

EDITORIAL

It is Thursday the 20th of September and besides being close to the weekend it is also time for Project Cargo Weekly. A trade war between the two biggest trading nations in the world is brewing and it will no-doubt influence shipping.



One thing that comes to mind besides having a strong navy, the US has no (shall we say) real shipping fleet of its own. Sealand is gone, APL was sold off first to Singapore and then to French-owned CMA CGM, so pretty much all foreign trade in/out of the US is seaborne by someone else.

That may not be a problem but, taking into consideration the Chinese tendency to base policy decisions on 5, 10 and 20-year plans and the successful development of their maritime arm COSCO and the inauguration of the 'Iron Silk Road', clearly they have the upper hand in terms of international trade logistics.

So yes, it will be interesting to see how this all plays out when two such proud nations increase the intensity of their twittering.

One thing I can say when looking around my house here is that I believe I can live without my Apple laptop and phone, proudly designed in the US.

I can even replace the bourbon and the Harley in the garage, but I will have more trouble living without Chinese made goods.

On another note regarding China's relationship with the West it is interesting to see how the talk about human rights always seems to die down in the face of another contract being awarded. So much for having a backbone.

Lest I forget, of course, the wife, who was 'made' in China but entered Sweden before the quota was full in Europe 😊

Today in our business interviews we make a trip to speak to a productive project freight forwarder from Uruguay, a country with wonderful steaks and red wine.

We then head to the European based headquarters of a Korean Ro/Ro carrier who ship rolling stock, cars and high & heavy loads.

Finally, we travel to a port city in Belgium, a country that I hear houses the world's best French food. We interview a major terminal operator in Antwerp offering their versatile services for any cargoes to/from Antwerp and beyond in Europe

On top of that, we have an interview with a retired shipping-man,

Mr. Poul Holmboe of Aarhus, Denmark. He shares with us a few photos of how breakbulk cargoes were loaded in the past.

Also, don't miss out on taking a look at the videos we have in store for you this week. We wrap it up with the usual wise words to which we should all pay heed.

Finally, for exposure to our more than 70,000 receivers worldwide, consider our media kit, which you can find here.

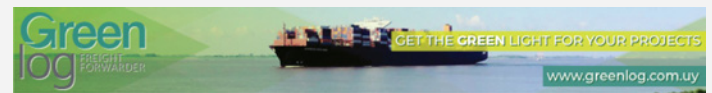
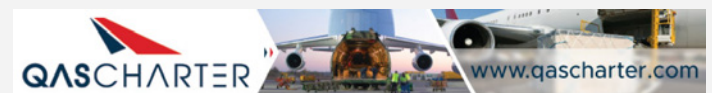
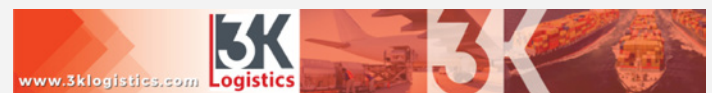
PCW is, as you know by now, not an Ikea catalog of advertising, nor do we want to be.

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

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



SHARE WITH A COLLEAGUE



GREENLOG URUGUAY

MR. PIERLUIGI SPAGNOLO DIRECTOR

When did you start your career in shipping Pierluigi? What made you choose shipping business as your career?

I'm Italian but I started to work in logistics with an Italian company in Mexico in 2012, where I worked for 2 years. I started there because after finishing my studies in International Relations I wanted to work in something related to foreign business and trading. I worked for the same company in Colombia also and now I've been working in Uruguay for three years where, together with Mario and Patricia, we opened Greenlog.



Tell us about Greenlog. What year was your company established? Who are the owners today?

We established Greenlog 1 year ago. The owners are Mario Reyes (with 20 years of experience in logistics and a deep knowledge of regional trucking), Patricia Bermudez (a top expert in Uruguay commerce, especially from China) and myself with a focus on Europe.

All of us worked together in the past and our individual areas of expertise compliment each other to form a complete whole. We had the idea of creating a freight forwarder focused on projects, the part of the job we all like the most.



What is your main line of shipping & freight forwarding business?

