

A SeatradeMaritime Special Publication

PANAMA

Maritime Review 2016/2017



CANAL DE PANAMÁ





Boskalis

Dredging & Marine Experts

DESIGN, CONSTRUCT & FINANCE OF PUNTA PACIFICA ISLANDS, PANAMA

MEETING YOUR EVERY DREDGING CHALLENGE



Boskalis tailors innovative and competitive solutions. From feasibility studies, design and execution to maintenance and operational services.

We are a global leading expert in:

- Design, construction and maintenance of Ports and Waterways
- Land reclamation
- Coastal defense and riverbank protection
- Extraction of minerals

Boskalis Panama, S.A.

T +507 3177000

panama@boskalis.com

www.boskalis.com



SAAM SMIT TOWAGE

SMIT CRISTOBAL ASSISTS A CONTAINER VESSEL IN THE PORT OF BALBOA, PANAMA

MEETING YOUR EVERY PORT CHALLENGE



Every year we assist over 10,000 vessels in the Atlantic and Pacific ports of Panama

We are a global leading expert in:

- Harbour towage services
- Terminal services
- Salvage

SAAM SMIT Towage Panama, Inc.

T +507 8315020

company.panama@saamsmit.com

www.saamsmit.com



The Panama Canal.....9



Canal Inauguration.....24



Canal Customers.....27



Logistics.....62



Cruise.....102

3	Juan Carlos Varela, President of Panama
5	Jorge Quijano, Panama Canal Administrator
7	Seatrade's General Manager visits Panama
9	The Panama Canal
17	The Construction & Expansion
24	Canal Inauguration
27	Canal Customers
35	US Ports Welcome Neopanamaxers
40	Panama Maritime Authority (AMP)
43	Ship Registry
48	Port Development
57	Bunkering
62	Logistics
65	Shipping Services
93	Legal Services
98	The Economy
102	Cruise
104	Tourism
108	Panama Canal Map
110	Port Facility Information
112	Useful Information
113	Directory of Shipping and Tourism Services

Published in November 2016 by

Seatrade

© Seatrade (UBM (UK) Ltd). All rights reserved.

Seatrade House, 42 North Station Road
Colchester, CO1 1RB, UK

Tel: +44 1206 545121

www.seatrade-maritime.com

Main cover picture: David Wilson/GUPC

Editorial: Michele Labrut

Sales: Christophe Cahen - christophe.cahen@ubm.com

Jorge Rojas - jorge.rojas@ubm.com

US consultant: Jacqueline Hutman

Design & Production:

Fiona Hockey

Photography: Jim Malcolm - jimalcolm@gmail.com

and Courtesy of the Panama Canal Authority (ACP)

Although every effort has been made to ensure that the information contained in this review is correct, the Panama Canal Authority, Panama Maritime Authority and Seatrade (UBM (UK) Ltd) accept no liability for any inaccuracies or omissions that may occur.





The great connection

Expand Your Opportunity

The Expanded Panama Canal is here. Doubling the cargo capacity of the existing waterway, the Expansion now welcomes new segments and Neopanamax vessels through the Canal, increasing connectivity and providing more efficient and reliable service to the international maritime community.



CANAL DE PANAMÁ

#PanamaCanalExpansion



It is important that we continue with the many on-going projects to increase transit of Neopanamax.

A new era for the maritime industry in Panama

The recent inauguration of the expanded Canal on June 26, 2016, has begun a new era for the maritime industry in Panama. Not only has the expanded Canal been the largest investment and infrastructure project in the history of the country to complement the already successful operations of the waterway, but it has also been designed to enhance our most precious commodity, our geographic position, which as such, will consolidate Panama's role in global maritime trade.

Now more than ever, the world will find in Panama a strategic partner to do business and expand their horizons taking advantages of our main resources such as its air hub, telecommunications, ports, financial services platform, a solid economy and a democratic stability that provides clear rules to international investors.

As I have said on several occasions, we are committed to work together – government and private sector – to achieve the goals of promoting Panama as a centre of maritime activities and a truly international logistics hub, by developing value-added projects, creating logistics parks and bringing new activities in that sector to take advantage of all the opportunities the expanded waterway now offers.

It is important that we continue with the many on-going projects to increase transit of the much bigger vessels, Neopanamax, with the support of all the port operators in order to keep our leadership in the region by augmenting cargo capacity and the development of auxiliary services that complement the sector that is a substantial component of Panama's economy.

In 2017, we will mark another milestone of great importance, the centenary of the Panamanian Ship Registry which has become

one of the most significant segments of our economy involving law firms, shipping agencies, ship-chandlers and numerous other activities having given to Panama a reputation of excellence for its renowned legal and off shore services. A century later, after the first international ship was registered under the Panamanian flag, the Register stays the leader of the world's largest international registry in number of vessels and tonnage.

That is again a pleasure to invite you to discover throughout the pages of the Panama Maritime Review 2016-2017 published by Seatrade, the new expanded Panama Canal, the world's first Ship Registry and the many features of Panama's maritime sector and opportunities.

Juan Carlos Varela
President of Panama





PANAMA

SHIP REGISTRY

Promoting the highest maritime safety standards for almost 100 years!



- 1917 First open registry in the world.
- Ship Registry Leader since 1993.
- 2002 IMO Member Category A - reelected for the 2016-2017 biennium.

- Since 2002 Member of the White List of the Tokyo MOU.
- Since 2015 Cooperating Member of the Tokyo MOU - for the strengthening of the ships inspection system in the Asia-Pacific region and reducing the number of sub-standard ships.



www.segumar.com

Segumar Panama

Phone: (507) 501-5348

deputychief@segumar.com



SEGUMAR International Offices

SEGUMAR TOKYO, JAPAN
 Phone: +81 3 3499 3661
 Email: segumar@panaconsul-tokyo.com

SEGUMAR SINGAPORE, SINGAPORE
 Phone: +65 62218677 (8)
 Email: segumar.sg@segumar.com

SEGUMAR SEOUL, SOUTH KOREA
 Phone: +82 070-4694-2005
 Email: segumarseoul@segumar.com

SEGUMAR ISTANBUL, TURKEY
 Phone: +90 212 234 78 97
 Email: segumarist@segumar.com

SEGUMAR IMABARI, JAPAN
 Phone: +81 898-36-1188
 Email: segumar.imabari@segumar.com

SEGUMAR NEW YORK, U.S.A
 Phone: +212 869-6440
 Email: new.york@segumar.com

SEGUMAR BUSAN, SOUTH KOREA
 Phone: +82 70 8799 8290
 Email: segumarbusan@segumar.com

SEGUMAR PIRAEUS, GREECE
 Phone: +30 210 4286441/42/43 (ext 213)
 Email: segumarp@segumar.com



This engineering marvel would not have been possible without the endurance of over 36,000 Panamanians and almost 4,000 workers from 79 different countries.

After almost nine years the Canal can now accept Neopanamax

This year marked the beginning of a new era for global maritime trade. Witnessing the passage of the Cosco Shipping Panama, the first container carrier to transit the newly expanded Panama Canal on June 26, 2016, was a truly historic moment for the 102-year-old waterway. After almost nine years of hard work and determination, the Panama Canal can now accept longer, wider and deeper-draught vessels, doubling the waterway's tonnage capacity, promoting economies of scale, and contributing to the development of new trade routes and markets.

The expanded Canal has an impact on world trade, generating savings in transportation costs for vessels capable of transporting up to three times more cargo than the Canal could previously accommodate. We have already started to see global trade routes re-drawn as major liners re-route service to capitalise on the expanded Canal's considerable time and cost savings. We have also begun to welcome liquefied natural gas (LNG) carriers – a new segment which will help reduce the cost of clean energy around the world.

The expanded Canal will allow for the movement of more cargo with shorter navigation times, directly contributing to the reduction of the maritime industry's CO2 emissions by cargo unit. It is estimated that 160m tonnes of CO2 will be reduced by ships using the expanded Panama Canal during the first 10 years of operation.

This engineering marvel would not have been possible without the endurance of over 36,000 Panamanians and almost 4,000 workers from 79 different countries, who poured their talent and expertise into this most magnificent project. Leveraging on a century of experience, we have worked day and night to bring this project to fruition, while taking care of providing a reliable and uninterrupted service to our customers in the original waterway as the project was being executed.

The expansion of the Canal is just the beginning of an ambitious plan to strengthen Panama's position as the logistics and shipping hub of the Americas. Our greatest strategic asset is our geographic location at the crossroads of the Americas. We are a vital link in the chain where reliability is a most valued attribute, and we are committed to continued enhancement. We plan to

concession a container terminal at the Pacific's entrance in the area of Corozal, to increase the container carrier berth availability. In addition, we have identified the potential development of a ro-ro off terminal just across from the Corozal container terminal, for the transshipment of vehicles, heavy equipment and spare parts distribution. Furthermore, we are proposing to develop 1,200 hectares of prime land, on the west bank of the Pacific end of the Canal, into a modern logistics park that will further strengthen the maritime transportation cluster by offering different value-added services. These new projects will enable Panama to fully take advantage of the opportunities the newly expanded Canal has to offer.

We would like to reaffirm our partnership with Seatrade and invite readers to discover in the next few pages the past, present and future of the Panama Canal. This is the beginning of a new era in which we seek to offer the highest quality of service and connectivity to the maritime community and strengthening our relationships with the shipping industry.

Jorge L. Quijano
Panama Canal Administrator



PANAMA PACIFICO SPECIAL ECONOMIC AREA



UNMATCHED ADVANTAGES FOR MARITIME INDUSTRY SERVICES



REDUCE COSTS THROUGH THE SPECIAL ECONOMIC AREA'S UNIQUE INCENTIVES INCLUDING EXEMPTIONS ON IMPORT DUTIES



ATTRACTIVE TAX BREAKS INCLUDING EXEMPTIONS FROM INCOME, SALES, AND DIVIDEND TAXES



ONE-STOP SHOP REDUCES RED-TAPE WITH 17 GOVERNMENT AGENCIES AVAILABLE WITH ONSITE CUSTOMS 24/7



FLEXIBLE EMPLOYMENT REGULATIONS INCLUDING FIXED RATES FOR OVERTIME AND SPECIAL INVESTOR AND WORKER VISAS AVAILABLE



WORLD-CLASS SERVICES AVAILABLE FOR MARITIME INDUSTRY INCLUDING LEGAL, ACCOUNTING, BANKING, FINANCE, AND INSURANCE



24/7 OPERATIONS ALLOWED



PRIVATE BUSES AVAILABLE FOR ONSITE EMPLOYEES COMMUTING TO PANAMA CITY AND NEARBY SUBURBS

(+507) 316-3535

business@PanamaPacífico.com

www.PanamaPacífico.com


PANAMA PACIFICO
Special Economic Area



Seatrade's Andrew Williams with Panama Canal administrator Jorge Quijano (pictured left) and above with former ACP administrator Alberto Aleman Zubieta and ACP deputy administrator Manuel Benitez

Seatrade's gm visits Panama

With Panama being a constant feature in global headlines regarding the future of the expanded Panama Canal since the inauguration, Seatrade's general manager Andrew Williams went to visit the Isthmus and meet Panama's maritime authorities, the main actors of the sector and to see the waterway and the new bigger locks for himself.

Williams joined UBM EMEA prior to the acquisition of Seatrade, which took place in July 2014, and moved to the role of general

manager for Seatrade.

Although his visit was brief – Wednesday March 9 to Friday March 11, 2016 – Andrew continues Seatrade's long tradition of personal contacts with Panamanian officials and those who are the architects of such a thriving maritime sector.

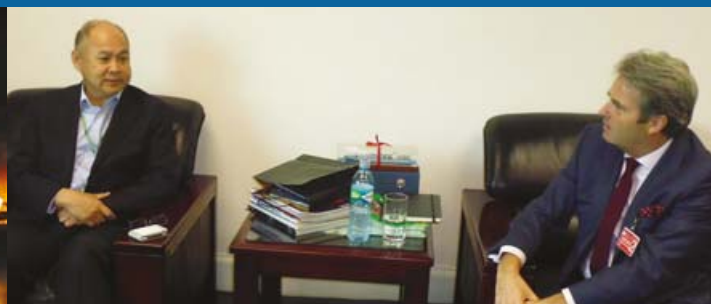
After paying courtesy calls to Jorge Quijano, Panama Canal's administrator, Andrew visited Jorge Barakat, minister of maritime affairs and administrator of the Panama Maritime Authority (AMP) and also went to visit Capt. Chang Yen-I Colon, Container Terminal (CCT) president and

Stacy Hatfield, Manzanillo International Terminal (MIT) gm. Then, he stopped at the Atlantic Gatun locks to see the passage of a large cruise vessel.

Michele Labrut, Seatrade Latin America editor, then hosted an evening dedicated to introducing the Seatrade chief to some of the many Panamanian officials and businesses. Time was short as he was off to the Seatrade Cruise Global event in Fort Lauderdale, but there was enough time for Andrew to enjoy an evening meeting new friends. He promises to visit again very soon! ■



Above left: Andrew Williams with Fernando Solorzano, head of Panama Ship Registry; above centre: with MIT's Juan Carlos Croston and MIT gm Stacy Hatfield (right); above right: with APL Efrain Osorio and PSA Panama's general manager Alessandro Cassinelli



Left: Andrew Williams with Seatrade's Latin America team, Michele Labrut, Jorge Rojas, Christophe Cahen; above: with CCT president Capt. Chang Yen-I





PORT MIAMI™

G L O B A L G A T E W A Y



RE-ROUTE VIA MIAMI AND SAVE

- Only Port South of Virginia at -50/-52 Ft. Capable of Handling Fully Laden 14,000 TEU Vessels
- 13 Ship-to-Shore Cranes Including 6 Super Post-Panamax
- On-dock Intermodal Rail Provides Access to 70% of the U.S. Population in 1-4 Days
- Direct Tunnel Connection to the U.S. Interstate Highway System
- Big Ship Berths Only Two Miles from the Sea Bouy Allows Fast Access
- No Air Draft Restrictions, No Fog, Nor Snow Delays
- Trade Nexus for Asia, Europe, the Americas, and Other Emerging Markets
- Reliable Labor Relations



www.portmiami.biz |





Momentum transit

It was the ‘best of times’ as the 9,472teu Cosco Shipping Panama slowly entered at 7.45am on Sunday morning, June 26, 2016 in the new Agua Clara locks at the Atlantic entrance of the Panama Canal. The moment was the culmination of a venture that began decades ago, long before the waterway was transferred to Panama’s administration December 31, 1999. The iconic picture of the box ship cost the Chinese shipping line the sum of \$586,094.58 for the historic inauguration voyage.

Panama Canal Authority (ACP) administrator Jorge Quijano, dedicated the eve of the inauguration to the Canal customers, hosting a reception for Canal users and ship owners invited to witness the inauguration and the festivities Sunday afternoon in the Cocoli locks.

‘You all know the effort that the construction of the expanded Canal entailed, and I have to thank you for your unwavering support during the ups and downs typical of a project of this magnitude and complexity. During the last nine years, we felt your support not only in words, but also in actions, as we witnessed the increased number of larger vessels being ordered that fit the new locks dimensions immediately after we announced the expansion,’ Quijano said to the audience who applauded him.

‘We also saw the rush of port terminals to deepen their channels and upgrade their infrastructure. Even shippers have shifted some of their distribution centres. All of this is proof that the shipping industry trusts this

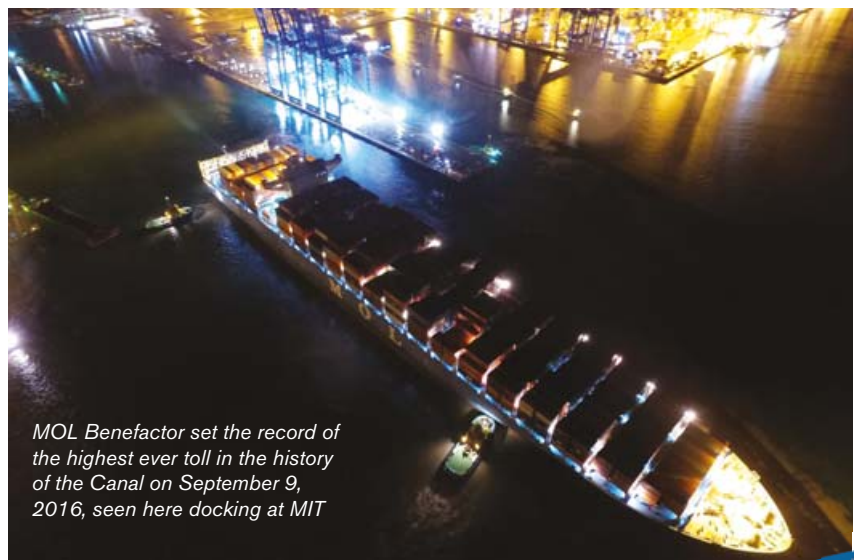
project’s impact on global trade. You were all with us during this journey and tonight, I can proudly say that we did it together!’

Although the Canal raised the tolls, effective April 1, 2016, the new toll structure has, for the first time, brought new incentives. These include: a loyalty programme for container vessels, which provides price improvements of as much as 6% on the capacity tariff, for customers who reach specific teu volumes. ‘Around ten container lines are already taking advantage of this programme since April this year,’ said Quijano. In addition, ‘we will apply the ballast rate for LNG vessels on the return voyage so long as this trip to the canal is made within 60 days after the laden transit was completed; and we have also developed a ballast rate for dry bulkers to promote the repositioning of the larger vessels that need

to use the Neopanamax locks.’

After the box ship Cosco Shipping Panama made the historic passage June 26, 2016 through the new locks of the expanded waterway, the Lycaste Peace, a liquefied petroleum gas (LPG) carrier operated by Japanese shipping company Nippon Yusen Kaisha (NYK), became the first vessel to transit the Canal as the waterway marked its first day in commercial operations on June 27. On August 14, less than two months after the expanded Canal’s inauguration, the Neopanamax vessel Hanjin Xiamen became the 100th vessel to transit the new locks.

But, the Hong Kong-flagged 10,000teu MOL Benefactor, which is 337mtr long and 48mtr wide, was to set the record of the highest toll at \$881,918.00, the highest ever Panama Canal transit fee in the waterway’s 102-year history, for the 77km interoceanic



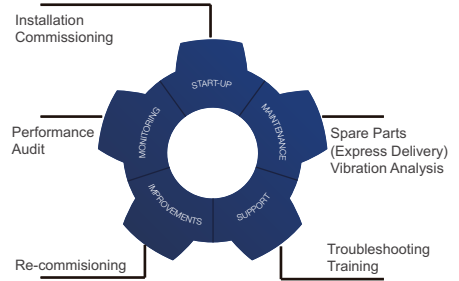
MOL Benefactor set the record of the highest ever toll in the history of the Canal on September 9, 2016, seen here docking at MIT

Alfa Laval Marine Emergency Services

Needing support or having trouble with your ancillaries or steam system while in Central America, Andean Region or Caribbean? We are here for you.



360° Service Portfolio



Servicing Alfa Laval equipment: Fuel Oil and Lube Oil Separators, Alfa Laval Aalborg Burners and Boilers, Fresh Water Generators, Fuel Conditioning Modules, PureBallast Water Treatment Systems, Automatic Filters, Plate Heat Exchangers

Alfa Laval Ltd Panama

Serving Panama, Colombia, Ecuador, Venezuela, Central America & Caribbean
Torre de las Américas, A-302, - Calle Punta Darién y Punta Coronado
Panama City, Panama
Switchboard: +507 306 2300 - Fax Switchboard: +507 306 2301
E-mail: info.panama@alfalaval.com
www.alfalaval.com



www.alfalaval.com

MAX INDUSTRIAS

35 YEARS
OF EXPERIENCE



● WIRE ROPES ● FIBER ROPES ● CHAINS ● CUSTOM-MADE LIFTING SLINGS ● SHEAVES ● MARINE GRADE ACCESSORIES
● STAINLESS STEEL G316 PRODUCTS ● SAFETY NETS & HARNESSSES ● MECHANICAL ESSAYS LABORATORY

Panamá | **Costa Rica** | **Nicaragua**
Tel.:+ 507 224-5050 | Tel.:+ 506 4033-6330 / 7223 | Tel.:+ 505 2265-0479 / 2946

ISO 9001: 2008

BUREAU VERITAS
Certification

N° C016. 00104-U



info@max-industrias.com

www.max-industrias.com

crossing on September 9, 2016.

By the end of September 2016, over 220 Neopanamax had transited the waterway and there were 204 bookings to transit in the coming months. 'We are very optimistic, because our customers continue to rely on our route. This drives us every day to provide a quality service,' says the ACP administrator.

Princess Cruises will be the first major cruise line in the world in scheduling transits through the new Panama Canal locks. The 'Caribbean Princess' carrying 3,080 passengers for partial transits of the canal will operate using the new Atlantic locks at its entrance from the end of 2017. The experience will be part of 10-day cruises through the Canal from Fort Lauderdale, Florida, scheduled during the winter of 2017-18.

This new generation of Neopanamax vessels with a capacity of up to 14,000teu, more than the Panamax vessels, already carries 45% of the world's cargo while only making up 16% of the world's container fleet. According to Lloyd's List Intelligence, 179 post-Panamax

vessels [the generation following the Neopanamax from 13,000teu to 16,000teu] were in service at May 2016 and 52 post-Panamax vessels of over 16,000teu. In the order book until 2019 there were 73 post-Panamax vessels from 13,000teu to 16,000teu and 65 over 16,000teu.

Those figures will be considered carefully by the ACP think tank, created to study the feasibility and construction of a fourth set of locks. 'We are creating a Canal Operational Capacity group [a kind of internal think tank] that will study a possible fourth set of locks and a Water Capacity group that will study additional water resources for producing potable water for the country and for future canal expansions such as the fourth set of locks which may be built in the not-too-distant future, when the demand is clearly there' says Quijano.

The fourth lane would run parallel to the third lane. The locks concept may be larger than the third lane to transit vessels with beams of up to 60mtr with a LOA of 400mtr, he explains. The key to the project is the

'demand and how it is packaged. That will determine the dimensions of future locks and when to begin building them.'

It was indeed the 'beginning of a new era' since the expansion was not a simple 'make over'. In fact the expansion required the excavation of a new lane and the construction of new bigger, wider and longer locks to complement the original two lanes built by the US Army Corps of Engineers a century ago.

Before the expansion, Canal capacity was around 340m Panama Canal Universal Measurement System [PC/UMS] tonnes but capacity has doubled as the third set of locks is now in operations.

The Canal expansion was essentially composed of two major elements: the construction of the third set of locks and a series of other components such as the widening and deepening of the Pacific and Atlantic access channels to a 225mtr width; widening and deepening of the Gatun lake channels and improvements to facilities to enable the raising of Gatun Lake an additional 45cmtr to increase the water supply.

Job well done for Marotta

Since she was designated in June 2012, ACP's evp of engineering and programmes management with responsibility to head the Canal expansion, Ilya Marotta's life changed radically. If it was not a 24/7 job, the task was nevertheless overwhelming, fascinating but absorbing all energies, 'a dream job for any engineer' as she called it at the time. And though she had been involved in this project since its inception, the last years of its development were crucial: a mixture of engineering efforts paved with conflicts to resolve and deadlines to achieve to meet the opening of the new locks on time.

Looking at the Neopanamax transiting the waterway, she feels a sentiment of 'fulfilment and accomplishment of a job well done thanks to an excellent team work,' she says. [The expansion project provided us with a] 'Lot of learning at all levels while stepping up to challenges on a daily basis.'

Having inaugurated the third lane, there are still pending works to be done by the contractor Grupo Unidos por el Canal (GUPC) this year and the next two years according to their contract.

'GUPC is now working on the 'punch list' which shall be done by December at the latest. It is foreseen that 80% of the punch list items shall be completed by end of October this year. They are also working on a programmed maintenance plan which will extend for three years. Meanwhile, they are continuing in the training of the operations control system,' Marotta explains.

While most of GUPC executives have left Panama, the contractor's claims are following their due course. 'The ACP has pending



determinations of \$472m on the claims after having awarded \$28m but declined claims for \$1,576m,' says Marotta.

The Dispute Arbitration Board (DAB) still has two claims at their level over which to make a decision. 'We are waiting for a determination on a \$114m claim, and we have a hearing in 2017 for a \$355m claim whose date has not been defined yet. Arbitration was held in Miami in July of 2016 for the cofferdam claim for \$194m, the decision should be known by mid-2017. Next arbitration for concrete and Basalt will take place in January 2019, and that is for \$333m.' So far, the ACP has recognised and paid GUPC a total of \$363m in claims.

'When you consider the size, magnitude and complexity of the project, they [GUPC] have done a very good job. The problems we had were overcome successfully. There are no projects of this magnitude that are without problems. My motto 'never a dull moment',' concludes Marotta who in the process has become a role model not only for the women at the ACP but for all female engineers working on big scale projects in Panama and worldwide.

The ACP has created a think tank to study the feasibility of a fourth set of locks

considering the future demand. 'It is a small core team of six persons with support as needed from other units. We will definitely look at the market projections, as far as the size goes and water supply is also a main consideration,' she explains. A fourth set of locks would envision locks even bigger than Agua Clara and Cocoli which, therefore would require new sources of water.

There are more engineering projects to oversee, though smaller and without comparison with the expansion but 'which are important assignments for the Panama Canal's operations,' Marotta says. Some are new projects others are already in execution such as the third bridge on the Atlantic entrance of the waterway that should be completed in 2018. The new projects include the construction of a new bridge over the Chagres River that will enable safer and free traffic for the residents of the community of Gamboa; a new spillway in Gatun and the most prominent and complex venture should be the tender and construction of the Corozal container port and relocation of the Corozal complex, to make it possible.

