

### EDITORIAL

Thursday October 18th is here and so is your weekly issue of PCW. I'm always looking forward to the weekend, but in particular this one because I am paying a visit to my parents in Denmark. They are getting older (as are we all) and I have a tradition when I visit my parents to have a couple of whiskeys and relax with them, talking about old memories as well as what's happening overall and what's in store for the future. It is the kind of quality time that we all know will disappear some day, therefore we must treasure it always.



We've also agreed that the most important bank in the world is... no it is not HSBC, Citibank or similar, but the 'memory bank', because there you can deposit and withdraw any time when needed. We create memories every day and this is rarely truer than when you make new memories of seeing your parents or being with your kids. These are memories that you need when you're down on your luck. You can't meet these people when they are no longer here, so why are many of us so overly busy with our own lives, careers and importance that we - more often than not - forget to treasure such valuable times?

Why do we, at least to a large degree here in the western world, park our old people in homes where they often feel lonely and forgotten? Our connected society of mobile phones, Skype, email and internet makes us able to communicate easily, but do we really communicate about what matters? Do we take the time to play with our kids with normal toys or do we often leave them with modern day 'babysitters' i.e. communication tools in order to be more 'efficient' in our careers? Perhaps one day we will look more at gross national happiness on a personal level than gross national product in our society.

Anyway, the real world beckons and business today includes a trip to Ecuador, famous for the Galapagos islands, food and jungles. Also, we interview a project freight forwarder located in Guayaquil and thereafter hop on the plane for the Baltic state of Lithuania, a country that has seen tremendous development in recent years and here we interview a local logistics provider. We end our weekly interviews in the country formerly known as South West Africa but now called Namibia, where we talk with a most interesting contact from a company located at Walvis Bay. Namibia is a beautiful country in Africa and may well be worth a visit.

We wrap up our newsletter as usual with sector and shipping news, including some interesting videos. But, before I wish you a great weekend, do watch this interview with the C.E.O of APL - <https://youtu.be/huzmclOZPDg> - which is very informative and, if

the gentleman is right, world trade is by no means in the doldrums, but rather growing according to the forecast, which is good news for us all! We wish you a great weekend.

Yours sincerely

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

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## TRADINTER S.A. – GUAYAQUIL, ECUADOR

### MR. LUIS IVAN TORRES OPERATIONS MANAGER

***When was Tradinter established, who owns it and what is currently your main line of logistics business?***

Tradinter S.A. was established in 1992 by Mr. Enrique Vásquez, as an independent ship agency.

Over a few years, our company became a group of companies offering different services such as stevedoring, trucking, cargo and shipbroking, cargo forwarding, general cargo warehousing and ship chandling. We also offer customs agents services via strategic alliances.

As a stevedoring company, we have been stevedores for Maersk, MSC, Kien Hung, Intermarine and many other ship lines. This was until 2007, when the main state port terminal in Guayaquil was granted in concession to Contecon (granted in concession for twenty years to ICTSI, Philippines). After this we signed a stevedoring contract with Contecon, to whom we've provided our services ever since. We are also stevedores for Maersk at Port of Esmeraldas.

As general agents in Ecuador, we represent Intermarine L.L.C., an American ship line specializing in project cargo.



**Could you tell our readers about the main ports of Ecuador? What are the main import/export products and what overseas trading partners (countries) do you mainly deal with?**

The main port in Ecuador is no doubt Guayaquil, with various port terminals such as the Contecon terminal, Inarpi terminal (Saam Group, Chile), Banana Puerto terminal (Dole, USA), and Fertisa terminal.

Guayaquil port handles all kinds of cargo, from dry/reefer exports (frozen shrimp, fish, fresh bananas and other fruits, cocoa and coffee beans, canned tuna etc.) to raw materials and all sort of product imports.

Then we have Manta and Esmeraldas, north of Guayaquil. Manta handles mainly cars and ro/ro cargo and Esmeraldas handles general and project cargo.