We try to specialize in project and multimodal transport, but we have good traffic from Europe, especially Italy and Spain. We also have trucking from Brazil and Argentina, and air and FCL shipments coming from China.

Can you provide us with some examples of cargoes that you feel proud of having handled?

We are handling the inland transport of all containers for a new plant for Portland in the middle of Uruguay. We are proud because the competition was strong, we are only one year old but we won against all the big competitors here. We work well and in 2018 we could win one of the biggest projects in Uruguay.

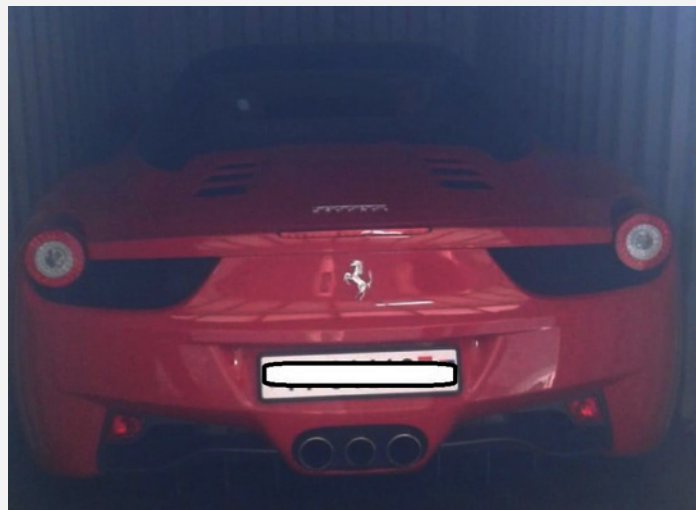


Reception/storage/stuffing and ocean freight

Uruguay is a small country sandwiched a bit between Brazil and Argentina how is the relationship to these "big brothers"?

Thanks to Mario and his experience we work a lot with our bigger neighbor. We import and export several trucks from both countries. We have different forwarder friends and we cooperate when we have the chance. We move several air shipments between our neighboring countries as well.

As a small country, Uruguay has all potential to be an international hub for the international business for Mercosur and in general for all of South America, that's why Uruguay is working to be considered the door of the continent, open to the world.



Greenlog can receive, warehouse, condition, split and send cargo in transit to the final recipients. This allows South American clients fast access to stock from with added value. Everything works very well and rapidly, Uruguay's port and customs have clear and efficient rules, this positions the country as a very efficient logistics and transit center for the region.



Cielo Azul Cementos (CAC)- New cement plant. First 20 containers completed, only 430 remaining.

Can you organise transshipment into Paraguay? How is that done in the best way?

Yes, of course. We always study the best option for the customer. It depends if the customer's priority is price or the best transit time. We think the best way is passing through Uruguay instead of Argentina. I believe our port is more organized.



Greenlog operations staff on the job site working for Presidency of the Republic of Uruguay

Is customs clearance in Uruguay complicated? Can you do and have experience with inland deliveries in Uruguay?

Is not complicated at all! This country is easy, if you have a good custom broker and organize everything before sending the shipment, you won't have a problem. Uruguay is small, organized and not a corrupt country, so it's easy to make business here in this sense. Yes, we have a lot of experience with inland deliveries, we are keen to offer door to door service.



Unloading 5 x 40 OT

Who are the major trading partners of Uruguay outside and inside South America?

Inside South America surely Brazil and Argentina are the main trading partners, outside I would say USA, China and the historical friends Italy and Spain.

Are you a member of any global networks currently?

Yes, we are part of a few networks. We manage a lot of shipments, so we always need good agents abroad to get the best rates and offer a good service.



Loading at Genoa Port - 10 Garbage trucks to the Municipal Government of Montevideo

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

One of our characteristics is that we are fast, so for general loads, we answer within 24 hours and a maximum 72 hours for special equipment. You can write to info@greenlog.com.uy which is an email that is read by the 3 of us. Or call me on WhatsApp, we answer at every hour!

