

VOL. VIII

In attesa registrazione presso il Tribunale di Bergamo,
 Editor in chief / Direttore: Fabio Fimiani

**Let's grow together
 (Especially in Content)**



By **Marcello Saponaro**

Dear readers, in this issue of *The African Post*, we publish three important (in our opinion) interviews: with **Stéphane Berninet**, head of Project Cargo Division of CMA CGM, with **Bartosz Swiderk**, Co-CEO of GIRN, Global Industrial Relocation Network and last but not least with **João Bosco Monte**, founder and Chairman of the Brazil Africa Institute. All three interviews come from your suggestions and ideas. Then there are the news featuring some of the best shipments from ALN and ALNA members.

Finally, the advertising, entrusted from this issue to our friend and partner, Thierno Abdoulaye Diallo. It's a lot, but we can achieve even more with your help.

When so much energy is spent organizing important shipments, moving goods worth millions of dollars, right after, let's take 5 minutes to let our partners and the shipping world know what we have realized. This enhances our reliability and appeal.

And again, do you think there's a manager of a shipping company, a port authority, a bilateral association who deserves to be interviewed because they have interesting insights? Please connect us with them.

We don't want TAP to be merely a bulletin, an in-house publication. We want it to be of interest to all 50,000 Freight Forwarders who receive it.

Happy reading!

“Africa is one of the hottest region for project”

Exclusive interview with Stéphane Berninet, Head of Cma Cgm Project Cargo Division

Dear Stéphane, can you tell us about your career at CMA CGM?

I am 52 years old; I am a postgraduate with a 1st class Merchant Marine Officer, I have been sailing on board tankers and gas carriers mainly for Shell. Then I graduated in Maritime Law and Transport, and thereafter graduated of a Maritime MBA, done in part time while working with CMA CGM. I joined CMA CGM in 1999 as a Ship Manager. During my past 20 years with the CMA CGM Group, I took up 9 different positions. It has been – and it still is - a rewarding experience working with every corner of the globe, every day brings a new challenge that I am always inspired to approach head-on. I am currently Head of CMA CGM's Project Cargo Division since 2017.

When did CMA CGM start with OOG and BB cargo shipments?

For the OOG and BB start, I would say we had several milestones.

The various Group brands, CMA, CGM, APL had already their own experiences shipping oversized cargo including conventional and RORO, since a few decades.

For instance, in 1985 CGM launched a



specialized department for “Turnkey Project” or made to measure operations named “Special Project”, at that time CGM was operating also conventional vessels.

Then, in 2007, at CMA CGM, we started including dedicated project cargo pricers and experts in each respective business units.

More recently, early in 2017, we have empowered a dedicated department, namely the Project Cargo Division, pooling our dedicated resources which I just mentioned into a centralized organization.

Break Bulk on container vessel is becoming always more important and CMA CGM is one of the carriers leading the sector but BB on your vessels is not available for every destination. Which trade lines are the ones more open to this opportunity?

Breakbulk and project cargo remain core strengths within the CMA CGM Group's holistic solutions. We prioritize highlighting our capabilities and offering alternatives to conventional transport methods.

With substantial investments in specialized equipment, resources, and ongoing training, CMA CGM is well-equipped to excel in this sector. Our dedicated Project Cargo division boasts a Corporate team, Regional project desks, and local sales representatives worldwide.

The volume of project cargo handled by CMA CGM is on a significant upward trajectory, reflecting our confidence in this segment's potential.

Increasingly, shippers are choosing containerships for transporting project cargo, valuing our provision of long-term visibility and flexibility. This foresight aids in precise shipping planning, ensuring smooth supply chains and meeting delivery schedules, positively impacting project financials.

... And what about Africa? Investments in infrastructures and ports allow a development of Project logistics?

CMA CGM offers extensive service coverage in Africa, spanning from Asia, India-Middle East Gulf, Mediterranean, to North Continent routes. African container terminals with lifting capacities of over 60-80 metric tons are increasingly interested in handling project cargoes, with collaborations strengthening annually.

