), meaning Wiima is fully owned by its acting management. This brings us huge benefits in terms of flexibility and reactivity in our organizations daily decision making.



Can you provide us with some examples of project cargoes that you have handled?

Among other very interesting projects, we've carried out, possibly the most known we've been involved in was the Admares' North Deck terrace-project for Burj Al Arab hotel in Dubai 2015-2016.

Here is a video introduction to the project by the owner, Jumeirah via Youtube:



The 5000-ton platform was loaded onboard SAL Svenja at Rauma Shipyard, Finland. Wiima was involved in hauling planning at Rauma and responsible for carrier negotiations for chartering since the very beginning of the project.



Do you have offices overseas? Do you belong to any networks currently?

In addition to our HQ in Finland, Wiima currently has offices in Singapore, Malaysia, China, the US, and Estonia. Our Finland and Estonia offices are members of CLC Projects Network. Our Singapore and Malaysia offices members of Cross Ocean Network.

We've found CLC Projects to be a truly active network consisting of real professional partner companies dedicated to building up reliable and fast-paced communications and operations. It's crucial for our project customers to receive instant replies and solution proposals in order to ensure the smooth progress of their projects.



Do you focus mainly on the Finnish market or are you also a global player today?

Our local offices in Singapore, Kuala Lumpur and Tallinn, Estonia are generating local sales as well as making us a global player in terms of sales, thus the majority of Wiima customers are from these countries. Finland is still the biggest base for us, Asia is also growing, but Estonia has been the most booming country for us in the past two years. When it comes to operations, through our extensive partner network we can provide any logistics service to any destination or origin, which makes us a global, one door logistics shop for our local customers.



Tell us about the difference between you and your competitors, why do you believe that Wiima is a good choice?

As said, we make a difference through transparency and neutrality. By acting open books towards our customers we can easily bring up and mutually evaluate all know solution options to any logistics challenge with our customers. Customers are often relying on our expertise even in their project sales phase by letting us build up budgeting, planning, and scheduling for their project sales.



How do you view the market for project cargo in 2018?

From our point of view, 2017 was somewhat slow with projects, at least in the sectors we normally service. However, the past few months seem to have clearly indicated that (especially) marine and offshore projects are becoming active again. A number of RFQ's we are working on are developing rapidly and it's promising to hear how most of the shippers have very positive expectations for their project sales.

How to get in touch with you for more information and a quote?

You may contact any of contact persons in our local offices, which are listed at www.wiima.com but myself can be also contacted for any query at lauri.heilio@wiima.fi or +358 40 5397230 and we will make sure you will receive quick replies and support.



EUROTRANS OVERSEAS – CHILE

**MR. ITALO LIZANA
CEO**

Who owns Eurotrans in Chile today? When and where was the company established? Does the name Eurotrans signify that you have a special interest in Europe?

I am the owner and CEO of Eurotrans Overseas.

Eurotrans was established in Santiago of Chile, in the year 2013.

Somehow Europe was a source of inspiration for the creation of our name, also according to what was and is nowadays our line of work.



Chile is a very long country with several ports. Which are the main ports used for moving breakbulk and project cargoes?

Usually, the main ports in Chile for breakbulk cargoes are: Valparaiso / San Antonio – Antofagasta / Puerto Angamos

Do you belong to any networks currently?

We only belong to CLC Projects Network, but we are constantly being invited to belong and to know others.



How is the political situation in Chile currently? Is it stable and how is the outlook for the economy for 2018?

Currently, the political situation in Chile is perceived today in a more optimistic way than in the last few years. The change of government has provoked strong development measures and incentives for some industrial sectors. The government is first promoting investment in the mining industry and new free-trade agreements are being drawn with other countries.

Is customs clearance difficult in Chile?

Not at all, depending on the income restrictions of each product, especially those of plant & animal origin. Chilean customs even works hard to reduce bureaucratic barriers to imports and especially to national exports.



I visited Easter Islands once and I am wondering how to get cargo transported to the Easter Islands? Do you know?

I have not had the pleasure of visiting Easter Island, but there is air and sea transportation to and from Easter Island, mainly provided by national airlines & naval vessels.

SHIPPING NEWS

COMBI LIFT KICKS OFF MAJOR PROJECT IN RUSSIA WITH TUG DELIVERY

With the loading of eight custom-made Damen tugs, German heavy lift expert Combi Lift reached an important milestone in the Gazprom Amur Gas Processing Plant Project in Russia. This officially marks the transition period between the project's intense planning and long-awaited implementation stages. [Read more...](#)

MYANMAR LOGISTICS ON THE RISE

Myanmar is not always in the news, so to speak, but China is making its influence felt there. The country is developing in terms of logistics, so if you are a project freight forwarder perhaps its time to make tracks and visit Myanmar before its too late. Read the following 2 articles for more input.

- **New investment to boost capacity at Myanmar city terminal**

Asia World Port Terminal (AWPT), one of Yangon's main city terminals is looking to boost capacity by a third as it purchases new equipment that will enable containers to be stacked seven high from five high currently. [Read more...](#)

- **How a massive influx of Chinese migrants has changed Myanmar's second-largest city Mandalay**

The makeover of Mandalay reflects a Chinese footprint across Southeast Asia that has grown alongside Beijing's economic and military clout. [Read more...](#)



Can you Provide us with some examples of project cargoes that you have handled to/from Chile recently?

We usually develop ocean freight shipments under breakbulk terms for pipeline export projects. For the last four years, we have had two frequent customers who rely on us for these matters. We also provide trucking modality with over dimensioned pieces mainly to the North of Chile for the mining industry in Bolivia, Peru, and Brasil.

We believe we have developed a good reputation as a logistics team and we also believe that we have made our customers happy with the support and commitment we provide.