South of Guayaquil, you will find Puerto Bolivar, handling banana exports in break bulk cartons/pallets and also in containers.

Ecuador is mainly trading with the USA, Europe (North Continent and Mediterranean), Japan, the Far East and the Middle East. Also, we trade with WCSA countries, in particular with Chile (trading fresh bananas).



**You are strategically located between Colombia to the north and Peru to the south. Is there any inland or coastal logistics business going on between Ecuador and your two neighbors, and is that something that Tradinter is involved in?**

Cargo to and from Perú and Colombia is mostly moved by truck, with little cargo moved by ship. Most of the time, port cargo is moved directly by main ship lines such as MSC, Halo, Cosco, Maersk and H-SUD via feeder ships/hub ports.

**How is the economic situation in Ecuador at the moment?**

The economy of a country is always linked to its politics, and politics, not only in Ecuador but in the whole region, is a little

complicated right now. We all know about those governments which were run by far-left parties, but now some of them are gone, leaving those countries with severe problems to be fixed by new governments, most of whom are center-right. Fortunately, everyone is ready to make all necessary efforts to put the economy back in order and gain a fair position in the commercial balance trade, which has an impact on the government economics.

If you bear in mind that oil represents about fifty percent of the state income, the oil prices dropping during recent years has created a big deficit in the fiscal budget. The public debt left by the previous government is huge, so getting world investors is a matter of the utmost importance.



Editors note: Container-ship arriving Guayaquil up the Guayas River towards Contecon port terminal.

**Is gaining customs clearance in Ecuador normally a difficult task or are you familiar with solving those kinds of problems for your customers?**

Customs clearance in Ecuador, although still bureaucratic, is not very complicated as long as you have all the documents in order and on time. However, when a client requires this service we have commercial partners who specialize in customs regulations and are ready to assist. Something to keep in mind are the strong fines imposed by customs authorities for late document presentation, corrections, incomplete information etc. hence having all cargo documents complete, correct and on time is highly recommended.



**Ecuador is also famous for the beautiful Galapagos Islands. I have a special question for you – how can you get there? What time of the year would be best and are there any restrictions on how to get there to see the islands? Can you recommend any other sightseeing spots in Ecuador for overseas visitors?**

The Galapagos Islands are one of our treasures and you can easily get there by plane from Guayaquil or Quito. The flight is about two hours to reach the airport on Baltra Island, then you take a ferry to go to the island where you have booked your hotel, or board one of the touring ships offering 'all in' stays for three, four, five or more nights. The ships sail during the night from one island to another, so you have the chance to visit a different island every day.

This is very much appreciated for those who like the adventure, but for those who prefer a quiet and relaxed stay, booking a nice



hotel is a great alternative. Swimming and having seafood and cold beer or wine for a few days is a great idea. From December to May, the temperature is about 38C degrees with high humidity, whilst from June to November it's around 26C degrees with nice cool breezes at night. All in all, any time is good to visit the Galapagos Islands.

Ecuador is blessed with beautiful beaches along the coasts, great cities on the mountains and the amazon jungle. Hence there's a lot to see when coming to Ecuador, not to mention local food, which no doubt will make you want to visit again.



**Could you provide us with some examples of project cargoes (air or sea) that you have handled in recently in Ecuador?**

We loaded two oil rigs from Esmeraldas to Karachi on Intermarine ships during the current year, with each drill and all components making an average 2,500wt/10,000 cbm.

We also discharged two Liebherr LHM 600 shore cranes in Puerto Bolivar.

Years ago, we moved a lot of project cargo for the oil industry in Ecuador. We shipped all the cargo to build the Ecuador pipeline; parts, rigs, etc.



**How did you get into logistics business, Luis?**

Before establishing Tradinter, Mr Vásquez worked for more than fifteen years at Transnave, the state ship line, and so did I.

When starting Tradinter in 1992, a unique Ship Agent license also enabled you to offer logistics services, but later in 1997, the law changed and now required you to obtain a special license to act as a logistics operator. Since we already had the Ship Agent license, we were able to offer logistics since our very beginning in the shipping industry.