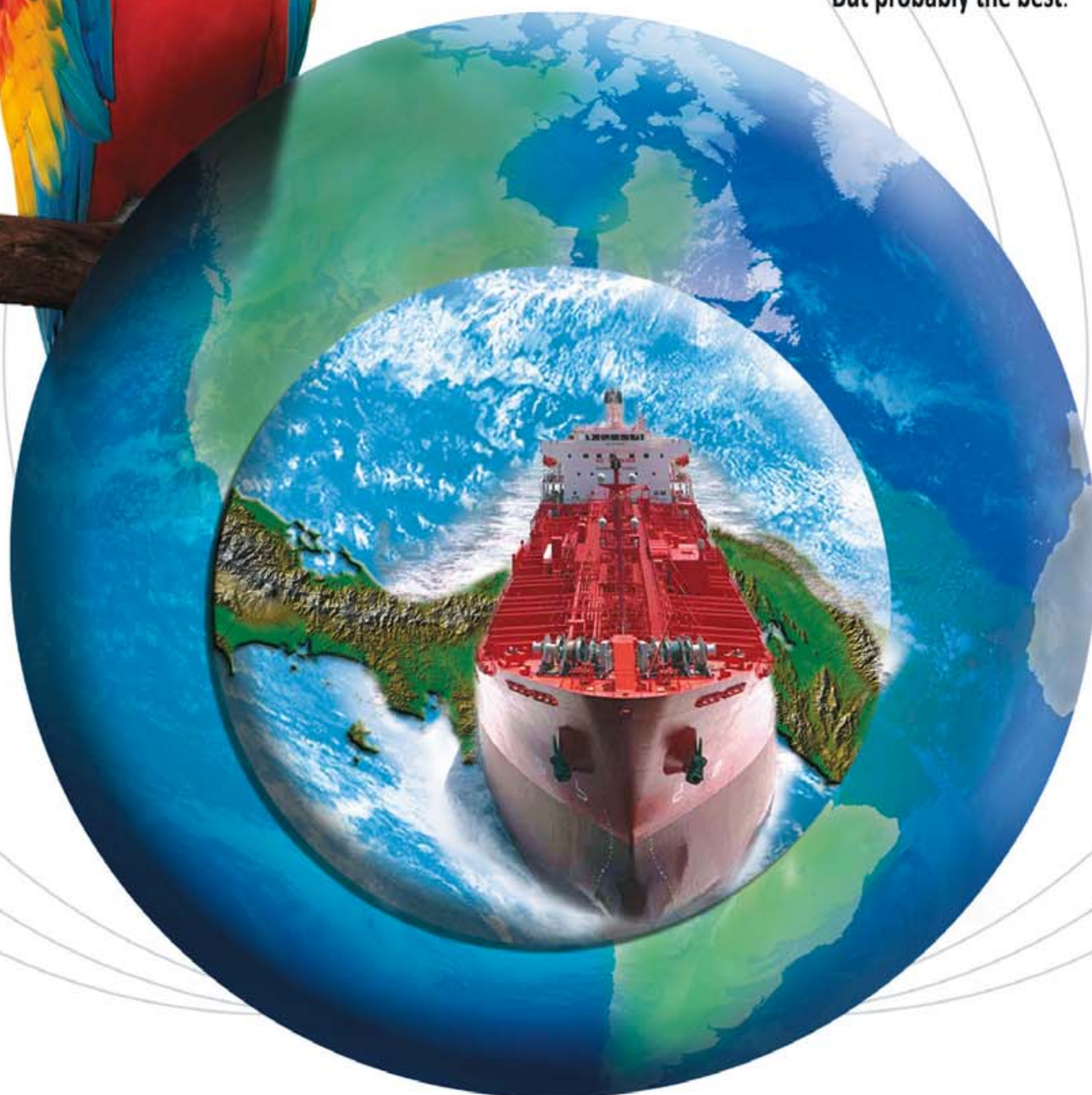




Centralam Panamá, S.A.



Not the biggest Chandler
But probably the best.



Office Phones: +507-317-6200 . Fax: +507-317-6544

24 - Hour Service: +507-6675-8374 / +507-6678-2903 . e-mail: mail@centralam.net

The expansion has featured new engineering feats, different from those of the original construction in 1914. The design of the third set of locks, on the eastern side of Gatun locks in the Atlantic and on the western side of Miraflores and Pedro Miguel locks, includes the construction of water-saving basins. The basins, on one side of the locks and three for each chamber of the locks, will re-use water during the lockage which will result in 7% less water consumption for each lockage than the present system. The new locks have three chambers, three water-saving basins per chamber, a lateral filling and emptying system with rolling gates.

The new locks [Agua Clara on the Atlantic side and Cocoli on the Pacific side], of 427mtr in length, 55mtr in width and 18.3mtr in depth no longer use the historic 'mules' or locomotives which have been replaced by tugboats to position the vessel in the locks chambers. In comparison, the original locks measure 304mtr in length, 32.3mtr in width and 12.04mtr in depth allowing the passage of so called Panamax vessels up to 5,000teu.

Another classic feature of the original waterway has also disappeared with the new design of 16 rolling gates that substitute the present hinged mitre gates that require their removal for maintenance at the ACP industrial synchro-lift. The mitre gates also need dewatering of the locks forcing temporary suspension of operations, normally for a week, to allow for the lock chamber sills to be reconstructed and the wall seals to be replaced. The rolling gate configuration turns each recess into a dry dock which in turn allows servicing the gates on site without the need of removing them and without major interruption to locks operations. The system results in increased lockage capacity and flexibility as it offers shorter maintenance times at a lower cost. The new locks' filling and emptying system uses ports located at the bottom of the chamber walls. The system allows filling each lock chamber in 10 minutes whenever water-saving basins are not used, and in 17 minutes when these are employed.

At each locks site, 46 buildings have been erected [a total of 92] and every set of gates have one machinery building, every set of valves has a hydraulic power unit room or building in addition to six buildings for the water saving basins.

The navigation channels are 218mtr wide, sufficient to allow the passage of post-Panamax vessels in one direction and in convoy mode of operations. On the Atlantic side, the new navigation channel is 3.2km long from Agua Clara locks to the Atlantic Ocean and on the Pacific side, the new navigation channel is 7.1km long in total, including a channel of 6.1km long to connect the new Cocoli locks to Gaillard Cut and another of just over 1km long to access the Pacific Ocean.

In addition, the ACP has deepened



The new locks have three chambers, three water-saving basins per chamber, a lateral filling and emptying system with rolling gates

Gaillard Cut and Gatun Lake channels by 1.2mtr to 9.14mtr PLD [Precise Level Datum] giving the waterway a draught of 15.2mtr in tropical freshwater during most of the year to facilitate navigation of larger vessels as well as widening Gatun Lake channel to no less than 280mtr in straights and 366mtr in curves.

In preparation for the Canal operations, that now require more pilots and tug captains, the ACP has contracted more than 60 new tug captains in the past five years. All the Neopanamax vessels pilots have a minimum of 16 years of experience, says Quijano. At the moment the ACP has a total of 280 pilots and 220 tug captains. 'We are expecting an average of two Neopanamax per day which should grow to four or five vessels after a year,' the ACP administrator says.

And the ACP has acquired pilot portable units (PPU) which have software similar to the C-Tan, with a precision between 2cm and 10 cm, for a total of \$3m, each unit costing around \$40,000. 'This little equipment with state-of-the-art technology will make the canal safer,' says ACP deputy administrator Manuel Benitez.

At the request of the Ministry of Environment, the ACP is contributing with specific studies of two other watersheds, to determine the possibility of bringing water from these different sources to meet the growing demand for potable water of more than 50% of Panama's population. Amongst the projects in considerations is the utilisation of the water dumped by the Bayano dam turbines, which is of good quality, through a purifying plant to increase the supply of potable water for the growing eastern suburbs of Panama City or the area of Tocumen outside Panama City, explains Benitez. 'We are looking at all the possibilities to increase potable water supply'.

The ACP has segregated a 70-hectare area between Cocoli locks, the access channel and Miraflores locks to build a 'solar panels island'. A feasibility study was awarded to Barlovento, a company that specialises in solar projects which will conclude its report by November and will

determine how many megawatts can be produced [between 30 and 35MW] and the best location. 'The 'clean energy' will help reduce carbon footprint. Prices of solar panels have fallen since 2010 by 80% and the ACP will decide whether to purchase the equipment and operate it or conclude a power purchasing agreement,' says Benitez.

By September 2017 the widening of the Canal Pacific entrance to 300mtr should conclude while the ACP continues with the widening of the reaches of Gamboa North to 300mtr, up from 225mtr which should be ready by January-February 2018. It is an in-house project and will require dredging 11m cu mtr of material.

The ACP has issued the order to proceed on August 23, 2016, to the construction of a new bridge over the Chagres River, which will enable safer and free traffic for the residents of the community of Gamboa and the nearby-resort area visited by many tourists. The project consists of the design and construction of a concrete bridge over the Chagres River in Gamboa, east of the old existing structure. The long-awaited new bridge will have a length of 278mtr and two lanes of vehicular traffic (one in each direction) of 3.65mtr each and a pedestrian sidewalk of a metre wide. The project includes rigid concrete paved accesses on both ends to connect with existing roads.

The contract was awarded in June to the Cocige-COPISA, SA Consortium [Construcciones Civiles Generales, Panama and COPISA, Constructora Pirenaica, Spain] for a total of \$8.89m. The date of completion of the work is scheduled for July 24, 2018.

Panama's National Assembly approved the Panama Canal Authority budget for the fiscal year 2017 [October 1, 2016 to September 30, 2017] amounting to \$2,865.3m, the first with the new locks in operation for a full year. Direct contribution to the National Treasury of \$1,600.6m is projected, in addition to an indirect contribution of \$208.5m.

The FY 2017 budget projects an increase of \$263.2m in toll revenue, reflecting the increase of 54.4m PC/UMS tonnes for a total



Jan De Nul
GROUP

PEOPLE AND GLOBAL EXPERTISE



These are the corner stones of Jan De Nul Group's success. Thanks to its skilled employees and the world's most modern fleet, Jan De Nul Group is a leading expert in dredging and marine construction activities, as well as in specialized services for the offshore industry of oil, gas and renewable energy. These core marine activities are further enhanced by Jan De Nul Group's in-house civil and environmental capabilities offering clients a complete package solution.

Our professional and innovative solutions are trusted across the industry. Whether it concerns the construction of the new locks in the Panama Canal or a new port complex in Western Australia, together with our customers, we build for further economic development.

www.jandenul.com

follow us on





of projected tonnage of 399.2m PC/UMS tonne, and the increase of 2.6m teu transiting the Canal. The FY 2017 budget is based on traffic projections updated to May 2016, prepared by the ACP executive vice president of planning and business development for the ACP, which estimates an increase of 15.8% in tonnage PC/UMS.

Port Everglades and the ACP have renewed their long-standing Memorandum of Understanding (MoU) to promote trade opportunities for another five years. This renewal will extend their strategic alliance to 2021. The MoU solidifies both entities' dedication to growth and best customer practices. The ACP and Port Everglades first signed an MoU in August 2009.

Areas of cooperation between the ACP and Port Everglades include joint advertising programmes, data interchange, and competitive market analyses of the shipping industry. This alliance will also continue to

promote the route to the West coast of South America as well as the 'All-Water Route', the route from Asia to the US East Coast via the Panama Canal.

'The MoU encourages collaboration between Port Everglades and the ACP, which translates into providing our South Florida residents and visitors increased access to the growing global economy, said Steven Cernak, Port Everglades chief executive and port director. 'We continue to share information on our modernisation efforts that complement each other and to discuss ways to pursue joint marketing activities. The Canal expansion drew worldwide attention to the significance of global trade and the critical need for infrastructure investments to handle today's modern fleet of larger cargo ships.

Port Everglades provides service to more than 150 ports in 70 countries and is the number one US gateway for trade with Latin

America. The port has the shortest, straightest entrance channel on the Southeast US Atlantic coast, which saves ships fuel costs and time.

Another milestone agreement was reached, as Panama Canal administrator and ceo Jorge Quijano and PortMiami director Juan M. Kuryla renewed a MoU to promote trade opportunities and share best customer practices.

The renewal of the MoU, which extends the 13 year-plus alliance enjoyed by both parties, demonstrates the value of the Panama Canal and its commitment to US East coast ports. It also coincides with a ceremony held by PortMiami to celebrate the arrival of the MOL Majesty, the first Miami-bound Neopanamax vessel to transit the expanded Canal. Owned by Mitsui O.S.K. Lines, the MOL Majesty measures 302mtr in length and 43.4mtr in beam, and called upon the port amidst much fanfare. Quijano attended the celebrations where he delivered remarks about the added trade opportunities and economic benefits the agreement will bring to their respective regions.

'This is a great day that signals the beginning of a new era for shipping,' said Quijano. 'For the first time, we have these mega vessels transiting our waterway and calling at your port. This ground breaking development will undoubtedly bring economic prosperity, as well increased opportunities and revenues to both PortMiami and the Panama Canal.

Thirteen years ago, PortMiami and the ACP first signed its MoU. Since then, PortMiami has invested in a number of critical infrastructure improvements to deepen its channel to accommodate Neopanamax vessels and improve the traffic flow and movement of the cargo it receives. With the new locks now operational, Neopanamax ships have begun transiting the waterway toward US Gulf and East coast ports, such Port of New York and New Jersey and Houston, and are expected to call on additional ports which are similarly investing in infrastructure projects to take advantage of the Canal expansion. Not only has the Canal successfully transited these vessels through its expanded waterway, several of them have called at Panamanian port terminals to discharge and load cargo on the way to its final destinations, thus making full use of the connectivity offered at the Panama Canal. ■

Quijano receives Personality of the Year award

The Panama Canal administrator Jorge Quijano won the Personality of the Year at the 2016 Seatrade Awards. The ceremony, which took place in London's Guildhall, gathered more than 300 distinguished guests from the international shipping and maritime community.

Hosted by Seatrade, the prestigious Seatrade Awards are presented annually to honour individuals who have made major contributions to the shipping industry. This year, an independent panel of judges, chaired by the International Maritime Organisation's (IMO) secretary-general Ki-tack Lim, selected finalists for the 13 award categories, including Safety at Sea and Innovation in Ship Operations, among others.

The Seatrade Personality Award –



Quijano with IMO secretary-general Ki-tack Lim and Seatrade's chairman Chris Hayman

sponsored by Class NK – honours outstanding personal achievement in the global maritime industry. Past winners of the Seatrade Personality Award include former IMO secretary-general Koji Sekimizu, and Navios Maritime Holdings Inc. chairman and ceo Angeliki Frangou, and in 2001 the then Panama Canal administrator Alberto Aleman Zubieta.

'I would like to thank Seatrade and its esteemed judges for this great honour. I humbly accept this award on behalf of the Panama Canal workforce which has efficiently operated the Canal since the expansion began nearly nine years ago and the 40,000 expansion workers that made it possible,' said Quijano as he received the award early May 2016. 'This award belongs to you too – the maritime industry, our customers and the Panamanian people'.

Jorge Quijano has worked for the Canal since 1975. In 1999 he became the head of the Canal's Operations and in 2007, he was named executive vice president of the engineering department, in charge of the expansion programme, the largest project at the Canal and Panama since its original construction. He was then appointed administrator and ceo of the Panama Canal in 2012. On June 26, 2016, the expanded Canal was inaugurated and immediately went into operation. Since then over 220 Neopanamax vessels have transited the expanded Panama Canal.





Capability, Technology, Commitment



**WE ARE
SO MUCH
MORE**

At **MANZANILLO INTERNATIONAL TERMINAL** you'll find the **CAPABILITY** to take advantage of the opportunities presented by the Panama Canal Expansion thanks to our highly skilled workers, the **TECHNOLOGY** that is evidenced by the latest high tech systems and equipment; and our **COMMITMENT** with the country through the social responsibility projects that we drive and fully engage us with our people and community.

www.mitpan.com

Tel: (507) 430-9800

Fax: (507) 430-9809

 **FIND US:**
Manzanillo International Terminal

 **MANZANILLO
INTERNATIONAL
TERMINAL**

Serving Panama and the world.



... and Cosco Shipping Panama transits using the new locks for the first time on July 26, 2016



Making history again

The centenary Panama Canal made history again on July 26, 2016 when the 'Cosco Shipping Panama' transited the new locks for the first time following the expansion's completion. One hundred and two years ago on a cloudy day, typical of the rainy season, the US steamer 'Ancon' inaugurated on August 15, 1914, the canal that would join the Atlantic and Pacific oceans opening a passage that a century later would prove too small for the modern vessels of the 21st century.

If we look at the 1914 pictures, there were few spectators watching the American ship sail across Gaillard Cut, the narrowest portion of the Panama Canal which is still the most incommodious stretch of the waterway. At the time, the Panama Canal Company was a US-government agency and its construction, by the US Army Corps of Engineers, had been made possible thanks to some 60,000 labourers from the West Indies and Caribbean islands. It is likely that only a handful of journalists were present for that historic event as the news was generated on the European battlefields where WWI was officially starting.

Much has changed since 1914. The world has been twice at war; the Panama Canal has been transferred in 1999 to Panama administration by a treaty signed in 1977 between Panama and the US; and the container box has been invented transforming the shipping business, rapidly making the waterway in need of adapting to the new conditions of the industry. Even though the canal has continuously modernised its

operations to keep up with the contemporary maritime requirements, the time came to expand by building a third set of bigger locks. But, this time, the design and construction would be under the supervision of the Panama Canal Authority with an entirely Panamanian workforce.

No wonder that more than 30,000 Panamanians, Canal employees, heads of state and dignitaries from around the world, customers, and international and local journalists, spent Sunday, June 26, 2016 awaiting the transit of the Chinese vessel cheering at her passage in the new Atlantic Agua Clara and Pacific Cocoli locks. The Panamanians in attendance felt an immense pride to have been those who built the third lane, 'entirely Panamanian.'

The history of Panama is closely linked to its geographical position. It has been seen as early as the 16th century as a passage between two oceans when it raised the interest of the King of Spain, Charles V, who wanted to create a shortcut connecting Europe, the American continent, and Asia that would shorten the transportation time of his recently discovered Peruvian riches to Spain. However, Panama would have to wait until the early 19th century when the idea of building a navigable canal surfaced in Europe and the US, supported by the inauguration of a trans-isthmian railroad by a US company in 1855.

With the opening of the Suez Canal, completed by Ferdinand de Lesseps in 1869, competition between US and European builders to begin work on a canal in Panama, a province of Colombia, was raging. In 1878, the French naval engineer, Lt. Lucien

Napoleon Bonaparte Wyse obtained a concession from Colombia to dig a canal in Panama. Wyse sold the concession the same year to Ferdinand de Lesseps who wanted to construct a sea-level canal.

The Compagnie Universelle du Canal Interoceanique, under the direction of Ferdinand de Lesseps began operations in 1881, but the project was finally abandoned years later, defeated by an enormous financial scandal in France and diseases in Panama. However, a year before the French company would go bankrupt, it was clear that if the canal could ever be built it would have to include a series of locks. Gustave Eiffel, the steel genius architect, was commissioned to design and build the gates of the locks at his shipyard in Saint Nazaire, France. Today, looking at the graphic representation of one of those gates, the sliding model invented by Eiffel is extremely similar to the present version of the gates that have been installed in the new locks of the expanded canal.

In 1902, the United States received US Congress authorisation for the construction of an interoceanic canal in Panama. A treaty was negotiated with Colombia, but was rejected by the Colombian legislature on the grounds that it infringed Colombia's sovereignty and provided insufficient remuneration.

In 1903, Panama declared its independence granting the US rights to undertake the construction of a waterway and the following year, the US bought the rights and properties of the French Company for \$40m, gave \$10m compensation to Panama's government, and began excavating.

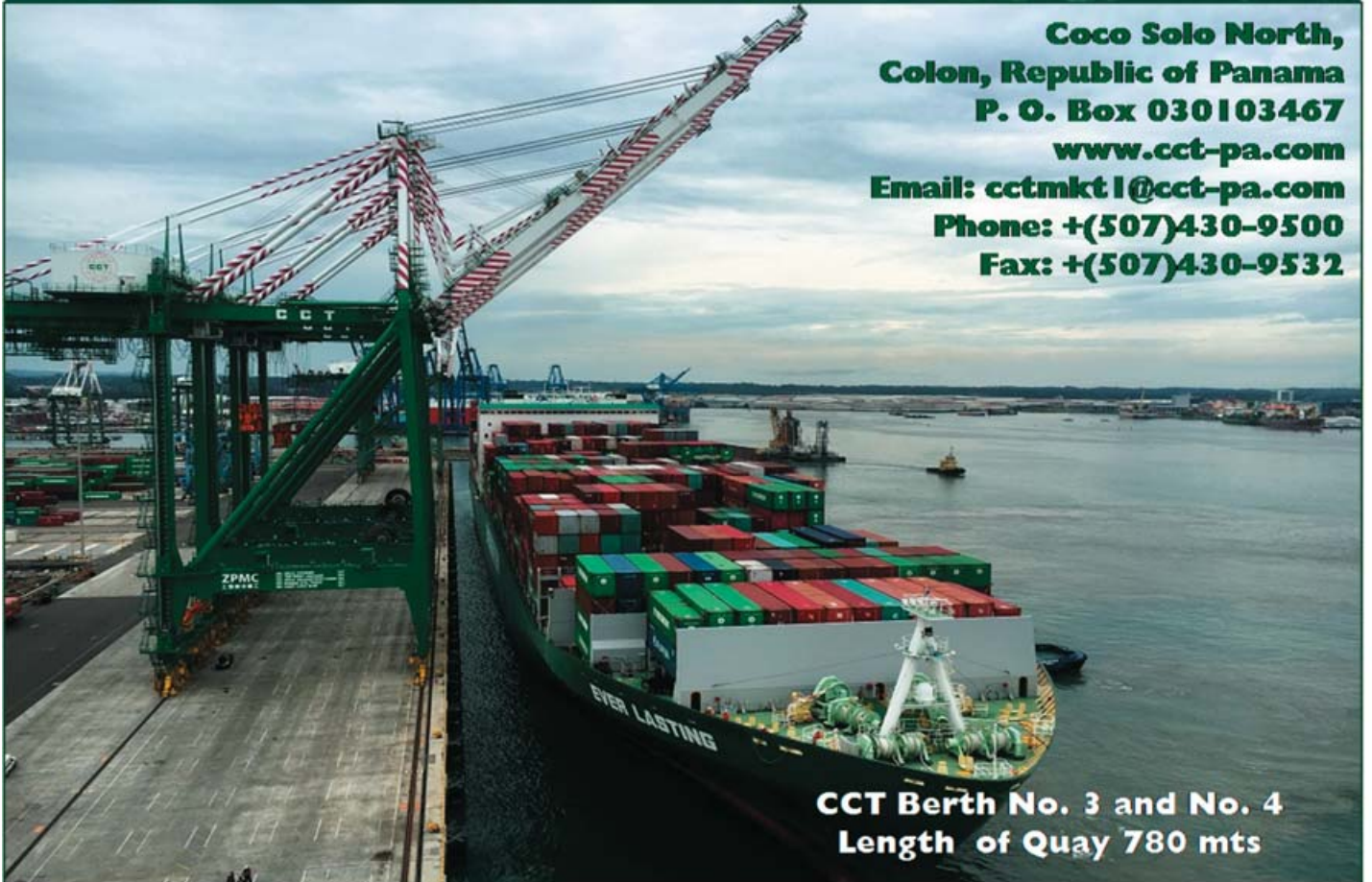
L-R: excavating Gaillard Cut (now known as Culebra Cut); abandoned French equipment; construction of Pedro Miguel locks





COLON CONTAINER TERMINAL, S.A.

www.cct-pa.com



**Coco Solo North,
Colon, Republic of Panama
P. O. Box 030103467
www.cct-pa.com
Email: cctmkt1@cct-pa.com
Phone: +(507)430-9500
Fax: +(507)430-9532**

**CCT Berth No. 3 and No. 4
Length of Quay 780 mts**

We provide a first class service in handling international transportation cargo at the most competitive rates



New Super Post Panamax G/C Tandem Operation

Construction of the new Agua Clara locks in the Atlantic side (September 1, 2014)

The US undertook a major sanitary effort under Col. William C. Gorgas, wiping out the diseases that defeated the French. The monumental construction was completed in ten years at a cost of about \$387m. Its triumphant culmination was due principally to the engineering and administrative skills of John F. Stevens and Col George W. Goethals.

They had to dig through the Continental Divide, create the largest artificial lake of its time, earth dams and build three sets of twin locks, with miter gates bigger than everyone had ever imagined and solve environmental problems of enormous proportions. Goethals completed the construction ahead of time and under budget and on August 15, 1914, the US steamship Ancon made the historic first official transit.

A waterway for the 21st century

With the waterway being transferred on December 31, 1999, to Panama administration, Panama Canal officials presented a referendum in 2006 proposing to build a third set of locks to increase capacity.

The aim of the Canal expansion is to allow the most modern vessels – post-Panamaxes or Neopanamax – sail directly from Asia to the US east coast and Europe. Before the expansion, Canal capacity was around 340m Panama Canal Universal Measurement System [PC/UMS] tonnes and once inaugurated capacity is now doubled to 600m PC/UMS.

The Canal expansion was essentially composed of two major elements: the construction of the third set of locks and a series of other components such as the widening and deepening of the Pacific and Atlantic access channels to a 225 width; widening and deepening of the Gatun lake channels; and improvements to facilities to enable the raising of Gatun Lake an additional 45cmtr to increase the water supply. At the time of the release of the expansion proposal, costs for the expansion were detailed as follows: the two new locks

total \$2,730m; the water basins \$620m; the new navigation channels, \$820m; improvements to present navigational channels \$290m; increase water supply \$260m and \$530m for inflation during the time of construction puts the total cost of the expansion programme at \$5.25bn.

In December 2008, Canal officials sign the external financial structure for \$2.3bn with five multilateral agencies. The financial package was allocated as follows: European Investment Bank, \$500m; Japan Bank for International Co-operation, \$800m; Inter-American Development Bank, \$400m; International Finance Corporation, \$300m and the Andean Development Corporation, \$300m. Spreads over LIBOR, in the package are at 48 basis points, 75bp and 120bp and up to 140bp, which gives an average interest rate of 5.49% with a 20-year amortising period including a 10-year grace period.

The expansion features engineering novelties since the design of the third set of locks, on the eastern side of Gatun locks in the Atlantic and on the western side of Miraflores and Pedro Miguel locks, includes the construction of water-saving basins. The basins, three for each chamber of the new locks, re-use 60% water during lockage which will result in 7% less water consumption for each lockage than the original system. The new locks have three chambers, three water-saving basins per chamber (18 in total for the

entire project), a lateral filling and emptying system and 16 rolling gates.

