

Yours sincerely, Bo H. Drewsen

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Week 31, 2018

EDITORIAL

Friends it is August 2nd and I am baaack... It has been a very interesting and long summer for me and I managed to do quite a bit of travelling.



I visited China, Malaysia, Hong Kong, Denmark and right now I am in Malta. [View photo here.](#)

China was as interesting as usual and with it's usual purpose in all they do. One of the meetings I had there was with Sinotrans, the state owned freight forwarder that is deeply involved in many overseas projects due to Chinese EPC activities worldwide.

Just yesterday I learned that the World's third largest mosque (located in Algeria) was built by the Chinese. I also heard that they are now looking into constructing a gigantic seaport hub in Cherchell, also in Algeria.

Chinese investment always comes with a catch, but one has to admire the tenacity and proactive attitude shown by China in projecting their "soft-power" abroad.

I recently spent three weeks in Kota Kinabalu, East Malaysia.

I had reason to be thankful for the invention of the Ipad and the mobile phone for allowing me to read the newspaper in peace...-speaking of the news, I learnt that Trump met Kim in Singapore and I was considering how the media would have written about it had it been Obama meeting Kim. Who knows, probably Obama would have been nominated for the nobel peace prize again.

I also visited Hong Kong on the way back to Sweden. I enjoyed my favourite city in the world and I can recommend the dim sum restaurant [Tsui Hang Village](#)

When I returned to Sweden I found myself in the grip of a heatwave. After a few days I flew to Malta where the heatwave was expected because the island nation is located 30 minutes south of Sicily and just north of Libya.

Interestingly, today the vessel CMA CGM Andromeda arrived in port exactly one year's time after I disembarked from the same vessel in Busan.

To my amazement, the vessel had the same captain. If you are interested in travelling by cargo ship visit <https://www.cross-ocean.com/ocean-voyages/>

Today I spoke with a logistics company based in Bremen, Germany with a lot of Middle East cargo and then a technology company that can help us understand what the blockchain has in store for us in the future.



TRANSPORT OVERSEAS SHIPPING GMBH

MR. TIM OLTMANN
FOUNDER AND MANAGING DIRECTOR

When did you establish Transport Overseas Shipping? Who owns it? What made you choose a career in shipping?

In October 2012, I established TO Shipping in Bremen, privately owned by myself.

I started my career in shipping in 2004 by coincidence as I had planned a career in a totally different sector - neither shipping nor logistics - but fortunately I ended up in shipping and logistics! It was more or less a bit of luck that I found Wallenius Wilhelmsen Lines in Bremen, where I got a chance to join the 2.5 years long German traineeship program and that's where my career in Ro-Ro shipping finally started.



What are the main activities of your company in shipping and logistics?

Our main activity is the liner agency service, plus the worldwide Ro-Ro and breakbulk brokerage. In addition, we also offer port agency services in Germany and Poland.



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

As a broker, we work only for freight forwarding companies, where it is very difficult for us to provide project details and photos that all may understand because brokers are not often shown in the transport chain and are more or less working in the background (laughs) to assist finding the best transport solution and, of course, deal. As a liner agent, we have just finished a project of about 1200 railed wagons (250.000 FRT) from Poland to Saudi Arabia and we recently started with the Metro projects for KSA, where we are planning to ship about 400 metro cars within 2018 and 2019. This allows us to say that we are currently controlling the biggest railed equipment fleet of 62' rolltrailers in the world.

Being located in Bremen and close to the ports, we also offer all kinds of local handling and port services. That is how we stepped into the IMO business where we are able to assist and provide all necessary information and requirements for German ports. Therefore, this became a regular and ongoing business for TO as well.



I understand that you have a close relationship with Saudi Arabia and Bahri? Can you tell us more about this?

Acting as an independent Ro-Ro & breakbulk broker, a very important and promising market for us was the Middle East. In 2014, we started to build up a close partnership with Bahri and its agent in Italy on the current trades. In 2015, we received a phone call from Bahri management asking whether we can also offer local port agency service in Germany, which we of course confirmed and that is how everything started. Soon we became the general agent for Bahri in Germany, Austria, Switzerland and Poland.



Do you belong to any networks currently and/or do you have offices located outside Germany?

Yes, our TO group with our office in Gdansk, Poland belongs to the new established 'Cross Ocean' network. Within this network, we cover same countries like Germany, Austria, Switzerland and Poland where we already face first benefits from and see increasing numbers of adequate and reliable inquiries, plus excellent assistance from our network partners for our own projects.



