

EDITORIAL

Welcome to Thursday, the 27th of September. Brexit is edging closer and there seems to be a bit of panic setting in, not only among the political establishment, but perhaps also among those businesses that count on Britain as their main market.

The U.K. is the 5th largest economy in the world and, although they are no longer a world-power like in the past, we still owe them for having the guts to stand up during the 2nd world war when some countries were weak and had an over-belief in their own defense capability.



History repeats itself and there is no doubt in my mind that any arrogance on the part of the remaining countries in the EU (most notably Germany and France) will not go down well.

The EU's inability to reform itself seems largely to blame for the situation we find ourselves in now.. I remind you again about the traveling circus that is the EU parliament moving regularly between Brussels and Strasbourg. See this video clip and consider it: <https://youtu.be/Hxibk3qfuPk>.

Cost control is something that the EU and the establishment in Brussels were never able to manage. Heaven forbid their own, virtually tax-free, incomes and benefits should ever be frozen, let alone reduced.

Politics today is very much a game of survival of the least-fit with the parliament in Brussels becoming a retirement place for politicians who have finished their tenure in their national parliaments.

Having said that Great Britain must also understand that you are either in or you are out of the club. Considering what they have paid into the club versus what they have taken out they do, in my view, have the right to expect a fair exit treatment. Here is a video that neutrally explains Brexit:

https://www.youtube.com/watch?v=3vps2r_xebU

Finally, I turn to the biggest scandal of the last week which took place in my native country of Denmark.

We Danes are normally proud of our history, democracy and compassion but I never thought that we would be 'famous' for our laundromats too. I am referring to the Danske Bank whitewash scandal where billions have apparently been laundered via one of their branch offices in the Baltic.

Now that our linen has been cleaned we can turn our attention to business.

Today's interviews start in the proud country of India that experienced a kind of happier Brexit. In Mumbai we speak to a project and general freight forwarder who is reputable in a country where it can sometimes be difficult to find a project freight forwarder that you can trust.

We then fly west towards the bridge between Europe and Asia to speak to a strong Air Charter operator in Turkey that can provide you with urgent solutions in case you have project cargo to move that cannot wait for a seaborne solution.

Finally we speak to a qualified forwarder who can handle OOG in the country of Slovenia which, albeit small, has a very strategic location in the Adriatic sea with the famous gateway port of Koper.

To wrap up this week we have news, input, the video, photo and quotes of the week.

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

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



SHARE WITH A COLLEAGUE

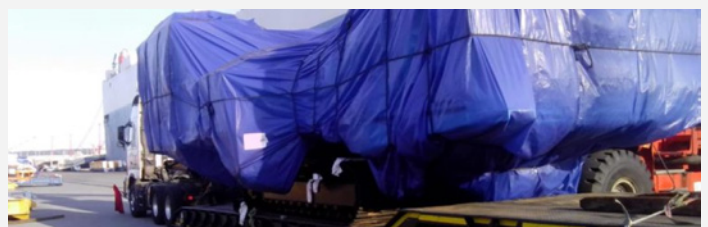


FEI CARGO LTD – MUMBAI, INDIA

MR. PRATAP NAIR

You are located at the famous Gateway of India. Can you tell us firstly about how you got into shipping and logistics in the first place? What made you choose this career?

My entry into this field was purely accidental. While I was waiting for my university (B.Sc.) results, I temporarily substituted for a manager who was working for a customs broker. It was during this time that Air Freight Limited (now Dachser) put an advertisement in one of the newspapers. I was selected for a management trainee post after seven interviews! The rest is history. I was always fascinated with advertising. If I wasn't a forwarder, I would have gone into advertising for sure.



BEML to Zimbabwe

Does the name FEI Cargo hold a special meaning and who owns the company today?

The name FEI Cargo comes from the parent company, Freight Express International, that I started back in 1989. In the 2000s when the whole world went through the internet boom, we registered our domain as feicargo. From then on, all our customers, partners and vendors called us FEI Cargo. Hence, in 2006 I formally re-branded the company with FEI Cargo as its brand name. With regards to ownership, I am still the major shareholder in the company and my family own the next major portions of shares. Also, about eighty of our staff and well wishers own certain percentages of shares in the company.



