



## CONTENTS



### Feature Story

#### CWT Globelink CEO Summit 2012

### Service Introduction

#### New Services

- Globelink Adds New Direct Services

### Notices

#### Notices by Globelink Offices

- Personnel Update: Globelink Lisbon
- Lattakia Service

#### Notices by Globelink network partners

- Update: Strike in Norway
- Relocation Notice: Pan Pacific, USA

### Industry News

- Ship scrapping accelerates, but fails to offset tonnage in market

### Insurance

- TT Talk – Who can safely be named as 'shipper' on a bill of lading?

### Others

- World Holidays in June 2012
- Inspiring Quote

## FEATURE STORY

### CWT Globelink CEO Summit 2012



CWT Globelink group's annual CEO Summit was held in Singapore at Swissôtel, The Stamford on 15 & 16 May 2012.

CWT Globelink HQ took center stage and played host to over 28 delegates representing offices from Australia, China, Hong Kong, Korea, Indonesia, Malaysia, Singapore, Thailand, Vietnam, India, Pakistan, Sri Lanka, Egypt, Kuwait, United Arab Emirates, Morocco, Turkey, Portugal, Spain, Bulgaria, Romania, Croatia, Slovenia, the United Kingdom, Costa Rica and Guatemala.

The highlight of this year's Summit includes an interactive session amongst delegates in different groups to discuss current and forthcoming challenges in the industry. Each individual team presented and shared their ideas on the topics discussed, giving more insights into situations in different countries and regions.

Globelink has also invited 2 of our important IFF customers to the Summit to share with us the role we play as one of their core service providers, their upcoming targets and the support to be rendered by Globelink/GCA. The lively Q&A sessions incorporated will help us better understand the needs of our customers and their expectations.

The 2012 Summit welcomes long time partners from Turkey, Morocco, Bulgaria and the United Kingdom who have become part of the Globelink family. They are all familiar faces for many years and are now contributing/value-adding to the network development and sharing their expertise with the group.

Some of the offices also presented and shared their various strategies on maintaining their leadership in their markets which will help the group to grow from strength to strength in the increasingly competitive environment.



Meeting in Progress

Group Discussions



Feedback from the delegates have been positive on the interactive sessions with requests for even more time to be allocated to such sessions in the next Summit.

In consideration of all the constructive pointers and feedback, CEO Summit 2013 will definitely feature an improved program to look forward to!

Special thanks to the organizing committee, especially Priscilla Goh for the well organized Summit.

## SERVICE INTRODUCTION – New Services

### Globelink Adds New Direct Services

CWT Globelink group has added 3 direct consolidation services under its portfolio.

#### Dalian to Hong Kong

- ❖ Cut-off: Friday, 11:00 a.m.
- ❖ ETD Dalian: Monday
- ❖ ETA Hong Kong: Sunday
- ❖ Transit: 7 days
- ❖ Carrier: CMA-CGM

#### Haiphong to Hong Kong

- ❖ Cut-off: Friday, 16:00 p.m.
- ❖ ETD Haiphong: Sunday
- ❖ ETA Hong Kong: Tuesday
- ❖ Transit: 3 days
- ❖ Carrier: Kanway Shipping

#### Mersin to Singapore

- ❖ Cut-off: Thursday
- ❖ ETD Mersin: Saturday
- ❖ ETA Singapore: Tuesday
- ❖ Transit: 25 days
- ❖ Carrier: YML

To find out more about the new services offered by Globelink, kindly contact any of our Globelink local offices.

Globelink Dalian – Tel: +86-411-82819691

Globelink Hong Kong – Tel: +852-25403318

Globelink Mersin – Tel: +90-324-2385645/46

Globelink Singapore – Tel: +65-62251833

## NOTICES – Globelink Offices

### Personnel Update: Globelink Lisbon

Globelink Portugal is pleased to announce the appointment of Mr. Rui Luz as the Office Manager in Lisbon. He will work closely with the management of Globelink Portugal and maintain top-notch quality service to all clients and agents. Rui will still keep his concurrent position as Import Manager in Lisbon.