**Could you provide us with your contact details?**

Tradinter S.A.  
Luis Iván Torres

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## FORE LOGISTICS – LITHUANIA

**MR. MARTYNAS ŠMITAS  
MEMBER OF THE BOARD**

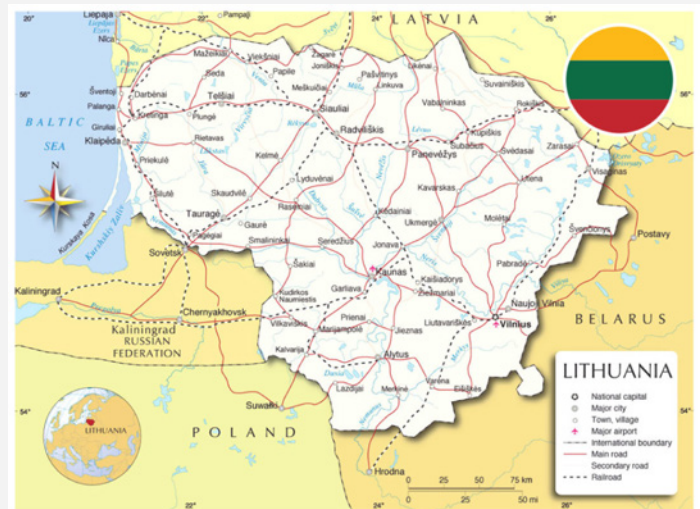
**First of all Martynas, please tell us about your country, Lithuania. We know that it is in the Baltic region of Europe, but can you provide us with some recent history of your country? When did you become independent, what is the name of your capital, and what are the main ports/railway points in your country?**

Lithuania is located along the south-eastern shore of the Baltic Sea, to the east of Sweden and Denmark. It is bordered by Latvia to the north, Belarus to the east and south, Poland to the south, and Kaliningrad district (a Russian exclave) to the south-west.

On March 11th 1990, a year before the formal dissolution of the Soviet Union, Lithuania became the first Baltic state to declare itself independent, resulting in the restoration of an independent State of Lithuania after fifty years of Soviet occupation.

With our capital Vilnius and population of almost three million people, we are the biggest country among the three Baltic States. Klaipėda is the one and only commercial ice free port in Lithuania.

Today, Lithuania is a member of the European Union, the Council of Europe, a full member of the Eurozone, Schengen Agreement, OECD and NATO.



**When was Fore Logistics established? Who are the owners?**

Our company, Fore Logistics was established in February 2011 by my partner Armis Valiulis. Having been started as a pure freight forwarding company, today Fore Logistics performs as a transporter (tri-axle trucks and container chassis owner), customs broker (license) and logistics company (customs bonded warehouse).



***With your geographical location, do you also provide trans-shipment services into other Baltic States and Russia? Is this a route actually being used today or is cargo to/from Russia going via Russian ports?***

Lithuania is in the position to be a perfect transit country, thanks to the ice free port (Klaipėda), access to former Soviet Union railway systems, ferry connections with Western Europe, Scandinavian ports and a well-developed road network.

Klaipėda port is the main gateway for Belarus importers and exporters. With a population of almost ten million people, Belarus is a very important market for us as a transport and freight forwarding company. Regular shuttle trains ensure smooth and reliable connections between Klaipėda port and Minsk, the capital of Belarus.

***Can you provide us with some examples of project cargoes that you are proud of having handled at Fore Logistics?***

The most multi-modal was two boilers, sixty five tons each, transported from Norken, Germany to Klaipėda, Lithuania. We used combined transportation modes (barge – ferry – low bed trailer) to deliver both units to the customer's site.

The most just-in-time was condensing economizers (8x30t, 4x41t) transported from Kaunas, Lithuania to Silkeborg, Denmark, combining truck and ferry and delivering with an hourly schedule at the place of unloading.

The most international were seventeen oversized loadings from six European countries to be delivered to the site in Panevezys, Lithuania on requested dates.