The new locks [Agua Clara on the Atlantic side and Cocoli on the Pacific side] are 427mtr in length, 55mtr in width and 18.3mtr in depth. They can accommodate vessels up to 14,000teu – post-Panamax or Neopanamax – and no longer use the original 'mules' or locomotives, which have been replaced by tugboats to position the vessel in the locks chambers. In comparison, the original locks measure 304mtr in length, 32.3mtr in width and 12.04mtr in depth allowing the passage of vessels up to 4,400teu, namely Panamax vessels.

Another classic feature of the waterway also disappeared with the new design of rolling gates, which are different from the hinged mitre gates used in the original locks, which require maintenance at ACP's industrial synchro-lift. The mitre gates also require dewatering, forcing temporary suspension of operations normally for a week, to allow for the lock chamber sills to be reconstructed and wall seals replaced.

The new locks have 16 rolling gates that operate from a recess located adjacent and perpendicular to the lock chamber. The gate configuration turns each recess into a dry dock which in turn allows servicing the gates on site without the need of removing them and without major interruption to locks operations. The system results in increased lockage capacity and flexibility as it offers shorter maintenance times at a lower cost.

The new locks' filling and emptying system involves filling each lock chamber in 10 minutes whenever water-saving basins are not used, and in 17 minutes when these are employed.

A total of 47.5m cu mtr has been excavated to build the new locks.

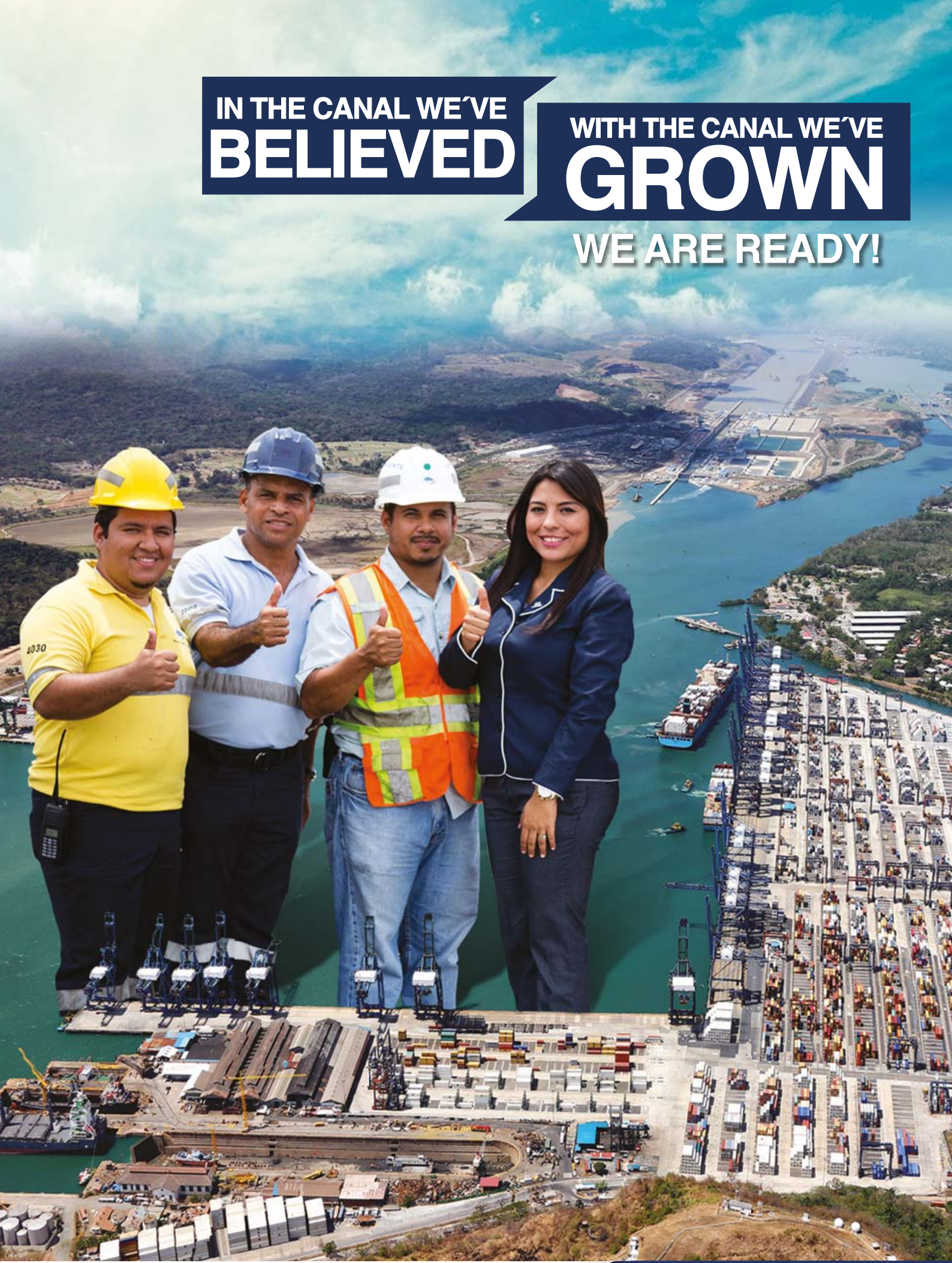
The construction of a third lane required the excavation of new navigation channels for accessing the new locks. The navigation channels are 218mtr wide, sufficient to allow the passage of Neopanamax vessels in one direction and in convoy mode of operations. On the Atlantic side, the new navigation channel is 3.2km long from Agua Clara locks to the Atlantic Ocean and on the Pacific side, the new navigation channel is

Agua Clara locks before plug removal, August 22, 2015

IN THE CANAL WE'VE
BELIEVED

WITH THE CANAL WE'VE
GROWN

WE ARE READY!



Panama Ports Company

www.ppc.com.pa



A member of CK Hutchison Holdings



The new lock gates arrive June 26, 2014 and on the right, in place and in working order June 23, 2015

7.1 km long in total, including a channel of 6.1 km long to connect the new Cocoli locks to Gaillard Cut and another of 1.3 km long to access the Pacific Ocean.

In addition, the ACP has deepened Gaillard Cut and Gatun Lake channels by 1.2 mtr to 9.14 mtr PLD [Precise Level Datum] giving the waterway a draught of 15.2 mtr in tropical freshwater during most of the year to facilitate navigation of larger vessels as well as widening Gatun Lake channel to no less than 280 mtr in straights and 366 mtr in curves.

A series of contracts were awarded for the excavations and construction of the access channels. The process to award the largest contract of the expansion to design and build the third set of locks began August 28, 2007, when the ACP released its Request For Qualifications for the project. Four consortia were pre-qualified, and on July 8, 2009, Canal authorities revealed that Grupo Unidos por el Canal [GUPC] had received the best technical evaluation and offered the best price of \$3,118 m, lower than the ACP's owner's allocated price of \$3,481 m. GUPC is formed by Madrid-based Sacyr Vallehermoso as leader, accompanied by Italy's Impregilo S.p.A, Jan de Nul from Belgium and Panama's Constructora Urbana S.A. [CUSA] with the designers Montgomery Watson Harza [MWH], IV-Groep, Tetra Tech, and Heerema Fabrication Group that would fabricate the gates. The Heerema Group will later be substituted by the Italian Cimolai shipyard. According to the terms of the fixed-price contract, the consortium had 1,883 days [269 weeks] to deliver the project from the commencement date, August 25, 2009.

As the GUPC received August 25, 2009 the Notice to commence works, the landscape on both entrances of the waterway began to change, moving earth, excavating, blasting, and constructing facilities, while huge excavators created enormous craters.

At the Compagnie Nationale du Rhone [CNR], in Lyon, France, the 1/30 scale physical model confirmed the validity of the

a team from the ACP and GUPC representatives visited CNR to see the model of the locks hydraulic systems and the results 'were excellent.'

In 2011, GUPC replaced its gm Antonio Zaffaroni with Bernardo Gonzalez, who had previously overseen construction of the locks on the Atlantic side. The expansion project was entering a crucial period of getting ACP acceptance of the concrete design that had been delayed by a series of unforeseeable circumstances, but subsequently complied with the requirements. Structural concrete placement began in June 2011. The special concrete had to meet ACP requirements, verified through a series of tests to prove its durability [to 100 years], low permeability to salt water, and compressive strength and shrinkage. About 4.8 m³ cu mtr of concrete would be necessary to build both locks' complexes. The structural marine concrete was also accepted after having completed the American Standard of Testing Material [ASTM C 1202] used to determine the level of permeability.

GUPC awarded the fabrication of the 16 gates to Italian shipyard and builder Cimolai began the fabrication of the gates October 2011 which took two years. The gate design varies depending on their location in the locks. All gates are the same length 57.6 mtr. The tallest of all gates is 33.04 mtr, the equivalent of an 11-story building. They weigh on average approximately 3,200

tonnes, the heaviest facing the Pacific Ocean at Cocoli Locks, weighing 4,200 tonnes, because of a more robust seismic requirements and higher tides. Another critical part of the locks system is the construction of 152 valves for the control the flow of water through the conduits and culverts. The valves were be fabricated at the Hyundai Samho shipyard in Gwangju, South Korea. Also, GUPC subcontracted the excavation and construction of the three Borinquen dams to the consortium CBDam [Consortium Borinquen], formed by Spain-based EPSA and Costa Rica's MECO, which produced the design with GUPC.

In September 2012, Jorge Quijano, who was head of the expansion at that time, is sworn in as the new Panama Canal Administrator while Ilya Marotta assumes the direction of the expansion programme being designated ACP evp for engineering and programmes management. Marotta had been the deputy to Quijano for the third lane project until she was assigned to the completion of the expansion.

After a six-day work stoppage, when workers petition for higher salaries and overtime-pay, GUPC said on April 2, 2012, that it will deliver the new locks completed and operational in April 2015. Because of the delay incurred with the concrete design, on July 20, it gave the ACP a notice of claims totalling \$573 m.

Claims have to be evaluated by the ACP whether the claims present merit or not. If GUPC is not in agreement with the ACP's determination, they then go to the Dispute Adjudication Board [DAB]. Once



Concrete laying

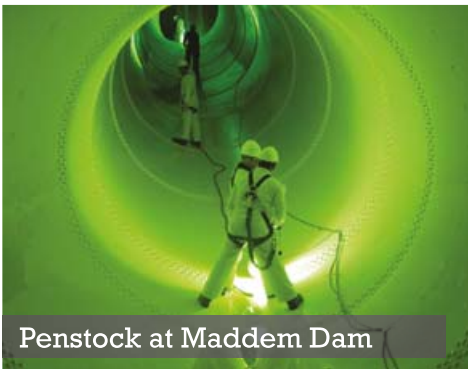
MARINE METAL COATINGS, INC.

We are an innovative company with two main trades:
Corrosion Control & Concrete Demolition



Miter Gate of the Panama Canal

CORROSION CONTROL



Penstock at Maddem Dam



Ship Hull Painting



Oil Tank Painting

CONCRETE DEMOLITION



Wall Demolition



Wire Saw Equipment at GUPC



Core Drill Operator



Contact us:
Tel. (507) 317-6535
Cel. (507) 6617-9836
hyuenjr@mmc.com.pa
www.mmc.com.pa

We are members of:





The new Cocoli locks on the Pacific side of the Canal, May 2016

the DAB has made a decision on the claim, the ACP and/or GUPC can issue a notice of dissatisfaction, within 28 days, and if the dispute is not amicably settled by the parties, an International Arbitration may be commenced 56 days after or later in Miami

June 11, 2015 – workers witness water flowing into the locks for the first time since works started in 2009



under International Chamber of Commerce [ICC] rules.

However, by the end of 2013, GUPC presented a series of claims totalling \$1.6bn. The consortium threatened to stop works January 20, 2014, if it did not get answers to its claims. Talks between the ACP and GUPC were held throughout January to find a solution, but GUPC stopped all works on February 5, 2014. While negotiations were going on, both parties agreed to sign a Memorandum of Understanding [MoU]. And the consortium resumed works February 20, 2014 on the construction sites of the third set of locks.

The consortium replaced Sacry's manager Bernardo Gonzalez with Impregilo's Giuseppe Quarta and reaffirmed its commitment to 'conclude the works in time by end-2015.' A nationwide work stoppage is called by Panama's Constructors Union [SUNTRACS] that lasts two weeks.

Since the arrival of the last locks gates and their installation in the Atlantic Cocoli and Pacific Agua Clara locks – the last gate being installed in Cocoli locks April 28, 2015 – the landscape of works is changing dramatically. The third lane was finally visibly taking shape, while some of the most significant works were being performed behind the scenes, as the expansion entered into the testing stages.

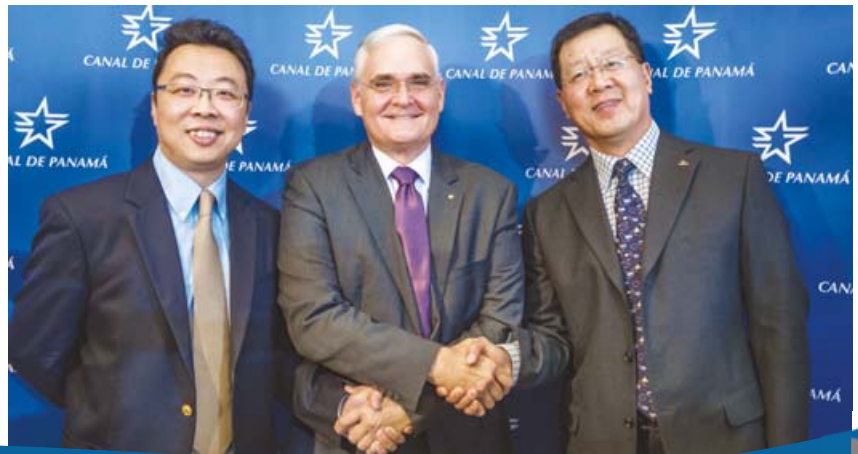
Water filing began June 11, 2015. 'It is the culmination of years of arduous labour,' said Quijano at the time. But as the filling of the locks marked the start of a planned and methodical phase of operational testing of the locks, including its culverts valves, maintenance bulkheads and gates, seepage emerged at the end of August 2015 on the sills separating the lower and middle chamber of the Cocoli locks, as they were being stress tested through exposure to level differentials much higher than those required for normal operations, but which may occur during dry-chamber maintenance works in the future.

The problem came from the design and was solved in January 2016 as GUPC reinforced with steel the sills in the three chambers of both locks-Agua Clara on the Atlantic and Cocoli on the Pacific. Testing of all systems on the expanded Panama Canal project was launched lasting several months.

At each locks site, 46 buildings have been erected – a total of 92 – and every set of gates have one machinery building, every set of valves has a hydraulic power unit room or building in addition to six buildings for the water-saving basins. Over two thousand tests were conducted to check the inter-operability between operating systems on both sides of the Canal. Some 2,500km of cables – three and a half times the length of the country of Panama – electrical, fibre optic and signals had to be connected. GUPC announced the final functional completion delivery date of the locks on May 31, 2016.

The ACP went through a lottery process on April 29, 2016 to pick amongst its top customers the Neopanamax ship that would have the distinction to perform the inaugural transit on June 26, 2016. The winner was the 'Andronikos' from China Cosco Shipping, a 9,443teu vessel with a beam of 48.25mtr and length overall of 299.98mtr. Andronikos would be later renamed 'Cosco Shipping Panama.' Commercial transits began the next day on June 27, 2016. •

Canal administrator, Jorge L. Quijano with China Cosco Shipping Panama general managers





Transit of the Cosco Shipping Panama through the new Agua Clara locks



An historic occasion witnessed by tens of thousands

All generations of Panamanians – Generation Z, Millennials and Baby Boomers – were present to witness this historic event: the inauguration of the expanded Panama Canal on a cloudy Sunday, June 26, 2016.

The celebrations started at 5am on the Atlantic entrance of the waterway, people flocked to the new Agua Clara locks, some 5,000 people arrived from Colon City to witness this historic occasion. They were the very first to see the 9,400teu Cosco Shipping Panama container ship pass through the new locks at 7.45am. It was a simple ceremony that will nevertheless become an historic landmark. President Juan Carlos Varela and Panama Canal Authority administrator Jorge Quijano, along

with Cosco's chairman Xu Lirong gave a commemorative plaque to the vessel's master, Capt. Jude Rodrigues.

The festivities – Panamanian style – with official speeches, music, fireworks and balloons would begin in the afternoon, at 4pm at the Pacific Cocoli new locks when the Cosco Shipping Panama made her entry to commence the last section of her historic voyage en route to Asia.

The crowds had grown to 20,000, a dozen heads of state and 3,000 official guests with 11,000 people present to maintain security. With so many people taking selfies, trying to chat and recording the event, the WiFi connections were on overload. Everyone wanted his or her 'piece of history' with the first Neopanamax transiting the waterway in background. The



More than 5,000 people in Agua Clara locks and 30,000 people in Cocoli locks witnessed this historic occasion



Panama Canal administrator Jorge Quijano gives a commemorative plaque to the Cosco Shipping Panama Capt. Jude Rodrigues

Inauguration of the expanded Canal on June 26, 2016 with the passage of the Cosco Shipping Panama. More than 30,000 people were in attendance



PHOTO: JIM MALCOLM



Cosco Shipping Panama begins entrance to the Pacific Access Channel



Cosco Shipping Panama in the upper chamber of the new Cocoli locks

picture of Cosco Shipping Panama has already become a new icon, next to the SS Ancon that transited August 15, 1914, in the annals of the waterway, now called the expanded Panama Canal.

Then came the time for the emotional speeches, listened to in remarkable silence, as if every word were being recorded by more than 30,000 attendees.

The engineering feat was all Panamanian. 'Today, we connect the present and the future. It is an honour to announce that what we did it together: providing this great connection to the

world. This is the beginning of a new era,' said Panama Canal Authority administrator Jorge Quijano.

For President Varela, who has been one of the most supportive presidents of the maritime sector until now, the occasion was to re-affirm that '...the Canal and its expansion symbolise how a country tries to innovate and stay ahead for the progress of its people, but also thinking about its strategic role in the global economy.' The expansion of the Canal was clearly a state affair, not a partisan, but a national achievement of all Panamanians. ▪



Several heads of state were present to witness this historic moment (above) and below, Cosco Shipping Panama transits to the middle chamber of Cocoli locks

PHOTO: WELLINGTON LUCK, ACP





The Connecticut Maritime Association
Presents

SHIPPING 2017

North America's Premier International
Shipping and Trade Conference and Exposition

March 20, 21 & 22, 2017
Hilton Hotel
Stamford, Connecticut

3 tracks **14** sessions
2,500
people

www.
cmashipping2017
.com

Produced by
International Marketing Strategies, Inc.
Tel: +1.203.406.0109 ext 3717
Fax: +1.203.406.0110
Email: conferences@cmconnect.com
Website: www.cmashipping2017.com



Decisive benefits

It is a new era for the centenary-old Panama Canal. The inauguration June 26, 2016 of the third lane with bigger locks allowing the passage of Neopanamax vessels marked a milestone that directly benefited these shipping lines that have not waited to enhance their services. In times of crisis, moving cargo through Neopanamax vessels has proved cost savings for the shipping lines since the vessels are twice or three times the size of Panamaxes, says Panama Canal Authority (ACP) executive vice president for planning and business development Oscar Bazan.

The expanded waterway has been a decisive factor in the upgrading of Latin American ports and terminals on the US East and Gulf coasts that have dredged and built new piers to welcome the Neopanamax. In Panama, where Neopanamax had been calling Balboa for several years, all the terminals have bought new equipment and increased their physical facilities reaching a capacity of 14m teu by end 2016.

After the box ship Cosco Shipping Panama made the historic passage June 26,

2016 through the new locks of the expanded waterway, the Lycaste Peace, a liquefied petroleum gas (LPG) carrier operated by Japanese shipping company Nippon Yusen Kaisha (NYK), became the first vessel to transit the Canal as the waterway marked its first day in commercial operation on June 27.

But the Hong Kong-flagged 10,000teu MOL Benefactor which is 337mtr long and 48mtr wide, was to set the record of the highest toll \$881,918.00, highest ever Panama Canal transit fee in the waterway's 102-year history, for the 77 km interoceanic crossing on September 9, 2016.

At mid-September 2016, some 200 Neopanamax had transited the waterway and there were 204 bookings to transit in the coming months. 'We are very optimistic, because our customers continue to rely on our route, what drives us every day to provide a service of quality,' says Panama Canal Authority administrator Jorge Quijano. On August 14, less than two months after the

expanded Canal's inauguration the Neopanamax vessel Hanjin Xiamen became the 100th vessel to transit the new locks.

The ACP expects to increase its contributions to the Panamanian Treasury by 1bn to 1.6bn in fiscal year 2017 and increase its toll revenue by \$263.6m.

The Panama Canal launched the Green Connection Award, a new initiative to recognise customers who demonstrate excellent environmental stewardship and to encourage others to implement technologies and standards to help reduce greenhouse gas emissions. Panama Canal customers that meet and

exceed environmental standards set by the International Maritime Organisation (IMO) and/or other globally recognised standards will be considered. The Panama Canal will evaluate eligible candidates based on specific environmental factors, such as the Energy Efficiency Design Index (EEDI), Environmental Ship Index (ESI), amount of



Oscar Bazan

PANAMA CANAL MAIN CARGO ROUTES (long tonnes)

Origin Cargo Route	Destination Cargo Route	FY 2015	FY 2015 (Oct-Jul)	FY 2016 (Oct-Jul)
East Coast of the US	Asia	55,454,904	49,042,705	34,666,936
Asia	East Coast of the US	26,689,240	22,862,477	18,962,972
West Coast of South America	Europe	8,315,338	7,119,878	6,763,419
West Coast of South America	East Coast of the US	15,246,711	12,933,757	9,218,419
East Coast of the US	West Coast of South America	21,370,935	17,993,267	18,391,915
East Coast of the US	West Coast of Central America	9,446,757	7,856,297	9,117,117
East Coast of South America	West Coast of South America	5,700,239	4,684,703	4,410,389
Europe	West Coast of US	4,734,257	3,937,985	3,812,517
West Coast of US	Europe	2,180,254	1,544,380	1,706,909
East Coast of South America	Asia	1,207,168	913,151	1,135,416
Others		78,802,157	67,173,513	59,827,330
Total		229,147,960	196,062,113	168,013,339

Source: Panama Canal Authority-Economic Analysis & Market Research Division



Local presence means the world to us

Is your global trading partner also able to assist a vessel on-site in the Panama Canal within the hour?

27
tankers

Physical supply services

4.1
million

Total supply of marine fuels in mts

1.6
billion

Total revenue in USD

10
offices

Local presence in all major time zones

Monjasa is a leading global partner in the oil and shipping industries. Our core business includes reselling and physical supply of marine fuels, oil trading, terminal operations, agency, and ship-owning activities on a global level.



nitrous oxides they emit due to engine performance, vessels powered by Liquefied Natural Gas (LNG) and the amount of carbon dioxide (CO₂) emissions they reduce by using of the Panama Canal compared to alternate routes.

The decision to establish the Green Connection Award is in line with the Canal's ongoing commitment to sustainability. The Canal offers unmatched advantages to help the shipping industry mitigate the environmental impact of their operations. Over the last 100 years, the Canal has directly contributed to the reduction of 650m tonnes of carbon dioxide (CO₂) emissions. And thanks to the shorter travelling distance and larger cargo carrying capacity that the Expanded Canal offers its customers, it will reduce an estimated of 160m tonnes of CO₂ emissions in the next 10 years.

The first Green Connection Award was given to the first liquefied natural gas (LNG) ship to transit the expanded Canal on July 25, the Shell-chartered Maran Gas Apollonia, from the Sabine Pass LNG Terminal on the US Gulf Coast. 'The LNG trade will greatly benefit from the expansion,' said on that occasion, ACP administrator Jorge Quijano.

The expanded Canal can accommodate 90% of the world's LNG tankers, which will have a major impact on global LNG flows and offer numerous benefits to shippers. By transiting the Panama Canal Green Route, Shell-chartered Maran Gas Apollonia contributes to the environment by using a shorter route, reducing CO₂ emissions from the shipping industry.

During Fiscal Year 2015 (October 2014-September 2015), cargo volume transported through the waterway was 340.8m PC/UMS – a 4.3% increase in PC/UMS tonnage from 326.8m PC/UMS tonnes registered in FY 2014. The increase in vessel tonnage was mostly attributed to liquid bulk vessels followed by container vessels and vehicle carrier/ro-ro vessels. 'Volumes were primarily driven by containers which increase average vessel size in the dominant route northeast Asia to US East Coast, LPG vessels with top off operation in the Pacific side of the Panama Canal to VLGC and Dry Bulkers with grains both, with destination Japan and China. These three segments outperform traffic through the waterway in FY 2015,' says Bazan.

Fiscal year 2015 was a record year in

cargo volume transported through the Panama Canal of which 34% are container. With the inauguration of the expanded Canal in the third quarter of 2016, forecast for FY 2016 (October 2015-September 2016) reaches 330 m tonnes. For Fiscal year 2017 (October 2016-September 2017) the ACP has budgeted volumes of 399.2m tonnes PC/UMS.

The ACP has commissioned a study to Mercator on vessel design network and ports of influence around the Canal, taking into consideration the new alliances and how the re-alignment of services would affect the Canal on advantages or disadvantages, with short-term scenario until 2019 and long term scenario over the next 20 years, 2039.

As of August 2016, The Panama Canal main customers were Mediterranean Shipping, Nippon Yusen Kaisha Line (NYK Line), Maersk Line A/S, CMA CGM, Hamburg Sud, Mitsui O.S.K. (MOL), Hapag Lloyd, COSCO, Wilhelmsen Lines AS, SONAP, Evergreen Marine Latin America S.A., Seatrade Reefer Chartering NV, Kawasaki Kisen (K Line), Dampskibsselskabet Norden AS, Zim American Integrated Shipping Services Co.



PANAMA'S PACIFIC COAST

PSA PANAMA: THE HUB OF THE AMERICAS



CREATING A 2 MILLION TEU HUB TO
CONNECT OPPORTUNITIES ACROSS
THE AMERICAS.

ALWAYS ALONGSIDE.