Globelink Portugal offers direct export consolidation services to Luanda, New York, Santos, Dubai, Singapore and direct import consolidation service from Shanghai, Ningbo, Hong Kong, Busan, Singapore, Mumbai, Hamburg. In addition, there are twice weekly trucking services connecting Porto and Lisbon with both Barcelona and Valencia.

### Key Contact List

#### Leixoes/Porto Head Office

Rua do Progresso, 436 – 1º F  
4455-530 Perafita, Portugal  
Tel : +(351) 22-9982750  
Fax : +(351) 22-9953603

#### Lisbon Office

Alameda dos Oceanos, 142 – 2º F  
1990-502 Lisboa, Portugal  
Tel : +(351) 218-934080  
Fax : +(351) 218-934089

| <b>Leixoes/Porto - Head office</b> |                         |  |
|------------------------------------|-------------------------|--|
| Fernando Veiga                     | General Manager         | <a href="mailto:f.veiga@globelinkportugal.com">f.veiga@globelinkportugal.com</a>         |
| Natalia Moreira                    | Account Manager         | <a href="mailto:n.moreira@globelinkportugal.com">n.moreira@globelinkportugal.com</a>     |
| Ana Moura                          | Account Assistant       | <a href="mailto:a.moura@globelinkportugal.com">a.moura@globelinkportugal.com</a>         |
| Marlene Ferreira                   | Import Manager          | <a href="mailto:m.ferreira@globelinkportugal.com">m.ferreira@globelinkportugal.com</a>   |
| Paulo Ribada                       | Import Customer Service | <a href="mailto:p.ribada@globelinkportugal.com">p.ribada@globelinkportugal.com</a>       |
| Jose Ribada                        | Export Manager          | <a href="mailto:j.ribada@globelinkportugal.com">j.ribada@globelinkportugal.com</a>       |
| Candido Soares                     | Export Customer Service | <a href="mailto:c.soares@globelinkportugal.com">c.soares@globelinkportugal.com</a>       |
| Joaquim Moreira                    | Export Customer Service | <a href="mailto:j.moreira@globelinkportugal.com">j.moreira@globelinkportugal.com</a>     |
| Nelson Dias                        | Export Customer Service | <a href="mailto:n.dias@globelinkportugal.com">n.dias@globelinkportugal.com</a>           |
| <b>Lisbon office</b>               |                         |  |
| Rui Luz                            | Office Manager          | <a href="mailto:r.luz@globelinkportugal.com">r.luz@globelinkportugal.com</a>             |
| Rui Luz                            | Import Manager          | <a href="mailto:r.luz@globelinkportugal.com">r.luz@globelinkportugal.com</a>             |
| César Rodrigues                    | Import Customer Service | <a href="mailto:c.rodrigues@globelinkportugal.com">c.rodrigues@globelinkportugal.com</a> |
| João Luis Marcos                   | Export Manager          | <a href="mailto:j.marcos@globelinkportugal.com">j.marcos@globelinkportugal.com</a>       |
| Alfredo Esteves                    | Export Customer Service | <a href="mailto:a.esteves@globelinkportugal.com">a.esteves@globelinkportugal.com</a>     |

### Lattakia Service

Due to the current situation at Syria, Globelink Uniexco will suspend its service from Spain to Lattakia Port temporarily. Shipments to Lattakia Port can still be accepted via Beirut, Lebanon. However, freight collect shipments should be avoided during this period.

## NOTICES – Globelink Network Partners

### Update: Strike in Norway

The ongoing strike in Norway which started on 25 May 2012 at 07:00 has not ended yet and is causing some problems for consolidation containers into and out of Norway.

- Pilots and pilot boatmen have resumed work.
- The local authorities are still on strike, and crane drivers in Moss, Kristiansand and Fredrikstad are part of the strike and will not work ships.
- Crane drivers in Larvik have announced a strike from Wednesday 6 June 2012 at 00:00.
- In Oslo, 2/3 of the crane drivers are on strike.
- It is announced that the VTS in Oslo harbour, Vessel Traffic Service (:Trafikkcentralen) will be on strike from Thursday morning at 07:00. If this happens, all ship traffic in and out of Oslo harbour will be stopped.

So far, Brevik is the only port not affected by the strike. It is unfortunate that although pilots and pilot boats are not on strike any longer, it seems that the strike situation is getting worse.