During the past five Years, Fore Logistics have delivered sixteen boilers from Denmark (Danstoker) to Lithuania and Latvia for our customer, who is building and operating bio heating stations.

***Do you belong to any networks in order to be more international?***

We joined the Cross Ocean business network recently. It is our first move into a business network environment and we are looking forward to cooperation.

***Generally, how is the relationship between Lithuania and Russia from a logistics standpoint? Is it difficult to cross the border? How about dealing with the notoriously complicated Russian customs?***

The business relationships between Lithuania and Russia are normal, but of course there is plenty of space to improve them. Hundreds of trailers and containers cross the border daily to

Belarus and Russia without any delays. Mainly, we are talking about the various materials/commodities being supplied to Russia, as their exports are directed through their own ports.

***How is best to get in touch with you ?***

E-mail [sales@forelogistics.com](mailto:sales@forelogistics.com)

Cell phone +370-611-52400

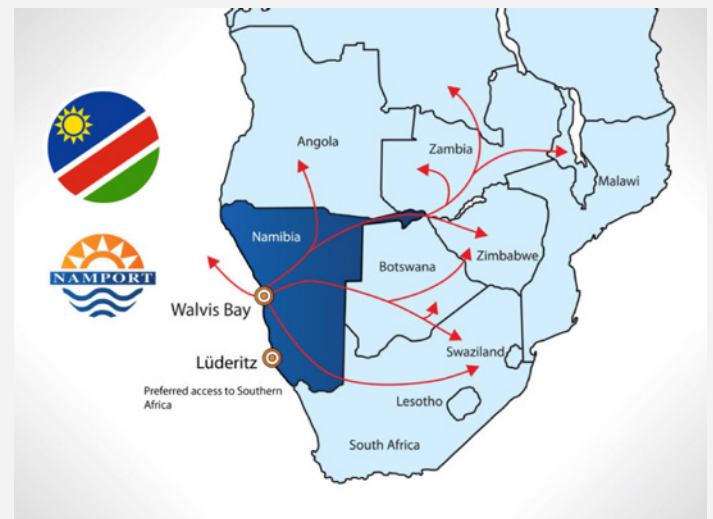


## **BASENJI TRANSPORT SERVICES PTY LTD NAMIBIA**

**MR. NEILL THOMPSON  
OWNER**

***How many years have you lived in Namibia Neill, and what originally made you come to the country? What made you get into a career in logistics?***

I am Namibian by birth, but had the opportunity to live and work abroad for more than twenty years. I worked for major and niche liner shipping companies in the UK, Australia, Papua New Guinea, Europe, Canada, North America, Mexico, the Mediterranean and Dubai. Several clients were in the logistics business so, in 2010, I started working at Walvis Bay in the logistics industry and remain in the logistics, warehousing and SCM industry, with Basenji offering a unique and personal level of business.



***Namibia is a not such a well known country, so could you please elaborate a little on the most recent history and current politics of the country and can you tell us also about the main ports used for import/export?***

Formerly known as South West Africa, Namibia gained her independence from South Africa in 1991. It is a young and stable multi-party parliamentary democracy, with varied industries which are dominated by agriculture (including fishing), tourism and mining.

The port of Lüderitz (in the south of Namibia) and the port of Walvis Bay (in the centre of the coastline) are the two commercial ports in Namibia. Walvis is the largest and also Namibia's main (and only deep water) ocean port; it is currently being expanded to boost capacity (quay length, draft and STS cranes) to cater to the



growing throughput of bulk, break bulk and containerized cargoes.

The official currency is the Namibian Dollar, which is pegged to the South African Rand.



Giraffe in the wild

***Can Walvis Bay be used as a transshipment point for cargoes to the interior of Africa? Is that something that you can assist overseas customers with and, if so, what destinations can efficiently be reached using Walvis Bay as the entry point?***

The port of Walvis Bay is the main gateway for traffic to/from Namibia's neighbours, through the inter-modal concept that is the Walvis Bay Corridor. Cargo arriving by sea into Walvis is discharged from a vessel, cleared and transported by road to Botswana, the DRC, South Africa, Zambia and Zimbabwe, and vice versa, with exports from neighbouring countries being shipped through Walvis to many destinations all over the globe.

