

EDITORIAL

Friends, it is the second Thursday of August and hopefully we're in your inbox.

This past week has been a bit slow in the sense that people are only just starting to get back from their holidays. Here in Scandinavia most have the right to about six weeks of paid vacation a year, something that our American friends and most others around the world can only dream of.

I suppose we are lucky and we know it, although taking things for granted has become something of a speciality here too. We do, of course, have scandals in our otherwise well-regulated and highly taxed paradise; for example, one of the biggest banks in Denmark, knowingly it seems, has been used as a launderer for millions of US dollars in illicit transfers.

Unfortunately what always seems to happen is the big fish will get away or won't be eaten, whilst the smaller fish will really feel the law's bite. The saying goes that a bank will lend you an umbrella in summer and when it rains they want it back.

Laundering money is nothing new, but it's especially embarrassing when it involves 'pillars of the community' as they like to appear to be. Anyway, it seems that sometimes it's easier to borrow ten million for a grand project than a few thousand to fix your house.

Who can understand that? Also, when the going gets tough, the taxpayer is expected to bail them out. Still, when everyone has to jump, those in upper management have parachutes to help them avoid a rough landing. As the French say: 'C'est la vie', but I call it capitalism in need of repair.

In the shipping world (but still sticking around Scandinavian waters) a general cargo vessel recently went aground nearby Helsingborg and the Russian captain's blood alcohol level was apparently extremely high. Several of the coast guard tried to warn him that he was off-course, but clearly to no avail as the ship is currently being salvaged off the west coast of Sweden. To top it off, last week there was apparently a similar incident on the east coast. Breathalysers must be in short supply these days in Sweden.

Businesswise, we are slowly grinding back into gear as we start off with a visit to Uruguay, followed by a trip to Brazil. In both cases we speak to local proactive freight forwarders before rounding off the interviews with a conversation with a Finnish company whose innovative design you may find interesting if you are dealing with containers and supply chain.

Naturally, we provide samples of shipping news and sector news from around the world, before finishing off with the usual photo,



video, quote and wise words of the week.

Last but not least, you are still welcome to claim one of our four weekly ad spots and take advantage of our nearly 57,000 strong subscriber base. You will get noticed.

Until next week, I remain,
Yours sincerely, Bo H. Drewsen

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QUANTUM FORWARDING PROJECTS & LOGISTICS URUGUAY

**SANTIAGO RODRIGUEZ &
SEBASTIAN AGOSTINI
OWNERS**

Tell us about yourself (Sebastian & Santiago) what is your background and when did you start your shipping career originally? What made you choose this business?

► Santiago Rodriguez answer: I graduated with a degree in International Business and took my first job at the Argentinian Embassy in Uruguay, thanks to which I got my second job for an Argentinian company that was setting up in Uruguay. I was in charge of importations and logistics. In 2005 I entered the freight forwarding world (general cargo) and later, in 2008 I became involved in project freight forwarding where I feel is where I always wanted to be. As I always say, "forwarding is a way of life!".

► Sebastian Agostini answer: After I finished my degree in International Business I got a job in a familiar local company dedicated to international moves and forwarding, that first job helped me realize that forwarding is the perfect fit for me, partly because all my life I have been immersed in the maritime world because my father was a member of the Uruguayan Navy, he passed his love for the sea and vessels on to me!



When did you establish Quantum Forwarding in Uruguay? Who are the owners?

► In July 2016 with my colleague and friend Santiago Rodriguez we decided it was time to start our own business after more than 10 years experience in the logistics business. We were part of the most important investments and logistics businesses in Uruguay like Ancap Refinery, Wind Mills Projects, Pulp Mills Constructions Sites (Botnia / UPM/ Montes del Plata), Total Exploration and Production (deep water world record) and so on.

► The owners are Santiago Rodriguez and Sebastian Agostini.



Uruguay is not in the news every day, tell us a bit about your country, what are the main ports used for business and what are your main import/export products?

► The most important ports in Uruguay are:

- **Montevideo (MVD)** for container vessels, cruise ships, RORO vessels, heavy lift vessels.
- **Nueva Palmira** for bulk ships and barges that attend Paraguay & Bolivia through the Parana River.

We export meat, soy, rice, dairy products among others, and we import products such as spare parts, vehicles, machinery, retails goods etc. Last but not least, Uruguay with the Free Harbor Law is positioned as a logistics hub in South America capable of providing services to the whole region.

We have competitive and comparative advantages that put our country in a very good position for the region and world. For example, sometimes it is much more convenient to handle shipments to Argentina, Paraguay, Bolivia and the South of Brazil through Uruguay due to the cost & time conditions. We have a modern Customs that makes operations easy and secure.



