

EDITORIAL

Friends, it's Thursday again and the date is the 16th of August, 2018. One thing came to mind recently as I was reading an article from Malaysia about the alleged greed and corruption involving the former PM Najib Razak. If what you read is true then my question is, how much is enough?



What is the point of amassing 50 million USD (for example), hundreds of handbags, luxury yachts, etc? I recall the story about Imelda Marco's collection of shoes and generally, it seems that nothing is enough and that money in some ways makes people lose their mind.

The movie Wall Street (the [original](#) from 1987) does pretty well at epitomizing greed unlimited. Michael Douglas perfectly portrays the shark Gordon Gekko, if you haven't seen the movie please do. It is as valid today as ever and I believe that not much has changed.

There are countries where corruption is rife, economic development suffers and big social problems are evident with uneven distributions of wealth. I lived in some pretty corrupt countries where I've seen it first hand and I suppose if our leaders are corrupt then why should "normal people" not follow in their footsteps? Few, if any ever seem to be held accountable and the same goes for the bankers that facilitate it.

Countries need role models just as children do, so we as citizens of the world still have a lot of work to do. I hope I don't sound like a preacher, believe me, I am also keen to do better myself, but somehow perhaps in later years I have found that there is a limit to how much one can "eat".

Logistics is also prone to corruption and if we participate or turn a blind eye we grease the wheel, so wouldn't it be better to say no to any potential customer who wants you to lubricate the wheel in order to get their business?

Speaking of business, we have in store for you today interviews from across the world. We start with a freight forwarder/shipowner active in Africa then interview a US-based logistics provider moving heavy pieces around the world by sea and air and finally we end up in the United Arab Emirates talking to a local service provider that offers you not only logistics but also seaworthy packing and lashing.

We also have some interesting shipping news and a recommended source of African business news, we also have sector news and a few videos that you may find interesting, especially the one about the South China Sea and the disputed small reefs and islands there claimed by China, Vietnam, the Philippines, etc.

Until next week, I remain,

Yours sincerely, Bo H. Drewsen

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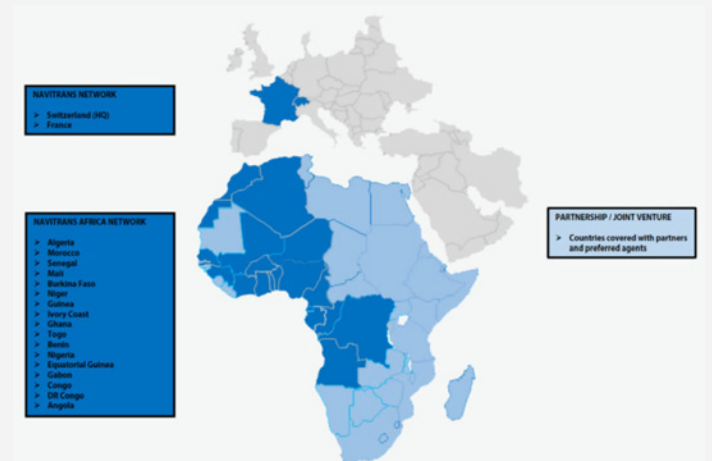
NAVITRANS SA

MR. LOÏC ADIGARD DES GAUTRIES CHIEF COMMERCIAL OFFICER

Tell us when Navitrans was established, who owns the company today and where you are headquartered?

Navitrans was established in 1979, initially created to provide liners representation in a few west African countries.

Since Navitrans take over in 2015, partial at first stage, Navitrans has grown tremendously, growing from 8 countries to 20 in two years. We are a fully private company and owned by Mr and Mme Vedrine. Navitrans head office is located in Nyon, Switzerland, in the canton of Vaud.



Map of where Navitrans operates own offices and has partnership / joint venture offices

What are your main activities in Navitrans - we understand that Africa is very much in your focus?

Africa is clearly at the heart of our operations and day to day developments: 18 out of our 20 countries covered are in Africa.

Navitrans has always been, since day one, linked to Africa and will continue to be.

Our vision is to be the most sought after and respected service provider in the Marine, Freight Forwarding & Project industry in Africa.

Services provided by the Navitrans Group are many and allow our clients to focus on their core business.