Pierluigi Spagnolo
Director & Network Manager
Greenlog Uruguay
Phone: +598 2 9163303
Mobile: +598 97 109 498 (WhatsApp)
Skype: pierluigi_125
pierluigi@greenlog.com.uy

Green
log FREIGHT
FORWARDER

EUKOR CAR CARRIERS INC., HAMBURG, GERMANY

MR. ULRIK SORENSEN
COMMERCIAL MANAGER

Tell us about the EUKOR RoRo service from Europe to Asia.

EUKOR has various services/trades depending on which market in Asia one is looking for. For certain countries such as China and Korea we have at least a weekly sailing from Sweden, Germany, Belgium and the UK. For Taiwan, Hong Kong, Japan, Malaysia and Singapore we have a bi-weekly service. Certain countries such as Indonesia, Brunei, Vietnam, Philippines and Thailand are serviced via transshipment in Singapore.



EUKOR Morning Champion at Swedish West Coast

What is the ramp capacity generally for your vessels and the max width/height that may pass through the opening?

Due to different vessel classes/types it varies, but the majority of the vessels in our fleet have a ramp capacity of 150 tons, a door height of 5.15 m and a door width of 7-8m.



Eukor vessel berthed in Hong Kong. Photo taken by the editor of PCW

Who are the owners of EUKOR ?

EUKOR Car Carriers Inc. is owned 20% by Hyundai Motor Company and Kia Motors in Korea. The remaining 80% is owned by the Wallenius Wilhelmsen Group which consist of Wallenius in Stockholm and Wilhelmsen in Oslo.



Can you provide us with some examples of high and heavy cargoes that you have handled onboard your RoRo vessels?

EUKOR has carried a huge variety of high and heavy cargo over the years. The list is long and besides the usual suspects such as generators, steel reels/plates and machinery we have also shipped aircraft parts, helicopters, trains, wind mills and even a whole amusement park.



Do you also provide services for high and heavy cargo from Asia to Europe, and if so, please share which are your main load ports?

Yes, we do provide services for high and heavy loads from Asia to Europe. Main ports of loading are listed as follows:

KOR

- Incheon
- Pyeongtaek
- Gunsan
- Mokpo
- Kwangyang
- Masan
- Ulsan



JPN

- Hakata
- Moji
- Kobe
- Sakai
- Nagoya
- Toyohashi
- Hitachinaka
- Kisarazu
- Yokohama



CHN

- Dalian
- Xingang
- Yantai
- Qingdao
- Lianyungang
- Shanghai
- Xiamen
- Huangpu



Are you able to accept shipper's own containers on board as well?

Yes, but they will have to be loaded onto a roll trailer (mafi).



Why is RoRo a good solution for moving high and heavy cargoes? It was traditionally for moving rolling stock and cars etc. only I believe?

RoRo vessels were indeed originally developed for the purpose of transporting cars, but have turned into something completely

different over the years. Their main purpose is still for the transport of cars, but other rolling cargo such as mobile cranes, busses, trucks, excavators and break bulk cargo either lose or on our roll trailer equipment.



The benefit of using RoRo vessels compared to the conventional break bulk carriers is that the cargo can be driven on board under much faster, cheaper and safer conditions than being loaded with cranes. Heavy breakbulk is securely lashed in order to handle equipment from port to port, therefore there is less lifting involved.

This increases safety and quality of service. With RoRo, cargo is kept on climate-controlled fully sheltered decks with no risk of water or humidity for the entire sea voyage. Unlike conventional tramp carriers RoRo liner service operates with higher frequencies and scheduled timetables providing customers with reliable services.



Tell our readers a bit about yourself. Why, or rather how come you chose a career in shipping? Where did you work before and for how many years have you been active in RoRo shipping?

I am a 44 year old Dane, married to a Swede whom I met in Turkey back in '99. Since then we have lived in Italy, Morocco, Denmark, England, Sweden, Norway and since 2010 we have been living in Germany with our three children.

I originally come from a small village in Denmark and I knew from an early age that I wanted to travel the world and shipping seemed to be one of the ways to do just that. I started my shipping career as a trainee with Maersk, but ended up in the RoRo industry by coincidence.