The World's Port of Call

www.psapanama.com

PANAMA CANAL MAIN COMMODITIES (Long Tonnes)

	FY 2015	FY 2015 (Oct-Jul)	FY 2016 (Oct-Jul)
Crude Petroleum	6,608,268	5,809,018	3,251,055
Petroleum and Petroleum products	39,924,994	33,765,327	30,351,503
Grains	52,324,193	46,824,334	33,919,324
Barley	67,319	67,319	0
Corn	12,460,343	10,993,211	8,026,347
Grain, Misc	2,828,962	2,378,768	2,581,230
Rice	759,347	649,542	463,985
Sorghum	14,313,841	11,948,067	10,067,461
Soybeans	19,472,816	18,797,896	9,666,145
Wheat	2,421,565	1,989,529	3,108,994
Coal and Coke (Excl. Petroleum Coke)	10,185,771	8,857,673	6,597,502
Container Cargo	40,010,493	33,845,931	32,394,587
Autos, trucks, accessories and parts	4,668,255	4,050,852	3,843,896
Canned and refrigerated foods	2,476,714	2,098,169	2,109,875
Nitrates, phosphates and potash	7,716,785	6,294,729	5,908,056
Lumber and products	2,518,819	2,052,732	1,982,909
Manufactures of iron and steel	6,970,229	5,988,101	4,230,213
Chemicals and petroleum chemicals	13,725,287	11,043,763	13,939,339
Ores and Metals	14,341,892	12,123,042	8,842,952
Subtotal	201,471,699	172,753,672	147,371,210
Others	27,676,261	23,308,441	20,642,129
Total	229,147,960	196,062,113	168,013,339

SOURCE: Panama Canal Authority-Economic Analysis & Market Research Division

Inc., Hanjin Shipping Co, Trafigura Beheer B.V., Adam Maritime Corporation, Baltic Shipping and Hyundai Merchant Marine.

The bankruptcy of the largest South Korean shipping company, Hanjin Shipping, has 'affected' the Panama Canal because Hanjin had been diverted to other routes leaving the waterway without receiving 'significant' amounts of money, say ACP sources. Hanjin, the world's seventh largest shipping company was ranked 17th in the Panama Canal customers' ranking and represented 1.2% of the waterway's transits. At the time we go to press, two Neopanamax vessels owned by the shipping company were awaiting [each paying about \$700,000 in tolls] a solution to the company financial situation, to transit the waterway. Another Hanjin vessel had to be diverted by the Cape of Good Hope in South Africa, to return to Asia.

However and in spite of the shipping global crisis, the US east coast-Asia remains the main cargo route from origin to destination with 34.66m tonnes from the period October 2015-July 2016 (FY 2016),

down from 49.04m tonnes for the same period the year before.

The route Asia-USEC also fell to 18.96m tonnes compared to 22.86m tonnes, SAWC-Europe was down to 6.76m tonnes compared to 7.11m tonnes, SAWC-USEC fell to 9.222m tonnes down from 12.99m tonnes, USEC-SAWC was slightly up to 18.39m tonnes from 17.99m tonnes, also USEC-Central America west coast was up to 9.12m tonnes from 7.85m tonnes, SAEC-SAWC, 4.41m tonnes from 4.68m tonnes, Europe-USWC-3.81m tonnes from 3.93m tonnes, USWC-Europe, 1.70m tonnes from 1.54m tonnes, SAEC-Asia, 1.13m tonnes from 913,151 tonnes and others 59.82m tonnes down from 67.17m tonnes with a total of 168.01m tonnes down from 196.06m tonnes for October-July 2015.

The US is still the Canal main user with 115.81m long tonnes, followed by China, 32.06m; Chile, 20.48m; Japan, 15.47m; Peru, 15.11m; South Korea, 13.61m; Colombia, 13.23m; Mexico, 13.20m; Ecuador, 10.31m; Canada, 9.12m; Guatemala, 6.55m; Panama, 4.49m;

Trinidad & Tobago, 3.39m; Belgium, 2.77m and El Salvador with 2.67m.

Almost all commodities showed some decrease during the months of October 2015-July 2016 (FY 2016) compared to the same period in 2015 (FY 2015): crude oil, petroleum products, grains, metals and others including container cargo that fell slightly to 32.39m tonnes compared 33.84m tonnes a year ago while chemicals and petroleum chemical grew to 13.93m tonnes, up from 11.04m tonnes.

In April 2016 the new toll structure was implemented. The new toll adjustments, that had been approved the year before, modified the pricing structure for most segments, to better facilitate the canal's goal of providing outstanding service and reliability to the global shipping while allowing the ACP to safeguard the competitiveness of the waterway, ACP said in a statement at the time. The new toll structure, which applies to all vessels transiting the Canal whether in the original locks or in the third lane, gives 'a more tailored pricing solution for our customers; one that recognises their various needs and requests, while still appreciating the value and reliability provided by the route,' said Quijano at the time.

Most segments are priced based upon different units of measurement: Dry bulkers are based on deadweight tonnage capacity and metric tonnes of cargo; LNG and LPG vessels are based on cubic metres and tankers are measured and priced on Panama Canal Universal Measurement System (PC/UMS) tonnes and metric tonnes of cargo. Container ships continue to be measured and priced on teu and passenger vessels continue to be based on berths or PC/UMS.

A new Intra Maritime Cluster segment was created which includes local tourism vessels, marine bunkering and container transshipment vessels that do not compete with international trade. A novelty for the ACP is that the tolls are implemented alongside a customer-loyalty programme for the container segment. Frequent container customers should receive premium prices, once a particular teu-volume is reached.





**ALL IN ONE AT
THE PANAMA
CANAL**

FOOD, MARINE HARDWARE,
SAFETY EQUIPMENT,
AND LOGISTIC SERVICES.

THE GREATEST CONVENIENCE FOR YOUR SHIP

Our privileged location and the widest range of Ship Supplies makes us the logical choice for your business. Over 25 years of history shows our commitment to the maritime industry.

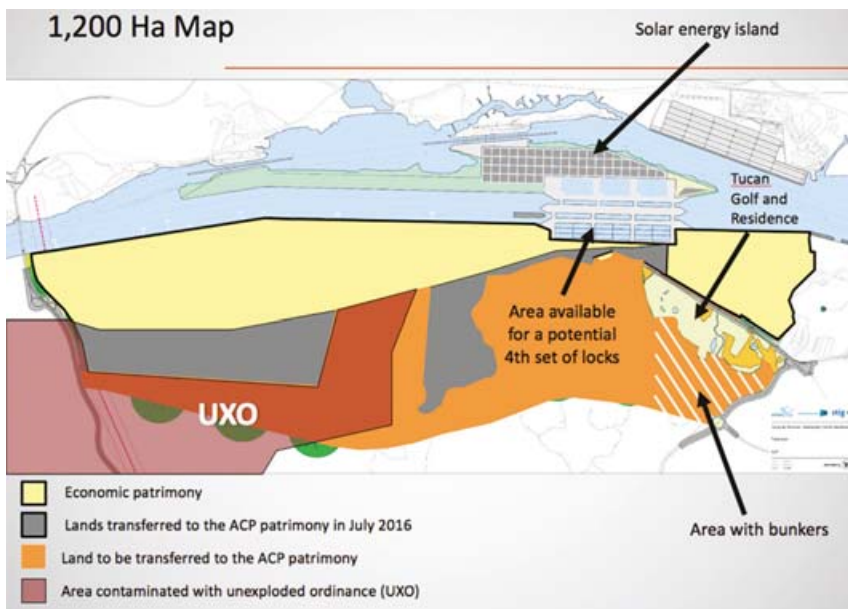
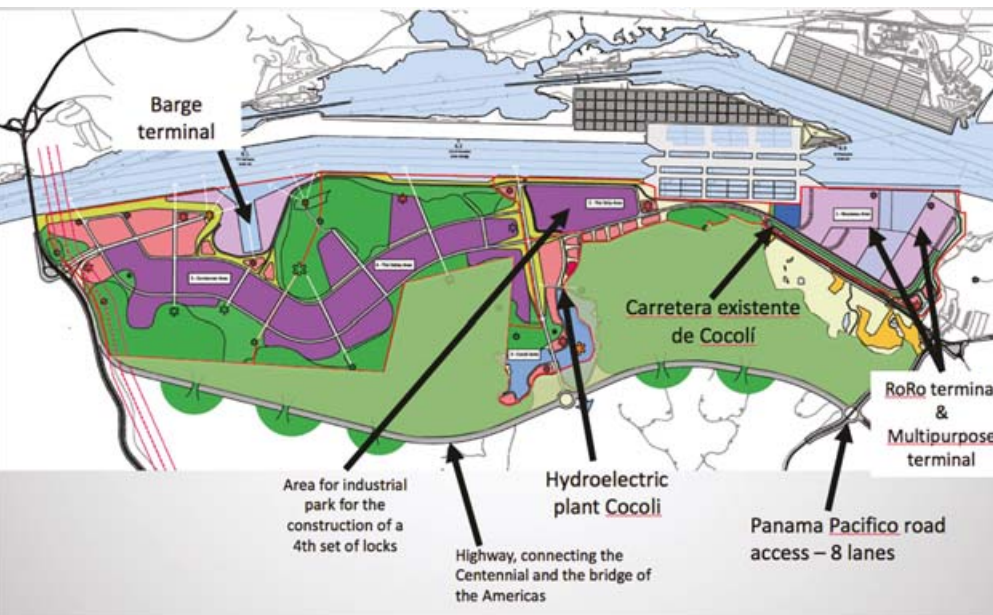
ALL AROUND SERVICE 24 HOURS A DAY, 7 DAYS OF THE WEEK.

Mercantile Shipstore, S.A.

Panama Phone: +507 308-1400 / Fax: +507 223-3839
sales@mercansa.com / www.mercansa.com



MERCANSA[®]



Canal Authorities have looked at business ventures around the lands next to the third lane to complement Canal activities and boost logistics opportunities offered by the waterway expansion.

In the pipeline for some time, has been the construction of a 5.3m-teu-container terminal at Corozal, on the east bank of the Pacific entrance. The ACP has pre-qualified four international port operators: APM Terminals, Terminal Link, PSA International and Terminal Investment Limited. Those companies will be able to participate in the coming tender for the concession for the design, construction, development and operation of the box transshipment port. Also participating were Mitsui OSK Lines; Seattle-based Carrix; Terminal Holdings II; and Ports America that did not pre-qualify. The 3.2m-teu-first phase of Corozal could be ready in three years.

There is a bill at the National Assembly that would grant the future port same incentives as the other terminals that are

governed by a contract-law with the Nation, ratified by the National Assembly. As the bill has been presented two times at the National

Assembly but not been approved, it will be the ACP Board of Directors that will decide whether it is necessary to wait for the legislation approval or call the tender without the legislation. At the end of September, the ACP announced it would call an international tender in the following weeks with an homologation meeting for the pre-qualified companies in November aiming at awarding the project in the first half of 2017.

Considering the shipping industry crisis, public opinion continues divided whether there is a need for additional port capacity as all the terminals in Panama have expanded reaching by end 2016 [without Corozal] total capacity of 14m teu. Panama's port activity fell 12.4% during the first seven months of 2016 compared to the same period the year before.

The ACP has identified 1,200 hectares of land on the western side of the future Pacific locks, in an area formerly used as US military installations before 1999, to create a logistics park for international companies. Canal officials have commissioned the Dutch Antea Group to study all the eventual ventures to develop the area to determine which would be its better use; petrochemicals, logistics or industrial or the three of them together. 'We are still at the planning stage,' says Bazan. The design is very impressive but 'can be realised in phases,' explains Bazan. 'With the Antea study in hand, we now will call for feasibility studies to support the project.'

The project includes the construction of a terminal for ro-ro operations with a quay, vehicle storage yard and vehicle processing centre in a 40-hectare-area with a capacity of approximately 500,000 vehicles per year. Other sections could be used for either small assembly plant or spare parts distribution, food processing, barge terminal and a logistics park for distribution centre. ■

Panama Canal Authority
Ranking of Countries by Origin and Destination of Cargo
From 10/01/2015 through 07/31/2016 (long tonnes)

Rank	Country	Origin	Destination	Intercoastal	Total
1	US	74,580,431	39,641,175	1,595,280	115,816,886
2	China	11,295,573	20,769,036	-	32,064,609
3	Chile	9,958,456	10,525,169	-	20,483,625
4	Japan	4,641,985	10,833,564	-	15,475,548
5	Peru	5,608,017	9,502,448	-	15,110,465
6	South Korea	8,050,956	5,564,610	-	13,615,565
7	Colombia	7,105,064	5,897,804	233,394	13,236,263
8	Mexico	5,060,515	7,713,927	428,118	13,202,559
9	Ecuador	4,233,776	6,083,088	-	10,316,864
10	Canada	6,879,971	2,183,820	61,585	9,125,376
11	Guatemala	1,586,908	4,943,200	24,698	6,554,807
12	Panama	684,213	3,732,804	78,234	4,495,251
13	Trinidad and Tobago	3,217,310	180,888	-	3,398,198
14	Belgium	1,141,954	1,633,658	-	2,775,612
15	El Salvador	316,133	2,358,332	-	2,674,465

Source: ACP



WE ARE MORE THAN A SHIPPING
COMPANY,
WE ARE
SOLUTIONS.



EACH BUSINESS UNIT HAS ITS FUNCTION

WAKEFIELD

MEYER'S group

Exclusive distributor of Castrol Marine lubricants for the maritime sector, Innospec additives for fuel treatment, SSI separator spare parts and Quantum lubricants for the automotive sector in Panama, Central America and the Caribbean.

MARINE TRANSPORT

MEYER'S group

Business division dedicated to providing ferry services to transport passengers, crew, spare parts and supplies to all our customers in the maritime industry.

MEYER'S TUGS

MEYER'S group

Responsible for providing maritime towage service in the most important ports in Panama, Central America and the Caribbean.

MMG TUGS
TUGS BOATS & BARGES SERVICES CORP
MEYER'S group

Business division dedicated to the sea transportation and Supply Boat adapted to carry drinking water, diesel, oily water and deck cargo.

Also we give solution to Our clients with our companies in the service areas of sea and land transport, agro-industrial production and construction in Panama ,Central America and the Caribbean.



US invest for Neopanamax

With the Panama Canal expansion's inauguration June 26, 2016, US ports have seen the first Neopanamax vessels calling almost immediately after the Cosco Shipping Panama made the historic transit through the bigger, longer and wider new locks.

The Panama Canal Authority (ACP) administrator Jorge Quijano had invited presidents, ceos and managers of the main ports in the Americas to witness the memorable event and be part of the festivities that began early and lasted until sunset, when fireworks and balloons closed the unforgettable day.

'As our region continues its current growth and we further position our [Corpus Christi] port as the Energy Port of the Americas, the Panama Canal expansion will allow greater opportunity for global trading opportunities,' said Charles Zahn, Port Corpus Christi Commission chairman who was accompanied by vice-chairman, Wayne Squires; and secretary, Barbara Canales who attended the historic event at the new locks.

Port Corpus Christi projects the \$350m-widening of port's channel as well as increasing its 15mtr depth to 17.3mtr. A Memorandum of Understanding (MoU) with the US Army Corps of Engineers is the first step for the port to proceed with \$1.8m in contracts for sediment testing at the entrance to the port's channel. Congress still needs to appropriate funds for the work.

Officials at Corpus Christi, which specialises in bulk and project shipments of petrochemical and wind-energy cargoes, are seeking the larger channel in order to help

the port handle larger ships, including those moving through the Panama Canal's new, larger locks, which can now handle vessels three times the size of the Panamax vessels able to pass through the original locks.

Port officials told the Journal of Commerce that the channel expansion, which includes widening the channel to 176.6mtr and dredging of 'shelves' for barges, could begin next year if Congress authorises funding.

And the New York-New Jersey port recently wrapped up work to bring its channel to 16.6mtr, joining Baltimore, Virginia, and Miami as the deepest ports on the US East Coast. Charleston has also plans to go to 17.3mtr. The port of Savannah is deepening its harbour to 15.6mtr and expects to complete the project in 2018. Those new channels will make easier the calls of loaded Neopanamax vessels.

On July 9, only a few days after the Canal expansion inauguration, Panama Canal administrator Jorge Quijano and PortMiami director Juan M. Kuryla were renewing a MoU to promote trade opportunities and share best customer practices. The signature coincided with a ceremony held by PortMiami to celebrate the arrival of the MOL Majesty, the first Miami-bound Neopanamax vessel to transit the expanded Canal. Owned by Mitsui O.S.K. Lines, Ltd, the MOL Majesty measures 302mtr in length and 43.4mtr in beam, and called upon the port amidst much fanfare. Administrator Quijano attended Saturday's celebration where he delivered remarks about the added trade opportunities and economic benefits the agreement will bring to their respective regions.

'For the first time, we have these mega vessels transiting our waterway and calling at your port. This ground breaking development will undoubtedly bring economic prosperity, as well increased opportunities and revenues to both PortMiami and the Panama Canal,' said Quijano.

PortMiami has invested in a number of critical infrastructure improvements to deepen its channel to accommodate Neopanamax vessels, and improve the traffic flow and movement of the cargo it receives. With the new locks now operational, Neopanamax ships have begun transiting the waterway toward US Gulf and East Coast ports, such Port of New York and New Jersey and Houston, and are expected to call on additional ports which are similarly investing in infrastructure projects to take advantage of the Canal expansion.

Charleston is benefiting from the expanded Panama Canal. 'Today 16 of 26 weekly container services calling the Port of Charleston have upgraded to Neopanamax vessels and we expect to see others upsized in the future,' South Carolina Port Authority president Jim Newsome told shipping media.

The main US ports must make significant investments to prepare facilities to serve the bigger ships, the Neopanamax vessels, and adapt their terminal infrastructure with adequate carnage and deepening projects. 'We, at Charleston, have worked diligently to ensure that the Charleston harbour deepening project to 17.3mtr remains on track to deliver all of the capabilities needed of a modern harbour by the end of the decade,' said Newcome. The port will commission two new





By The Numbers

75

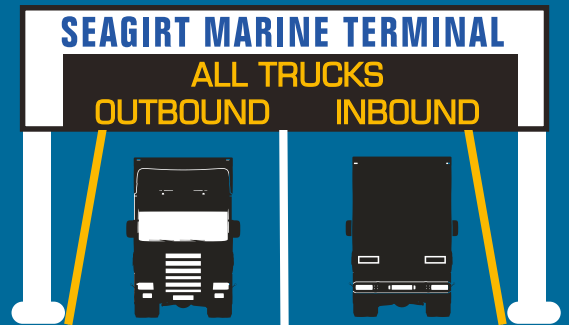
Container moves per hour per berth
(HIGHEST AMONG ALL MAJOR U.S. PORTS)

30

Minutes on
single truck moves

50

Minutes on
double truck moves



11

Cranes, including

4

Neo-Panamax cranes

50

Foot deep
berth and
channel

All that, plus the technology,
infrastructure and outstanding
labor at a port that is located
within one of the largest
consumer markets in the U.S.

2

Class 1
on-dock
railroads



marylandports.com 1.800.638.7519 [twitter@portofbalt](https://twitter.com/portofbalt)

Staten Island, New York



STS cranes this fall and has two additional units on order. Container through the port of Charleston reached 1.94m teu in FY 2016 and forecast are optimistic despite the global economic slowdown.

In the past two years, the ports on the East Coast have been spending billions of dollars to deepen their harbours, increase their bridge heights and transform their infrastructure to accommodate larger vessels that bring with them more cargo and potentially more business but the results were worth the efforts, say US port officials.

Vessels travelling between Asia and the East Coast of the US are by far the principal users of the Panama Canal. The expanded Panama Canal is expected to have a significant impact on freight flow between Asia, the US and Central and South America. With giant ships able to pass through the expanded Panama Canal, the U.S. is making considerable investments to ensure that East Coast and Gulf Coast ports can

accommodate the increase in traffic.

In an article in Forbes Magazine, Harold Sirking, managing director the Boston Consulting Group that wrote last year the report 'Wide Open: How the Panama Canal Is Redrawing the Logistics Map' in which the firm estimated that up to 10% of cargo could be re-routed to the East Coast by year 2020, said that 'the opening of the expanded canal will have a ripple effect on the economy – impacting not only US ports and shipping, but the railroad and trucking industries as well, along with virtually every company involved in trade with Asia, or manufacturing or sourcing from Asia.'

Across the country, total public and private investment from 2016 through 2020 on port infrastructure and related projects are expected to approach \$155bn, about 30 times greater than the cost of the canal expansion, he said.

According to his report, here are some of the projects underway: The Port Authority of

New York and New Jersey will spend \$3bn to raise the height of the Bayonne Bridge, which connects Staten Island, New York and Bayonne, New Jersey. This will allow the bigger ships to pass under the bridge so they can get to the docks for loading and unloading. Another \$1.6bn will be spent deepening the harbour and shipping channel. Another \$4.5bn will be spent on a new container terminal in Jasper County, S.C., adjacent to the Port of Savannah. Upstate South Carolina, where the state's 'inland port' is located, which expects to become a major rail hub distribution centre as a result of the Panama expansion, is planning a second inland port.

The Port of Virginia handled 2.6m teu in Fiscal year 2016, a slight increase of 2.5% over last year's throughput of 2.5m teu, said John F. Reinhart, ceo and executive director of the Virginia Port Authority. 'We are beginning to discuss our plans for expansion with customers and port users.

There is a lot of positive activity taking place at the port right now.' He said the port will begin to see a new, larger class of vessels calling the Port of Virginia that will arrive as the result of the opening of the Panama Canal's new locks.

As a direct effect of the expanded Panama Canal inauguration, the port received two weeks later, on July 11, the 10,100teu MOL Benefactor which was the largest vessel to date to call the Port of Virginia. However, 'starting at the end of the month of July, we will see a series of five vessel calls, each with 10,300teu capacity, calling the Port of Virginia,' said Reinhart at the time. But the port expects that the Neopanamax vessels will progressively get bigger and would require [for the port] to expand cargo handling capacity. The first large-scale capacity project will be to rebuild the upland operation at the South berth of Norfolk International Terminals (NIT). The \$350m project would throughput

Corpus Christi



UBM's maritime portfolio

– connecting customers globally



UBM is one of the world's leading B2B events organisers providing vibrant and dynamic events enriched with digital and print media. Its events allow its customers to make connections and do business efficiently and effectively. The UBM maritime portfolio includes a global line-up of events that connect customers and allows your company to select the geography most relevant for one's growth strategies.

To find out more:

www.seatrademaritimeevents.com

**Seatrade
Maritime News**

**Seatrade
Maritime Review**


UBM



capacity at NIT by 46% by 2019.

The month of July marked the first arrival of Neopanamax in many US ports. And to continue with the Canal expansion falling effect, the Port of Boston welcomed its largest ever cargo ship on July 17, when the 8,530teu box ship *Xin Mei Zhou* docked at the Conley Terminal as part of the CKYHE Alliance's recently upgraded Asia – US East Coast service, the Massachusetts Port Authority reported. Cosco's and its partners in the CKYHE Alliance announced deployment of 8,500teu sized vessels on the Asia to East Coast route with their intention of further deploying 10,000teu-12,000teu vessels, according to Massport. Massport announced it would receive \$42m as part of the US Department of Transportation's FASTLANE grant programme. The grant funding will be used to upgrade existing facilities at Conley terminal to better handle larger ships coming to Boston now.

The newly expanded Panama Canal has been boosting business for the shipment of goods from Asia to the East Coast. It was the turn of Jacksonville Port Authority to received earl July its first Neopanamax, the *MOL Majesty* that docked at TraPac Container Terminal to load and unload containers with everything from clothes to electronics to furniture. 'This signals this new trend that's going to occur at East Coast ports where larger and larger ships are going to be serving the east coast trade from Asia, JaxPort ceo Brian Taylor said. Taylor, who attended the inaugural opening of the expanded Panama Canal, commented that 'it was very exciting to see the new technology, more energy efficient, more environmentally friendly. I was pretty impressed.'

Dennis Kelly, regional vice president and general manager of TraPac, said the *MOL Majesty* was too heavy to stop in JaxPort fully loaded. Savannah has already begun deepening its port, and Charleston still needs congressional approval for its dredging project. If JaxPort wants to stay competitive, Taylor said, the St. Johns River needs to be dredged.

Evergreen's first voyage through the expanded Panama Canal with the 8,452teu *Ever Lambent*, called Savannah, Charleston, Baltimore and New York. Together with the fleet upgrade programme, Evergreen has enhanced its service cooperation with strategic partners to offer both a direct service from the Far East to US Gulf ports, including Houston, Mobile and Miami through a capacity swap arrangement, and to offer a more

comprehensive service to its existing network of destinations.

US ports are building the infrastructure needed to accommodate vessels with capacities of 20,000teu and greater. Long Beach is in the midst of a 10-year, \$4bn capital improvements programme as Long Beach and Los Angeles are the only ports regularly handling vessels with capacities up to Neopanamax 14,000teu ships. Long Beach is spending \$1bn to upgrade its rail connectors, rail car storage and on-dock intermodal transfer capacity. Long Beach increased its on-dock rail shipments to 28% of volume up from 25%. The port's goal is to move 50% by rail, which hinges on if the port, can convince the railroads to initiate short-haul rail services to the huge distribution hub in the Inland Empire 50 miles east of Los Angeles. ■

Long Beach





A busy year for AMP

It has been a very active year for Panama Maritime Authority (AMP) administrator Jorge Barakat Pitty and his team, as they concluded a series of important accords and visits while attending to several pending domestic issues of great interest for the local maritime industry, as well as the preparation for celebrations of the 100-year anniversary of the Ship Registry.

The Panamanian Register was created by Law 63 of December 15, 1917 but it was not until a couple of years later, in 1919 that Panama joined the international registries when a small freighter, the Belem Quezada, opted to change her Canadian registration for the Panamanian flag, initiating a tradition that has brought international fame and reputation of excellence to the Registry.

'One of our main objectives was to restore confidence in the institution and we have taken the necessary measures which have been applauded by our customers. We began to audit the Recognised Organisations (ROs) and the Recognised Security Organisations (RSOs) and did not hesitate to cancel those not fulfilling the requirements,' says Barakat.

The AMP has taken on the seafarers' welfare by making sure they will be protected by the rules established in the Maritime Labour Convention 2006 and by publishing a list of the training centres approved and registered worldwide and regularly audited, where marine officers and eventually seafarers will get the upgrading courses to obtain their qualifications before applying for assessment of their titles. 'Training is a key element to secure knowledge, competence and qualifications to perform their seafarers' duties and in such, maintain Panama's reputation of excellence as a flag state,' explains Barakat.