Germany is filled with freight forwarders and, although it's a big market indeed, the competition is also similarly big. What makes you special at Transport Overseas Shipping?

We are happy having a big market where everybody can participate. We at TO can offer individual transport solutions with a wide range of professional partners worldwide, which gives us the flexibility to serve our clients with the best and highest service they expect and deserve. As we are a young team of Ro-Ro and breakbulk professionals, we have a very good network in the Ro-Ro and project shipping industry, which affords us shorter and much faster methods, not only in Germany but particularly overseas.



How can people get in touch with you?

We are always available by phone, through our website, of course by email or through social media networks, i.e. LinkedIn or Facebook.

Interviewee:

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ZINNOVATE – STOCKHOLM, SWEDEN

HÅKAN NILSSON
CEO

Zinnovate sounds a lot like innovate, can you explain why you have chosen this name? Who owns your company and what is your background in logistics?

Customers can expect Zinnovate to help innovate solutions, systems and processes but the name was also chosen as a constant reminder to myself and my team of our obligation to innovate. To the best of our ability we truly aspire to help others drive innovation.

I'm the sole owner of Zinnovate International and, quite frankly, that helps me ensure that our focus remains on customers and employees rather than being 'distracted' by any other shareholder driven priorities.

Prior to starting Zinnovate, I spent 23 years in the logistics industry as CIO for global freight companies such as Wilson (SE), TNT Freight Management (NL) and Geodis Wilson (FR). It was a journey of constant global growth both organically and through mergers and acquisitions. This fast-paced environment taught me tons of lessons on business optimization based on self-experienced failures and successes.



What can you actually do for shipping and logistics companies?

My global team of hands-on doers and I can help leaders of shipping and logistics companies to:

- Boost productivity and revenue through system solutions and process excellence
- 'Future-proof' your company in a world of accelerated change
- Drive transformation from local to global optimization (local optimization being sub-optimization)

- Drive high-tech advances without losing the important human touch
- Ensure perfection in system connectivity (with customers, carriers, other stakeholders) to boost customer value and "make the whole more than the sum of the parts"

There is generally a lot of hype out there these days and it seems that every Tom, Dick and Harry is an IT consultant offering a smarter solution than the next. Tell us, if you will, why you believe you can make a difference and why our readers should believe you over others?

I have spent more than two decades on the customer side and have met all the Toms, Dicks and Harrys out there! It made me almost allergic to consultants so now that I am a consultant myself I sometimes say that I'm allergic to myself. Bottom line is that I have a simple philosophy: consultants should be used wisely to fast-forward your own development as you build your own strengths, thus becoming independent of consultants (including me...). We help you achieve this by only employing doers with deep freight domain expertise in addition to their leading-edge IT competence.



Can you provide us with a couple of references of customers that you have served over the years?

We service customers ranging from 10 FTE's to 28,000 FTE's so lets just give a few examples from different size groups:

- In the giant group we are now helping DHL Global Forwarding to migrate to a new IT platform in 100+ countries.
- In the sizeable group we have several customers such as Marmedsa Noatum Maritime (ES), Logwin (DE) and Greencarrier (SE) - please have a look at <https://zinnovate.se/greencarrier-leverages-zinnovate-expertise-to-take-quantum-leap-with-state-of-the-art-global-systems-and-processes/>
- Finally, we have many small and medium sized customers (representing the majority of our customers).

How do you cover companies overseas if you only have your office located in Sweden?

Our HQ is indeed in Stockholm Sweden but we have people on the ground in 20+ countries on all continents by now (<https://zinnovate.se/unique-partnership-model-basis-for-zinnovate-expansion-across-the-globe/>)

What is blockchain and how mature is it in your view?

Simply put, blockchain is "upgrading" the internet from being just a means to deliver information to also delivering value. This is without having a middleman as a bank or governmental authority. Bitcoin is perhaps the most well known example of blockchain technology in play but there is so much more. Effectively, any case involving a transfer of value, be it in the form of digital money or

a document attributed with value, lends itself perfectly to blockchain. Blockchain is simply a decentralized digital ledger where authenticity and security are guaranteed through the blockchain.

Blockchain will deeply and profoundly transform our industry. Most of that transformation is still years into the future despite what all hype prophets will tell us, but we do already now see blockchain use cases that deliver tangible benefits.



How can our readers get in touch with you if any of them are interested?