The port of Lüderitz serves local mining and fishing companies with regular vessel calls.

Basenji has many years of cross-border cargo experience and is well placed to assist with enquiries for local and over-border cargoes.



Springbok in the wild

***Can you provide us with a few examples of project cargoes you have handled recently (by air or sea)?***

Basenji is currently the logistics contractor for an American company engaged in a telecommunication infrastructure project, with containerized cargo being shipped into Walvis, and then delivered to various locations throughout Namibia.

I have previously been involved with two large projects – a brewery in Namibia (involving abnormal, out-of-gauge and containerized loads), and an electrical infrastructure project in the DRC over a nine month period (incl. 100+ton abnormal and container loads).

The Port of Walvis Bay has a number of Liebherr mobile cranes each with a lifting capacity of up to 140tons (tandem lifts are possible), and the new container terminal has STS cranes, so there are deep water berthing options for project and heavy lift cargo.



Camping near Bloedkoppie

***How is customs clearance working in Namibia?***

Namibia uses the Azycuda world clearing system. Entries for each shipment are registered electronically online and the hard copy supporting documents are delivered to customs for verification, processing and release – this typically is finalised within a matter of days – then the shipment is released from the Port Authority and the shipping line and can leave the port.

***Namibia is a beautiful country. Tell us what there is to see that, in your view, captures the beauty of the country and could you provide our readers with a few spots that perhaps are less known to the average tourist?***

Reputed to be the driest country in sub-Saharan Africa and with a surface area of 824,292sqkm, Namibia is the thirty fourth largest country in the world. But, with a population of only 2.4million, we are in the global Top Ten in terms of the lowest population density.

The oldest desert in the world, the Namib Desert, stretches along the whole west coast of the country (from Angola in the north to South Africa in the south, some 1300kms of shoreline), while the Kalahari Desert runs along its south eastern border with Botswana.

From the coast to the east and from the south to the north, there are many varied climates, ecosystems, plants and animals and very few people, so you really have the sense of being in a country of wide open spaces.

Namibia really is a bit of a smorgasbord for those with an appetite for travel. Windhoek, the capital (population 325,000), is a young and vibrant emerging African city which offers visitors a idiosyncratic taste of city life, with vibey restaurants and bars, art galleries and ample shopping opportunities.

Other prominent towns include the coastal settlements of Walvis Bay and Swakopmund, which are a must for visitors to Namibia. Walvis Bay, although an industrialised port town, has great adventure sport opportunities on offer, from fishing, sand-board-ing, paragliding, kayaking, kite-and-windsurfing to quad-biking.



Camping near Bloedkoppie

And then there's the surfing: Donkey Bay and Skeleton Bay prove that what Namibia's coastal waters lack in terms of temperature, they more than compensate for by offering surf aficionados some of the best barrel waves in the world. <https://surfeuropemag.com/features/the-worlds-7-longest-surf-rides/>

The beautiful Walvis Bay lagoon is also a designated Ramsar site, perfect for twitchers from afar. Expect a riot of flamingos, pelicans and many other endemic bird species.

The spectacular dune belt that runs between Walvis Bay and the quaint town of Swakopmund is the swooping and ever-changing (not to mention very photogenic) sea of sand that Namibia is known for. Swakopmund boasts beautiful German architecture which harks back to colonial days at the beginning of the last century. The Germanic influence is strong so stocking up on schnitzel, beer and strudel is definitely the thing to do in Swakopmund.