We also develop and actively participate in RoRo services loading water boats, motor homes and tractors for the agricultural industry.



Interviewee:
Mr. Italo Lizana
CEO
italo.lizana@eurotranschile.cl
Eurotrans Overseas

EUROTRANS[®]
OVERSEAS CHILE



PHARMACEUTICALS

LONZA EXPANDING OPERATIONS IN GREENWOOD COUNTY, SC

Lonza, one of the world's leading suppliers to the pharmaceutical, biotech and specialty ingredients markets, will invest \$46 million over the next five years to expand its operations center in Greenwood, South Carolina. The company plans to add 50,000 square feet to its facility at 535 North Emerald. [Read more...](#)

FEATURED VIDEO



Projects Logistics | Hemisphere Freight Services

PROJECT LOGISTICS

Quality project logistics videos are not always easy to find like this one I came across made by Hemisphere UK. Naturally, as always, the proof is in the pudding and not always in a video, still it is worth watching and why not speak to Hemisphere?

CONSTRUCTION

LOOKING AHEAD INTO 2018 CLEVELAND CASCADES ALREADY HAVE 14 CHUTES OF VARIOUS SIZES AND APPLICATION USES ON ORDER AND IN PROGRESS.

Cleveland Cascades also has projects reaching completion which will be used for loading Soda Ash in L.A. USA and another which will be loading clinker in Cyprus. The company is also working on three identical chutes loading grain out of New Orleans, USA and a new Polyhalite loading chute for the UK. [Read more...](#)

SHANGRI-LA TO OPEN MASSIVE LUXURY HOTEL IN MANAMA AS PART OF BAHRAIN MARINA

Several waterfront villas and a luxury hotel are being planned for Manama, the capital city of Bahrain. The property, to be managed by the iconic Hong Kong-based Shangri-La Hotels and Resorts, will form part of the immense 310,00 sqm Bahrain Marina development, which is a landmark waterfront development for the city that will include not only the five-star property and villas but also freehold apartments, a fully-integrated family entertainment centre, cinema complex, boardwalk, marina, yacht club, and a recreational waterfront space with dining and retail options.

[Read more...](#)

PACKAGING TECH

COMEXI SELLS SLITTERS INTO PAKISTAN

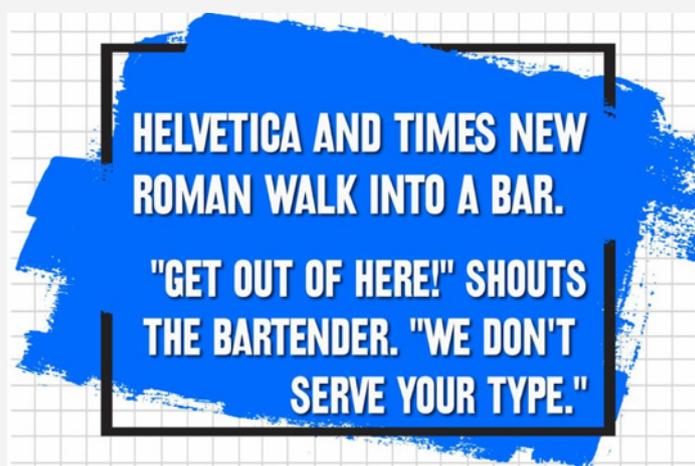
Comexi has strengthened its strategic alliance with Universal Packaging and International Packaging with the sale of four slitters, including the first Comexi Laser in the country. [Read more...](#)

THIS WEEK IN SHIPPING HISTORY



In the pool with my father. MV Thyra Torm on charter to K-Line at Kingston, Jamaica in the background, 1968

LIGHT MOMENT OF THE WEEK



ADVERTISE YOUR JOB OPENINGS HERE

PROJECT CARGO Weekly

www.projectcargo-weekly.com

VIDEO OF THE WEEK



Editors note:

The joint brands of K-Line, NYK, and MOL have taken off with spectacular pink colours and a strong logo, the Japanese seem intent on really showing the world that they can jointly rule the waves. Japan generally stands for quality and PCW also believes in shipping.

PHOTO OF THE WEEK



Morning sunrise near Genoa onboard CMA CGM Rigoletto at La Spezia, Italy

QUOTE OF THE WEEK

"EXAMPLE IS NOT THE MAIN THING IN INFLUENCING OTHERS. IT IS THE ONLY THING."

- Albert Schweitzer -

PROVERB OF THE WEEK

"THOSE WITH THE LEAST POWER ARE THE FIRST TO EXERT IT"

- Ancient Burmese Proverb -

Global Readers In-Depth Interviews Neutral Coverage

Only 4 Adverts Per Week

52,460 receivers worldwide each week

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

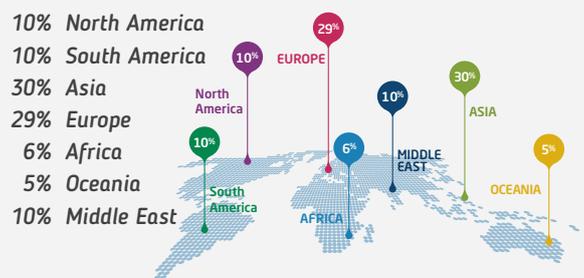
 **Video**
440 USD / 400 EUR per week

READERSHIP

• Industries Covered

Shipowners,	24%	24% SHO
Shipping Agents,	14%	14% SHA
NVOCC's,	8%	18% NVO
Freight Forwarders,	6%	21% FRF
Trucking,	21%	9% TRU
Rigging and Lifting Contractors...	9%	6% CRN
		8% MSC

• Geographical Distribution of Subscribers



Get it touch

For editorial contributions contact
bo.drewsen@projectcargo-weekly.com

www.projectcargo-weekly.com