Where in India to you have your wholly owned branch offices? What is your headcount?

We have our headquarters in Mumbai and have our wholly owned offices across twenty five locations in India which are major ports/industrial centers. The prominent ones among them are Mumbai, Ahmedabad, Baroda, Mundra, Hazira, Delhi, Kolkata, Hyderabad, Chennai, Kochi, Bangalore, Tuticorin, Pune and Nasik.

As of today, we have an employee strength of around three hundred, pan-India.



Transformer from Chittagong handling at Nhava Sheva

India is a huge and very populous country, famous for many things although not so much for infrastructure. However I believe that is now changing big time. Can you outline for us a bit about the developments in your country infrastructure wise and what is in the pipeline. Furthermore why do you believe that the time for India is now?

India has touched the USD 2.5 trillion economy size and at present we are the sixth like that in the world. In the coming seven years, we should become a member of the USD 5 trillion club.

Some of the key developmental initiatives that the government have taken up are:

- The infrastructure sector has been allocated USD 92 billion in this year's budget.
- USD 650 million has been allocated to increase the capacity of the green energy corridor project along with wind and solar power projects.
- USD 31.5 billion will be invested in the smart cities mission. All one hundred cities have been selected for this mission.
- India's national highway network is expected to cover fifty thousand kilometers by 2019, with around twenty thousand kilometers of works scheduled for completion in the next couple of years, according to the Ministry of Road Transport and Highways.
- The Government of India is devising a plan to provide Wi-Fi facility to 550,000 villages by March 2019 for an estimated cost of Rs 3,700 crore (US\$ 577.88 million), as per the Department of Telecommunications of the Government of India.
- Under the ambitious Sagarmala Scheme, more than 577 projects worth over USD 120 Billion have been identified for implementation between 2015-2035, across the areas of port modernization, new port development, port connectivity enhancement, port linked industrialization and coastal community development.
- With our Prime Minister Narendra Modi supporting and leading initiatives like Make in India and skill-based training, I am sure there is much more planned for the Indian economy.



Enpro Export to Jeddah

India has many ports - can you kindly outline the major ports mainly dealing with project cargo and equipment in your country

India is blessed with an abundant coastline and hence there are variety of ports for various kinds of cargo. The major ports dealing with project cargo and equipment on the west coast are Mundra, Kandla, Hazira, Mumbai, Mangalore, Goa, Kochi and on the east coast Chennai, Ennore, Krishnapatnam, Vishakhapatnam, Haldia and Paradip.



Flat Rack from Chennai

You handle general cargo and project cargoes, I believe. Could you provide our readers with some examples of cargoes that you are proud of having handled to/from India?

In these twenty nine long years, we have handled all kinds of cargo, with most of the work giving us professional satisfaction. A sense of pride comes in only when the task is really difficult. I would like to name a few such challenging projects we have undertaken.

- We handled air import of Cray supercomputers to five different cities in India.
- A hundred odd boxes for ISRO and the Space Application center were handled by us in absolute secrecy.
- We have handled three charters of more than three hundred tonnes from Chennai to Brazil.
- We handled a consignment of drilling rigs, weighing approx. 125 MT, from Chennai to Hwange (Zimbabwe) via Durban for a major government customer.
- We have successfully loaded approximately six hundred vehicles [cars, trucks, buses etc] into one vessel in less than a day.
- We also handled a second consignment of industrial machinery weighing more than three hundred tonnes from Mumbai to Maputo for a private customer supplying a project in Malawi.
- We handled the transportation Jet Airways simulators between Mumbai and Bangalore.



Africa is very much on the agenda for the world's major powers. I also believe that India has a significant business presence in that continent can you enlighten our readers a bit about that?

India has always had a close trading relationship with the African continent and there is a lot of Indian interest in Africa.

For the continent of Africa, India is the fifth largest in terms of foreign direct investment.

India's exports to Africa grew from \$7 billion during 2005 and 2006 to about \$25 billion today, while Indian imports from Africa during the same period expanded from \$5 billion to \$31 billion.

Exim Bank has said out of its line of credit of about \$2.5-3 billion every year and almost half goes for development projects in Africa.