What are the main activities of Quantum Forwarding today? Can you provide us with some examples of project cargoes handled?

► We have a General Cargo Forwarding Division handling LCL, FCL, Air & Truck shipments from any part of the world and to any part of the world, and we also have a Project Forwarding Division from where we handle special shipments. Some of the projects we have completed from the beginning up-to-now are Oversized Transformers, Windmills, Oil & Gas Drilling Equipment (offshore & on-shore) among others, from EXW up to unloading at the final site.



Which shipowners are calling from outside South America to Uruguay?

► Container carriers we have calling UY include all of the big players: Hamburg Sud, Hapag Lloyd, Cosco, MSC, Maersk, MOL, UASC among others. Over the last few years, some carriers decided not to call MVD anymore, but this is also a consequence of the consortiums that have joined.

We also have RORO carriers calling UY from Europe & Asia, such as Grimaldi, Glovis & Eukor. Most of them came with cars, for example, that are later shipped on RORO barges to Paraguay from MVD or Nueva Palmira Port.

► Bulk vessels call UY when they are chartered, the same applies for Projects Vessels although, for example, BBC usually calls MVD once per month with breakbulk cargo given MVD's proximity to Buenos Aires.



How about customs in Uruguay? can they be difficult and are there any specific rules to follow or guidelines that you can give overseas readers?

► There are no specific rules to be considered other than the usual things we have to bear in mind when handling a shipment. Documents have to be checked in advance to avoid surprises. The Packing list, Commercial Invoice, Bill of Lading and where applicable, Certificate of Origin, are mandatory for all operations.

Again, our Free Port Law allows us to offer a full range of services to our customers regionally as well as globally (picking, packing, etc).

Five years ago our customs authorities launched a system that allows all transactions to be completed via their website system, which helps to avoid delays, bureaucracy and guarantees transparency. Because of the efficiency of the system our Customs serve as advisors to the US Customs. Countries like Colombia, Bolivia, Paraguay have been trying to learn from the Uruguayan model.



Are you member of any international networks currently? If so do you feel it is worthwhile given that there are so many networks around?

► Yes, we belong to several networks and we feel that networks are always useful because they help you expand your business, develop strong relationships and a good reputation around the world. We truly believe networks are the best way to keep this business strong and liable. Moreover, you can share your expertise with colleagues and take the opportunity to learn from them in turn.

How to get in touch with you?

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- Sebastian.agostini@quantumforwarding.com



DELMAR INTERNACIONAL LOGISTICA SA BRAZIL

**MR. VITOR BRITO
DIRECTOR**

Tell us first of all about your establishment in Brazil. Where are your offices located, when were they opened and how long have you worked yourself in Delmar?

Delmar Brazil was formerly Cobrac Log Internacional which operated in the Brazilian market for over 20 years. Recently we were acquired by Delmar Cargo International Inc. and from January 2018 forward we have been part of the Delmar, the Canadian group founded in Montreal in 1965.

Delmar Internacional has grown in size and scope and now employs more than 1,000 employees in 12 countries, offering freight forwarding, customs clearance, land transport, cargo management and supply chain services. We operate more than 40 offices, covering operations throughout North America, India, Asia and now you can count on Delmar Internacional in Brazil.

Our Brazil headquarters are located in São Paulo, we also have offices in Rio de Janeiro and Santa Catarina. We have a network of accredited agents throughout Europe, the Middle East and Latin America, thus offering broad geographic coverage.

What is the ownership structure of Delmar Brazil?

Delmar Brazil is 51% owned by Delmar Cargo and 49% owned by Wagner Brito who is our Managing Director and formerly Managing Director of UPS Brazil.

I hear Customs clearance in Brazil can be tricky, how are you able to assist potential customers with customs clearance and are there any general rules of thumb to follow to clear customs quickly?

It is well known in the market that the customs in Brazil are strict and the clearance can become a distress if it's not done properly from the beginning.

The key point is information, so we make sure the foreign agent and customer are fully aware of the customs demands and procedures.