The Lekki Freeport terminal, managed by CMA CGM, stands as Nigeria's premier deep-sea port, featuring Gantry cranes and ranking among West Africa's largest. Its 1.2-kilometer-long quay boasts a capacity of 2.5 million TEUs, with phase 1 operational since February 2023, capable of handling up to 1.2 million TEUs and equipped with 5 Ship-to-Shore Cranes. Operating at a depth of 16



meters, it accommodates vessels of up to 15,000 TEU capacity, serving as a vital transshipment hub for neighbouring Gulf of Guinea countries like Togo and Benin, benefiting local customers and communities across the region.

Strong partnerships and local expertise are pivotal, with CMA CGM closely collaborating with local stakeholders and offering rigorous engineering solutions, highly valued by stakeholders. Infrastructure projects, including ports, airports, railway lines, and power stations, present significant opportunities for shipping large volumes and heavy equipment. Notably, CMA CGM recently transported a large threshing guide for the extension of the Port Autonome de Cotonou from Portugal via the transshipment hub of Algeciras, showcasing the company's commitment to facilitating infrastructure development across Africa.

Is there reason to be optimistic this



year? What are your expectations for 2024 and 2025 especially in Africa?

Africa's economies continue to develop, diversify and grow: many projects have been launched by governments with the aim of accelerating countries' development process.

Setting up the above infrastructures is strongly driving demand for importing specialized machineries, construction materials, prefabricated components and equipment, and we have been bidding on several Requests for Quotations and are currently involved in flagship projects in Africa.

In the energy sector, Africa is one of the hottest regions for hydrocarbons, LNG

and hydrogen projects. The need to replace Russian oil and gas with alternative supplies will provide a boost to demand for African energy suppliers.

For instance, we are participating in the transportation of several components for the Expro/ENI LNG pre-treatment facility, which is currently under construction, and which will enable the increase of LNG production from the West Africa area.

Similarly, the huge demand for agricultural and natural resources, including minerals driven by the energy transition, is aiming at developing and upgrading facilities.

For those particulars segments, we are currently experiencing a strong demand for high and heavy vehicles from Original Equipment Manufacturers (OEM), tractors and wagons from China to many African countries... see for instance, yearly volume traffic from Sinotruk is approximately 800x40' flat racks (Dump trucks) from Asia

to Mozambique ports, the destination being a golden mine project in Zimbabwe.

Other spot volumes we are entrusted, including the intra-Africa opportunities and exports from Africa, vary from fishing and commercial boats, port equipment, trailers, transformers, tanks, reels, pipes, helicopter...

Overall, the project cargo market in Africa presents numerous opportunities for shipping and CMA CGM is investing in assets and services to meet the evolving needs of our customers for infrastructure, construction and industrial projects.



“Africa is the future for industrial plant relocation business”

Exclusive interview with Bartosz Świderek, Co-Ceo of GIRN



Bartosz Świderek, is founder and Co-CEO of GIRN, Global Industrial Relocation Network, sharing the chair with Mr. Juergen Weyhausen. Mr. Świderek is also CEO of Pol-Inowex, a family-owned company and one of the most important in dismantling and relocation business in the World. We asked him some questions.

GIRN, Global Industrial Relocation Network, is the first and only network of companies that perform

dismantling and relocation services. Was it difficult to convince your “competitors” around the world to get in touch and collaborate?

Yes, this is something new in the industry of industrial dismantling and relocation. Our companies were use to handle this kind of jobs everywhere in the World, but we were not to use to cooperate with our “competitors”.

How many members do you currently have in GIRN?

GIRN is made up of 85 members and partners who constantly collaborate together to make the business growing. The market, the companies in dismantling and relocation, understood that from cooperation they can benefit with more business, more profit and more growth, making also easier the Recruitment of local staff and workers.

Why should a company choose to purchase a used industrial plant instead of a new production line?

Many reasons, because of the money



as its cost is much lower in comparison to new equipments. Because of the time as a relocated plant is faster to be fully operational compared to new ones. Now delivery time for new power plants or steel plants are something like 4 years. Moreover, it's easier to find workers able to operate on already known old plants and last but not least, relocation reduces ecological foot print.

You are not only the CO-CEO of GIRN, but also an entrepreneur in the sector with Pol Inowex, one of the main companies in the World. Ho do you see your business in Africa?

Africa will be a giant consumer market for all kinds of goods and services. World Bank forecasts says that in 50 years their population is going to be four time more.

If now they are 13% of World population, they could be 40% in the future.

Moreover, the GDP is going to grow 8 times in the same period and overall, also because the trade war between China and US, many productions will move to Africa.