About \$2.5 billion worth of project developments are in the pipeline for the continent.

The Oil and Natural Gas Corporation's overseas division, ONGC Videsh (OVL), is one of the most active Indian companies in Africa. On the other hand, private corporations like Reliance, Bharti Airtel, Essar Group, and the TATA Group have also made huge investments in many African countries.

The major areas of interest have been in oil and gas, coal, solar, pharmaceuticals, steel, information technology, FMCG and manufacturing.



Competition in India is fierce to say the least. Many freight forwarders outside India have told me that it is often difficult to find a reliable partner in India, especially a freight forwarder that can say no. What makes FEI Cargo stand out in your opinion?

We have always believed that partnerships are not based on top line/bottom line numbers, but more so on thoughts actions and trust.

We only team with like-minded people who stand by the principles of trust and transparency in everything they do. Where we find the trust factor missing, we politely refrain from engaging with that partner, in order to ensure that our word to our customers is kept at all times. We accept that we probably lose money sometimes, but we are not willing to lose the confidence of our customers. We believe in choosing not only our partners, but our customers as well.



We do not mind saying no but when we say yes, it's a yes no matter what. We believe in responsible communication (at times bad news too, with a possible plan B) and our transparency brings us more friends. We address the actual situation (possibilities) in the beginning so that there are very few 'surprises'.

In a global world, shipments are moving all over the place and few, if any, have offices everywhere. Do you belong to any networks currently and do you find value from being part of such, shall we say, clubs?

We are part of CLC Projects for our project cargo and WCA Critical for getting partners to support us in different countries regarding shipments that are needed 'yesterday'.

India is famous as a tourist destination too. Besides the beaten track that everyone knows, could you recommend a few spots in India that stand out and that perhaps are less known to the average visitor or tourist?

Every state in India has something different to offer in terms of the weather, art, traditions, cuisine etc. It wouldn't be fair to give only few names out of those, however Rajasthan's culturally rich heritage, Orissa's architectural wonders, North-East's pristine beauty, Kerala's backwaters and Andhra Pradesh's finest textiles are yet to be fully experienced and explored by tourists.

Can you please provide your contact details?

You can get in touch with me at pratapnair@feicargo.com or on +919 8200 29403



QAS CHARTER

**MR. CAGLAR OZTURK
MANAGING PARTNER**

When did you establish QAS Charter in Turkey and who owns the company?

QAS Charter was founded in February 2017 at Istanbul, Turkey. QAS Charter is privately owned by four shareholders. I am one them.



What is your main line of business? Do you ever carry 'project cargo', in other words cargo that is heavy and oversized and perhaps cannot wait for seafreight?

As QAS Charter we organize cargo, group passenger, VIP passenger, air ambulance and helicopter charters globally. If we look into flight figures, cargo charters are on the top. Most of the cargo charters have been operated to carry outsized project cargo since the company was founded. Most recently, we transferred seventy five tons of single piece gas turbine with AN-124. We do charters to transport civilian/military helicopters, armored vehicles etc. frequently.



Explain to us how it works in airfreight. There are GSAs, brokers and the airline. Can you outline for us how it generally works between these parties?

As brokers we act as agents for our customers. We are the bridge between airlines and freight forwarders. Once we receive a request from a customer, we first analyze the cargo specifications, loading point, offloading point and timeframe, then look into freighter market to find the most cost effective and also reliable solution for them.

The other way we deal with freight forwarders is offering part charter capacity to them based on already contracted flights. For example, we booked a 747-800 from Asia to Africa and we had some empty space. So we published that available capacity to potential customers. If they have anything suitable we can offer them very competitive prices and faster delivery than commercial flights. Also, this is beneficial for main customers because instead of paying for full capacity, they will be paying less.

We can say this is kind of cargo consolidation.