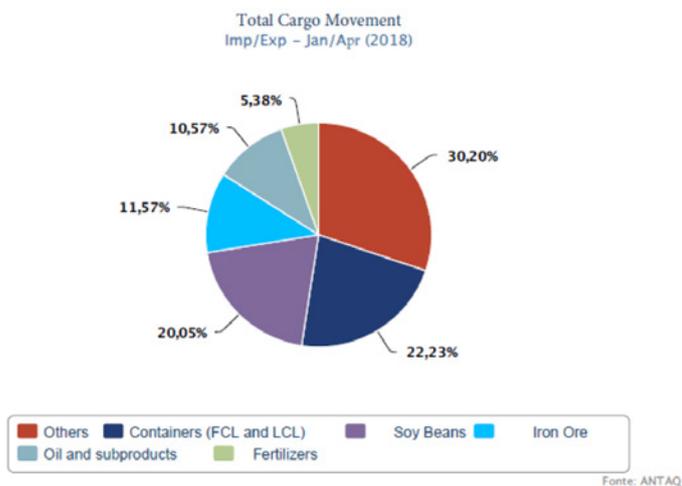
Prior to each shipment our CHB department analyzes the cargo details to make sure the HS description is correct and checks if an any import license is needed. All documentation is checked and corrected if needed and our staff is always in touch with Customs, updating their knowledge and network. We also often join customs workshops and keep our customers updated with any changes in the legislation.

What are the main sea and airports in your country?

According to recent data, from January to June the air cargo movement ranking by airport has been 1st GRU (279.174,40 tons), 2nd VCP (135.830,38 tons), 3rd GIG (58.896,38 tons), 4th MAO (58.629,73 tons) and 5th BSB (35.534,70 tons).

According to the latest data from January to April the cargo movement via seaports has been 1st port of Santos (34,78 million tons), 2nd port of Paranagua (16,04 million tons), 3rd port of Itaguaí (16,02 million tons), 4th port of Rio Grande (7,97 million tons), 5th port of Suape (7,42 million tons).

The type of cargo is visualized in the following chart:



What are the main advantages of dealing with Delmar Logística in Brazil?

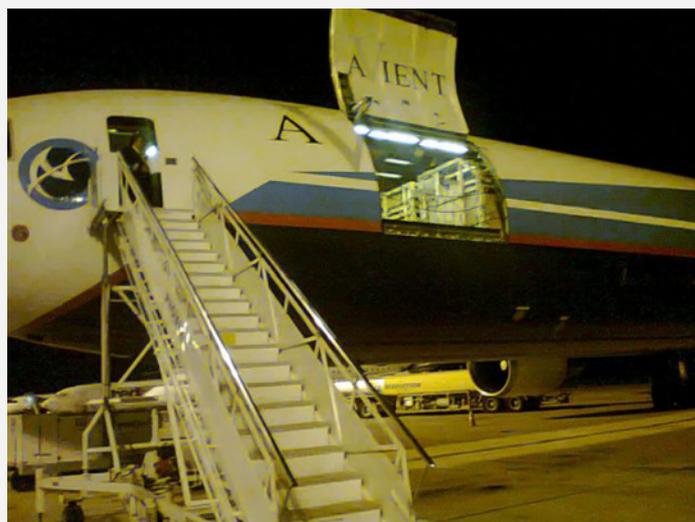
Although we now function as an international company under CTPAT and compliance processes, you can rely on the same personal working relationships you have had in the past. You'll still be dealing with the same people and you can depend on the same quality of work, flexibility and agility in the decisions that have allowed Cobrac Log International to write your success story over the years, with global support now.

Can you provide us with some examples of projects or cargoes that you have handled that you are particularly proud of?

Amsted Maxion exports train wagon and wheels from Hortolandia, São Paulo to Wilmington, North Carolina.



Asperbras live animals to Congo.



How to reach you by phone/email?

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CONFOOT LTD – FINLAND

MR. SAMI SEPPANEN ACCOUNT MANAGER GLOBAL SALES

Tell us about the name ConFoot, to the untrained eye it sounds like container and foot.

The name ConFoot does indeed originate from 'container' and 'foot'. When our founder Timo Akela was approached and asked to create a solution for a concrete logistical problem the wording used to describe the solution in Finnish was 'kontin-jalka', which means 'the leg of a container'. This was literally translated and abbreviated to ConFoot to get the brand name.

The entrepreneur who approached us was transporting furniture to Finland from Estonian factories, and was frustrated because much if not all of his fleet of trucks was held-up at his loading bays waiting for unloading, and thus slowing deliveries and accruing costs.

While discussing the possible solutions with the entrepreneur Timo Akela the idea of light-weight, easily operated detachable legs came up and the rest, as they say, is history.



When did you established the company and where are you headquartered?

ConFoot as a company was founded in 2011 and we started doing business in 2013. The launch was preceded by an in-depth research and development period of 10+ years, during which time the legs went through intensive testing to make sure that we had a fully formed product with a long life-span ready when we finally ready to go to market. Our original headquarters were in Helsinki, which still acts as our postal address, and nowadays our HQ and visiting address is in Espoo, the neighbouring city to Helsinki.