African Countries which are large exporters of all kind of rawterial, should process those goods on their territories. Africa will attract many used industrial plants. That is one of the future main markets for industrial plant relocation.

In addition to members, GIRN also has a “partner” in every country. Who are your partners?

In GIRN dismantling companies are the members. Our partners are the Freight Forwarders and logistics companies. We work shoulder to shoulder with them.

Where GIRN is going to have next annual meeting?

Istanbul, Turkey is where our upcoming AGM will take place from September 22th to 24th, 2024.

Brazil and Africa need more regular services

Interview with Mr. João Bosco Monte, Founder & President of the Brazil Africa Institute



and this is still the activity that we put together so far in terms of collaboration between the two sides.

How does cooperation between Brazil and Africa work? In which sectors is it more positive?

One of our main activities, held annually, is the Brazil Africa Forum. In 2024, on its 12th edition, we will discuss infrastructure. The idea is to gather heads of state, diplomats, agents from the government - not only from Brazil and Africa, but also from other regions -, and mainly the private sector, to discuss crucial topics.

Dear Mr. Bosco Monte, could you explain your organization's purpose? Why did you found the Brazil Africa Institute?

When I founded the Brazil Africa Institute (BAI), in 2012, the idea was to put together from one side, Brazil, and the other side, Africa. Both regions have their individualities, but they have also some similarities. And I understood, 12 years ago, that we should know more about each other, in terms of cooperation and partnership. This is the genesis of the Brazil Africa Institute,

If you look back to Brazil decades ago, it is easy to see the same conditions in the food production sector that we see now in some African countries. The question is: if we have succeeded in Brazil, is it possible to replicate the process and have the same success in Africa? My answer is yes. Depending on the way that we implement the practices. We should respect the individuality of each country, but I do see that the culture can be imported.



In which activities are you involved and active for the next 12 months as BAI?

We have three pillars of activities. One is related to studies and research. The second pillar is related to events, like the Brazil Africa Forum mentioned above (forumbrasilafrika.com).

The third pillar is related to capacity building. We launched, during the African Union Summit in Addis Ababa, the Youth Technical Training Program (YTTP). This ambitious program will bring 1000 young African professionals to receive technical training in Brazil in various areas. These activities will keep us very busy in the next two years.

ALN & ALNA are networks with more than 320 members in the

World. What could you suggest to our Brazilian and African members to increase their cooperation and business together?

It is very needed to see more freights, more ships moving goods from Brazil to the African continent and vice versa. It is impossible to have a container taking one month from the coast of Brazil to reach the African coast, when the distance should only take six or seven days. Why does this happen? Because we don't have regular lines linking the two sides of the Atlantic. I understand this is very necessary now. This year, when the Brazil Africa Forum will debate infrastructure, we have one specific discussion about this demand. We should bring both governments and the private sector to discuss and find a good answer for this challenge.

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News

AC PROJECT – DELIVERED AND LOADED ON MAFI IN BILBAO PORT



AC Project & Forwarding SL delivered and loaded on mafi in Bilbao port 2 x body dump (9,4 x 5,75 x 3,3 mts – 18 tons).

LIBURNIA MARITIME AGENCY

LTD – Successfully loaded an 84m long ship's boom



LIBURNIA MARITIME AGENCY LTD delivered and loaded on Mv Oceanic an 84m long ship's boom with accessories in Tallinn (Estonia), destined for Liburnia's home port Rijeka (Croatia). The boom will be installed on a self-unloading bulk carrier that will

be operating on the Great Lakes, a vessel chartered by Liburnia.

BREAK BULK CARGO: TWO CRANES FROM SHANGHAI TO JEBEL ALI



Danton International Logistics delivered two sets of cranes from Shanghai to Jebel Ali via break bulk shipping.

The cargo, with a total dimension of 334.32CBM and a gross weight of 20625KGS, comprises a significant shipment bound for Jebel Ali Port.

The cargo consists of two packages measuring 1600 x 265 x 382CM each, two packages of 180 x 160 x 140CM, and one package of 200 x 100 x 116CM. These dimensions highlight the substantial nature of the cranes being transported, underscoring the importance of efficient and reliable shipping services like Danton International Logistics.

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5th Annual Meeting
BANGKOK
10th - 13th November 2024

10th annual meeting
BANGKOK
10th - 13th November 2024