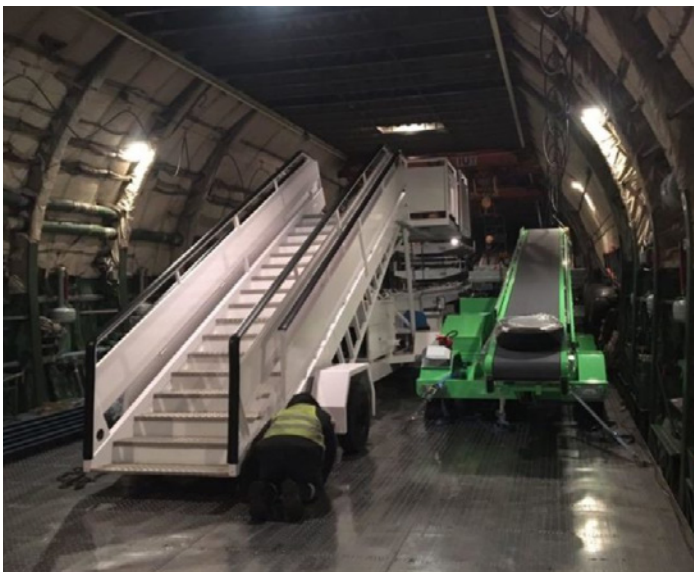


There is another important point which I want to underline too. We only provide charter options to freight forwarding companies. We never approach end users because approaching our customers' customers is not ethical and at the end of the day freight forwarders are like supermarkets for us. We can go and buy whatever we need in one shot. So instead of shopping from a individual butchers, bakeries etc. separately, shopping at a supermarket saves money, time and is more effective than the alternative.



It was reported recently that Volga Dnepr Airlines apparently wish only to deal with customers directly, thus effectively cutting out brokers and agents. What is your view on that? We have seen in recent years that some shipowners with limited success have tried to cut out the freight forwarders too. Do you think this is the future?

This rumour has been in the market since last year and finally we received official notification from airlines last week. Each company has the right to create and apply their own sales strategy and, of course, we need to respect their decisions. QAS Charter is well prepared for such fluctuations in the freighter market and already has longterm and well-established relationships with alternate operators. So we will continue to provide IL-76 Stage 4 and AN-124 options to our customers.



What makes QAS charter a go-to company when having an urgent airfreight delivery to make? Do you operate worldwide?

Our operations run without any geographical limitations. Actually, most of our flights operate out of our base country.

Time-critical charter operations are one of our well established divisions. We do a lot of charters to transport auto spare parts, AOG aircraft parts and stage and band equipment. As is well known, those kinds of cargoes need to be delivered as quickly as possible in order to ensure production lines stay alive, shows happen on time and aircraft are serviceable. For time-critical operations, one of the top important points is accessibility. Our customers can reach to us on a 24/7 basis and, simultaneously, we can even reach airlines at three in the morning at the weekend or on public holidays.



Could you provide us with some examples of cargoes that you have been involved in airlifting to their destinations?

1) We transported forty tons of frozen peaches from China to Mexico with a B777-200F freighter. The operation was door-to-port basis and we provided envirotainers, batteries and dry ice. Peaches must be kept around -18 celcius and the entire product reached the consignee on time and without a single defect. This was the one of the longest cargo charter flights to carry such perishable cargo.

2) We carried all the ground handling equipment for the newly built airport at Senegal from Europe with giant AN-124s. Load-ability was very critical on that operation because the equipment included fifty tons of tow cars, 14m length conveyors and 400m passenger buses. From the early beginning of the request, we worked very closely with operators to find the most effective way to use less flights to carry the equipment. The customer was very satisfied with our service and our efforts to reduce the number of flights. Also, we arranged all ground transportation and handled all local cargo services, such as crane hire etc. for our customer.



3) We operated more-or-less forty full charter flights to Doha from Istanbul and Izmir last year to transport perishable food supplies. QAS Charter has been nominated as partner broker by Qatar Airways and they supplied MD-11Fs and B747-400Fs instead of sourcing directly from airlines. Our operational quality level and financial strength were essential factors that resulted in such a smooth operation.

Tell us about yourself. How did you enter this business originally? What is your background?

I started to work at MNG Airlines on a work placement during the last two terms of university in 2003. I studied business administration at Istanbul University. After graduation, I continued to work at MNG Airlines in the operation, ramp and cargo handling departments. By the end of 2006, I had been promoted to the charter sales department. I became one of the most successful airline charter salesmen and sold almost a thousand hours of cargo charters until the summer of 2011 when I decided to leave the company. I joined the UK-based charter brokerage company Air Charter Service and worked as senior charter broker, team leader and cargo sales manager for five years.