After I left Maersk I worked as a tour guide, in a container line agency and for a special vehicle provider where my first contact with the RoRo industry began. I joined Wallenius Wilhelmsen Logistics in Stockholm in 2005, but moved to Oslo in 2008 to work for UECC, which is 50% owned by Wallenius. I joined EUKOR Car Carriers Inc. in 2010 at their European HQ in Germany. In connection with a structural change in both EUKOR and Wallenius Wilhelmsen our European HQ was moved to Stockholm last year and is placed in the same office as what is now known as Wallenius Wilhelmsen Ocean.



How to get in touch with you in EUKOR for more information or a quote if you are:

aa/ based in Northern Europe?

bb/ based in The Med?

cc/ based in Asia?

Suggest to take a look under Contact us / Global Network on our homepage: <https://www.eukor.com/>

For Freight rate enquiries and cargo information, please contact rate@eukor.com

More information about offices, please visit https://www.eukor.com/ek/homepage/04_ContactUs/offices.do



EUKOR Car Carriers Inc.

We deliver

KATOEN NATIE TERMINALS N.V BELGIUM

MR. PHILIPPE FIERENS COMMERCIAL DIRECTOR

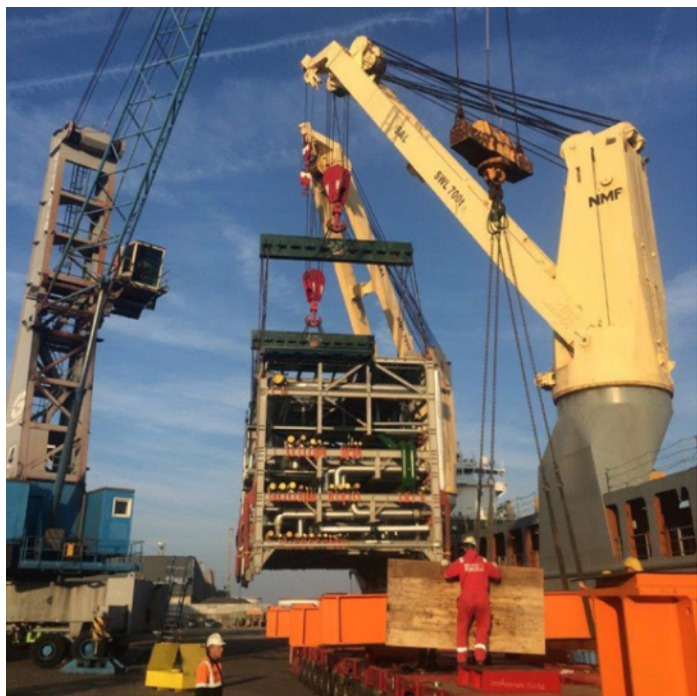
Can you tell us a bit about the history of Katoen Natie Terminals?

Katoen Natie's origin goes back to 1854 and can be found in Antwerp. "Katoen" stands for Cotton and the initial activities were related to storage, weighing and controlling quality prior to distribution. In 1986, Katoen Natie purchased Seaport terminals, an important stevedoring company. This was followed by the acquisition of fifteen other companies, opening the doors to Katoen Natie Terminals as we call them now.



Can you enlighten our readers as to your capability to handle project cargoes via your terminals? Also, can you please tell us why you think a ship or cargo owner might consider using Katoen Natie over others?

"Our people make the difference" is really the key to our operations and is definitely our strength. When a ship or cargo owner chooses Katoen Natie Terminals, they choose us for reliable service that goes a step beyond others and delivers better results than expected. Also, project specialized forwarders choose us for the same reasons.



Would you be able to provide us with some examples of project cargoes that you have successfully handled via your terminals?

There are many examples, from offshore windmills over bulk projects to any abnormal load project - all handled in perfect fashion.

The example we are most proud about is our "Optara" project which you can see attached. Twenty nine very heavy modules.



If cargo is destined for inland points in Europe, would your terminal be the right place for transshipment? Please tell us about the transshipment possibilities that exist with Katoen Natie.

The Port of Antwerp, first of all, is ideally and centrally located in Europe with very good connectivity within the entire European hinterland and, specifically, the German "Ruhr" area. Goods to/from the hinterland or Ruhr often choose for the Port of Antwerp. With Katoen Natie Terminals being based on both the left and right banks, this makes us the first choice for ship or cargo owners.