Permitting to use one single partner across the whole logistic chain (from ship agency, husbandry and procurement to freight forwarding and custom brokerage), Navitrans has helped to build up significant savings, considerably simplifying communication and streamlining processes.



Our vessel MV LAETITIA V when the vessel was in Singapore before the mobilisation to Africa.

Africa is a huge continent and very diverse, in which parts of Africa would you say that you are best able to solve problems for your customers?

We are supporting our clients all throughout Africa, using our own offices or third-party agents carefully selected and vetted.

Navitrans is present in many countries and has very strong offices notably in Ivory Coast, Ghana, Nigeria, Equatorial Guinea, Cameroon, Gabon, Congo, DR Congo and Angola.

Using its logistics and intra-Africa market know-how, Navitrans has been able to successfully develop a strong area of services, matching the needs of our customers and partners.

To solve client problems it is compulsory to have the right tools and sharp know-how. Experience, strong management and operational teams, limiting to the maximum sub-contracting are key to the right service to our customers and their projects.

We are not afraid to dedicate staff and/or teams to projects and add assets to meet client requirements.

By trusting the Navitrans group, our clients have made the choice of long term partnership and dedicated services, matching their needs.



Kobelco dismantled crane loaded in Durban, South Africa destined for Port Gentil, Gabon

I understand that you have built a landing craft vessel tramping between various ports in the West African region – can you tell us more?

Navitrans has never been shy of investing to create additional integrated services.

Our clients have been pushing us to create new solutions in Africa, allowing them to improve their supply chain, alternatives to the current market and limits of it.

The vessel is brand new since it was launched in the end of 2017.

Its strengths are:

- Large capacities (cargo on deck and liquid bulk in holds)
- Manoeuvrable (bow thruster, fenders and very low draft)
- Reliable (new and designed for the West Africa market)
- Flexibility (spot market, no fixed schedule, regular calls in main ports)
- Multi-purpose (ability to carry cargo on deck and liquid bulk in its tanks)
- Offshore deliveries for bulk cargo.

The vessel is currently trading regularly between Abidjan, Ivory Coast and Luanda, Angola.

We have also been spot chartered out of these perimeters with calls in South Africa, Namibia or Mauritania.



A heavy lift – part of a larger project in the Ivory Coast to the USA

What are the main problems that logistics companies face generally in Africa or the parts of Africa that you serve?

Operating in Africa requires strong know how and resources to meet with the requirements and deadlines.

We are often see communication issues within same client entities or between suppliers and end clients.

Every country is different and the lack of communication and knowledge can have seriously impact the supply chain fluidity and fines can be very high if the processes are not strictly followed.

Working with the right agent is the key to prevent misunderstandings and issues when cargo arrives in-country.

Navitrans has decided to invest in assets and our own licences, keeping under control the key aspects of the supply chain and making sure that every single step is in-line with defined processes and regulations.



Navitrans landing craft vessel currently trading regularly between Abidjan, Ivory Coast and Luanda, Angola

Do you have your owned offices located in Africa and if so where?

With 18 countries ranging from Algeria to Angola, including land locked countries linked to West Africa main ports, we cover already a very large part of Africa with own offices.

The key hubs are of course covered with Algeria, Senegal, Ivory Coast, Ghana, Nigeria, Gabon, Congo and Angola.

Main ports to land locked countries as well (Togo, Benin, Cameroon), covering always both ends to control perfectly all the steps of the cargo transfer including border clearance. Accessing Mali, Burkina Faso, Niger, Chad and Republic of Central Africa are key to projects, notably construction and aid relief.

Last but not least, we also cover markets such as Guinea, Equatorial Guinea and Congo DR, aiming to offer global solutions to (but not limited to) our mining and oil & gas customers.

Of course, we do handle hundreds of projects across Africa and we have been performing global door to door projects in Mauritania, Namibia, Ethiopia and Kenya recently to name a few.



A full deck of casings for an oil & gas major, from Soyo, Angola to Takoradi, Ghana

When did you yourself start your career in shipping, Loic? What made you enter the Africa trade?

My father was a ship agent with three agencies in South of France. I had the opportunity to learn early the values of hard work, discipline and ethics. Values that are matching perfectly the ones we have at Navitrans.

I had the chance to meet with Alain Vedrine, Navitrans CEO, in his previous venture and gained experience in Africa, notably in Nigeria and several other countries.