Who invented your product and are you able to protect it from copycats that exist around the world?

The ConFoot legs were invented by our founder Timo Akela in collaboration with a team of engineers and Metropolia University in Helsinki. During the development phase they went through various prototypes to get a finished product that is durable, foldable and portable. To achieve this, a special blend of 6 high-strength, high quality Finnish steels was created that meets and exceeds all the our own and our clients tough demands. The finished product also meets all the safety regulations described in the European 2006/42/EC machinery directive.

Being a unique, innovative design the ConFoot legs are patented.



Most people around the world know that Finnish design and quality is outstanding but please explain what in particular your product does in terms of adding value and who could your potential customers are? Who makes up your client base?

ConFoot legs can be operated by one person, getting a max 30-ton container free-standing on the legs in a matter of minutes. Requiring air-suspension chassis to work, Europe is our natural key target area as 99% of the trucks use air-suspension.

ConFoot legs are a major asset in streamlining supply chains and reducing costs. Immediately adaptable to operations, quickly amortized and with a long life span (10 - 30 years) ConFoot legs are an elegant and simple, reliable solution addressing very concrete last-mile solutions which are at the heart of logistics and storage operations.

Our potential and actual clients come from various fields of industry: retail, transport, harbours, swap body users, logistics centres, forwarding companies, armed forces, manufacturing and industry.

A few of our clients include the Finnish Defence Forces, Lear Corporation, Orion Engineered Carbons, Framery, Kuehne + Nagel, Bobe Speditions, enerXia, IKEA etc.

When did you start working for ConFoot?

I started working for ConFoot in May 2018. After noticing the open position in the company and studying the product I was struck by the elegance and significance of the solution on offer. 'Creating value' is a term that is used too loosely nowadays, but when used to describe what ConFoot legs mean for their users the term is 100 % correct.

I have a long history working in B2B and B2C sales in numerous fields, and I know from experience that it is exceedingly rare to come across a product that is an absolute, undeniable asset that will return investment made many, many times over, year after year after year. In this sense, ConFoot legs are pure gold.

What also appealed to me strongly was the fact that when talking of logistics, supply chains and shipping the first thoughts that come to mind are usually of heavy machinery and complicated operations with large teams of personnel. This is of course true in many harbour operations with ships exceeding 20,000+ TEUs, but in the other end of the global chain everywhere are the trucks delivering containers loaded with goods from every corner of the globe. After all other legs in the journey, there is one person driving the truck and getting the products where they need to be.

And it takes just one person to operate ConFoot legs, making the last leg of the journey quicker and more efficient. ConFoot legs are human-size in the complex chain of operations, and we meet our end users eye to eye, so to speak.

What we do makes a big difference.

How should our reader's get in touch with you?

For more information on our products and company please visit our website: <http://confoot.fi/en/> and follow us on LinkedIn, Twitter and Facebook.

My phone number is +358 40 1426796, and my email is sami.seppanen@confoot.fi

I would be more than happy to answer all questions and enquiries regarding our products!

Link to video for the use of CF legs <https://youtu.be/C2KwnEb-npU>
Link to video for the use of CFP legs <https://youtu.be/da7h7VgJHg5>
Animation describing product benefits https://youtu.be/ezLa_i53qyk



ConFoot



RAILWAY LOGISTICS NEWS

THIS IS THE TRADE IMPACT OF RAIL SERVICES BETWEEN EUROPE AND CHINA

A dramatic development in the 2010s has been the establishment of overland rail freight services between the EU and East Asia. Coverage of the phenomenon has tended to focus on 'firsts' (the first train from China to Spain, to France, to England), and the academic debate has placed the Landbridge in the context of China's One Belt, One Road initiative as an instrument to increase Chinese influence. This emphasis ignores the underlying economic forces, and the significance of the Landbridge for understanding the nature of global value chains (GVCs) and the role of service providers. [Read more...](#)

SHIPPING NEWS

DRUNKEN MASTER SUSPECTED IN ANOTHER SHIP GROUNDING OFF SWEDEN

A cargo ship which ran aground Friday night off Helsingborg, Sweden has been refloated with no pollution reported, the Swedish Coast Guard said Sunday. The vessel, loaded with 5,000 tonnes of wheat, was headed for the port of Helsingborg when it grounded at 11:15 p.m. local time on Friday night, the Coast Guard reported. [Read more...](#)

ICEBREAKING LNG CARRIER CHRISTOPHE DE MARGERIE SETS NEW NORTHERN SEA ROUTE RECORD

The icebreaking LNG carrier Christophe de Margerie has set a new record for the fastest crossing of the Northern Sea Route for an unescorted ship during the month of July, according to its owner. [Read more...](#)