Panama has one of the largest groups of seafarers totalling over 400,000 worldwide. New documentation centres – or Regional Centres – have been opened in London, Manila, Dubai, Seoul, in addition to those of

Panama and New York which offer support to the seafarers and where both the review and the final issuance of marine licences can be completed in the centres.

The AMP has concluded the implementation of the Seafarers' Automated Application System (SAA) in all the Regional Documentation Offices and the Merchant Marine Privative Consulates with the higher volume of processing.

This technological tool, available 24/7, replaces the manual system, providing important security elements and transparency in the management of seafarers documentation, avoiding the possibility to issue unfilled transitory certificates, when demanding the previous introduction of personal data and the seafarers biometrics with the corresponding support documentation.

The System's Controls permit to guarantee that the issued documentation complies with the parameters established in the International Convention on Standards of Training, Certification and Watchkeeping for Seafarers, 1978, as amended (STCW 1978 as amended), confirming the compromise of this Maritime Administration in the compliance of international standards of training and certification of seafarers.

Barakat has designed a five-year plan, parts of which are being already executed expected to conclude within the next three years. Some of the technological innovations are: improvements into the current platform to the online services for the incorporation of online payments, issuance of technical certifications (e-certifications), registration process inquiries, vessels monitoring, and publications, among others.

During a meeting in the city of Alessandria, in March 2016, Barakat and the Egyptian minister of transport Saad El-Giushy, have established mechanisms to cooperate in maritime affairs between the two countries, through an exchange of technical delegations. El-Giushy

recognised Panama's experience in maritime affairs, in particular the logistics development and port activity as a transshipment hub. During his visit, the AMP administrator also signed a letter of intent with the president of the Arab Academy for Science, Technology and Maritime Transport, Ismail Abdel Gaffar, to begin cooperation in training of seafarers between Panama and Egypt. Alexandria's faculty of maritime transport of the Arab Academy has an integrated simulator centre and training centre for survival and training at sea.

An agreement between Panama and Turkey was signed in June 2016, at the headquarters of AMP by Barakat and Turkey's Minister of Transportation, Maritime Affairs and Communications, Ahmet Arslan. The accord seeks the promotion of maritime trade between the two nations, as well as improvements to safety and security in navigation. It also looks at the development of shipyards, exchange of experience and academic training, and recognition of training centres in the country, among others. Panama has opened a new technical regional office SEGUMAR in Istanbul, which will strengthen the technical coverage offered by AMP to customers in that region, and complement the expansion of the international network of services provided by Panama Ship Registry.

The Antwerp Port Authority and AMP have signed a Memorandum of Understanding (MoU) to widen their co-operation in the port and logistics areas. The MoU was signed in Antwerp by Barakat and Port of Antwerp's chairman of the board, Marc Van Peel and the port of Antwerp's ceo Eddy Bruyninckx.

The signing followed the visit of Panama's president Juan Carlos Varela in 2015, who was impressed by Antwerp's success in attracting the largest European firms to set up logistics facilities in the port area.

The MoU will widen and deepen the co-operation between Antwerp and Panama,

setting forth a framework of joint collaboration and actions and shall allow the development of specific activities and optimising the management of their ports. This will include training and exchange of information, as well as internships in port administration and port companies.

Another milestone has been the ratification of two major IMO's Conventions by Panama in 2016: The Ballast Water Convention and the Hong Kong Convention on the Safe and Environmentally Sound Recycling of Ships (HKC). Panama became the fifth nation to sign up the Hong Kong Convention. Norway, France, Belgium and the Republic of the Congo have already ratified it, but 15 signatures are needed, as well as 40% of the global fleet. Panama's accession brings the total to 20%, while possibly paving the way for other big international registers to sign up. The more countries ratify the convention, the faster the convention will enter into force; the Hong Kong Convention was adopted by the IMO in 2009.

Panama, by Law 41 of 2016, ratified the International Convention for the Control and Management of Ships' Ballast Water and Sediments from Ships (BWM). The Ballast Water Management has met its ratification criteria having past the 35% of the world fleet by gross tonnage, one of two key metrics for the convention to come into force 12 months later, on September 8, 2017, which is now set to be a key date for ship owners, managers and equipment manufacturers around the world.

In ratifying the BWM Panama seeks to reaffirm its international commitment to environmental protection and the prevention of marine pollution. Following the enactment of the law, the AMP is responsible for preventing and minimising or eliminating the transfer of harmful aquatic organisms and pathogens through the control and management of ballast water and sediment board ships of the merchant marine and is committed to ensuring that port terminals where repair work or cleaning ballast tanks are made, provided suitable for receiving these sediments facilities.

Following a meeting with IMO secretary-general Ki-tak Lim in July 2016, Bakarar told Lim that in relation to the implementation of amendments to regulation VI/2 of the SOLAS Convention regarding requiring Container Weighting as regulated by the Convention, the measures had been enforced on July 1, 2016 and that Panama was now in full compliance with the SOLAS amendments. Ports in the

country handled 6.7m teu in 2015.

'Many things have changed and are in process of changing for international registries,' Lim told Bakarar. 'Performance and quality are essential.' To date, 93% of Panama's fleet is classified by IACs, the rest 7% by non-IACs of which only 3% are Panama nationals.

'Many things have changed and are in the process of changing for international registries.'

Ki-tak Lim
IMO secretary-general

Panama will host in 2017 the Parallel Event World Maritime Day, 'which coincides with the celebration of the 100th anniversary of the creation of our Ship Registry and we will have the assistance of the IMO secretary-general and other members of the IMO Council,' Bakarar explains. 'In addition we will be hosting the Meeting of the Committee of Latin American Agreement on the Control of Ships by the Port State Control, also called 'Agreement of Viña del Mar', to which we expect the attendance of member countries,' announced Bakarar.

On the domestic front, a long-awaited project is coming close to reality. A cruise port on the Pacific side of the Canal, which has been discussed for years, will be built on Perico Island, one of the islands off Amador

Causeway near Panama City. The area has a depth ranging from 7mtr (23ft) to 12mtr (39ft). The government hopes that such a facility would not only serve as a port of call but as a homeport, similar to the one at Colon on the Caribbean side. To attract cruise ships, Panama would offer to cover part of the toll for these vessels to transit the Panama Canal. The incentive would apply only to ships homeporting at Amador and would be analysed with other state institutions to decide how it would be structured,' Bakarar explains.

The project envisions a 30ha/74-acre site for the port and 11.5ha to house port operations services, retail and entertainment. The AMP plans to launch a tender before the end of the year for the port's design and construction, while the administration for the facility would be awarded in another tender. The administration tender would include the 11.5ha site for offices and commercial development.

Bakarar says that the only way to attract cruise lines is to build more infrastructure, and in his opinion Perico Island is suitable for a port. 'It is an area that has the depth necessary for these vessels.'

The AMP has also been working in association with Panama Chamber of Shipping on the construction of a pier, on the Pacific entrance of waterway near Amador, for maritime auxiliary services. The project, in draft by several previous administrations, is finally coming to an end. The creation of a concept that meets current needs and under the administration of the AMP, for those entrepreneurs fulfilling their obligations and having operating licenses granted by the AMP that will become an important tool for doing business.

The future construction, located in a strategic point, very close to the Bridge of the Americas 'will act as a means to optimise the competitiveness demanded by the maritime industry and routed to our country on track to be the number one auxiliary maritime services,' comments the AMP's Bakarar.

This modern pier, whose cost is \$5.67m, will be built over a period of six months. The Panamanian company 'Consorcio Maritimo Inzelva' was awarded the construction. It will offer the same service for up to four ships simultaneously, two load and two passengers, and will include warehouses, cranes, monitored 24 hours a day, as well as controls and services of infrastructure in this category, in addition to the inclusion of offices, warehouses and facilities. ■



IMO secretary-general Ki-tak Lim with AMP administrator Jorge Bakarar

Panama is launching the world's largest Vessel Monitoring Centre.

And it's powered by Pole Star.

We're setting new standards in excellence for maritime administrations. Keep up-to-date with increasing safety and compliance requirements, all within one powerful platform. Visit our website to learn more.

www.polestarglobal.com

NEW



Centennial milestone

The Panama Ship Registry will enter 2017 celebrating its centennial and its leadership as world's largest register since 1993, with the biggest number of vessels and highest tonnage. Panama Register represents 18% of the global fleet.

The Ship Registry was created by Law 63 of December 15, 1917, a few years after the inauguration of the Panama Canal in 1914. At its very beginning and for a couple of years, Panama Registry merely performed enrolment of short sea shipping vessels giving a flag to an incipient fleet of small national boats.

It was not until August 20, 1919 that Panama joined the international registries when a small freighter, the Belen Quezada opted to change her Canadian registration for the Panamanian flag initiating a tradition that has brought international fame and reputation of excellence to the Register. It will soon be followed by the United American Line in 1922, that brought two of its passenger ships, ss Resolute and ss Reliance under the Panamanian flag. Many more foreign vessels would come during the 1920s starting the ascendance of Panama's Ship Registry. The Registry grew slowly serving as a flag of preference for American ship owners until after World War II when international shipping lines, led by Greek ship owners, began to use it more regularly. The rest is history.

The Panama Registry is an important contributor to the national economy bringing directly around \$160m in fees and taxes, and indirectly some \$250m to the economy, including the legal sector which is one of its main beneficiaries. 'Panama has a strong

regulatory framework for the protection of the ship owners and their mortgages, in addition to one of the lowest-tax registrations for off-shore jurisdiction, which have made of our register the preferred flag under which ship owners want their vessels to sail,' says Panama Maritime Authority's director of Merchant Marine and head of the Ship Registry Fernando Solorzano.

At June 2016, Panama had 222.1m gt with 8,136 vessels over 100gt slightly up from 218.5m gt and 8.071 vessels at December 2015 according to IHS Global LTD. The age of the fleet remains at 16 years.

According to Panama's Merchant Marine statistics department, the participation, at June 2016, of vessels under five years of age, has grown to 16% [of the total fleet] with 1,449 vessels up from 14% in December 2015 with 1,291 vessels. Tonnage also increased to 48.6m gt [20% of total tonnage] at June 2016, up from 42.2m gt [18% of total tonnage] in December 2015. Those results have marked a complete turn-round of the register's marketing strategy in the past two years and a dedication to improve the quality of technical support.

The Panama Maritime Authority (AMP) has opened new offices of Segumar [Segumar is the acronym for Seguridad Maritima – Safety at Sea. Segumar offers technical support and a 24/7 service all year round] in Imabari, home of Japan's leading maritime cluster and in Istanbul, Turkey.

Segumar has also offices in New York, Panama, Piraeus, Busan, Seoul and

Singapore with the Segumar-Tokyo office having the largest number of employees. All these offices are staffed with technicians

speaking the language of the country and, as such, able to reply promptly to any eventual technical problems. In the pipeline is the aperture of two new offices, in Los Angeles, USA, and Miami, USA, this latter designated to replace the New York office when Miami is opened for business during the first half of 2017.

Panama has one of the largest groups of seafarers totalling over 400,000 worldwide. 'New documentation centres – or Regional Centres – have been opened in London, Manila, Dubai, Seoul, in addition to those of Panama and New York which offer support to the seafarers and where both the review and the final issuance of marine licences can be completed in the centres,' says Solorzano.

AMP has the sole power and responsibility to issue assessments and the final issuance of marine licences. The AMP's Regional/Documentation Centres will receive the documents, evaluate them and if everything is in order, proceed with the assessments and/or licences. This measure guarantees transparency and allows fixed fees, the same around the world, without over costs. The AMP has published a list of the training centres approved and registered worldwide and regularly audited, where marine officers and eventually seafarers will get the upgrading courses to obtain their qualifications before applying for assessment of their titles.



Fernando Solorzano



Starting June 2016, the AMP's Directorate General of Merchant Marine is offering an online platform to streamline the application process and issuing some technical certificates issued by the Panamanian Registry, which is made available to local law firms (Panama), Recognised Organisations (ROs) and Recognised Security Organisations (RSOs). In this first stage, the platform will provide

four certificates that will be managed from this platform, which are: Certificates Bunker Convention (BCC), Passenger Ship Liability (PAL), Wreck Removal Certificates (WRC) and the issuance of the Continuous Synopsis Record (CSR) for the flag, amendment and or cancellation. Prior to the installation of the platform and issuance of certificates, the AMP has largely consulted with users, listened to suggestions and

incorporated advices to the process.

Although the platform has global reach but is still in its first stage, the customers' opinion on the platform performance is important and welcome,' says deputy director of merchant marine, Margareth Mosquera. 'The Panama flag enters a new stage of digitising its documents, in order to streamline processes, ensure security and provide greater convenience to customers by giving them an efficient and expeditious service,' she says.

The Panamanian Registry, with this new format to submit requests for technical certificates, seeks to minimise the period of assessment and preparation of certificates, saving customers' time. This system will not involve the paper certificate, but only an electronic certificate. The last phase of the system implementation will involve the issuance of electronic certificates and e-pay, leaving aside paper certificates. No token or USB device called a Personal Key Infrastructure (PKI) is required to use this system.

This electronic certificate will maintain the security measures required to ensure their validity, it should be noted that all documents issued will be valid for 30 days.

Amongst a series of financial incentives

Pole Star to supply and operate the world's largest vessel monitoring centre

The world's largest Ship Registry, Panama Maritime Authority (AMP), has awarded Pole Star Space Applications a 5-year contract to deploy what is widely considered to be the world's largest vessel monitoring centre, managing over 8,000 SOLAS class vessels. This award comes following Pole Star's recent 5-year contract with the United States Coast Guard. Pole Star currently provides Maritime Domain Awareness (MDA) services to 46 nations.

In addition to the provision of a fully out-sourced Long Range Identification and Tracking (LRIT) System, Pole Star will provide non-SOLAS vessel monitoring, Vessel Vetting, Sanctions Compliance, Port Risk Mitigation and Ship Security Alert Service (SSAS) Management of the fleet. The new vessel monitoring centre will be based in Panama City and manned by trained staff on a 24 x 7 x 365 basis.

Panama is the first flag state to implement such a broad range of Maritime Domain Awareness (MDA) capabilities under a single platform. This new standard of excellence clearly sets a precedent for other flag states who will wish to keep up-to-date with increasing safety and compliance requirements for their fleet.



John Ramsauer

The AMP currently has full LRIT compliance and has indicated the need to increase their maritime safety capabilities system by extending the safety and security scope of their current system. The new system will incorporate similar MDA tools for the Non-SOLAS vessels operating within the Panamanian territorial waters, including small fishing, leisure vessels, service vessels, commercial and industrial fishing vessels, fuel transfer vessels, and vessels operating within maritime concessions.

Additionally, the Panama flag will be the first flag state to implement a comprehensive and Sanctions and Compliance system for all the vessels flying the Panama flag. The new Vessel Vetting system will also allow the flag's Port State officials to deploy a Port Risk Mitigation plan for all the country's ports. The system will alert the AMP of any vessel subject to existing sanctions and embargoes, and if the vessel carries any risks relating to terrorism, war zones, or infectious disease.

In terms of vessel security and piracy counter-measures, the AMP will also be deploying a real-time Ship Security and Alert (SSAS) platform where they can manage SSAS alerts, flag tests, and verify compliance

with the ISPS Code.

'This expanded scope award coupled with Pole Star's recent United States Coast Guard contract clearly indicates that the global LRIT platform is stable; and leading flag states are starting to build upon its foundation to improve safety at sea for all its stakeholders. We fully expect that most quality-driven flag states will follow suit and commence similar implementations in terms of non-SOLAS vessels, and good governance in terms of compliance and vessel vetting, says John Ramsauer, Director of Global at Pole Star. He adds that leading flags are already engaging with Pole Star to deploy similar technologies to maintain their competitive stance in what is a very turbulent ecosystem.

Pole Star Space Applications is a privately owned UK technology company that has been providing ship-centric monitoring, regulatory compliance & risk management services to the shipping industry since 1998. They have over 100 employees operating via a network of offices located in London, Panama, Boston, Hong Kong and Singapore. They are widely acknowledged as one of the leading providers of remote fleet monitoring, risk management, ship security, Long Range Identification and Tracking (LRIT) and fisheries monitoring services.



issued by the Ship Registry is the Resolution (106-67-DGMM, July 17, 2015) that cancels registration fees, annual consular fees, investigation and inspection fees, and the 0.03% tax, for one year to all vessels and MODUs under construction and new build over 10,000dwt. All ships of new construction less than 10,000dwt, will receive a discount to their year of registration of up to 100% in the rate of registration, consular annual rate, the 0.03% tax and investigation and inspection fees. As well as an additional 15% if they certify they belong to a major economic group. The latest date to apply for these discounts and registration of ships was 31 December, 2016. Nevertheless, through a new Resolution (106-64-DGMM, August 25, 2016) this date has been postponed to 31, December, 2017. Those financial incentives have been essential to increase the fleet of new-builds and the number of vessels under five years of age.

In addition, the Ship Registry has created a new series of economic incentives, in addition to those existing in Law 57, giving exemptions up to 50% of the top of annual consular taxes and 50% on top of initial registration fees for every vessel of more 15,000gt and less than 15 years, for groups of vessels already benefitting of incentives in Law 57 and the Resolution issued in 2013. Those incentives are mostly for new registrations aiming at giving some respite to ship owners because of the global economic situation. The measure originally designed to terminate in 2015 was extended until December 31, 2017, says Solorzano.

One of the most attractive discount

scheme offered by the Ship Registry is aimed to eco-ships. Through a new Resolution (No. 106-113-DGMM, November 16, 2015) up to 50% in registration fees, annual consular fees, investigation and inspection fees, and the 0.03% tax, for first three year of registration to those ships that demonstrate that its Efficiency Energy Design Index – EEDI is 60% or below or if the ship is propelled entirely by LNG or if she has an Energy Efficiency Operational Indicator – EEOI. This incentive is to acknowledge the ship owners' efforts in reducing the carbon print of their ships engaged in international trade. Over 500 ships have already been benefited with this.

In May 2015, Panama's National Assembly ratified the Nairobi Wreck Removal Convention [WREC] by approving Law 26 of 4 May 2015. Panama was one of the largest Ship Registries that had not ratified WREC when it entered force on 14 April this year. The convention requires all ships over 300gt – including fishing vessels and commercial yachts – to have in placed insurance to cover the location, marking and removal of a wreck, deemed to be a hazard in the convention area of states that are party to the convention. It is also required, under the principal of no more favourable treatment that all ships carry insurance and Wreck Removal certificates on board starting on 14 April, 2015.

Two major Conventions were ratified by Panama in 2016: The Ballast Water Convention and the Hong Kong Convention on the Safe and Environmentally Sound Recycling of Ships (HKC).

Panama became the fifth nation to sign up the Hong Kong Convention. Norway,

France, Belgium and the Republic of the Congo have already ratified it, but 15 signatures are needed, as well as 40% of the global fleet. Panama's accession brings the total to 20%, while possibly paving the way for other big international registers to sign up. The more countries ratify the convention, the faster the convention will enter into force; the Hong Kong Convention was adopted by the IMO in 2009.

Panama, by Law 41 of 2016, ratified the International Convention for the Control and Management of Ships' Ballast Water and Sediments from Ships (BWM). The Ballast Water Management has met its ratification criteria having past the 35% of the world fleet by gross tonnage, one of two key metrics for the convention to come into force 12 months later, on 8 September 2017, which is now set to be a key date for ship owners, managers and equipment manufacturers around the world.

In ratifying the BWM Panama seeks to reaffirm its international commitment to environmental protection and the prevention of marine pollution. Following the enactment of the law, the AMP is responsible for preventing and minimising or eliminating the transfer of harmful aquatic organisms and pathogens through the control and management of ballast water and sediment on board ships of the merchant marine, and is committed to ensuring that port terminals where repair work or cleaning ballast tanks are made, provided suitable for receiving these sediments facilities. Around the 90% of the Panamanian fleet must be certified under the provisions of this Convention. •



AUTORIDAD MARÍTIMA DE
PANAMÁ



PANAMA MARITIME XIII
WORLD CONFERENCE & EXHIBITION



CANAL DE PANAMÁ

PANAMA MARITIME 2017

12-15 March, Panamá, Megapolis Convention Center



Exhibit

Companies will have the opportunity to present their services / products to industry leader buyers, regulators...



Conference and Seminars

Focused on trending topics, challenges facing the industry today and how to prepare and make these into opportunities. Chaired by Industry leaders to promote lively discussion.



Networking

Taking advantage of the nations host **PANAMA** a true tropical paradise, allows for making the business social mix, the main appeal and unrivaled at the party scene.

Panama Maritime in Numbers:

50
COUNTRIES
REPRESENTED



MORE THAN
1,500
VISITORS



MORE THAN
1,600
SQUARE METERS



www.panamamaritimeconference.com
info@panamamaritimeconference.com



ORGANISERS:



SENACYT • MANZANILLO INTERNATIONAL TERMINAL • HOLLAND • SEA TRADE • INTERMARITIME • CAYMAN ISLAND SHIPPING REGISTRY
MEYERS GROUP • COLON OIL & SERVICES • ALFA LAVAL LIMITED • MARINE SAFETY • DIVING WELDING SERVICES
PANAMA PILOTS LAS MINAS PILOTS • MARSH SEMUSA • TALLERES INDUSTRIALES • MELONES OIL TERMINAL
MARITIME HEALTH & SERVICES S.A. • UNIVERSITY OF MIAMI SCHOOL OF LAW • TORRIJOS Y ASOCIADOS • HUBEL MARINE B.V.



Global shipping crisis takes its toll

The global crisis of the shipping industry combined with the re-shuffling of services and alliances has taken its toll on Panama cargo volumes, directly affecting port activity which is mainly transshipment. 'Shipping lines have sufficient ships to make direct calls and with freight rates being at a very low level, liners avoid transshipment where they can,' says a port operator.

Panamanian ports began to see the effects of the crisis in 2015 as total container cargo volumes grew slightly by 1.8% to 6.89m teu compared to 6.77m teu in 2014.

However, according to the UN Economic Commission for Latin America and the Caribbean (ECLAC), the Colon port complex [composed of Cristobal, Manzanillo International and Colon Container Terminal] remained in second position with 3.57m teu amongst Latin America's top performers, after Santos, Brazil [3.64m teu] and ahead of Balboa with 3.29m teu in 2015.

ECLAC said that 'various factors have contributed to the low growth of container traffic in recent years: a stabilisation in the conversion of general cargo or bulk to containerised cargo; market share of manufactured goods has increased relative to raw materials transported in containers, and a tendency to reduce the size of manufactured products; a decline in the rate

of outsourcing (offshoring) of manufacturing activities in Asia and especially in China; changes in the 'in-balance' of traffic, which means traffic growth reduction of full containers in one direction affects the decrease in the volume of containerised cargo, as well as in handling empty containers; and the decline in the organisation of traffic, especially the increase in direct services to more ports.' 'The sluggishness of 2015 was mainly determined by the decrease of activity in five

countries: Brazil, Peru, Puerto Rico, Trinidad and Tobago and Venezuela,' said ECLAC.

In 2015, besides Colon Container Terminal (CCT) and Cristobal on the Atlantic side which both registered an increase in volume respectively of 57.1% to 798,663teu and 14% to 812,783teu, the other main terminals saw a fall in volume of 4.7% for Manzanillo International Terminal (MIT) to 1.97m teu and 4.9% for Balboa to 3.08m teu while cargo volume at PSA-Panama also fell by 6.9% to 216,012teu. The movement of



Manzanillo International Terminal

vehicles performed well growing by 1.59% in 2015 to 138,705 vehicles.

The first seven months of 2016 did not bring respite to Panamanian terminals, on the contrary. Total containerised cargo fell by 12.4% to 3.54m teu from 4.05m teu compared to the same period the year before. All the terminals without exception recorded substantial decrease in their volumes.

At CCT, volumes fell by 26.6% to 333,350teu, while MIT acknowledged a minus 13.4% to 1,01m teu down from 1.16m teu, Balboa also fell by 7.5% to 1.67m teu and Cristobal by 11.4% to 414,547teu while PSA-Panama did not do better with a decrease of 25.3% to 139,063teu. 'We have seen a small comeback of volumes but 'it had picked up in July-August because it is the beginning of the high season that runs until October,' says CCT President Capt. Chang Yen-I. 'The regional economy remains a problem and we cannot do anything about it but it

severely affects our volumes,' he explains.

'While freight rates are at an all-time low, bunker fuel is less expensive and ships can be chartered at a low daily cost, shipping lines will seek to cut transshipment cost. More direct services, for example from Asia to West Coast of South America or from Asia to the Caribbean are starting without the need to tranship in Panama. This creates an additional pressure on the country's ports,' explains an international port operator.

On the Atlantic side, Evergreen's Colon Container Terminal has built the new Berth No.4 and the terminal will continue with the next stage of a planned expansion programme. On completion, expected around 1Q, 2017, this will enable the terminal to handle two large vessels of 12,000teu-14,000teu simultaneously. The terminal is expecting to have six super-post-Panamax cranes by 2017 increasing capacity to 2.4m teu.

The inauguration of the expanded Panama Canal has been profitable 'as of August 4, we have received eleven Neopanamax,' says Capt. Chang.

On July 9, 2016, the Ever Lambert – a 8,452teu containership owned by the Evergreen Group – passed through the expanded Panama Canal, the first Neopanamax to dock at CCT as she is deployed on the NUE service, which serves Qingdao, Ningbo, Shanghai, Coco Solo (Colon Container Terminal), Savannah, Charleston, Baltimore and New York. The transit marked a new era for Evergreen Line's all-water services connecting the Far East with the US East Coast.

Ever Lambert is 334mtr long, 45.8mtr wide, with a dead weight of 104,408dwt and scantling draft of 14.2mtr. The vessel was not only Evergreen's first large containership to pass through Panama Canal's third set of locks, but also the first Taiwanese-operated cargo ship of over 100,000dwt to transit the

Panama Ports Company (PPC)

Panama Ports Company (PPC), a subsidiary of Hong Kong-based Hutchison Ports Holdings, administers the ports of Balboa, on the Pacific side and Cristobal at the Atlantic entrance of the Panama Canal. During the 19 years of its concession the company has re-invested over \$1.3bn to adequate both terminals to its customers' needs, doubling capacity to 5m teu in balboa and 2m teu in Cristobal.