Navitrans is a big family and the team spirit and excellence are key values. I do recommend every highly motivated and eager-to-learn person to apply for jobs at Navitrans, a great learning school with a clear future as market leader.

How to get in touch with you?

It is pretty easy to reach out to Navitrans.

First of all, via Navitrans website www.navitrans.com

We also have a generic email address to reach out to us under sales@navitrans.com

And finally, we do publish on our LinkedIn page a lot of infos on our new offices openings / solutions: <https://www.linkedin.com/company/navitransgroup/> or Navitrans SA in the search cell.

We look forward to any enquiry and would like to thank you for the opportunity to present our group and its African network.



DT PROJECT AMERICA

MR. JULIEN LESECH BRANCH MANAGER

First of all Julien please tell us about DT Project America. When was the company established? Where are your offices located and where is your group headquarter? For how many years have you worked in DT Project and what is your origin, nationality?

I am a 31 year old French national who worked in India, China and Canada before starting DT Project America in Atlanta back in 2013. DT Project America is the US branch of DT Project which belongs to the Dimotrans Group. We are specialized in complex supply chain management and emergency logistics for oversized and heavy lift pieces.



There are many freight forwarders out there that call themselves project freight forwarders, what makes you different?

What I believe sets us apart is mostly the know-how we have developed through our passion of moving project cargo. Also, each member of my team is capable of handling air, sea and ground freight from and to any direction. Thus, the customer is in touch with one person from the time of the quote request to the final delivery and billing.



Can you provide us with a couple of examples of projects that you have handled recently which you are proud of?

We have a pretty solid track record of project cargo, but the most recent example is when there was a power outage at a power plant in the far east a generator had to be loaded in an Antonov. We loaded the AN-124 within 7 days from the day we received the notice to proceed. The whole job was:

- Charter a 747 from the US to North Europe to bring the empty skid and deliver it to the transloading location.
- Barge the crated generator within north Europe to the transloading location.
- Transload and secure the generator onto the skid
- Move the generator onto the skid from the transloading location to the airport in northern Europe for loading the antonov first thing in the morning.



Everything went seamlessly. Receiving congratulations from our customer and their end-customer as well as making the local news made it very special.

However, we take pride and put the same care and attention to details into every single move we are doing regardless the size and weight.



What are the main activities in your group I understand that you recently acquired a trucking company as well?

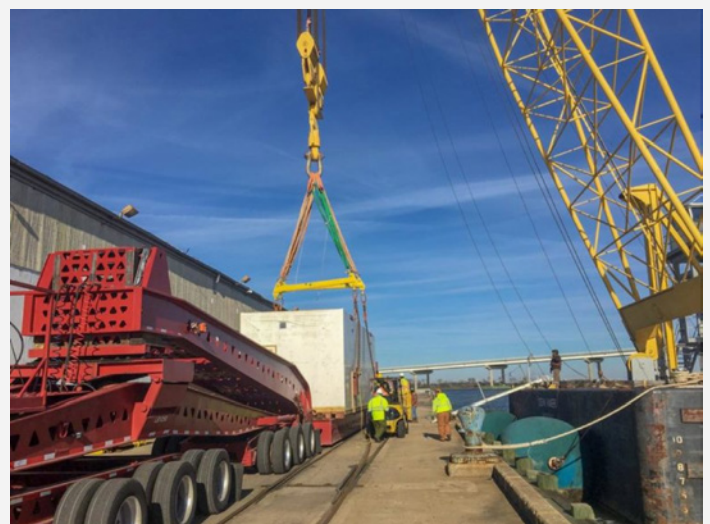
In the US our main activities are complex supply chain management and project cargo. We do air, sea, ground shipment from and to the US as well as cross trade shipment. The recent acquisition we made in the US is to reinforce our current ground services, but proper and more detailed announcements will be made in the coming weeks.

DT Project France also has a specialty called DT 2 hours that is able to get a truck at the shipper's door anywhere in Europe within 2 hours.



Are you specialized in a particular trade lane or do you transport cargoes worldwide?

We do transport cargo worldwide. We aren't afraid to operate out of our comfort zone and put our hands in the dirt such as going on-site regardless of how isolated the location could be. Therefore cross-trade shipment is a good chunk of our activities.



Do you belong to any specific networks these days?