Transshipment over quay and even direct transshipment is key to all operations. This is sometimes just due to the measurements of the goods, or the weight saving costs on one hand and assurance of less possible damage on the other hand. The less that goods have to be touched or handled, the better for the goods themselves and definitely for the customer. All our quays have direct access to water, rail, and road, ensuring that all possibilities are available.

It is up to the customer to decide whatever they would like. We will advise our own well-thought solutions as we may see it, always

ensuring that the care of the cargo is number one, but the customer will ultimately decide. Luckily and very often, transshipment or direct transshipment is chosen.



Who are your customers? Are they mainly ship-owners, cargo owners or forwarders, or is it a mix?

Our customers are a perfect mix of all of these, selecting us for their shipping lines because of their views on our services and rates, or having project-specialized forwarders choosing us for their various reasons and recommending our quays to ship owners or chartering brokers. Sometimes charterers or brokers choose us based on their past experiences and trust in us. Reasons vary from customer to customer but it is always their choice and that is what counts. Their perception is their reality!



Do you have representatives abroad? If so, where and can you tell us how to get in touch with you for more information and/or quotes?

We do all of our commercial activities ourselves from our Antwerp operations base. Our commercial team is small but very flexible and will travel the world for either a potential or existing customer to explain why they should choose us.



We can all be reached over our centralized email inbox; commercial.portops@katoennatie.com and we welcome every demand with a smile.

As I previously stated, 'our people make the difference and so does our service!'



OUR PEOPLE MAKE THE DIFFERENCE

KATOEN NATIE

SHIPPING PROFILE - AARHUS, DENMARK

POUL HOLMBOE

Poul could you tell us about your background in shipping please? When did you start your career and who did you work for? Feel free to be as detailed as possible so that our readers may understand your whole career up to now.

By coincidence, and a very lucky coincidence, after I left school in 1967, I did my apprenticeship with Carl V.D. Hude's Succr. in Aarhus. It was a minor shipping company acting as agent for most of the British and Dutch shipping lines (Elder Dempster, Blue Funnel, KNSM, Nedlloyd). We had a regular feeder every Thursday from Aarhus to Amsterdam, loading Danish pork luncheon meat, salted pigs feet to West Africa and frozen chickens in insulated containers to the West Indies.



These 'containers' had to be cooled with dry ice and often we would have to ask a homeless person to leave the container before we stowed it. We always worked overtime Friday evenings and the overtime pay was a beer and a chopped steak with a fried egg. One Friday, my colleague and I had four beers in total and on Monday morning we were called to our boss being quite upset and asking if we also intended to buy cigars next Friday.

After three years' apprenticeship, I left for the trading school and then two years in the Danish Navy.



mv Nerlandia in the port of Aarhus 1967 - showing the 'reefercontainers'

In 1972, I was employed with the agent for Sea-Land, the company that started a feeder service from Aarhus to Rotterdam. Unfortunately, the agent went bust in 1975, and due to this, we became unemployed. My boss at that time asked me if we should continue together and suddenly we had established Multi-Shipping. We were young, we jumped into it and we did not quite understand what we had done. The time was with us though, and it was at that time possible to make a decent income in conventional shipping. We had monthly calls from.

Aarhus to the Arabian Gulf - mainly with tonnage from Czechoslovak Ocean Shipping, Praha. I remained in contact with the M.D. from then until he passed away two years ago, but the business relationship had turned into a friendship.



mv Nerlandia in the port of Aarhus 1967 -

In 1980 we decided to separate - a company for the leasing activities and a company for the liner agencies - and I continued with the liner agencies until 1988, when I sold the company to Paul Günther GmbH, Hamburg - and now it's getting a bit difficult.

Paul Günter GmbH was at that time the owner of Safe Shipping, being the agent of various well-known shipping lines - viz. ZIM, Hamburg Süd, Deutsche Afrika Linien. A merger between the two companies created Safe and Multi-Shipping.