### Relocation Notice: Pan Pacific, USA

Please note the new address for Pan Pacific, USA effective 29 May 2012:-

#### **Pan Pacific Express Corporation**

19481 Harborside Way Torrance, CA 90501

Tel: +1-310-6383887 Fax: +1-310-6381407



## INDUSTRY NEWS

### Ship scrapping accelerates, but fails to offset tonnage in market

The number of containerships sent for scrapping is surging with 69 vessels totaling 124,000 TEU broken up so far this year against 85,000 TEU in all of 2011, Alphaliner reports.

But the growth of the global box ship fleet remains high due to the large number of deliveries. Total deliveries of new ships have reached 621,000 TEU so far this year, compared to only 124,000 TEU scrapped.

Ship breakers are expected to be busy for the rest of the year, with low earnings and a weak outlook for older, less efficient ships driving more owners to dispose of such vessels. More than 200,000 TEU is expected to be scrapped this year, making this the second highest year of scrapping behind the record-breaking 379,000 TEU scrapped in 2009.

The average age of scrapped vessels, which averaged 28 years in the last decade, has dropped to 26 years as a number of younger ships are broken up.

Notably, the 1999 built Ocean Producer, formerly the Norasia Sultana, was sent for scrap this month and the 13 year-old ship set a new record for the youngest containership to be scrapped (excluding vessels damaged by accidents).

Containerships with operational deficiencies or facing costly repairs, including some units that are younger than 20 years, are becoming scrap candidates. Their owners could be tempted to profit from the relatively attractive scrap prices to dispose of them.

MSC has taken the lead in scrapping several of its oldest ships, with 15 vessels of between 900 and 3,000 TEU scrapped so far this year for a total capacity of 35,000 TEU. UASC has sent six of its 2,248-TEU 'A2' class ships, built in 1983 for demolition.

However, the capacity scrapped by these two companies pales in comparison to the new capacity that has been delivered. MSC has already received 13 new ships for 147,000 TEU this year while UASC has also received eight units of its A13 class ships of 13,100 TEU (rated at 13,500 TEU by UASC) since January this year.

Evergreen has scrapped its last two GX-class ships of 3,428 TEU (built in 1986-1988). Six of its chartered 2,868 TEU G-class ships that were built in 1984 have also been scrapped this year and two further ones are to follow. Evergreen is due to receive the five first units of its 35-strong 8,800 TEU L-class newbuildings (rated at 8,000 TEU by Evergreen) between July and October this year.

## INSURANCE

### TT Talk – Who can safely be named as 'shipper' on a bill of lading?



According to the Maritime Code of the People's Republic of China (PRC), there are two kinds of shippers:

The '**contractual shipper**', being the person on whose behalf the carrier's bill of lading is issued.

The '**actual shipper**' who delivers the goods to the carrier (whether line or NVOC).

Either kind of shipper may request a bill of lading, but the code does not specify to which party the carrier shall issue if both shippers demand the bill of lading. Whilst this situation is not unique to China, it seems to be increasingly prevalent.

The issue arises from the nature of the trade. The 'contractual shipper' (usually intermediate merchant or trading house) buys the goods from a factory or seller then arranges a booking with the carrier. Once payment arrangements have been made, the seller arranges customs clearance and delivers the goods to the carrier – as a result falling into the definition of 'actual shipper'. The goods are delivered to the consignee at final destination by the carrier, and the 'contractual shipper' gets paid by the consignee, settling payment to the seller ('actual shipper') if that has not been done.

Disputes usually arise when the seller (actual shipper) fails to get payment for the goods after they are delivered to the carrier. When this happens, the seller typically will apply to the carrier to prevent the bill of lading being issued to the contractual shipper. The contractual shipper is likely to insist that the carrier is obliged to issue the bill of lading to them alone, arguing that it is they who are the party arranging the booking with the carrier, and as a consequence there is a contractual obligation.

In such circumstances, carrier may consider the following steps:

1. Do not issue any bill of lading, and ask the contractual shipper and actual shipper to resolve the issue. If agreement is reached, the carrier can safely issue the bill of lading to the party entitled to receive it.
2. If no agreement is forthcoming or apparent, the carrier should ask the contractual shipper to provide evidence that they have settled the payment to the actual shipper already, such as a receipt or bank transaction. It is still prudent for the carrier to check with the actual shipper, owner of the shipment, or the bank, prior to issuing the bill of lading to the contractual shipper. Further, the carrier should retain any evidence of the trade payment on which they may need to rely.