At the end of 2016 I left from Air Charter Service and decided to establish a new company with my partners.

So I've worked on both the airline and broker side. I have experienced all operational and sales stages of cargo charters from cargo build up and ground services to huge ACMI contracts in the last fifteen years.

How do people to get in touch with you for more information or an airfreight quote?

We are available on email and mobile phone on a 24/7 basis via the following contact details.

Cargo Email Group: cargo@qascharter.com
7/24 Hotline Number: +905417206264



2HM LOGISTICS D.O.O – SLOVENIA

MR. DEJAN HERVOL
CEO

Can you please tell us a bit about 2hm Logistics? When was the company established? Who are the owners of the company and what is your main line of business in logistics?

2hm Logistics is quite a new company, established in the summer of 2017, although its owners are not new to the industry. The company is owned by three owners (Dejan Hervol, Jernej Hribar, Blaz Mavsar), all of whom have experience in the logistics business.

We are very happy to honestly say that 2hm Logistics was not opened solely from financial ambition since all three owners already previously held important positions in respected companies. We all knew what we liked in the existing and previous systems, as well as what we did not like and where we thought there was room for improvement. So, the challenge was there and we decided to accept it. Being friends for a long time and attending the Faculty of Maritime Studies and Transport together surely helped the situation as well, as there were never any trust issues between us over the past fifteen years.

Our main line of the business at the moment is ocean shipments, though we have noticed a huge increase in road department/trucking through Europe in the last six months. We have implemented air shipments officially this month and early feedback is really positive.



2hm Logistics now has two offices in Slovenia. Koper is the location of the head office, where we have a team of eleven people who mostly work on ocean shipments, and we have an office next to the Ljubljana Airport where we have five people taking care of the needs of our clients in terms of trucking and air shipments.

We are still a small, family-owned company that follows the mentality of 'small teams, skilled people' and we are hoping to implement this philosophy in the future on new markets in Europe.



Why the name 2hm?

Thank you for asking that! We get that question a lot. It represents the initials of our owners' family names. There are two Hs, Hervol and Hribar, and an M for Mavsar.

Your head office is located in Koper. Tell us about the ports of Slovenia and what opportunities there are for transshipment via Koper to other countries in Europe.

Port of Koper is actually the biggest container terminal in the Adriatic Sea and the second largest car terminal in the Mediterranean. It is something that a nation with a population of two million should be very proud of. Port of Koper is the only port in Slovenia, but due to its convenient location, Slovenia is not even its biggest market.



When you consider all these powerful industrial/trade cities being so close, then seeing a successful port is not such a surprise. For example, Ljubljana (Slovenia), Vienna, Linz, Salzburg (Austria), Budapest (Hungary), Bratislava (Slovakia), Brno (Czech Republic), Zagreb (Croatia), Belgrade (Serbia), and even Milano, Trieste (Italy) or Munich (Germany) are all in the 300-600 kilometer radius, which gives the port an extremely good gravity field to attract more and more new customers.

The Growth of Port of Koper in the last fifteen years, in my opinion, is immense and there are not many reasons that it could not continue to grow. Its location at the “heart of Europe” is truly one of the factors that helps it stand out. It’s also a good thing that it’s a true multipurpose port. No matter if you are in need of cooled facilities, you want to ship containers, do a project shipment or load a break bulk vessel, you have the option of considering Port of Koper for most types of shipments.

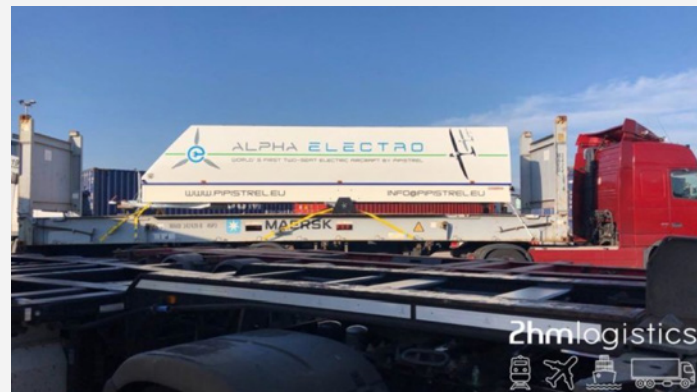


Is Slovenia part of the EU? What countries are your main trading partners currently?