Readers are welcome to contact me directly at +46 70 555 32 41 or hakan.nilsson@zinnovate.se or skype hakan-zinnovate.

Also please feel free to visit www.zinnovate.se or if in Stockholm you are more than welcome to visit Zinnovate at Vendevägen 89 in Danderyd.



ZINNOVATE

SHIPPING NEWS

Editors note: It was reported that the c/o of the ro-ro vessel which ran aground with 14 knots were steaming closer to the Swedish coastline to find mobile signal coverage, let us hope that is not the case...

SALVORS PREPARE TO LIGHTER FUEL FROM GROUNDED RO/RO

The Swedish Coast Guard reports that the grounded ro/ro Makassar Highway has suffered "extensive damage" to her hull, complicating the ongoing response and salvage efforts. The vessel went aground Monday on a rocky shoal off Vastervik, Sweden, resulting in damage to her bow and port side, with water entering two of her tanks. Pär-Åke Eriksson, the coast guard station manager at Vastervik, told Swedish broadcaster SVT that the vessel was making 14 knots prior to the grounding. [Read more...](#)

ZIM, MAERSK LINE AND MSC ENTER A STRATEGIC OPERATIONAL COOPERATION ON THE ASIA-US EAST COAST TRADE

The cooperation with the 2M Alliance creates a major upgrade of ZIM's Pacific services, with improved port coverage and transit time ZIM Integrated Shipping Services and the members of the 2M Alliance, Maersk Line and Mediterranean Shipping Company (MSC), today announced a new strategic cooperation on the Asia - US East Coast trade. [Read more...](#)

OFFSHORE HEAVY TRANSPORT TO ENTER WIND MARKET WITH INNOVATIVE HEAVY LIFT INSTALLATION VESSEL

Norway-based Offshore Heavy Transport is set to enter the offshore renewables market with a state-of-the-art heavy lift transport and installation vessel that combines semi-submersible capability with high-capacity crane operations. [Read more...](#)

BIMCO EXPELS SHIPNEXT FROM MEMBERSHIP

BIMCO has terminated its agreement with ShipNEXT that allowed the use of BIMCO contracts on its trading platform and expelled the company from its membership after it repeatedly and falsely claimed that BIMCO supported its trading platform. [Read more...](#)

FEATURED PROJECT SHIPMENT

CMA CGM INDIA PERFORMED A HISTORIC OPERATION BY LOADING A HELICOPTER AS PART OF ITS EPIC 2 SERVICE



CMA CGM India is pleased to announce that on 1st July 2018, it loaded for the first time a Helicopter on board one of the vessels operating the EPIC 2 service for final destination London Gateway. The helicopter was loaded at BMCT (PSA) - Nhava Sheva. The Shipment weighs 4 MT with dimensions of 13.6 m X 3.05 m X 3.7 m <http://www.cma-cgm.com/>

AUTOMOTIVE

CHINA'S DICASTAL TO BUILD 2 ALUMINUM CAR WHEEL PLANTS IN MOROCCO

The Chinese giant will invest €350 million to build the plants. The company will build the first factory in Kenitra's Atlantic Free zone. The second factory will be built in Tangier's tech city. [Read more...](#)

CHEMICALS

NUBERG WINS \$53M SAUDI TURNKEY CHEMICALS PROJECT

Nuberg EPC, a global EPC and lump sum turnkey (LSTK) company for speciality chemicals, has been awarded a \$53 million turnkey project contract by Middle East Chemicals Company (Midchem), a leader in commodity chemicals in Saudi Arabia. [Read more...](#)

PLANTS & PROCESSING

NOVOPAN INVESTS IN A NEW MDP PLANT IN ECUADOR

Novopan del Ecuador, the leading producer of medium density particleboard (MDP) in Ecuador, will increase its production capacity in Quito with a new plant from Dieffenbacher, as the company says in the press release received by Lesprom Network. [Read more...](#)

VIDEO OF THE WEEK



Landing in Malta passing over the container terminal at Marsaxlokk a CMA CGM hub in the Mediterranean.

PHOTO OF THE WEEK



Departure from port of Jeddah at night.

"HE DOES NOT POSSESS WEALTH; IT POSSESSES HIM"

- Benjamin Franklin -

"DON'T THINK THAT BECAUSE THE WATER IS PASSIVE THERE ARE NO CROCODILES"

- Ancient Thai Proverb -

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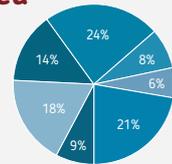
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