3. In the absence of such evidence, it may be safe under Chinese law for the carrier to issue the bill of lading to the actual shipper. However, an alternative would be to issue to the actual shipper, showing the actual shipper as the bill of lading shipper and contractual shipper as consignee. This protects the trade relationship and allows the contractual shipper to present the document once the payment is resolved, allowing another bill to be raised for the envisaged carriage, naming the contractual shipper as the shipper.

In one such case under Chinese rules a 'contractual shipper' (Party A) was an intermediate merchant and arranged a booking for a shipment from China to Brazil. The 'actual shipper' (Party B) was a factory which provided the goods, arranged customs' clearance, settled all exporting fees, and delivered them to the NVO. Subsequently, a dispute arose between Party A and Party B where both requested bills of lading. TT Club advised the NVO. Meanwhile, the consignee confirmed that the shipper was Party B, to whom the NVO ultimately issued original bills. It transpired that Party A arranged payment to Party B, who returned original bills of lading to the NVO. The consignment was telex-released to the consignee and the matter successfully concluded.

In other jurisdictions it is likely to be different. It may for example be necessary to apply to a court for determination of ownership – a process sometimes known as inter-pleading. Bottom line however the carrier needs to take care to ensure that the documents do not violate the ownership of goods.

- *Source: TT Talk 159*

## OTHERS



## World Holidays in June 2012

**Australia**

11 Jun Queen's Birthday

**China**

23 Jun Dragon Boat Festival

**Croatia**

07 Jun Corpus Christi  
22 Jun Anti-Fascist Resistance Day  
25 Jun Croatian National Day

**Guatemala**

30 Jun Army Day

**Hong Kong**

23 Jun Dragon Boat Festival

**Indonesia**

16 Jun Lailat al Miraj  
(Ascension of the Prophet)

**Korea**

06 Jun Memorial Day

**Kuwait**

17 Jun Al-Esra Wa Al-Meraj

**Malaysia**

02 Jun King's Birthday

**Pakistan**

16 Jun Leilat al-Meiraj

**Portugal**

07 Jun Corpus Christi  
10 Jun Portugal Day

**Romania**

03 Jun Orthodox Whit Sunday  
04 Jun Orthodox Whit Monday

**Slovenia**

25 Jun Statehood Day

**Sri Lanka**

04 Jun Poson Full Moon Poya Day

**Thailand**

04 Jun Visakha Bucha

**UAE**

17 Jun Leilat al-Meiraj

**UK**

04 Jun Late May Bank Holiday  
05 Jun Queen's Diamond Jubilee

## INSPIRING QUOTE



CWT Globelink started in 1988 in Singapore. It has now expanded to more than 100 offices in 26 countries, providing comprehensive and high quality consolidation services to our valued customers.

CWT Globelink's presence includes Australia, Bulgaria, China, Costa Rica, Croatia, Egypt, Guatemala, Hong Kong, India, Indonesia, Kuwait, Malaysia, Morocco, Pakistan, Portugal, Romania, Singapore, Solvenia, South Korea, Spain, Sri Lanka, Thailand, Turkey, United Arab Emirates, the United Kingdom and Vietnam.

Together with key members of its agency network, Globelink formed the Global Consolidator Alliance (GCA) to provide comprehensive and seamless global coverage to its valued customers.

For more information about the CWT Globelink Group, please refer to our website: [www.cwt-globelink.com](http://www.cwt-globelink.com) or contact: [newsletter@cwt-globelink.com](mailto:newsletter@cwt-globelink.com)



### CWT Globelink Pte Ltd

If you have anything that you would like to share in our newsletter, please send your contributions to: [newsletter@cwt-globelink.com](mailto:newsletter@cwt-globelink.com)

**All Rights Reserved.** While every effort has been made to ensure the accuracy of the information in this newsletter, no liability can be accepted for errors, omissions or inaccuracies of any kind. CWT Globelink would be pleased to receive amendments and other appropriate information for possible inclusion.