The only network we are affiliated with is the CLC Project Network.

There is a lot of talk in the market that shipowners will go ashore, in other words try to rid themselves of the freight forwarder. What is your view on this, will it ever happen? Are the shipowners also capable of acting as forwarders?

Yes, and this is already in motion but I note that this is more specific to the retail and mass volume industry. However, filling the gap between retail and project cargo is more difficult than it looks at first sight. In my opinion the individual's know-how, experience and reputation is valued over a "company's big name". So yes anyone on paper can do project cargo but in reality, we all know that there aren't so many who have sufficient knowledge and capacity to deliver on their promises 24/7/365.



How to get in touch with you?

By email at us-operations@dtproject.eu or <https://www.dtproject-america.com/>

Thank you.



ZUHAL SHIPPING & LOGISTICS DUBAI, U.A.E.

MR. NIROSHANA HETTIARACHCHI
SALES & MARKETING MANAGER

When was the company established in the UAE and who are the owners of the company today?

We were established on the 23rd of October 1991 under the leadership of Mr. Hamid Sher Lodhi.

Tell our readers about your main line of business. I understand that you also specialise in seaworthy packaging. Can you tell us more about that and perhaps provide us with some examples?

Zuhal Shipping & Logistics LLC provides a wide range of Freight and Logistics solutions in the United Arab Emirates. With a rich history of 27 years in the industry we are specialized in various activities and services.

Freight Brokerage is our main business stream. Based on our annual volume commitments with the liners, we manage to get special rates negotiated in different sectors according to the liners

capacity and strength. We mainly capitalize on our volume with the major carriers such as Maersk, CMA, MSC, Wanhai, Cosco and Hapag.



Professional lashing of heavy equipments

Customs Brokerage is also an equally important division of Zuhal Shipping and Logistics. We perform customs brokerage services in all the gateways to the United Arab Emirates. We operate in Jebel Ali, Port Rashid, Khalid Port and Abu Dhabi Port for containerized, bulk and loose seafreight cargo, and Dubai International Air Port and Abu Dhabi International Air Port for Air Cargo.

Being a UAE based company it's very important to be connected with all the other gulf countries through the land borders. As we all know most of the traffic between the gulf operates through the land borders due to the short delivery time. Therefore to offer our customers a convenient service we established our presence in Hatta, Khatmat Melaha and Mazyed borders connecting to Oman and Sila border connecting to the other GCC territories such as Saudi Arabia, Bahrain and Kuwait.

Industrial and household packing and removals is one of the key divisions under Zuhal Shipping and Logistics LLC. We have a history of more than 15 years. ZuhalPack has a solid reputation and recognition among business partners and corporations in the packing and moving industry. Zuhal Pack's highly trained packing crew are capable of packing and lashing of any kind of out of gauge machinery, industrial equipment, heavy lifts, boats, yachts, vehicles and motorcycles. Our industrial packing supervisors are very experienced and educated in technical handling, drawings and HSSE.



Professional Lashing

Apart from the industrial packing and moving, Zuhail Pack caters to household goods removals across the globe. Starting from the point of receiving the inquiry our specialized move coordinators will contact the customer and organize a pre-move survey. While conducting the survey we educate our customers about the moving process, different customs procedures in both countries and other valuable information for the customer to make their move a smooth and comfortable experience.

Road transportation is another key division of Zuhail Shipping and Logistics LLC. We operate a mixed fleet of flatbed trailers, low bed trailers, curtain side and reefer box trailers across the GCC. During the past couple of years, we have increased our fleet and now operate with more than 37 own trucks/trailers as well as externally contracted assets for long term contracts. Moreover, we have a 3 ton fleet for distribution services within the UAE and recovery vehicles.



Heavy machinery packing by the Zuhail Pack team

Our warehouse and distribution services consist of an open-yard facility of 38,000 Sqm and 12,000 Sqm of closed facility. Our warehouse facility is closely monitored by CCTV camera's and 24/7 security personal to ensure the safety of the goods stored by our valued customers. Furthermore we are equipped with firefighting and HSSE.

We operate our own fleet of containers across the Indian subcontinent and the GCC. We operate with 200 units of our own fleet and another 300 of leased containers.

Apart from operations in the UAE, we operate branch offices in Qatar and in the African sectors such as Kigali - Rwanda, Lubumbashi, Bukavu and Goma in the Democratic Republic of Congo.