In 2000, for the first time, we lost a representation - Lykes Lines. The reason was that we were too small and had offices only in Denmark. I contacted the owners of Aseco in Oslo/Gothenburg and we merged all the companies together in the holding company - USS/United.



Various loadings

Shipping Services - and during a limited time, we were among the three largest liner agents in Scandinavia, with offices in Scandinavia, the Baltic countries and the major part of Eastern Europe.

Unfortunately, the new owners and I as B.M. and M.D. turned out to have a rather different view on various things and I lost my job in 2003.

I thought I should spend more time with my grandkids, in my garden, and on the golf course, but one of my old colleagues phoned me and told that he might have the possibility to buy Franck & Tobiesen - a well reputed company with roots back to 1915. We did and I spent six fantastic years with the Polish shipping lines - Chipolbrok, Polferries etc. and some of the agencies from my past - Navibulgar, Bulcon.



Various loadings

In 2009, I sold my shares to my partner and left shipping - for a while.

I was contacted by my old friends Menzell & Döhle in Hamburg, asking if I would look after Neptumar and a couple of liner agencies in Denmark (this I am still doing) from my home and my own desk overlooking my garden.

Many things have changed - not only from telex to telefax and

from telefax to computer.

What has also changed seems to be the lack of personal contact – everything is now on e-mail and twenty-four hours a day. We would leave the office and now and then we had a telephone call in the evening in our home. Today it is, to a certain extent, expected that e-mails are answered even during holidays.

Our youngest son is working in shipping and his life is completely different from what I experienced, but he is happy and claims that he has a good working life. Shipping and transport have changed very much, from a time when you were paid for your knowledge and experience, to now, where it is expected that everything is included for a cheap price.



Various loadings

Has shipping changed in decades and if so what is the main difference from then to now?

I have had a fantastic working life in shipping and I have met so many nice people,, from chiefs on the ships to staff and management in the various shipping lines we have represented.

I have enjoyed that, by coincidence, I got the opportunity to work together with good staff and to build up a sound company with a good spirit and a lot of fun. If my boss in 1975 had not asked me to join, my professional shipping life would have looked different and maybe not been so exciting.



Various loadings

Could you recall or provide us with some examples of project cargoes that you have been involved in handling?

During my first years in shipping, I spent much time in the port. Later it changed to rather a lot of financing, administration etc. However, in Franck & Tobiesen we had some nice contracts with several MAN/B&W 600ts ships engines from Korea to the NWC and these were contracted with SAL Steinkirchen. This is another

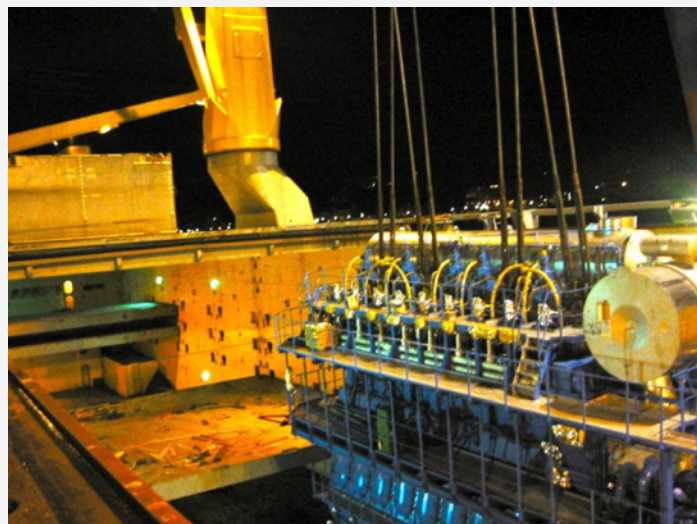
world from four containers and three EUR pallets.



mv Annegret before discharging a 640mt ships engine

Are you still at the age of 69 active in the business or have you completely retired?