RIISING TO THE DIGITAL CHALLENGE IN SHIPPING

Industry experts, looking at the future for the container transport industry over the next 25 years, see the possibility of traditional supply chain service providers being significantly challenged. Increasingly digitally enabled services, which can directly control the flow of goods from factory to consumer, will become progressively more influential. [Read more...](#)

PULP & PAPER

VALMET WILL SUPPLY A NEW ADVANTAGE DCT TISSUE PRODUCTION LINE TO PAPELERA SAN ANDRÉS DE GILES IN ARGENTINA

Valmet will supply an Advantage DCT100HS tissue production line, including an extensive automation package, to Papelera San Andrés de Giles in Argentina. The new tissue line will fulfill Papelera San Andrés de Giles' demand of new capacity of high quality tissue products for the Argentinian market. Start-up is planned for the second half of 2018. [Read more...](#)

RENEWABLES

ENEL PLANS 30 MW EXPANSION OF CERRO PABELLON GEOTHERMAL PLANT, CHILE

As part of its \$700 million investment plans for renewable energy projects in Chile, Enel is planning an expansion of the 48 MW Cerro Pabellon geothermal power plant in the North of the country. [Read more...](#)

RAILWAY & PUBLIC TRANSPORT

BOMBARDIER TO SUPPLY 396 MOVIA METRO CARRIAGES TO SINGAPORE

Singapore has bought 66 new trains from Canada's Bombardier Inc to replace an older fleet on its metro rail service in a contract worth up to S\$1.2 billion (\$880 million), the city-state's Land Transport Authority said on Wednesday. [Read more...](#)

CEMENT PLANTS

FIBER CEMENT MAKER INVESTS \$120M IN U.S. PLANT EXPANSION

Japanese fiber cement siding producer Nichiha Corporation plans to invest \$120 million in a project to expand its manufacturing facility in Macon-Bibb County, Georgia, according to a press release issued Wednesday by Georgia Gov. Nathan Deal. "Nichiha is a valued member of Georgia's business community and an asset to our manufacturing industry. [Read more...](#)

OIL & GAS

CAPSTONE SECURES 1 MW ORDER FOR REMANUFACTURED C1000R TO LARGE OIL & GAS CUSTOMER IN NORTHERN IRAQ

Capstone Turbine Corporation (www.capstoneturbine.com) (Nasdaq: CPST), the world's leading clean technology manufacturer of microturbine energy systems, announced today it secured an order for a remanufactured C1000R to an oil and gas production site in Northern Iraq. [Read more...](#)

SEVERSTAL PLACES ORDER FOR NEW COKE MAKING COMPLEX WITH PAUL WURTH

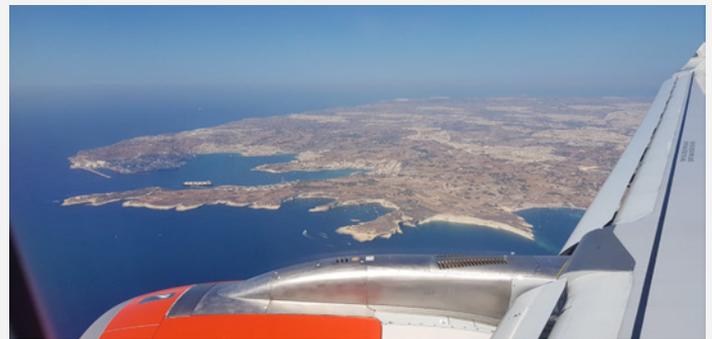
Severstal and Paul Wurth have recently signed a contract for the construction of a New Coke Making Complex at Severstal's integrated steel works at Cherepovets in the North-West of Russia. [Read more...](#)

VIDEO OF THE WEEK



It can be very stormy on occasion even giant container vessels can lose containers overboard or arrive in port seriously affected by a recent storm. See this video clip from Hong Kong for a good example.

PHOTO OF THE WEEK



Container terminal at Malta seen from above as coming in for a landing

QUOTE OF THE WEEK

"AN OUNCE OF PRACTICE IS WORTH MORE THAN TONS OF PREACHING"

- Mahatma Gandhi -

PROVERB OF THE WEEK

"A BIRD IS RECOGNISED BY ITS SON, A MAN BY HIS WORD"

- Ancient Indian Proverb -

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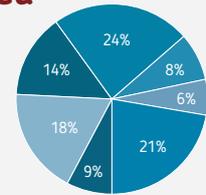
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