There is a lot of competition in the UAE, in what way do you feel that your company is different?

Yes the competition is very high in the UAE. The biggest challenge is how to retain market share especially with very thin profit margins. One can say the profit margin is paper thin and most of the competitors in the UAE operate with the minimum assets and facilities under their belt. So obviously, companies who are rich in assets will always look for extraordinary measures to remain competitive in the market. With this in mind we always try to offer personalized services to our valued customers.

We have a very experienced and dedicated operations team who monitor each and every move of all shipments and update the customers regularly. Also, we have appointed key account holders to focus on their customer's daily requirements and demands. We treat all shipments with high importance and I can say that we have achieved success in close communications and efficiency.



I see from your email signature that you are advertising the World Expo 2020, will you be involved as a logistics provider for that?

Yes, we are involved in the EXPO 2020 as a logistics provider.

Could you provide us with some examples of project shipments that you have handled recently?

We are regularly handling piling rigs and accessories within the UAE and across the GCC for the construction industry. As you know, it's always with over-dimensions and overweight. We provide a total end-to-end service to our customers, even obtaining special authority permissions and organizing police escorts.

Also, we are very strong in handling earth moving equipment such as crawler cranes, JCB units and bulldozers.

Further, we are actively involved in chartering cattle carriers, bulk and cargo carriers for both sea and air.



How to get in touch with you?

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AFRICAN BUSINESS NEWS

Editors note: Shipping to/from Africa is gaining popularity and many companies are now considering their Africa policy. They are deciding whether or not to invest and open offices in this huge continent. It's not done overnight because the continent is so vast and what's most important is to gain a general understanding of what is happening.

We recommend you to take a look at this newsletter focused on Africa, at least it gives a kind of overview on what's happening. [African Business](#)



SHIPPING NEWS

M/V ORCA ACE CALLS PORT OF VANCOUVER USA ON HER MAIDEN VOYAGE

The Port of Vancouver USA welcomed the M/V Orca Ace, commanded by Capt. Yury Golovatyuk of Russia, on her maiden voyage Aug. 8

The Orca Ace, a "Next-Generation Car Carrier" cargo ship for autos and roll on/roll off cargoes, was built in Japan. She is 656 feet long with a deadweight capacity of 15,495 metric tons. Her specially designed hull shape and improved two-stroke engine help reduce carbon emissions as she transits the globe. She is owned by Lunar River Line S.A. of Panama and operated by Mitsui OSK Line Ltd. [Read more...](#)

THE CHINA NAVIGATION COMPANY (CNC), CELEBRATED THE OFFICIAL OPENING OF ITS NEW BRANCH OFFICE IN VANCOUVER, BRITISH COLUMBIA, CANADA, ON 9 AUGUST 2018.

The opening ceremony was graced by The Honourable, Bruce Ralston, Minister of Jobs, Trade & Technology, British Columbia, who unveiled a plaque in the CNC office located at W Hastings Street. Minister Bruce Ralston said, "The Province recognises the significant contribution that The China Navigation Company makes to the shipping industry worldwide. We look forward to this

new regional North American office in Vancouver contributing to increased trade between B.C. and the Asia Pacific. A strong shipping industry will create good jobs for people and increase opportunities for B.C. businesses to connect with Asian and other markets around the world." [Read more...](#)

AVIATION

GKN AEROSPACE TO ESTABLISH NEW WIRING FACILITY IN INDIA TO SUPPORT EXPANSION IN ASIA

The site will focus on the assembly of wiring systems for commercial aircraft and will operate alongside the existing Joint Venture for wiring systems in Bangalore which is serving the defense market. The plans also include the installation of proprietary wiring design and manufacturing system, a unique tool that is rolled out globally throughout all manufacturing locations worldwide to ensure the same high quality everywhere in the world. [Read more...](#)

OIL & GAS

PETROFAC AWARDED ADDITIONAL SCOPE OF WORK WITH TATWEER PETROLEUM

Under the terms of the additional scope of work contract, Petrofac will execute on a lump-sum turnkey basis the engineering, procurement and construction (EPC) of additional Gas Wells and connect them to the Gas Dehydration Facility. [Read more...](#)