I have been told that in shipping you never retire – it continues somehow. However, my working life has changed very much. Today I am still working in shipping, but the hours per day are limited. I am teaching a few lessons at Aarhus School of Marine and Technical Engineering, explaining to the young students about liner service, chartering, Samuel Plimsoll etc.



mv Annegret discharging a 640mt ships engine

Finally, I was so lucky that maybe ten years ago, I was asked to join the board of Fonden Jakob. We have an old tug named Jakob in the port of Aarhus. She was built at Orange Shipyard in Mississippi in 1943, she was at the invasion on the coast of Normandy in 1944 and she is maybe the only one left from 280 tugs built in 1943/44. She has recently been declared a 'ship worth preserving'. We do chartering with her, be they harbour-cruises or even funerals at sea.



B/B Jakob

I'm very glad to be in contact with my friends in the port, to have something bringing me fun and inspiration rather than being the old man on the sofa with the TV and the newspaper.

Age generally means experience and everything cannot (luckily) be googled. In case some of our readers would like to get in touch with you could you provide us with your contact details?

My email addresses are as follows:

poul@neptumar.dk

mail@poul-holmboe.dk



Poul Holmboe

FEATURED VIDEO



43.5m long trams discharged in Brisbane with Extended rolltrailer concept

The railcars were loaded on a special truck trailer at the factory in Austria and driven directly on board Höegh Traveller in Bremerhaven. On board the vessel, the trams were pulled from the 50 metre long truck trailer to the extended rolltrailer concept. Breaking a record, this was the first time a tram of this size has been loaded in one piece on a RoRo vessel. The railcars were successfully discharged in Brisbane following their six-week, 14 000 nautical mile sea journey.

<https://www.hoeghautoliners.com/>



HÖEGH AUTOLINERS

FEATURED VIDEO

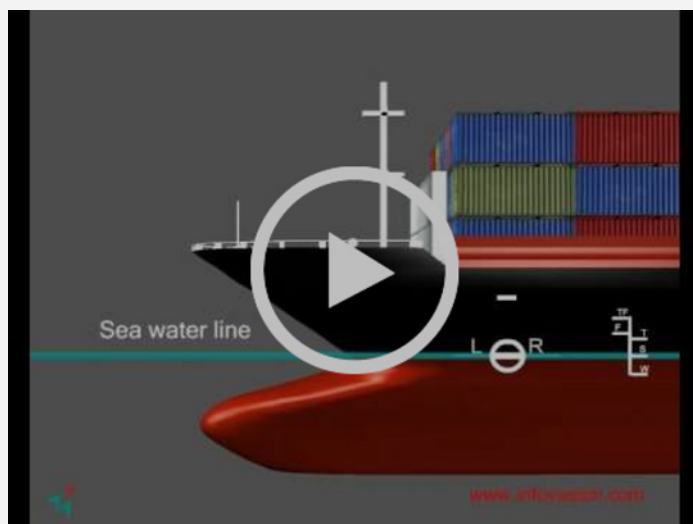


Powerplant in Chihuahua

The cargo transported on the video is a 110 MW Power Plant and in total 12 20V34 SG Gensets at 140 tons each. Furthermore, 189 containers were transported from different locations in Europe.

<http://martin-bencher.com/>

EDUCATIONAL VIDEO



Editors note:

In shipping as in life, learning never stops. What is the plimsoll mark that you see on ships? This video explains it.

PHOTO OF THE WEEK



Chinese/Polish multipurpose shipowner Chipolbrok recently handled some interesting projects from Asia to Europe

<http://www.chipolbrok.com.pl/>

QUOTE OF THE WEEK

"HALF A TRUTH IS OFTEN A GREAT LIE"

- Benjamin Franklin -

PROVERB OF THE WEEK

"BY NATURE ALL MEN ARE ALIKE; BY EDUCATION
WIDELY DIFFERENT."

- Ancient Philippine Proverb -



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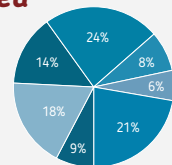
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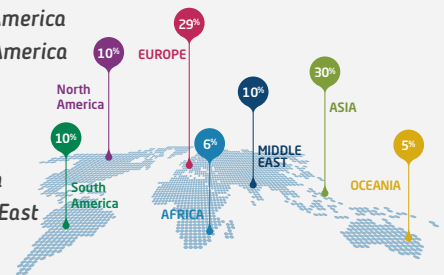
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bo.drewsen@projectcargo-weekly.com

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