Of course, Slovenia has been in the European Union since 2004 and a part of the Schengen border since 2007.

Germany surely is Slovenia’s biggest export trade partner, followed by Italy, Austria, Croatia, France and Hungary. In recent years, there is also visible growth with overseas countries where trade with the USA, China, Israel and Japan is growing. On the import side, there is not much difference in the situation itself, but the presence of the aforementioned overseas countries, along with South Korea and Brazil, is more evident.

The location of Slovenia, with the 5th and 10th European corridors crossing in Ljubljana, offers a really good distribution point as well.



Could you provide us with a few examples of project cargoes that you have handled recently?

We are active in all sorts of project shipments, be they machinery or a very high value luxury cargo. The team is well-drilled and knows how to approach these types of cargo. A lot of teamwork goes into each and every out-of-gauge or high volume shipment, since we all know that these types of shipment do not leave any margin for error.

Also, because well-done is surely better than well-said, I am adding a couple of pictures from recent shipments.

In a global world it is important to have contacts worldwide. Are you currently a member of any networks?

Yes. We are members of several carefully chosen networks including CLC Projects sister network, Cross Ocean. We understand the importance of networks and I think more and more people in our industry do now. It is simply great how you can establish very unique and true relationships with companies all around the globe and it gives you much needed versatility. You can learn from them and, of course, sometimes something magnificent happens and you do not get only a business partner but also a friend who always greets you with arms wide open when you visit.

At 2hm Logistics, we have created a small but effective department. We’re on a daily mission to ensure that every partner from the logistics networks can definitely enjoy fast responses and certain benefits. I think there is a lot of room for improvement in hospitality and an even better “user experience” in this segment and we want to be part of that improvement.

We are looking forward to Cross Ocean’s conference in Bangkok this year, where we will also be present with two delegates.



We have seen that China is quite active in several countries from former Yugoslavia. Is China active in the development of infrastructure in Slovenia?

China is not active (at least, not to my knowledge) in the development of infrastructure in Slovenia. However, they are seeing Slovenia as interesting through industry more and more. For example, they have purchased a vehicle factory that produces buses called Durabus (CHTC GROUP) and, most recently, there is Hisense Group, who bought one of the biggest companies/factories in Slovenia: Gorenje, which produces household appliances.

What is your background Dejan? What made you choose a career in logistics?

In my last year of study, I saw an ad for students to work in the field of logistics. I applied with absolutely no expectations and got the job. It was a school for life in a positive way and it was at the branch office of one of the CLC Projects Network members: Trans-ocean Shipping.

It was a roller-coaster of a career start and I admit that I did not even like it very much at the very beginning. There was so much information that it felt like assembling a ten thousand piece puzzle in a single day. After couple of weeks, I started hating the fact that, while I already knew a lot of stuff, I did not necessarily understand it, so I did not want to settle for that and decided to take time to understand why things happen, not just how. Then I started to like it.

Still today, I am very thankful to my first general manager and also to the owner of the company for including me in various projects so that I could gain such an understanding and realize my ambitions. Without him and his decision to give me that chance to learn step-by-step first operations FCL, later a little bit of LCL, then some carrier's agency, followed by Warehousing & Distribution and to finish it all with sales, it would have been much harder for me.

So, I progressed faster and faster and, at one point after a couple of years, I wanted some new challenges without being shielded by my former boss. I went through two more companies with no regrets and I was really lucky to be a part of teams that were filled with so many nice people.

Eventually, it all started to happen. 2hm was created and with that came the adrenaline, the challenges, battles with competitors and your own waterfall of daily emotions. I would say that, in terms of personal and individual goals, the thing I am most proud of after a year is our team. There are so many wonderful individuals from different backgrounds that can synchronize themselves into the finest orchestra when needed.