Camping near Bloedkoppie

But really, what Namibia offers visitors is the opportunity to experience the wild, whether in the dry, ragged south of the country or the more temperate, subtropical north. North of Swakopmund, all the way to the border with Angola, is Namibia's Skeleton Coast, home to withering shipwrecks, huge dunes and amazingly adapted fauna, such as the desert-adapted lions and elephants. Doing off road tours through this nature reserve is not for the faint-hearted, but it is absolutely a trip that should rank at the top of everyone's bucket list. That should go hand-in-hand with visiting some of Namibia's famous nature reserves, with Etosha National Park being the most popular destination. There are other, lesser-known parks too, such as the Khaudum and Sperrgebiet Parks, among a host of others.

Namibia is a big place: with 825,615km<sup>2</sup> waiting to be explored. There's absolutely no reason for anyone to run out of things to see and do. It has a well developed road network, good mobile

telecommunication coverage, and above all, hospitable and very proud citizens who'd love nothing more than to show you around.

### How is best to get in touch with you?

I am on LinkedIn and occasionally Facebook, and you can easily reach me by email ([neill.thompson@basenjitransport.com](mailto:neill.thompson@basenjitransport.com)) or Whatsapp (+264-81-6523829). Namibia is one hour ahead of GMT. Of course, I am also contactable via the Cross Ocean network.

Thank you.



## SHIPPING NEWS

### FORWARDERS HIT BACK AT 'SHIPPING MONOPOLY' AND 'NO LIMIT' BOX DETENTION FEES

Editors note: I hear that some shipping lines are now using demurrage and detention to the fullest towards forwarders and, more often than not, forwarders are caught in the middle between the shippers and consignees. Here is an article from Loadstar about this subject. [Read more...](#)

### APL EAGLE GO GUARANTEED SERVICE EXTENDED TO ALL PORTS IN ASIA AND THE MIDDLE EAST

APL has announced the extension of Eagle GO Guaranteed for US-bound containers originating from all ports in Asia and the Middle East, the company said in a statement. [Read more...](#)

### DP WORLD BREAKS GROUND ON BERBERA PORT DEVELOPMENT IN SOMALILAND

The first phase of DP World Berbera will consist of building a 400-metre quay and 250,000 square metre yard extension as well as the development of a free zone. According to The National investment in the first phase will be \$101m, with a total investment of \$442m in two phases. [Read more...](#)

## AGRICULTURE

### SELF-ASSEMBLY GREENHOUSE TO BE LAUNCHED IN USA

The TAPKIT, a self-assembly hydroponic greenhouse, is to be launched in the USA for the first time later this month. This farming solution was developed by the Israeli company, Teshuva Agricultural Projects (TAP). This company builds commercial greenhouse installations throughout the world. [Read more...](#)

## RENEWABLES

### ORSTED BOOSTS CHANGHUA PILE

Orsted has contracted Formosa Heavy Industries to supply jacket foundation pin piles for the first 900MW of the Changhua offshore



wind farm complex off Taiwan. [Read more...](#)

## OIL & GAS

### WOODSIDE SELECTS BECHTEL AS PREFERRED EXECUTION CONTRACTOR FOR PROPOSED PLUTO TRAIN 2

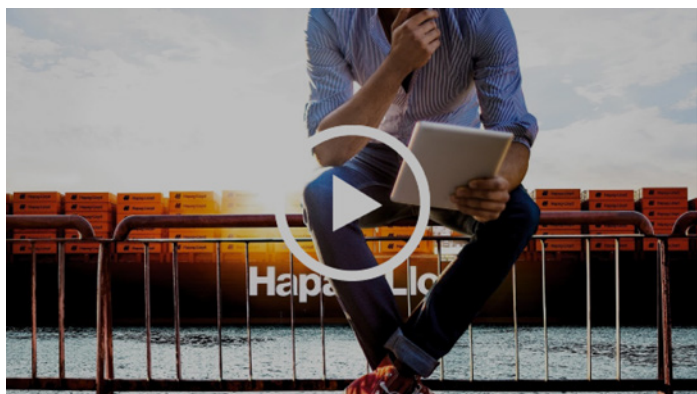
Woodside has selected Bechtel as the preferred execution contractor for the proposed expansion of its Pluto LNG facility in Western Australia. f an existing olefins cracker at MOC's petrochemical plant in Rayong Province, Thailand. [Read more...](#)