The 50 hectare-expansion of PPC facilities has included extending the container yard to 63ha and Balboa piers to 1,900mtr of quays with 25 STS cranes, the biggest carnage in Latin America while Cristobal was revamped with 13 STS cranes 47 RTGs. PPC employs more than 4,200 people, 99.9% of them Panamanians and move 59.6% of all container cargo in the country and thus is a leader in the port activity.

Cargo volumes have fallen during the past year and Panama Ports Company has not been exempted from that situation. At Balboa, the largest terminal in the country, cargo fell by 7.5% during the period January-July 2016 to 1,675,791teu, down from 1,811,716teu a year ago, although the percentage of decrease was the smallest in Panama. Cristobal registered a drop in cargo volume of 11.4% to 414,547teu down from 467,915teu during the same period in 2015.

'We are indeed facing challenges as the industry is probably in a worse state than I can ever remember during my 30 years career in shipping. That said, those to weather the storm will be the operators – both carriers and ports, who have control of their cost base, pay their suppliers on time and who are able to dynamically scale their business to meet fluctuating market



demands,' says PPC's ceo Paul Wallace.

For the months ahead 'however the business will rebound and being lean, efficient and fit to compete in a more competitive environment, together with the best geographical location in the world, we simply need to learn greater flexibility and be organisationally cost conscious. We strive to be one-step ahead of our customers and the shipping lines recognise their need to consolidate operations and volumes to reduce network cost. I am confident that we are best placed to serve their needs today and tomorrow,' he adds.

Panama Ports was the first terminal in Panama to welcome regularly Neopanamax vessels with services transshipping cargo for the West South American coast. 'At this moment, at PPC we currently have nine Neopanamax services calling Balboa and three in Cristobal. At Balboa, we have two services under the AC network from Maersk connecting Far East-Mexico-West Coast South America, which are AC2 & AC3. An additional five Neopanamax from MSC, which are ANDES SB, AZTEC NB, AZTEC

SB, that serves Far East Mexico – West coast South America and the recent merger SAWC-USA – NWC NB and SAWC-USA-NWC SB, which connects West Coast South America with Caribbean & Europe,' says PPC chief commercial officer Edgar Pineda.

'One service from CMA CGM and APL, the ASA, which started last year (2015) connecting Far East-Mexico, Panama and Colombia, and a service from the G6, PA2WB, that started in July 2016 after the Canal Expansion changing from a Panamax to Neopanamax with 10 6,000teu-vessels providing connection among East Coast of North America – Far East.'

PPC is constantly taking measures to further enhance Panama's geographical advantage and in 2016 'we have achieved the following new services: At Balboa, the TP18 and AC1 from MSK line, the Aztec and SAWC-USA-NWC service from MSC and the MED AMERICAS from CMA CGM, making a total of 28 weekly services. At Cristobal, we have the Neopanamax SAWC-USA-NWC and 3 feeder services which are Puerto Cabello, Cuba Feeder and La Guaira Feeder, making a total of 14 services,' he explains.

Colon Container Terminal (CCT)

'The inauguration of the expanded Canal has been good for all of us [terminals in Panama],' says Colon Container Terminal (CCT) President Capt. Chang Yen-I. 'As of August 4, we have received eleven Neopanamax.'

On July 9, 2016, the Ever Lambent – a 8,452teu containership owned by the Evergreen Group – passed through the expanded Panama Canal, the first Neopanamax to dock at CCT as she is deployed on the NUE service, which serves Qingdao, Ningbo, Shanghai, Coco Solo (Colon Container Terminal), Savannah, Charleston, Baltimore and New York. The transit marked a new era for Evergreen Line's all-water services connecting the Far East with the US East Coast.

Ever Lambent is 334mtr long, 45.8mtr wide, with a dead weight of 104,408dwt and scantling draft of 14.2mtr. The vessel was not only Evergreen's first large containership to pass through Panama Canal's third set of locks, but also the first Taiwanese-operated cargo ship of over 100,000dwt to transit the expanded waterway.

In light of the demand for increased terminal capacity to handle larger vessels following the completion of the Panama Canal's expansion programme, Evergreen's Colon Container Terminal has built the new Berth No.4 and the terminal will continue with the next stage of a planned expansion programme. On completion, expected around Q1 2017, this will enable the terminal to handle two large vessels of



12,000teu-14,000teu simultaneously. The terminal is expecting to have six super-post-Panamax cranes by 2017 increasing capacity to 2.4m teu.

CCT is also developing 32ha of land adjacent to the terminal into a sizeable logistics park. Expected to be completed in two years, the new facility will connect with the terminal operation with the aim of providing seamless, efficient logistic services for customers.

Cargo volumes for the period January-July 2016 were down substantially from the same period in 2015 but 'it had picked up in July-August because it is the beginning of the high season that runs until October,' says Capt. Chang. 'The

regional economy remains a problem and we cannot do anything about it but it severely affects our volumes,' he explains. 'The number of vessels has not changed even though we have several new services since July this year, all weekly services – AUE, AWE3 and CKYHE – all Neopanamax as vessels have been upgraded,' says Capt. Chang.

Although cargo volumes increased around 20% in July, 'we are still below figures of 2015 and our forecast for 2016 is looking at 8%-10% below 2015. Colombia and Venezuela's poor economic results are directly affecting our volumes. However, we hope that when oil prices pick up, Colombia economy and trade will pick up too,' says CCT President Capt. Chang.



Capt. Chang Yen-I

expanded waterway.

'The number of vessels has not changed even though we have several new services since July this year, all weekly services and all Neopanamax – AUE, AWE3 and CKYHE – as vessels have been upgraded,' says Capt. Chang. 'We are still below figures of 2015 and our forecast for 2016 is looking at 8%-10% below 2015. Colombia and Venezuela's poor economic results are directly affecting our volumes. However, we hope that when oil prices pick up, Colombia economy and trade will pick up too,' says CCT President Capt. Chang.

CCT is also developing 32ha of land adjacent to the terminal into a sizeable logistics park. Expected to be completed in two years, the new facility will connect with the terminal operation with the aim of providing seamless, efficient logistic services for customers.

CCT specialises in handling containers but also general cargo and rolling stock, for a fast and efficient cargo transshipment, providing Custom-made like services to all shipping lines with gatehouse with governmental offices of Customs, AUPSA and Quarantine, and an adjacent rail intermodal connection served by Panama Canal Railway Co and 984 reefer plugs.

Also located at the Atlantic entrance of

the Panama Canal, Cristobal, administrated by Panama Ports Company, (PPC) a subsidiary of Hong Kong-based Hutchison Ports Holdings was revamped with 13 STS cranes 47 RTGs as part of its expansion that doubled its capacity to 2m teu.

'At Cristobal, we have the Neopanamax SAWC-USA-NWC and three feeder services which are Puerto Cabello, Cuba Feeder and La Guaira Feeder, making a total of 14 services,' says PPC chief commercial officer Edgar Pineda. The current customers calling at Cristobal include: MSC: calling 14 times a week, has been Cristobal's largest customer; Hamburg Sud: has joint service with MSC in five services, sharing vessels in these services; Hapag Lloyd: has joint service with MSC in four services in slot agreement and ZIM has a joint service with MSC in four services in slot agreement.

Located on the Atlantic side, Manzanillo International Terminal (MIT), a joint venture between the world's largest privately owned port operator and Seattle-based SSA Marine and a group of Panamanian investors, has completed the first phase of its expansion plan, with an increase in capacity to 3.5m teu. This phase includes an additional 395mtr post-Panamax berth equipped with four new super-post-Panamax cranes. New ro-ro dolphins that

can accommodate two ro-ro vessels simultaneously have also been added.

During 2014, MIT was the first port in Latin America to receive Automatic Stacking Cranes (ASC's); all six of these cranes have since been commissioned and placed into operation. The performance of MIT's new automated cargo gate, combined with the ASC's has been very good. Vessel production has also improved during 2015, with the highest averages since 2007. 'This is mainly the result of improved processes such as the terminal automation and our employees' remarkable teamwork,' comments MIT gm Stacy Hatfield.

'MIT's decrease in volumes from Brazil, Colombia and Venezuela of 13% year-on-year is the main reason for the poor results during 2016,' explains MIT gm Stacy Hatfield. 'Considering the present situation, it's unlikely that MIT will make up the shortfall to 2015's figures during the remainder of this year. We have seen some consolidation of services onto Neopanamax vessels, but overall volumes have declined this year,' explains Hatfield.

On the July 1, 2016, with the arrival of the MOL Benefactor, MIT was the first terminal on the Atlantic side to receive the Neopanamax vessels after transiting the expanded Canal, which was inaugurated on



PORT OF GALVESTON

AN EFFICIENT PART OF YOUR SUPPLY CHAIN

SAVE TIME AND MONEY WITH:

- Competitive Rates & Efficient Labor
- 30 Minutes to Open Sea
- No Port Congestion
- Direct Connection to BNSF & Union Pacific Railroads
- Immediate Proximity to Interstate Highway System

Port's Superior Gulf Coast Location

Beneficiary of Panama Canal Expansion



Strategic Location at Galveston Bay's Entrance



P.O. Box 328 • Galveston, TX 77553 • Phone 409-766-6112 • Fax 409-766-6171 • Website: www.portofgalveston.com
 Contact: Capt. John G. Peterlin III, Sr. Director of Marketing & Administration • Email: jpeterlin@portofgalveston.com



- Costas • Puertos • Obras Marítimas • Oceanografía • Geofísica
- Geotecnia • Infraestructura • Asesoría Ambiental



www.incostasnouel.com



+ 507-203-777 ext. 413 y 423

June 26, 2016.

'Normally July is a strong month for us as the 'high season' runs from July through to October. Although volumes have increased slightly since July, this is due to the season [not because of the expanded Canal] and not from a recovery of the sector,' he comments. 'We depend on transshipment cargo, which is approximately 85% of MIT's current volume, and unfortunately this is the first segment that falls. If we look at the region, the [Caribbean] islands are maintaining their cargo volume as they rely

on imports. Of the key markets MIT serves, transshipment cargo for Brazil has decreased more than we had anticipated during 2016, already down 31% from last year. Curiously and contrary to the World Cup in 2014, we did not notice significant volume increases related to the Olympics.'

Panama Ports Company (PPC), a subsidiary of Hong Kong-based Hutchison Ports Holdings that administers the ports of Balboa, on the Pacific side and Cristobal at the Atlantic entrance of the Panama Canal, has invested over \$1.3bn to increase

capacity on both terminals. The 50 hectare-expansion of PPC facilities has included extending the container yard to 63ha and Balboa piers to 1,900mtr of quays with 25 STS cranes, the biggest carnage in Latin America. PPC moves 59.6% of all container cargo in the country and thus is a leader in the port activity.

But 'we are indeed facing challenges as the industry is probably in a worse state than I can ever remember during my 30 years career in shipping,' says PPC's ceo Paul Wallace.

Manzanillo International Terminal (MIT)

Manzanillo International Terminal (MIT), a joint venture between SSA Marine, the world's largest privately-owned port operator and a group of Panamanian investors, is a pioneer in container transshipment in Panama having started operations in 1995 as a green field project.

The slowdown of the regional economy in 2015, in particular in countries like Venezuela, Colombia and Brazil, has taken its toll on Panama's port activity and MIT was no exception as the terminal registered a slight decrease in cargo volume of 4.7% to 1,974,981teu for the year. Unfortunately, 2016 has seen further decline as cargo volume in Panama fell by 12.9% to 3,010,432teu during the first six months of the year, down from 3,454,086teu for the same period in 2015, according to Panama Maritime Authority's statistics department.

'MIT's decrease in volumes from Brazil, Colombia and Venezuela of 13% year-on-year is the main reason for the poor results during 2016,' explains MIT gm Stacy Hatfield. 'Considering the present situation, it's unlikely that MIT will make up the shortfall to 2015's figures during the remainder of this year. We have seen some consolidation of services onto Neopanamax vessels, but overall volumes have declined this year,' explains Hatfield.

'The average move count per vessel call at MIT is still around 500 moves, about 10% fewer moves compared to last year. Although we were projecting a slight drop during 2016, we did not anticipate the decrease in volumes that Panama has experienced this year,' says Hatfield. On the July 1, with the arrival of the MOL Benefactor, MIT was the first terminal on the Atlantic side to receive the Neopanamax vessels after transiting the expanded Canal, which was inaugurated on June 26.

'Normally July is a strong month for us as the 'high season' runs from July thru October. Although volumes have increased slightly since



MIT's Automatic Stacking Cranes (ASCs)

July, this is due to the season [not because of the expanded Canal] and not from a recovery of the sector,' he comments. 'We depend on transshipment cargo, which is approximately 85% of MIT's current volume, and unfortunately this is the first segment that falls. If we look at the region, the [Caribbean] islands are maintaining their cargo volume as they rely on imports. Of the key markets MIT serves, transshipment cargo for Brazil has decreased more than we had anticipated during 2016, already down 31% from last year. Curiously and contrary to the World Cup in 2014, we did not notice significant volume increases related to the Olympics.'

'In addition, there are important improvement opportunities with the implementation of the 'Convention on Facilitation of International Maritime Traffic (FAL)' by the Panamanian Authorities. There is a challenge

to be at competitive levels of efficiency, this implementation might be the platform to improve the current times to grant clearance for the vessels arriving at the terminal, also to improve the cargo release paper's based process which affects the logistic platform of the country.' 'In other countries, the clearance is given electronically. We need to be more efficient in Panama,' says MIT Port Administrator Manuel Pinzon.

When work began for the expansion of the Canal during 2009, MIT moved a substantial amount of project cargo for the contractor Grupo Unidos por el Canal (GUPEC) but this may not be the case now that the expanded Canal is opened for business, as GUPEC's installations are still in the demobilisation phase and some of the equipment might be sent to neighbouring countries or sold locally. However, MIT is moving some project cargo for the construction of Metro Line 2, with a recent general cargo shipment of 6,700 tonnes of rebar from Portugal.

The first phase of MIT's expansion plan is now completed, with an increase in capacity to 3.5m teu. This phase included an additional 395mtr post-Panamax berth equipped with four new super-post-Panamax cranes. New ro-ro dolphins that can accommodate two ro-ro vessels simultaneously have also been added. During 2014, MIT was the first port in Latin America to receive Automatic Stacking Cranes (ASC's); all six of these cranes have since been commissioned and placed into operation. The performance of MIT's new automated cargo gate, combined with the ASC's has been very good. Vessel production has also improved during 2015, with the highest averages since 2007. 'This is mainly the result of improved processes such as the terminal automation and our employees' remarkable teamwork,' comments Hatfield.



Stacy Hatfield





BIG ON RELATIONSHIPS



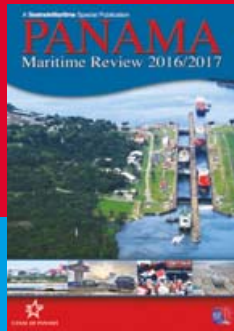
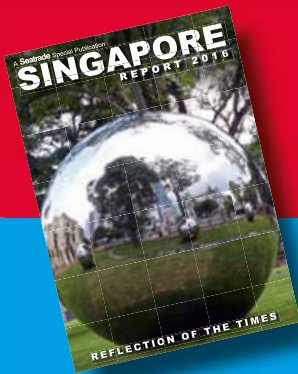
Business is built on connections, both personal and logistical. Port Corpus Christi is on track to be the deepest seaport in Texas at 52', supported by three Class 1 railroads, an educated workforce, and a city primed for growth. Visit portofcc.com to learn why Port Corpus Christi is the place to do business.



PORT CORPUS CHRISTI[®]



High Quality Supplements and yearbooks



Published by
Seatrade

For full details, please contact
ian.vernau@ubm.com
www.seatrade-cruise.com

'That said, those to weather the storm will be the operators, both carriers and ports, who have control of their cost base, pay their suppliers on time and who are able to dynamically scale their business to meet fluctuating market demands. We strive to be one-step ahead of our customers and the shipping lines recognise their need to consolidate operations and volumes to reduce network cost. I am confident that we are best placed to serve their needs today and tomorrow,' he adds.

'With the expansion of the Panama Canal we are seeing demands from our shipping line customers to accommodate ever larger vessels, which may not immediately bring larger volumes as they no longer need to lighten to transit the Canal, but still require increased crane multiples and manpower to serve their stowage configuration. Fewer but larger vessels force peaks and troughs and having the ability to flex-up during peak periods and then save costs by reducing idle labour during quiet periods is the way that successful ports will sustain and ensure economic returns on new investment and in turn, provide employment and prosperity for its workforce. Carriers also need to optimise and consolidate their business in hubs like

Balboa was the first terminal in Panama to welcome regular visits from Neopanamax vessels.

Panama, with no deviation from the shipping lane and the ability to handle huge transshipment exchanges as well as provide the best gateway for local cargo, Panama Ports holds significant advantage over its regional neighbours,' Wallace explains.

Balboa was the first terminal in Panama to welcome regular visits from Neopanamax vessels with services transshipping cargo for the West South American coast.

'Moreover, we are one of the most efficient ports and through continuous investment in equipment and process, can still accommodate significantly greater volume and additional berth windows at our existing facility. In that, there is little need for additional smaller, fragmented ports on the

canal – carriers increasingly require large, efficient hubs to serve their complex networks. Mega vessels cannot 'milk round' and regional connectivity, especially reefer trades need speed of transit, we serve that market very well,' he says.

'At this moment, at PPC we currently have nine Neopanamax services calling Balboa and three in Cristobal. At Balboa, we have two services under the AC network from Maersk connecting Far East-Mexico – West Coast South America, which are AC2 & AC3. An additional five Neopanamax services from MSC, which are ANDES SB, AZTEC NB, AZTEC SB, that serves Far East Mexico – West coast South America and the recent merger of SAWC-USA-NWC NB and SAWC-USA-NWC SB, which connects West coast of South America with Caribbean & Europe,' says PPC chief commercial officer Edgar Pineda.

'One service from CMA CGM and APL, the ASA, which started in 2015 connecting Far East – Mexico, Panama and Colombia, and a service from the G6, PA2WB, that started in July 2016 after the Canal expansion changing from a Panamax to Neopanamax with 10 vessels of 6,000teu providing connection among East Coast of

PSA Panama International Terminal (PSA-Panama)

Last year PSA Panama International Terminal (PSA-Panama) began a \$450m expansion to increase capacity to 2m teu, up from 450,000teu, in a ground-breaking ceremony attended by Panama's President Juan Carlos Varela, PSA Group ceo Tan Chong Meng and PSA Regional ceo David Yang and numerous members of Mr Varela's Cabinet. The expanded PSA-Panama is expected to begin operations in July 2017.

Timing seemed perfect to start construction when global economy is slowing down and the shipping industry sailing through difficult waters; works have continued at good pace in spite of loading and unloading cargo regular operations at the terminal.

President Varela has been very supportive of Panama's maritime sector, and of the investments made by the ports to increase capacity, therefore adding competitiveness to the country.

The new terminal will have 11 quay cranes with a maximum outreach of 23 rows and over 1.1km of berth length. The investment into civil works amounts to \$285m while the value of equipment will be over \$125m. In addition to the eight new Quay Cranes, the terminal will feature 12 Rail Mounted Gantry Cranes (RMGs), nine Rubber Tyred Gantry Cranes (RTGs), 52 Prime Movers and three Empty Container Handlers.

PSA Panama International Terminal



PSA-Panama's general manager, Alessandro Cassinelli

(PSA Panama), a subsidiary of PSA International, started operations in December 2010. Most shipping lines are calling PSA-Panama connecting weekly main services and feeder services there. In 2016, Evergreen and Zim started services at PSA-Panama.

The terminal, like other ports in Panama has suffered from a reduction of cargo volumes since last year, product of a general 'malaise' in the shipping industry and the regional economy which has not performed as well as expected. During the months January-June 2016, cargo volumes

fell 25.3% to 103,845teu down from 139,063teu for the same period in 2015.

Although the Panama Canal inaugurated its third lane June 26, 2016 allowing Neopanamax to transit the waterway, shipping lines have re-shuffled services as well as mergers and acquisitions have changed, at least for the moment, many services calling Panama.

But with bigger vessels transiting the Canal and benefiting from economies of scale, PSA-Panama will be soon in capacity to welcome those Neopanamax once its expansion is concluded.





CELEBRATING
10
 YEARS
 ANNIVERSARY

DIVING WELDING SERVICES, S.A.
 Commercial Diving & Supplies

Our diving station specializes in:

- Underwater hull cleaning.
- Underwater propeller blades trimming and balancing.
- Underwater propeller polishing.
- Diving Inspection & Survey of Ship (CCTV / Photography) - Class Approved.
- Underwater Drilling / Welding / Cutting / Blanking / Sealing.
- Loss and Recovery. • Launch Repair
- Harbor Clearances / Salvage Works.
- Overhaul Marine Installation & Mooring Buoys.
- Underwater Inspection & Repair of Submarine Pipe. • Launch Service

Colón, Paseo Gorgas, Club Nautico Caribe, 2do Local, Panamá. · Phone: +507 445-2343 · Cel: +507 6613-8181
 Fax: +507 445-2343 · E-mail: ops@dwspanama.com / jcamacho@dwspanama.com / www.dwspanama.com



North America – Far East,' adds Pineda.

Balboa receives Maersk Line: calling 12 times a week with full WCSA feeder service network from Balboa, including three Asia-Balboa services and one 2M service; MSC: calling 11 times per week at Balboa in share services with multiple lines, with specially Hapag Lloyd; APL/MOL: calling four times a week, including services connecting Far East-WCSA, USEC with ASIA and one feeder service from each line from WCSA; CMA-CGM: calls Balboa one time a week with their own service; Hapag Lloyd: calling in slot agreement in MSC and APL services but it does not own windows; Cosco/China Shipping: Share one service with MSC from Far East to WCSA and 'K' Line/Marret/NYK: currently arriving in APL and MOL services in slot agreement, Pineda explains.

PSA Panama International Terminal (PSA Panama), a subsidiary of PSA International, started operations in December 2010. Most shipping lines are calling PSA-Panama connecting weekly main services and feeder services there. In 2016, Evergreen and ZIM started services at PSA-Panama.

The terminal, like other ports in Panama has suffered from a reduction of cargo volumes since last year, product of a general 'malaise' in the shipping industry and the regional economy which has not performed as well as expected.

Last year PSA Panama International Terminal (PSA-Panama) began a \$450m-expansion to increase capacity to 2m teu, up from 450,000teu, in a ground-breaking ceremony attended by Panama's President Juan Carlos Varela, PSA Group ceo Tan Chong Meng and PSA Regional ceo David

Yang and numerous members of President Varela's Cabinet. The expanded PSA-Panama is expected to begin operations in July 2017. Timing seemed perfect to start construction; works have continued at good pace in spite of loading and unloading cargo regular operations at the terminal.

Panama has a unique opportunity to re-position itself as a transshipment hub now the expanded Canal is fully operational.

The new terminal will have 11 quay cranes with a maximum outreach of 23 rows and over 1.1km of berth length. The investment into civil works amounts to \$285m while the value of equipment will be over \$125m. In addition to the eight new Quay Cranes, the terminal will feature 12 Rail Mounted Gantry Cranes (RMGs), nine Rubber Tyre Gantry Cranes (RTGs), 52 Prime Movers and three Empty Container Handlers.

But with bigger vessels transiting the Canal and benefiting from economies of scale, PSA-Panama will be soon in capacity to welcome those Neopanamax once its expansion is concluded.

Panama has a unique opportunity to re-position itself as a transshipment hub now the expanded Canal is fully operational. The private and public sectors must continue to

work toward creating the infrastructure and streamlining the necessary processes in order to stay competitive in the region.

'There are important improvement opportunities with the implementation of the 'Convention on Facilitation of International Maritime Traffic (FAL)' by the Panamanian Authorities. This implementation might be the platform to improve the current times to grant clearance for the vessels arriving at the terminal, also to improve the cargo release paper's based process which affects the logistic platform of the country.' 'In other countries, the clearance is given electronically. We need to be more efficient in Panama,' says MIT port administrator Manuel Pinzon.

'The Panama Canal should develop a red-carpet treatment programme, so that shipping lines get priority passage, when they call a port in Panama before or after transiting the Canal. The terminals and authorities should create a seamless transfer of containers between any terminal in Panama's Pacific and the Atlantic coast. And finally, the national government should consider financial incentives to stimulate transshipment in the country' port system,' comments a port operator.

All port operators have called upon Panamanian authorities to give support to an initiative that would help improve transshipment in Panama. 'It is important that the Canal, the AMP, the terminals and the logistics community send a strong and unified message to the shipping lines: Panama wants to defend its share of the transshipment market. Ports are ready. As a country, it needs to incentive the lines that make Panama their home,' he says. ■



Service with passion.



Marine Engines & Systems Power Plants Turbomachinery After Sales

We provide a global network of more than 100 service hubs worldwide, tailor-made solutions and cutting edge technological proficiency. Dedication, toil and the most responsive support available all form the foundation of our service mission. In short we say: Service with passion. Put us to the test! Get in touch for spare parts, technical expertise and qualified support which can help you to take your business to the next level. We are at your disposal worldwide, around the clock, 365 days a year. Find out more at: primeserv.man.eu

MAN | PrimeServ



*Stena Weco at Bahia Las Minas
on Panama's Atlantic coast*



A \$1.2bn market set to grow

Panama bunker market has always been one of the most competitive of the region.

Various factors are involved:

Vessels awaiting transit through the Panama Canal are the perfect clients to bunker in Panama as some ships spend days before transiting the waterway; market conditions have attracted an increasing number of players every year; and the proximity of suppliers such as Ecuador and Venezuela offer availability of products in quantity and at competitive prices.

The maritime sector, as a whole and its auxiliary activities including bunker trade, has invested heavily in expanding facilities in anticipation that the expanded Panama Canal will provide more bunker business with Neopanamax vessels transits, prompting the construction of high-tech terminals in Panama. The bunker market represented in 2015 around \$1.2bn, which is low considering an increase in sales but prices had fallen towards the end of the year.

Bunker storage capacity has reached 30m bbls while it is estimated that over \$1.5bn has been invested in the sector in the past five years. Although some important bunker suppliers have left Panama – Aegean, Ow Bunker and BP – some newcomers have entered the market; Kamca and Monjasa. Kamca have become a registered supplier and taken a strong position renting tank space and chartering vessels.