I was doing some research within the company recently and learned that such a small team can serve our clients in nine different languages, so now our aim is to further build on that. I am really grateful to have them with us and we will keep on being flexible to them. Being a mom-friendly company and investing in them in every possible way, we can to help them and of course to keep things interesting for them. It's a people business and if you can make it that then your clients and business partners will be happy. You must make sure that your people are not just skilled but also satisfied and appreciated. In times when we spend half the day in the offices or out in the field, companies must take such responsibilities as well.

Even after one year, not a day goes by that that adrenaline rush is not present, asking yourself, 'can you do this or that' and thinking 'how it will affect your team', 'what does it mean in terms of a potential dip in quality for a transition period', 'will it be good for existing clients', 'will it take even more of your time away from the kids and family in general' etc. These are not nice thoughts to

have in the evening before you sleep. But, when you realize that you have exceptional clients who really like your approach, your business partners are your friends, you have a wonderful team filled with people who understand their job and their families are counting on you, you must give it a go and say to yourself, "you wanted a bicycle, now ride it. Ride it better than you ever have before."

Visiting former Yugoslavia, places such as Dubrovnik, Croatia are particularly famous. However, what kind of places would you recommend the would be good for a tourist to visit in Slovenia?

Croatia is our neighbour country and yes, it is very beautiful. In a couple of hours drive you can actually select the type of beach and background scenery you want to have. Also, Italy, Austria and Hungary, also our neighbours, are all very beautiful countries. Slovenia is also very special and I feel very privileged to live here. As you might notice we have 'love' in our country name and it shows when it comes to visitors too. A very good thing about Slovenia is that we are among the top in Europe when it comes to speaking foreign languages, so it is not that hard to get useful tips and hints, no matter where you visit.

Slovenia doesn't have that much of a sea, but still there is famous Portorož which is quite exquisite with the magnificent old town of Piran right next to it. Then you have Koper which is very beautiful, despite having Port of Koper right next to its centre.

Let's move thirty minutes north-east towards the middle of the country and there is a famous cave called Postojna Cave. Another half an hour further is Ljubljana, right in the middle of the country, a green capital of Europe 2016 with its famous bridges and castle in the old town.

Just an hour away from Ljubljana heading north-west there are numerous ski resorts in the Alps and the must-see Lake Bled, while one hour to the East you can find beautiful nature filled with natural health resorts, with Terme Čatež being the biggest among a lot of nice locations all across Eastern Slovenia.

Of course, I could list many more, but I think I got the basics covered. It's really just a couple of hours' drive from the Pannonian Basin to the Alps or the Adriatic sea. Everything is so close and easy to plan out, it truly is a place where different places meet.

In this nice and short one minute clip you can see some of the places mentioned:



<https://www.youtube.com/watch?v=QuTfeHMOUk4>

It's good to get questions like that every now and then. It makes you think about things that you take for granted.

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

We are always available on general e-mail: info@2hm.si, and on the phone number +386 41 99 77 66, where we will be happy to assist. You can also submit a quotation request through our website www.2hm.si and also check news and shipments on our LinkedIn or Facebook pages.

Full details:

2hm logistics d.o.o.

Ankaranska cesta 7

6000 Koper

Email: info@2hm.si

Phone number: +386 5 63 93 117

Thank you.



SHIPPING NEWS

Editors note: China is buying up ports around the world and there seems to be a longterm strategy behind it. Controlling the flow of cargo and trade is indeed a powerful weapon perhaps more so than a great navy.

WHY CHINA BUYING UP PORTS IS WORRYING EUROPE

Far-reaching commercial activities raise question of whether port investments are linked to military purposes and represent a security risk in host countries [Read more...](#)

SHIPPING NEWS

Editors note: Imagine that 12 people were hijacked onboard an airplane owned by Swissair, the worlds reaction wouldn't wait. Now it is 12 seafarers that are kidnapped from a Swiss owned bulk carrier and we may ask what is the world and the Swiss (with enough funds in their bank accounts) going to do about it?