## PUBLIC UTILITIES

### WISON ENGINEERING SERVICES WINS \$150M SABIC PROJECT DEAL

Chinese group Wison Engineering Services Company said one of its subsidiaries has secured a \$150-million engineering, procurement and construction (EPC) contract from Sabic for a utilities park and pilot plants project in Jubail, Saudi Arabia. [Read more...](#)

## FEATURED VIDEOS



Editors note:

PCW is normally not promoting anyone unduly however this very nice QUICK QUOTE promotional video from Hapag Lloyd is great. Sharp and to the point and by the way who doesn't want a quick quote?

<https://www.hapag-lloyd.com/>

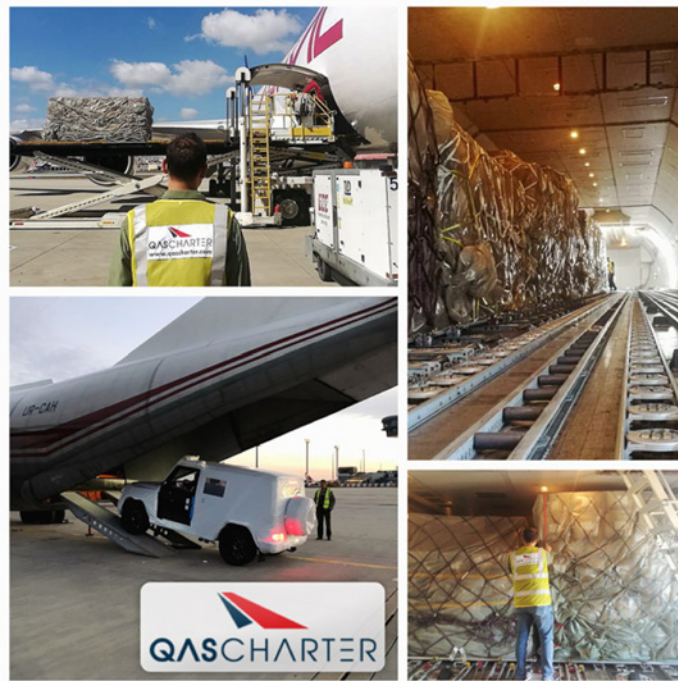


Editors note:

Here is the new movie for the cooperation between Almroths Express and SSAB. Logo is 1093 m2 and the tent is 8032 m2, among the biggest in Sweden.

<http://www.almroths.se/>

## FEATURED PHOTO



Editors note:

Airfreight is faster than seafreight and sometimes you just cannot avoid having to be quick with our delivery. Here are a couple of examples recently handled by QAS Charter, Istanbul.

<http://qascharter.com/>

## FEATURED PHOTO



Editors note:

Project cargo arriving by coaster and being lifted onto mv "Qiankun" at Wallmann Terminal, Hamburg.

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

## QUOTE OF THE WEEK

"DON'T MEASURE YOURSELF BY WHAT YOU HAVE ACCOMPLISHED, BUT BY WHAT YOU SHOULD HAVE ACCOMPLISHED WITH YOUR ABILITY."

- John Wooden -

## PROVERB OF THE WEEK

"RATHER CRY YOUR HEART OUT ONCE THAN FOREVER SIGH."

- Ancient Chinese Proverb -



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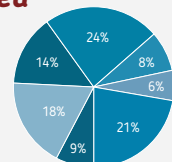


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## READERSHIP

### • Industries Covered

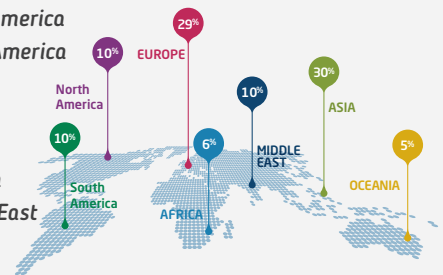
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