In 2015, sales grew to 3,465,916 tonnes,

up 11.19% compared to the year before, while sales increased by 8.21% for the period January-July 2016 to 2,267,952 tonnes compared to the same period in 2015, according to the Panama Maritime Authority (AMP) department of statistics. The number of attended vessels decreased during the first seven months of the year by 4.9%. On the Pacific side, sales grew by 14.2% to 1,795,315 tonnes while they also grew by 19.46% in January-July 2015. On the Atlantic side, sales fell by 10.7% in January-July 2015 and decreased by 9.77% to 472.636 tonnes for the same period in 2016.

'There are by no means tailwinds at the terminals sector either; over capacity is looming driven by the same weak demand that is hurting badly the freight market, the collapse of the commodity prices in mid-2014 and particularly in Panama, where there has been an overstated optimism about the global recovery after the financial crisis and the idea that the expansion of the Panama Canal might boost the demand for bunkers to the sky. The latter, for instance, has not happened yet, or at least it is too soon to see any significant change,' says Oiltanking profit centre manager Alvin Anaya.

'There was, however, a very clear change on the demand patterns for bunker demand at the Panama Canal: the long known split of 60% Pacific and 40% Atlantic is not true anymore, the current split is rather close to the 75% and 25%, which adds more pressure to players at the Atlantic side, including the terminals,' he says.

'One of the reasons for the increasing gap between the two sectors is that the anchorage area on the Atlantic side is significantly smaller than on the Pacific side, therefore most of the waiting vessels are outside the break water on the Atlantic side where bunkering is not allowed. Another reason might be that there is more traffic at the Pacific side than the Atlantic side, which call the ports of Panama – Balboa or Cristobal – without transiting the canal,' Anaya comments.

There are 12 free zones fuels having the current concession including aviation fuel tanks Tocumen International Airport. These oil-free zones enjoy certain tax incentives granted by law to boost the sector.

Petroamerica Terminal S.A. (PATSA S.A.) has a 1.1mbbls tank farm in Arraijan in Western Panama, in addition to several piers at the former Rodman base to load and unload petroleum products. The company has invested in a Jet fuel terminal since it is the segment that grows faster and there is increasing demand at Tocumen Airport.

Most of the bunker traded in Panama comes from Houston, Ecuador, sometimes Venezuela and the Caribbean. Panama's major bunker suppliers are Chevron, Chemoil, CEPESA, Glencore, Bominflot, Peninsula Petroleum, Triton, Rio Energy, Quinn Oil, Terpel, Kamca and more recently US-based Clipper Oil for which Panama is Clipper Oil's second largest bunker market. The company supplies numerous types of vessels on the Pacific side of the Canal.



Oiltanking

We Can, We Care



World class infrastructure.



World class organization.



Your reliable storage partner for everything liquid.

www.oiltanking.com



On the Pacific side, the \$80m state-of-the-art Melones Oil Terminal, built on a 38,700sq mtr- island 15km from the Panama Canal Pacific entrance, began operations in April 2013. The terminal is a privately-owned company with a storage capacity of 2.1m bbls for heavy fuel oil and diesel and it operates within a Tax Free Zone (OFZ). The terminal has the capability of handling Low Sulphur fuel oil (1%S) with a segregated system to cope with the demand of this new quality. Decal, with a present tankage capacity of approximately 1.1m bbls (175,000cu mtr) is being increased by 181,500cu mtr, for a new total capacity of 2.23m bbls (356,500cu mtr) in one tranche. The expansion consisted in the construction of 14 tanks and the existing jetty is also being expanded to add two more barge loading positions permitting a loading capacity up to four barges at a time with maximum 3,000T/hr.

In December 2010, Colon Oil and Services SA (COASSA), a 300,000bbls-terminal for marine fuels located on the Atlantic entrance of the Panama Canal, was purchased by the Hamburg-based Oiltanking Group and began operating in January 2012. Oiltanking owns and operates 73 terminals in 22 countries and is one of the world's leading storage partners for oils, chemicals and gases. Oiltanking is expanding its facilities with 1.15mbbls.

On the Atlantic side, Telfer Tanks, located in the Atlantic port of Cristobal, is a \$60m joint venture of international and domestic investors. It has a 400mtr pier and 1.2m bbls of tank capacity, with a 4-island-16 position, automated loading rack for



Oiltanking is expanding its facilities

truck delivery and the terminal is now finalising contracts with suppliers/clients and for the management of the terminal. Royal VOPAK has received government confirmation to begin building a new pier and 655,000cu mtr tanks in Bahia Las Minas on Panama's Atlantic coast.

'We believe that the increase in volume year-on-year for the first half 2016 is primarily due to critical availability during this period on the West Coast South America, in particular in Ecuador and Peru, attributed to high domestic power plant demand and refinery downtimes,' says a bunker operator.

The inauguration of the Panama Canal's third lane and with it, the transit of Neopanamax vessels, has not landed any more bunker trade locally as expected.

'Up to now, we have not seen any appreciable demand from customers of the Canal new locks (Aframax tankers and gas carriers or Cape Size bulkers). However, it should be noted that at this time we are

barely two months from the start of operations [June 26, 2016] therefore new trade patterns are still been assessed by charterers. However, it remains to be seen if Panama will be an attractive option,' he adds.

'The bunker business post-expansion seems to be 'business as usual' and we generally see little effect in the near future, either in terms of retail demand or in new supply options. Our own projection is for bunker volume to remain essentially the same, plus or minus a few percent,' says this trader.

'Prices are very competitive in the region, in particular if compared with the US east coast bunker prices. Bunker prices locally are only a few dollars more, sometimes equal and lower compared to other ports in the Caribbean and US east coast, making the ship owner decide to take bunker in Panama during the waiting time to transit the Canal,' says Nicolas Vukelja, Terramar Oil & Services, commercial manager.

Latin America bets on better future

The years 2015 to 2016 have been a period of dramatic changes for the Latin American bunker scene, says Jose Digeronimo, VT Shipping Panama director.

Brazil, South America's largest economy, is going through moments of political turmoil which is affecting its situation. Argentina is trying to jump start the economy after a 12-year regime that has left the country with very little exports, importations and foreign investment. Venezuela, one of the world oil giants, is almost asleep, due to their political situation and very small access to international currencies for trading; it has also gained reputation as the main source of contraband products for the Latin markets.

'So with this dark panorama, how can some of the Latin America markets grow and someone could be optimistic about the future,'

questions Digeronimo.

'Colombia, Argentina, Jamaica and Uruguay are countries that have developed their bunker markets in recent years but as a consequence of some political decisions, new logistics, changes on their portfolios, etc., they have almost abandoned their participation on the bunker market. To this we should add the changes in the Russian market prices and competitiveness,' he explains.

'On the other hand, Panama is gaining momentum. With some very aggressive pricing, modern and efficient terminals and barges, and with the opening of the expanded canal, the country is attracting the business again. Volumes are growing. The number of ships served went down, but vessels are lifting bigger volumes which amount to plus 15% per delivery in 2016 compared with the first

months of 2015. It looks like the shipping lines are now using Panama as their base loading port and not as a top off place to reach a cheaper market.'

'Besides goodwill, we feel that the real effect of the canal expansion and new trading routes is yet to be seen because there is no evidence of deliveries to Neopanamax vessels transiting the expanded Canal yet,' says Digeronimo. There is a huge potential for agro industrial, minerals exports to develop new markets for some products taking the possibilities of shipping them in larger ships, like mineral products.

'New sources of product can also be the key to continue on this line of success and the wake-up call of some refineries in the Caribbean, Ecuador, Venezuela, or the Colombian crude production, which is growing very fast. And when we may see South America's political crisis coming to an end in the next years, the future seems optimistic on volumes but margins remain another story.'



Jose Digeronimo





Connecting global trade flows since 1616.

Vopak Panama Atlantic, Inc

Terminal Bahía Las Minas, Cativa, Colon, Panamá | Tel: +507 478 0051 | E-mail: info.pa@vopak.com

www.vopak.com



Maxum Oil Services de Panamá, S.A. provides the delivery of petroleum products and services to deep draft marine trade. Our mission is to sustain a quality service, which exceeds the expectations of our suppliers and our customers emphasizing punctuality, product integrity and conditions which are environmentally safe for all parties.

Our commitment is the right product, in the right quantity delivered on time in a safe manner with all paperwork completed and transferred to our customers in a timely manner. These are the underlying goals of our organization.



Calle Rubén Darío, Office Park, Edificio MAXUM,
Curundú, Panamá.
Tel: 507-314-1607 / 1608 / 1609
F.O. Box 0843-03119 Ancón, Panamá



Hubel Marine B.V.

T +31-10-458 7338 • www.hubelmarine.com

Panama Flag Services From the mainport Europe



- Vessel Registration
- Extension of Patent & Radio Station License
- Mortgage Registration
- Exemption & Authorisation letters issued by the Administration
- Panama Flag State Inspections (ASI)
- Seafarer Flag Endorsements
- Authorized by Panama to conduct surveys and certify any size or type of vessel
- ISM-ISPS-MLC-ILO Audits & Certification
- Assisting companies with special authorisations and Tenders
- 20 years expertise doing business in Panama

Vessel Registration | Seafarer Flag Endorsements | ISM/ISPS/MLC Audits | Panama Flag Inspection



ISS bunker ship
Great Portabello

The reason for the higher volumes registered in the first months of 2016, is that Panama has attractive prices. 'This is particularly true if you look at prices in Russia. Some container services that where lifting bunkers there [in Russia] doing a deviation, are now taking their fuels in Panama. I will say that this is mostly thanks to the push in the market from Kamca and Peninsula,' says VT Ships Panama director Jose Digeronimo.

'Actually we are not seen a lot of

Neopanamax taking bunkers because of the expansion. We are used to attend them when they call the port of Balboa. Anyhow, for each Neopanamax ships transiting the Canal, we will face two or three Panamax vessels not transiting. That also means that they will be a lower fuel consumption to move the same amount of cargo,' he explains.

The future of the market is very difficult to predict. 'On one hand I believe that prices, together with the new patterns of service using Neopanamax box ships open a

new window of opportunity for bunker sales in Panama. I am sure that the new services will bring new contracts with the major shipping lines. On the other hand, when the wounds from the OW Bunker failure are starting to heal we now have to face Hanjin bankruptcy! This will affect access to credit and will probably change the rules of the game,' comments Digeronimo.

Panama bunker fleet is aged and its barges are of relative small capacity for deliveries to Neopanamax increasing the cost, for those vessels, to bunker in Panama. However, 'the bunker barge fleet renewal for more modern tonnage seems to be moving forward in the right direction, we believe most suppliers are now aware of the increasing risks and requirements of oil transport and are demanding higher quality tonnage for any new time charter renewals,' explains a trader.

But 'of much greater concern to the local bunker community at the moment, are the companies supplying illegally on blank documents in Panama, without the necessary licences from the Government, among them even recognisable international companies,' he says. ■

Monjasa means personal relations

'Bringing our trading and operations departments and regional management to Panama City has had a massive impact on the development of Monjasa's bunkering services. Being available for drinking morning coffee with a local trading partner or having lunch with an agent or a community official is paramount. And, if necessary, we are able to have our own representative on board a vessel on-site in the Canal within an hour. These things really matter to us and our counterparts,' says Rasmus Jacobsen, managing director for Monjasa Americas.

The Danish-owned oil and shipping group has grown their business through extensive bunker trading and physical supply across the Americas, the Middle East, Europe, and not least in West Africa. Each year, Monjasa supplies more than 4m tonnes of marine fuel to its clients around the world.

In 2015, the company established a permanent office now counting 25 employees in Panama City to promote its Latin American bunkering activities. Since then, an increasing part of the group's total supply has been

Monjasa at a Glance

- Privately owned and founded in Denmark 2002
- Revenue of USD1.6bn in 2015 and equity ratio of 40%
- Total supply of 4.1m tonnes of oil products
- Fleet of 30 ships
- 10 global offices and +600 employees

delivered to ship-owners and charterers voyaging through the Panama Canal.

'I personally give high priority to making our business personal. We strongly believe that offering something for the local community is the right way forward for us. Through our daily presence in the area, we are really getting to know the market mechanisms and getting closer to both local maritime clients and suppliers,' says Rasmus Jacobsen.

The importance of creating win/win situations in the local community is also the reason behind Monjasa becoming main sponsor for the Panama Bunkering Conference 2016 in association with the Panama Chamber of Shipping.

Monjasa has been servicing clients in the Panama Canal since 2002 and intensified its focus on building Panamanian and cross Americas business relationships with the opening of their US-office in Stamford in 2011. About the commercial developments, Rasmus Jacobsen says: 'Today, market synergies with our bunker operations in Colombia and Mexico create strong flexibility for our client base with services around Latin America and we expect to strengthen the capacity in Panama further during 2017.'

'Right now, we are experiencing a very delicate overall market situation. I believe the sad financial situation of a great shipping company like Hanjin illustrates this. More than



Monjasa's Panama City office

ever, the right formula for risk mitigation is crucial for all maritime companies.'

'A strong consolidation process is ongoing and companies with less organisational strength and financial capacity face plenty of difficulties in meeting expectations towards compliance and credit management. The tendency of bigger vessels and larger multinational ship operators visiting the Panama Canal also push for this development. In general, I believe that the expected market consolidation in both shipping and bunkering fits our company capabilities and strategy rather well,' Rasmus Jacobsen concludes.





Leading Latin America

Panama ranked as the leading Latin American country in the logistics sector, having climbed five positions in the world ranking, according to a World Bank report produced every two years. Since 2014, Panama has been ranked in 45th position only surpassed by Chile in 46th. However, it has now moved up to the 40th privileged position, outperforming regional powers like Mexico (in 54th position) and Brazil (in 55th position).

However, in the World Economic Forum 2016-2017 Report on competitiveness, Panama gained eight positions in the annual ranking of competitiveness to lead four categories.

Panama is the country that achieved the highest improvement this year, leading the region in macroeconomic environment, market efficiency, financial development and business sophistication. 'This historic leap in competitiveness is a further sign of the strength of our economy,' said Dulcideo De La Guardia, Minister of economy and finance. De La Guardia said that the policy of transparency, respect for judiciary security and institutional strengthening of the economy have made of Panama one of the most attractive countries for investors.

Panama which jumped from the 50th to the 42nd position is only preceded by Chile, in position 33, in a measurement of 138 countries. That is, Chile and Panama are the most competitive countries in the region according to the WEF. The report defines competitiveness as the performance of the set of institutions, policies and factors that determine the level of productivity of nations. The measurement is based on 12 pillars: institutions, infrastructure, health, primary education, higher education and training, market efficiency, efficiency of labour

market, development of financial market, preparation technology, market size, business sophistication and innovation.

But Panama aims at being more than that, as the Panama Canal expansion recently inaugurated, it offers advantages that no other country has in the region.

Panama looks at becoming the regional transshipment and logistics hub of the Americas as one of Panama's biggest assets is its strategic location positioning the country as a centre for transportation. Its Tocumen airport, with Panama's COPA Airlines, is already considered as one of the most important hubs in the Americas connecting North, Central and South America and the Caribbean.

President Juan Carlos Varela has been one of the most, if not the most supportive president of the maritime and logistics sectors. In November 2015, he announced the creation of a committee to design a national logistics strategy, focusing on an integral planning for ports, as well as redirecting the Colon Free Zone and the technological inter-oceanic corridor area. His predecessor had already implemented a spending plan in infrastructure to complement the \$5.2bn Panama Canal expansion that was inaugurated in June 2016.

Recently President Varela gave permission to proceed with the construction of the \$200m Superior Institute of Specialised Technology (ISTE) that will create some 5,000 technicians over two years. The students will have a diploma of bi-lingual technician particularly oriented to the logistics sector. The Institute, with technical assistance from the UK and Singapore, will open in January 2019 and should respond to business groups' insistence for having a skilled work force to develop the logistics sector.

The Panama Canal Authority (ACP) is looking into developing a 1,200ha area on the western bank of the Panama Canal, close to the future Cocoli locks that could attract foreign investors for establishing value-added projects and creating logistics parks around the Panama Canal and the terminals on the Pacific side. The ACP had commissioned the Dutch consultant Antea to study all the eventual ventures for developing the area and determine which would be its better use; petrochemicals, logistics or industrial or the three of them together.

'We are still at the planning stage,' says ACP evp for planning and business development Oscar Bazan. The design is very impressive but 'can be realised in phases,' explains Bazan. 'With the Antea study in hand, we now will call for feasibility studies to support the project. The project includes the construction of a terminal for ro-ro operations with a quay, vehicle storage yard and vehicle processing centre in a 40-hectare-area with a capacity of approximately 500,000 vehicles per year. Other sections could be used for either small assembly plant or spare parts

distribution, food processing, barge terminal and a logistics park for distribution centre.

However, to expand both the scope of the current operations and the number of companies able to provide 'real' logistics services, 'Panama must increase the awareness of the public in general – how the industry works, the activities and players it



Juan Carlos Croston

involves, relevant weight on national economy and potentials – if issues are to be addressed,' says Juan Carlos Croston, vp marketing for Manzanillo International Terminal (MIT), one of Panama's most important ports.

In addition, it is imperative 'to create a national plan to scale up micro and small logistics players. There are a lot of logistics entrepreneurs in our country but they don't have easy access to resources to help their companies pass the start-up phase and the only way they have to compete is on cost. Deprived of drive to innovate on, it's a race to the bottom,' says Croston who emphasises the importance of giving the right education to prepare the men and women who will work in that sector.

Another element that has contributed to foreign investment and the positioning of Panama as a regional hub has been Law 41 of 2007 that creates a special regime for the establishment of the multinational companies in the country. The number of foreign companies registered as a regional headquarters is constantly increasing since the legislation gives work visas and taxation advantages. In the process Panama has



become a magnet for multinational companies due to its dual platform for business and more than 100 companies are benefiting from this legislature, many installed in the Clayton former military base.

The Law, designed to encourage the establishment of multinational companies' headquarters in Panama, gives exemption to multinationals from the payment of income tax in the Republic of Panama for all services provided to any entity domiciled outside Panama. In addition, it allows licenced corporations to hire trusted foreign employees to fill management positions in the company authorising them to work and reside in Panama which had spelled an influx of international professionals moving to Panama. Those involved in the logistics sector actors would like some special regime in particular regarding legislation on migration.

Meanwhile, government and private sector make all efforts to develop the incipient logistics sector, Panama's success story has a name and it is: Panama Pacifico, the economic zone in the former Howard Air Force base which is developed by UK-based London & Regional-Panama. The complex Panama Pacifico has more than 250 companies foreign and national installed in the area, many of them processing, transforming and giving value-added to products before being re-distributed elsewhere in the region.

Panama Pacifico mixes residential areas and commercial and business facilities that include warehouses, a high-tech manufacturing area and office buildings. This special zone has been segregated in different areas: The warehousing area named PanAmerica Corporate Centre (PCC) promotes an industrial park with a total land area of 88 hectares, 44.4 hectares are proposed for buildings and infrastructures. The master plan includes a total of 27 buildings for lease in a sharing space model designed for logistics services, warehousing and distribution, light manufacturing, freight movement and assembly. The facilities are available from 800 to 50,000sq mtr in flexible and divisible formats. A security gate provides service 24/7 with control access. Three buildings are 100% operating with a storage capacity of over 67,600sq mtr. Two units are under construction expanding the storing capacity with about 42,000sq mtr.

The Panama Pacifico Special Economic Area (PPSEA), established by Law No. 41 of 20 July 2004 in the former US Howard Air

Force Base near the Panama Canal, is an area assigned for the production of goods and services with high added value and technology. With the aim of driving foreign direct investment and attracting new growth industries to take root in the country, the PPSEA is an important initiative by Panama to diversify its economy outside of the maritime industry and into value-added, just-in-time manufacturing and distribution.

Depending on the supply-chain setting, a presence in the PPSEA can offer an alternative means for manufacturing closer to final markets of many companies targeting Central and South America. Start-ups to Fortune 500 companies, such as 3M, BASF, Caterpillar, Covidien, Dell, Grainger and VF Corporation, have already relocated some of their manufacturing or packaging operations to the PPSEA to take advantage of its proximity to many parts of Latin America, while some have set up regional headquarters or shared-services centres, such as training or call centres, to take advantage of various incentives and cost savings.

In addition to the one-stop shop with access to 11 government branches, special labour and legal incentives, simplified on-site immigration benefits and access to the on-site workforce training centre, the PPSEA also provides tax incentives, for the businesses located there, as exemptions for 12 specific business activities: Corporate headquarters; Back-office operations; Call centres; Multimodal and logistics services; High-tech manufacturing and process manufacturing; Aviation industry services; Offshore services; The movie industry; Data, radio, television, audio and video transmission; Transfer of inventory between companies on-site; Transfer of goods and services to ships/aircrafts and their passengers; Imports and re-exports.

'Last year has seen the consolidation of different clusters,' says Panama Pacifico gm Henry Kardonski. 'In logistics we have now most of the worldwide players: Kuehne + Nagel, DHL, J.Cain, Damco and more



recently Fedex Logistics and Tical TLA.'

'What is interesting is to see Panamanian companies growing internationally, as they have now access to new markets. TrucksLogics, ATL, regional services providers in consumers' logistics offer a full range of services. There is a company creating Apps for connecting trucks and cargo, which are very interesting efficiencies,' comments Kardonski.

'The secret is service, but basically the industry grows in cycles.'

'The Latin American markets are here. Even though Panama is not for 'maquilas' or assembly lines labour has to be qualified, but Panama can also bring added value. The best example is 3M which produces lines for its automotive division, including paint guns and plastic bottles for distribution worldwide,'

Kardonski says.

'We had a survey of companies in Panama, of different areas, whose results showed that in Panama if you start small, companies have great ability to train their employees. Panama has many opportunities to improve its performance and become a logistics centre of excellence. If the country wants to begin manufacturing, it needs a special labour regime but in medium term costs of electricity will be reduced. Education is a key element for growth in that sector but the potential is here and the government is aware of the need to improve labour skills,' explains Kardonski.

Some 6,000-10,000sq mtr are built every year for offices of which 40% are of maritime companies. 'For example, Grainger, company that in the area specialises in financial shared services activities has doubled its size in two years. The US-based 3M has installed, to date, ten production lines,' says the head of Panama Pacifico. In the maritime sector, all the main shipping agents are in Panama Pacifico, an opportunity for developing synergies and exchange of knowledge with the ports.

There are around 160,000sq mtr of physical logistics, warehouses in total operation and occupied of which 44% are final users and logistics providers. Panama Pacifico is well equipped in infrastructure and the proximity of the international air hub as well ports on both entrances of the Panama Canal reduce distances for the companies to their Latin American markets and worldwide. ■



Henry Kardonski





TELÉFONOS: CONTACT:
CAPTAIN CARLOS GARCÍA
ADMINISTRATION:
(507) 430-2127/0395/2231

OPERACIONES
PILOTAJE LANCHAS:
(507)430-0397

GERENCIA:
(507)430-7256
FAX: (507)430-0496

EMAIL:
info@panamapilot.com



PANAMA PILOTS SERVICES CORPORATION

Operadores de radio disponibles las 24 horas
Radio operators available 24 hours

Servicio garantizado de prácticos
Guaranteed pilot service

Lanchas propias para servirles mejor
First-rate service using own launches

PUERTO MANZANILLO EDIFICIO C, LOCAL A1,
COLÓN, REPÚBLICA DE PANAMÁ - 030200435
(2036 ZONA LIBRE)

Seguridad y Experiencia Inigualable
Unbeatable security and experience





Expansion sees over 220 Neopanamax in first 3 months

The Panama Canal inauguration earlier this year has changed the goal of Panama's maritime sector. It sees in the expanded waterway a source of opportunity to complement Panama's unique geographic position. The sector is now an important segment of the country's economy with 24% of its Gross Domestic Product (GDP) and the largest after financial services.

With a two-year delay [nothing too extraordinary for such a large-scale project] the expanded Canal has opened at a bad time as the international shipping industry faces one of its worst crises. Global trade growth has slowed and the industry still has excess capacity dating back to the 2008-2009 crisis, which is a worrying sign of the times. But the first three months have proved a resounding success with the transit of some 220 Neopanamax vessels. However, the opening of the bigger locks has re-configured most services, upsizing the vessels and though they did not bring additional transshipment to Panama's terminals, they open the possibility of future businesses around the expanded canal.

The Panama Canal Authority (ACP) is itself looking at ventures around the new locks, including the construction of a box terminal which is at the tender stage as the ACP wants to award a winner by the first half of 2017, and the multiple uses of a 1,200ha area where to create distribution centres, eventually a ro-ro terminal and other businesses, that could boost the growing logistics sector.

Some years ago, the government has passed favourable legislations giving tax incentives to multinationals establishing regional headquarters in Panama while a great number of firms have initiated operations in the economic free zone of Panama-Pacífico located in the former Howard Air Force base which is being developed by UK's London & Regional. The former US military installations – that reverted to Panama at end-1999 with the implementation of the Panama Canal Treaty – have been transformed and developed into residential areas, transport and economic zones that have boosted the potential of the maritime sector since they were located in the surroundings of the Panama Canal.

The Panama Maritime Authority (AMP) has also been working in association with Panama Chamber of Shipping on the construction of a pier, on the Pacific entrance of waterway, near Amador, for maritime auxiliary services. The new pier, located in a strategic point, very close to the Bridge of the Americas 'will act as a means to optimise the competitiveness demanded by the maritime industry and routed to our country on track to be the number one auxiliary maritime services,' commented the AMP administrator Jorge Barakat.

This modern pier, whose cost is \$5.67m, is to be built over a period of six months. The Panamanian company, Consorcio Marítimo Inzelva, was awarded the construction of the pier in September. It will offer the same service for up to four ships

simultaneously, two load and two passengers, and will include warehouses, cranes, 24-hours-a-day monitoring, as well as controls and services of infrastructure in this category, in addition to the inclusion of offices, warehouses and facilities.