PIRATES KIDNAP TWELVE FROM SWISS BULK CARRIER

Seven other crew members were on board the Massoel Shipping vessel Glarus at the time. The vessel was carrying wheat between Lagos and Port Harcourt in the Niger Delta, and the attack happened around 45 nautical miles south west of Bonny Island. [Read more...](#)

SHIPPING NEWS

Editors note: It's always impressive with a new ship launch, this time from the Bodewes Yard in Groningen, Holland

Scotline are pleased to announce that on Friday 14th September the Scot Carrier was launched at Royal Bodewes Ship Yard in Groningen, Holland. She is the first of two sisters ships to be launched with Royal Bodewes and She will be the largest ship in the Scotline fleet with a DWAT of 4800mt. [Read more...](#)

PLANTS & PROCESSING

MEERA INDUSTRIES LTD HAVE RECEIVED A PURCHASE ORDER (ALONG WITH ADVANCE) OF USD 105,000 FROM A RENOWNED YARN INDUSTRY M/S INBOLSA LTDA IN BOLIVIA, SOUTH AMERICA.

Hexagon Composites' subsidiary Hexagon Ragasco has received a new major order for LPG cylinders from Gas Filling Company (GFC)

at a total value of around USD 15 million (approximately NOK 120 million). Deliveries are scheduled to commence in fourth quarter of 2017 and continue through first quarter of 2018. [Read more...](#)

LOESCHE TO SUPPLY TWO GRINDING PLANTS TO SAN MIGUEL NORTHERN CEMENT

San Miguel Northern Cement Incorporation is relying on proven LOESCHE technology for the new 5,000 t/d production line at the Sison site in the province of Pangasinan. The scope of supply includes two complete grinding plants, one with a LM 56.4 for cement raw material and one with a LM 35.3 D for sub-bituminous coal. [Read more...](#)

HYDROELECTRIC POWER

MANDE ANNOUNCES PLANS TO OVERHAUL 200-MW ACARAY HYDROELECTRIC PLANT IN PARAGUAY

ANDE (Administración Nacional de Electricidad), the state power company of Paraguay, has announced it is moving forward with plans for rehabilitation and modernization of its 200-MW Acaray hydroelectric plant. [Read more...](#)

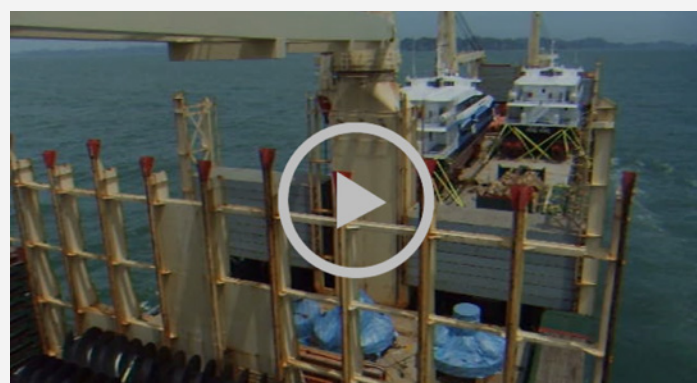
SHIPPING TRAINING VIDEO



Editors note:

INCO terms are governing deliveries and world trade in many respects so you need to know them. There are many terms in logistics and this video will explain it to you or refresh what you already know.

FEATURED VIDEO



Editors note:

Rickmers Antwerp enroute to Haiphong loaded with hydrofoils and cement machinery.

PHOTO OF THE WEEK



The bartender asks, "A single or a double?" Here is an example of a real double and with a view!

Taken by a passenger onboard a containership close to the Suez Canal

<https://www.cross-ocean.com/ocean-voyages/>

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

"GIVING A CRUMB TO THE HUNGRY IS WORTH MORE THAN SHARING A MEAL WITH THE SATISFIED"

- Ancient Vietnamese Proverb -



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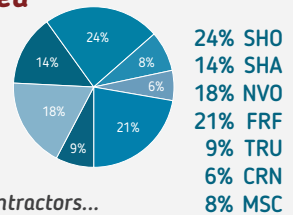
3x Sectional Banner
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Video
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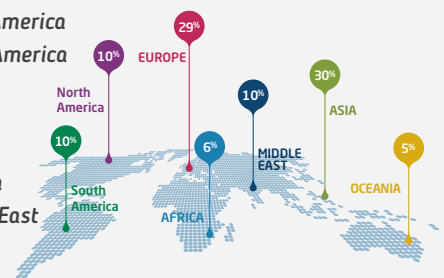
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