RENEWABLES

SIEMENS GAMESA TO SUPPLY WIND TURBINES WITH 208 MW TOTAL CAPACITY FOR ONE OF NORWAY'S LARGEST WIND PARK

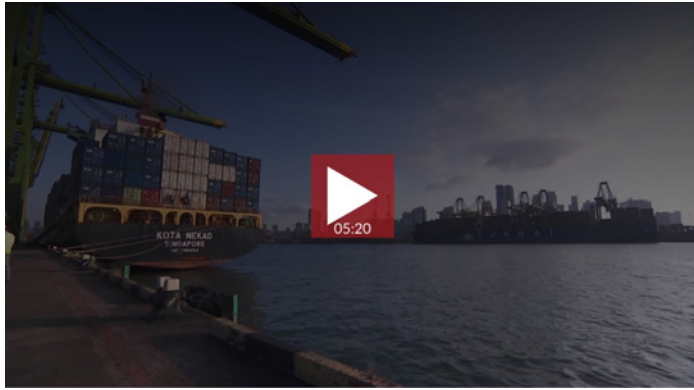
Siemens Gamesa Renewable Energy (SGRE) will supply the Tonstad Wind Farm in Norway with 51 of its SWT-DD-142 Onshore wind turbines. After commissioning, the wind farm will be one of the largest in Norway. The project is developed by ENGIE and will have a total capacity of 208 MW. The wind farm is located in the municipalities of Sirdal and Flekkefjord in the South of Norway. Siemens Gamesa secures the long term performance of the wind farm with a full service agreement. Installation of the wind farm will begin in 2019. [Read more...](#)

CEMENT PLANTS

DESHBANDHU GROUP AWARDS CONTRACT FOR 1500TPD PLANT

Guangdong Power Engineering Co Ltd, an arm of Energy China, has won a contract to construct a 1500tpd cement plant for the Bangladesh-based Deshbandhu Group. [Read more...](#)

VIDEO OF THE WEEK



BLOCKCHAIN TECHNOLOGY COULD DISRUPT LOGISTICS INDUSTRY

Blockchain a buzzword getting more and more popular, this video explains a bit about the technology and it's potential ramifications

VIDEO OF THE WEEK



China is active officially and unofficially in the disputed areas in the South China Sea which is close to some of the worlds most busy shipping lanes. See this CNN clip courtesy of SCMP via CNN.

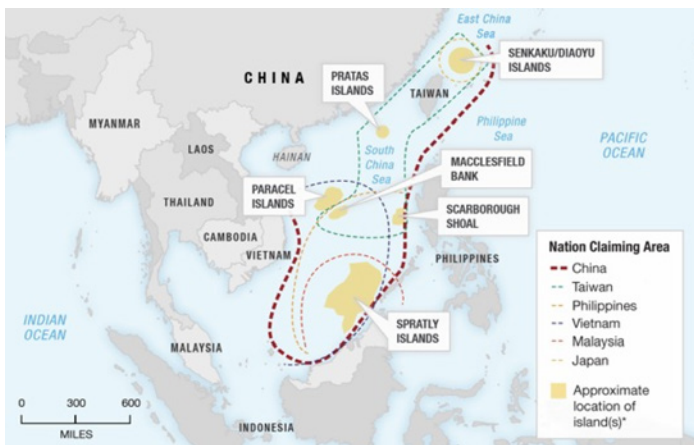


PHOTO OF THE WEEK



A project cargo vessel from Thorco Shipping went aground on an atoll in French Polynesia.

It is being reported that poor fuel quality bunkered in Singapore could have something to do with the engine trouble it encountered.

It is not the first time that bunker supplies from Singapore has been in the spotlight. It so-happens that this atoll was the very same place where the famous Norwegian Thor Heyerdahl onboard Kontiki arrived decades ago.

QUOTE OF THE WEEK

"IT'S NOT ENOUGH THAT WE DO OUR BEST; SOMETIMES WE HAVE TO DO WHAT'S REQUIRED"

- Winston Churchill -

PROVERB OF THE WEEK

"WHEN YOU SAY ONE THING, THE WISE PERSON UNDERSTANDS THREE"

- Ancient Burmese Proverb -



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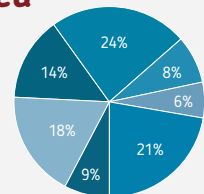
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