The Panama Chamber of Shipping - Camara Maritima de Panama (www.camaramaritima.org.pa) is an important actor on Panama's maritime scene. It was created in 1979 as a non-profit organisation and groups shipping lines and shipping agencies, marine supplies companies, ship repair, bunkering, ports administrators as well as the railroad and almost every sector related to the maritime business. Because of a great number of new companies, foreign and nationals have opened shop in Panama in recent years, its membership has grown to more than 250 companies, all related to the maritime-port activity and the chamber membership comprises the largest shipping lines in the world and main users of the Panama Canal, such as Maersk Line, Cosco, Evergreen, MOL, APL, Seaboard, Crowley Liner Services, CMA CGM amongst others, having offices in Panama and operating Neopanamax and Panamax vessels, tankers, reefers and bulk carriers.

Every year the Chamber of Shipping elects a new board of directors. The election in June 2016, brought a new board of directors presided by Rommel Troetsch, Marine & Logistics Group, who succeeds Vikash Deepak of Mercansa.

Troetsch will be accompanied by:





Panama Chamber of Shipping new board of directors

Francis Ziemetz, first vice-president, Panama Agencies; Patricia Velasquez, second vice president, Macosnar Corporation; Augusto Garcia, treasurer, APL-Panama; Wendy Sage, secretary, Marine Engineers Corp. Panama; Javier Otriz, director, DECAL; Pablo Torres, director, Stward Agency Inc; Rodolfo Sabonge, director, Logitran Advisory Service and Juergen Dorfeimer, director, Agencias Continental.

The new Chamber of Shipping president renewed the Chamber's commitment to participate in a proactive manner in the government economic and development agendas that would support the maritime sector aiming at contributing to the sector's benefits with alliances between the private and public sector.

'Today the conglomerate of maritime companies is facing the challenge to take advantage of the existing business opportunities. With the expansion of the Panama Canal begins a new era for global maritime transport. That should benefit our maritime conglomerate well as the transshipment hub if we do our homework and [bring] the necessary investments,' Troetsch said in his inaugural speech. But with the new board of directors 'we will focus on following up with the construction of the new piers to service the ancillary maritime industry hoping the government can provide two berths on the Pacific side and one on the Atlantic.' In the area of bunkering the new president will aim at improving business conditions to foster increase of the volume of sales of marine fuels.

'We will coordinate with the authorities the creation of a Data Base of maritime, air and land cargo that is important to improve the competitiveness of shipping lines and other transport operators. Panama and Venezuela are the only ones lacking of access to cargo information in the region,' he said, as he proposed to request the ACP to revise the tolls applicable to the local maritime conglomerate in order to improve its business conditions and insisted that the Chamber of Shipping 'will oppose all

government initiatives that increase the cost of doing business in the maritime sector.'

Although the programme is ambitious, Troetsch who has been in the sector for nearly two decades is confident to achieve his goals. 'The board of directors is anxious to work on this schedule,' he says. The new board of directors will continue to keep frequent reunions to strengthen the dialogue with government authorities for the promotion of all matters related to the maritime industry and the logistics agenda.

In April 2015, the Chamber of Shipping in co-ordination with the Panamanian Maritime Law Association (PMLA) organised the 12th version of the series of conferences and exhibition known as Panama Maritime that put the eyes of the international maritime industry on Panama every two years. Co-ordinated by Capt. Orlando Allard, as president of the Organising Committee, the Panama Maritime XII brought over 500 delegates and 46 international and local speakers to discuss the current and future development of the sector with the opportunities and challenges presented by the Panama Canal expansion. It was a success and more than 80 public and private companies showcased their products and services at the event that took place at the Megapolis Convention Centre from April 12 to April 15.

The next Panama Maritime XIII will take place March 12 to March 15, 2016. The president of the organising committee is lawyer Flor Torrijos from the law firm Panama Maritime Lawyers, as the Panama Maritime Conference-Exhibition alternates its presidency with the Chamber of Shipping and the Panama Maritime Law Association (PMLA). The exhibition-conference will be the first under the scenario of a full completed and operation expanded waterway and will also mark the 100th anniversary of the creation of Panama Ship Registry.

The Panama Maritime XIII Organising Committee is chaired by lawyer Flor Torrijos in representation of PMLA and accompanied by PMLA president Belisario Porras and the

Chamber of Shipping president Rommel Troetsch. Tomas Avila and Jose Digeronimo will form the programme committee while will also participate in the organisation Ana Mae Ortiz, Giovanna Avendano, Iria Barrancos, Larissa Barrios, Rodolfo Sabonge, Francis Zeimetz, Rolando Hernandez and Patricia Velasquez.

The conference-exhibition will take place at Megapolis Hotel like in the previous conference-exhibitions. The IMO secretary-general Ki-tak Lim has confirmed his participation and international speakers will address important issues such as the implementation of the new regulations about the Ballast Water Convention, LNG fuels, Green shipping and ship financing.

Bunkering

Panama bunker market has always been one of the most competitive of the region. Various factors intervene: Vessels awaiting transit through the Panama Canal are the perfect clients to bunker in Panama since some ships spend days before transiting the waterway; therefore market conditions have attracted an increasing number of players every year; and the proximity of suppliers such as Ecuador and Venezuela offers availability of products, in quantities and at competitive prices.

Bunker sales are an important segment of maritime and auxiliary activities. Growing port activity combined with the expectation that the expanded Panama Canal could provide more bunker business with Neopanamax vessels transits, have been a determined element in prompting the construction of high-tech terminals in Panama. Existing oil terminals have also expanded their facilities, creating some bunker storage over capacity since Panama total storage capacity is 30m bbls.

However, three months after the inauguration of the expanded Canal with some 220 Neopanamax having transited the waterway, no trader or barge operator could affirm they had serviced a Neopanamax. Prices have been the major draw for increases in sales during the past year and principally during the first half of 2016. Many players estimate that delivering bunkers to those bigger ships require different kind of barges than those existing in Panama and new purchases would need shipping lines' commitment that they are not ready to make. But they say, sales have grown so 'we continue to service the Panamax vessels and it is a good market.'

The bunker market represented in 2015 around \$1.2bn, which is low considering an increase in sales but prices had fallen towards the end of the year. In 2015, sales grew to 3,465,916, up 11.19% compared to the year before, while sales increased by 8.21% for the period January-July 2016 to 2,267,952 tonnes

compared to the same period in 2015, according to AMP's department of statistics. The number of attended vessels decreased during the first seven months of the year by 4.9%. On the Pacific side, sales grew by 14.2% to 1,795,315 tonnes while they had also grown by 19.46% in January-July 2015. On the Atlantic side, sales fell by 10.7% in January-July 2015 and decreased by 9.77% to 472,636 tonnes for the same period in 2016.

'There was, however, a very clear change on the demand patterns for bunker demands at the Panama Canal: the long known split of 60% Pacific and 40% Atlantic is not true anymore, the current split is rather close to the 75% and 25%, which adds more pressure to players at the Atlantic side, including the terminals,' says Oiltanking general manager Alvin Anaya.

Some important bunker suppliers have left Panama- Aegean, Ow Bunker and BP- but newcomers have entered the market. A few firms engage in spot deliveries. Panama's major bunker suppliers are Chevron, Chemoil, CEPESA, Bominflot, Peninsula Petroleum, Triton, Rio Energy, Quinn Oil and Terpel.

Although Panama is not the only port offering LSFO, most terminals have special tanks for those products distributed now by the major suppliers. Many vessels coming from the Far East and the West Coast of South America are expected to take small quantities of LSF fuels to burn them when approaching and leaving US ports as SECA has come into force since January 2015.

On the Pacific side, the \$80m state-of-the-art **Melones Oil Terminal**, built on a 38,700sq mtr island 15km from the Panama Canal Pacific entrance, began operations in April 2013. The terminal, the first of its kind in the country, is a privately-owned company with a storage capacity of 2.1m bbls for heavy fuel oil and diesel and it operates within a Tax Free Zone (OFZ). The terminal has the capability of handling Low Sulphur fuel oil (1%S) with a segregated system to cope with the demand of this new quality. Melones Oil Terminal, Inc. signed an agreement with SGS Panama Control Services Inc., a subsidiary of SGS S.A., to operate the facility.

Decal, with a present tankage capacity of approximately 1.1m bbls (175,000cu mtr) is being increased by 181,500cu mtr, for a new total capacity of 2.23m bbls (356,500cu mtr) in one tranche. The ongoing expansion consists in the construction of 14 tanks and the existing jetty is also being expanded to add two more barge loading positions permitting a loading capacity up to four barges at a time with maximum 3,000T/hr.

In December 2010, Colon Oil and Services SA (COASSA), a 300,000bbls-

terminal for marine fuels located on the Atlantic entrance of the Panama Canal was purchased by the Hamburg-based **Oiltanking Group** and began operating in January 2012. Oiltanking owns and operates 73 terminals in 22 countries and is one of the world's leading storage partners for oils, chemicals and gases. Its total capacity has been expanded to 750k barrels, for fuel oil, marine gas oil, cutter and diesel, with a segregated system for LSFO.

On the Atlantic side, the \$80m oil terminal **Telfer Tanks**, located in the Atlantic port of Cristobal, has a 400mtr-pier and 1.2m barrels of tank capacity, with a 4-island-16 position, automated loading rack for truck delivery, and began operations mid-2015.

In addition new projects are coming along with 3.3m bbls planned with the expansion of **PetroAmerica Terminal SA (PATSA)** with 0.35m bbls; **Royal VOPAK**, 1.8 m bbls and **OilTanking**, 1.15m bbls. Royal VOPAK has received government confirmation to begin building a new pier and 655,000cu mtr tanks in Bahia Las Minas on Panama's Atlantic coast.

PATSA which is part of The Liberman Group that includes a 1.1m bbls-36 tank farm in Western Panama has two piers at Rodman, a former navy base on the Pacific entrance of the Panama Canal. PATSA is expanding by building in Rodman a jet fuel 350,000bbls-new tank for local and export markets, says its general manager Edmundo Vidal. PATSA has a unique location being right at the entrance and on the Western bank of the waterway. The company has invested in a Jet fuel terminal since it is the segment that grows faster and there is increasing demand at Tocumen airport.

In July 2011, NYSE-listed **Aegean Marine Petroleum Network (AMPN)** was granted a 20-year concession to administer 65 tanks and supply bunkers on both entrances of the Panama Canal, with total storage capacity of 2.7m bbls but in 2013, AMPN ceded the concession to

Panama Oil Terminal SA (POTSA).

Tesoro Corporation executed a throughput agreement on December 16, 2008, for the transportation of crude oil in the pipeline owned by **Petroterminal de Panama (PTP)**. Tesoro will ship 107,000 barrels per day of crude through the pipeline under a seven-year agreement. In addition, PTP has agreed to build new dedicated tanks for Tesoro on both sides of the Isthmus of Panama. **Chevron-Texaco** operates a tax-free fuel zone like the other seven free zones existing in the country. **ExxonMobil** has kept a local presence through PetroAmerica (PATSA) that bought AMSTA in 2003. Shell Marine Products has entered the bunkers market along with Singapore-listed **Chemoil Energy Limited**, and Canada-based **Triton** and **CEPSA**. Mexican government-owned **Pemex International** entered the Panamanian market in 2007 by forging an alliance with local storage. The Mexican company stores 1.32m bbls of fuel oil on both sides of the Panama Canal, from which it will provide marine fuel to major distributors in the region. Also two companies **PetroBunker** and **Petroport** have entered the market in 2008 and have built storage tanks.

VT Ships entered the market in October 2009 and operates two double-hull barges for BP on long-term charter, the 4,198teu Venray and the 2,900teu Vaals (Clean MDO/Black HFO); in addition to three companies: **Trading Tankers**, **Interoceanic Supply Services (ISS)** and **Star Tankers** which are now trading bunkers in the region.

Star Tankers Bunkering is a product tankers' company based in Panama and was founded in 2010 'to meet the growing demand in quality bunker transporters that would meet the latest IMO regulations regarding protection of the environment and compliance with the codes,' says its general manager Raul de Saint Malo. All Star

VT Ships' 4,198teu Venray on long-term charter to BP





Marine Consultants, Surveys & Naval Register

SERVICES OFFERED

Marine Surveys & Statutory Certificates | P&I Condition Survey
 H&M Condition Survey | Bunker Survey | STCW Trainings
 ISM Implementation & Certification | Naval Architecture
 Calculations (Stability Booklet, Loading Manual, Tonnage And
 Freeboard Calculations) | Vessels Registration | Appraisals
 ISPS Certification/Elaboration/ISPS Plan Approval | MLC Inspections

www.macosnar.com



HEAD OFFICES
 Phone: (+507) 2790145
 gerencia@macosnar.com
 depto_tecnico@macosnar.com
 Panama, Republic of Panama



*The company
 you can trust!*

**ALPHA COMMERCIAL DIVING SERVICES
 PANAMA**

Is a British & Panamanian owned company run by commercial divers with over 20 years experience in the industry. Based in the Republic of Panama (Panama City), Alpha Commercial Diving Services offers a broad spectrum of underwater services on both the Pacific and Atlantic coasts of the Isthmus at some of Panama's most competitive rates.

- Ship hull cleaning, maintenance & inspections
- Underwater construction
- Pipeline installations
- Bridge and dam inspection and repairs
- Cofferdam installations
- Fiber optic cable utility installations and repairs
- Air and saturation diving for the oil and gas industry



GOOD TEAM WORK

SHIP MAINTENANCE

HULL CLEANING

 **Call us +507 6579-6390** 
 Email contact@alphadivingpty.com | Website alphadivingpty.com

ADVERTORIAL

MAXINDUSTRIAS, S.A. formerly known as PESQUEROS, S.A., was founded in the Republic of Panama in June 1982, initially to serve the commercial fishing industry in the Central America and Caribbean region.

Through its early years, the company experienced an accelerated growth and increased demand for the quality and reliability of its products, and for the personalized attention to its customers. Operations were extended throughout Panama with local offices in the main cities and business locations of the country, while remotely serving other markets in the zone.



In 1989 the company began an expansion plan to better service customers in other related industries, mainly in the construction and infrastructure development sectors, reaching also other countries in South America from its Logistics Center located in the Colon Free Trade Zone in Panama.

In 2000 we opened our first international branch office in Nicaragua, and in 2014 our second international office in Costa Rica.

The two keystones of our success and growth strategy have been a portfolio of certified products that comply with international type approval programs and norms; and the vision to incorporate a dynamic Quality Management System to ensure that all processes leading to serve our customers were based on consistent practices, on applying the highest operating standards in the industry, and on continuous learning and improvement.

Consequently, in 2012 MAXINDUSTRIAS became an ISO 9001 certified company, covering all the processes related to:

- Sales and distribution of supplies and equipment for heavy lifting and cargo maneuvering tasks carried out in the construction, ports, shipping, mining, and fishing industries, among others
- Manufacturing of custom-made wire rope and chain slings
- Repair and maintenance of lifting and fastening equipment
- Proof Test of design or breaking loads of products and materials used in these activities.

Because of our strong commitment to constantly improve quality processes at each location we operate, in the 2015-2016 period we added all our local and international branch offices to our current ISO 9001 certification.

Moreover, MAXINDUSTRIAS has the most complete Mechanical Essays Laboratory in the region, with international accreditation under the ISO/IEC 17025 standard to proof test and certify all types of lifting gear including wire and fiber ropes, lifting slings, chains, and rigging hardware in general.

For more than 35 years, quality and safety have been the main commitments of MAXINDUSTRIAS, and presently we are recognized as market leaders in the different lines of businesses and services we provide.

COASSA, the Oiltanking terminal in Panama

Oiltanking's bunkering terminal, Colon Oil And Services S.A. (COASSA) in Colon, Panama, received on January 6, 2012 its first vessel 'Kamdilousa'. Since then, some 220 Panamax vessels have been unloaded, nearly 1,000 barges have been loaded, more than 5,000 trucks have been dispatched and more than 150 batches of product have been delivered by pipeline to the power plant next to COASSA, without any accident and no delays.

In November 2013, the terminal added four new tanks, which has more than doubled its storage capacity from 300,000 bbls (47,000 cbm) to 750,000 bbls (120,000 cbm). Hence, COASSA has proven to be a reliable partner for the bunkering industry in Panama by tailoring its services to its customers' specific needs during the last five years. And now, when the bunkering sector is not doing particularly well and the maritime industry is struggling due to very weak demand and overcapacity, terminals have to play a significant role; efficiency and flexibility can offer new possibilities for the players to weather the storm in a much better position.

This has been the mission of COASSA, presenting itself not only as a simple service provider, but also a logistic partner that oils

and keeps as smooth as possible the interaction among all the actors along the bunkering chain: traders, physical suppliers, barge operators, ship owners, maritime agencies. This certainly enhances synergies among actors which at the end results in cost reduction, so much needed specially now when everybody is facing headwinds.

There are by no means tailwinds at the terminals sector either; over capacity is looming driven by the same weak demand that is hurting badly the freight market, the collapse of the commodity prices in mid-2014 and particularly in Panama, where there has been an overstated optimism about the global recovery after the financial crisis and the idea that the expansion of the Panama Canal might boost the demand for bunkers to the sky. The latter, for instance, has not happened yet, or at least it is too soon to see any significant change. There was, however, a very clear change on the demand patterns for bunker demand at the Panama Canal: the long known split of 60% Pacific and 40% Atlantic is not true anymore, the current split is rather close to the 75% and 25%, which adds more pressure to players at the Atlantic side, including the terminals.

Additionally, there are other challenges to



tackle, for instance, it seems that the deadline for the new caps of sulfur content will be upheld by MARPOL, global 0.5% ECA in 2020. This will also put more pressure on the industry to do things slightly differently. In 2012, COASSA was the only terminal at the Atlantic entrance of the Panama Canal that was able to handle LSFO; likewise COASSA is ready for the forth coming challenges and will continue accommodating to its customer needs by providing services with same quality, commitment and with the outmost responsibility on safety. Hence, there is the confidence that physical suppliers will continue to trust their valuable product to companies like COASSA which also counts with the support from the expertise of a leader group such is Oiltanking with a worldwide network of 81 terminals in 23 countries.

Tankers Bunkering vessels are classed with members of IACS and also meet the requirements of the International Safety Management code (ISM), the Tanker Management and Self-Assessment code and the International Ship & Port Facility Security Code.

Compañía Marítima de Panama S.A. (Grupo Boluda) provides oil to its customers abroad the Caribbean, Central and South America, giving Compañía Marítima de Panama the experience on international oil trading as well. **Terramar Oil & Services** provides barge service, bunker and other services.

Interoceanic Supply Services Corp (ISS) entered Panama's market in December 2007. The company has five barges, situated on each side of the waterway. The vessels are, at the moment, the fastest in Panama delivering 600/tonnes per hour. In 2013, ISS bought two new barges; Great Portobelo with 40,000 bbls and a very successful loading capacity and Great Darien, a supply boat with 5,000 bbls capacity. This supply boat will only transport MGO (Marine Gas Oil). In addition, ISS owns Great Balboa; Great Gatun; and Great Panama as well as the supply boats or tugboats: Great Diablo and Great Coiba. ISS is the owner of Telfer Tanks terminal that began operations in 2015.

Chandlery

Chandlery like shipping agencies dates back to before the opening of the Panama

Canal, when vessels arrived at the port of Colon, in the late 1880's looking for fresh goods before continuing their routes either northbound or southbound. At the time, food supplies to the vessels were mostly handled by the shipping agencies; it was not until the post-WWII that the first dedicated chandlers appeared on the market. New companies are continuously entering Panama's chandler market attracted by future opportunities with the Panama Canal expansion, transforming the sector into a very competitive market where chandlers have had to diversify their operations and extend their activities to ship repair supplies. There is nothing traditional anymore in the chandlery sector where food and vegetables become a secondary market while the supply of materials to make small ship repairs on board is leading the sector.

However it is not clear, like other segments of the maritime sector, whether the transit of Neopanamax vessels, which most of the time have no waiting time, will bring additional business to ship chandlers. The cruise market remains 'very competitive and demanding' ship chandlers say as most cruise vessels buy the large majority of their products in the United States. But there is in the pipeline, the construction of a cruise terminal at the Pacific entrance of the Canal in Amador that could mark a difference for ship chandlers. Government officials want to find a company related to the cruise industry or a cruise line that would make it a homeport. With some 200 cruise calls a year, cruise vessels have

offered opportunities for ship chandlers to increase their business but not in the proportion expected by chandlers before the cruise industry began to call Panama on a regular basis.

Mercantile Shipstores S.A.

Mercansa (www.mercansa.com) over its 40 years of presence in the market, has consolidated its position as a key vessel provider for the Panama Canal customers and other clients in Latin America and the Caribbean region. The group is currently present in Panama and in the Dominican Republic through its fully-owned subsidiary Mercansa Dominicana (Mercantile Shipstores Dominicana) and is a member of the International Ship Suppliers & Services Association (ISSA) Panama and the International Marine Purchasing Association (IMPA).

Mercansa holds over 4500 references in a 10,000sq mtr warehouse in the Colon Free Zone (Atlantic side) and new warehouse in Albrook (Pacific side) that provides immediate delivery through its specialised division Mercansa Ship Supply at competitive prices, on the widest range of deck, engine, cabin, deck, safety materials, provision, bonded- goods and FRS (Fire, Rescue and Safety) related products, as Mercansa currently services a large number of the 14,000 vessels that transit the Panama Canal every year. A new business unit Mercansa Food Logistics, as wholesaler and distributor for ship chandlers and the local market, includes new cold storage of





نداء القلوب الرحيمة THE ANGEL APPEAL

A project by The Mission to Seafarers

The Mission to Seafarers formed the Angel Appeal in order to build and operate the M/V Flying Angel. This boat of hope reaches out to isolated and lonely seafarers stranded aboard ships anchored off the UAE's East Coast.

Separated from friends and family for months at a time the Flying Angel welcomes seafarers on board to use the Internet and phone facilities, talk to a welfare officer, browse the book and DVD library, shop for basic essential items or just to relax and unwind.

The only seafarers' support boat of its kind in the world – get on board and help change their world!

To find out how you can help, please log on to www.angelappeal.com or become a fan of 'Angel Appeal' on Facebook.



Caring for seafarers
around the world

The Mission to Seafarers

Al Nasr Plaza, Office 221, Dubai, UAE

T: 04 357 6060 F: 04 357 6161 M: 050 989 2163

www.angelappeal.com

1,000sq mtr, a new refrigerated truck fleet of 15 units, a warehouse in Allbrook (Pacific side) and its own supply boats in both sides (Atlantic-Pacific).

As the company has increased sales into the South America and Caribbean marketplaces, Mercansa brings the following services throughout two specialised divisions to provide top level services to its clients: Mercansa Wholesale, a fully dedicated export division that offers marine wholesale supplies, and acts as an exclusive for companies such as D. Koronakis S.A, PG Products Ltd, Strike First Corporation of America, Trewlany, National Foam or Tufropes, to name just a few.

A recognised specialist for mooring, towing and wire ropes and hawsers, Mercansa also sells specialty marine and heavy duty coatings, marine fire-fighters suit and chemical proof clothing, fire-extinguishers, fire extinguisher cabinets, foam concentrate, foam proportioning systems, fixed and portable foam fire-fighting equipment, monitors, nozzles, specialised big flow pumping solutions and many other safety related products.

With Panamanian port and industrial sectors developing rapidly as well as in the region, Mercansa has included a list of industrial products [distributed through the Colon Free Zone and in the Capital city] such as floor preparation, grinding and polishing products, corrosion and coatings removal, concrete and stone dressing, deck and tank de-scaling, vibration management solutions, local area tamping, compound mixing and dust control products amongst others.

The Group Safety division, Mercansa FRS (Fire, Rescue & Safety)

not only provides consulting services on the best products available in the sector to comply with an ever increasingly complex legislation, but offers a high setting of life-raft and rescue boat service station, with inspections realised by qualified and experienced technicians for safety products, should they be marine-related or industrial.

Mercansa ceo Vikash Deepak, believes [the Panama Canal expansion] it's definitely and positively affecting our business, as it will attract ships that had not passed through the canal before; gas carriers and Neopanamax ships.' However, the business is not necessarily to serve more ships, but that ships allocate a greater portion of their budget to purchasing goods and services in Panama, rather than in other ports, he says. 'The expanded Canal will also represent a logistical challenge for suppliers, since it will allow ships to transit faster, limiting the time to supply them,' he added.

MISHAL S.A. located in the Colon Free Zone, provides provisions but also bond, cabin, deck, engine, electrical, safety and material lashing on a 24/7 basis to the vessels waiting for transit or in transshipment, and represents the brand names Conseal, Devcon products, Scaling Machines Kanji, MacGregor, Seck and Peck & Hale.

Panama Ship Supply (www.shipsupplypanama.com) is located in Panama City and in the Colon Free Zone. The company was established by two logistics and customer service professionals with over 25 years of

experience in the maritime industry, to provide first class service implementing the highest quality standards in the industry and support to the maritime sector.

PROTECSA Proveedora Tecnica S.A. (www.protecsa.com.pa) is one of the most experienced companies in the supply, installation and service of hydraulic systems, industrial hardware, marine electronics and marine systems, having established in Panama 30 years ago. The company specialises in installation while giving equally supporting equipment for marine electronics, being authorised agents for Sperry Marine, Anristu, Koden, Leica, Magnavox, Newmar and a large number of other renowned international brand names. It can import and deliver locally spare parts and equipment duty free and can export to any part of the world.

MEC Stores is one of the companies of the holding **MEC Group**, dedicated specifically to ship chandlery. The company was created ten years ago, when the need to supply stores and equipment for vessels was identified as a legitimate need for regular customers of the company. Since the opening of the **MEC Shipyard** in Balboa, the company started focusing on the needs of the vessels arriving to the facilities, therefore changing the scope of supplies from general ship chandler, to technical marine stores distributor, giving the shipyards clients a true one stop shop for all their needs. All vessels coming to the dry dock have taken full advantage of a technical supplier on site, sorting all sorts of chandlery through MEC Stores.

Centralam Panama S.A.

Centralam Panama S.A. is amongst the oldest and most recognised players in the chandlery business and as such well experienced. The company is strategically and conveniently located inside Corozal West processing zone, on the eastern banks of the Panama Canal with easy access to all the terminals plus launch facilities at the Pacific side of the Canal. In addition to its main base in West Corozal, Centralam Panama S.A. maintains a down-scaled operation in the Colon Free Zone, enabling them to attend urgent ad-hoc requirements for its customers on the Atlantic side in case time constrains prevent the services to be provided from Corozal west main base.

Centralam focuses on growth through satisfied customers spreading the words in the business as the preferred 'marketing strategy'. 'It is certainly the cheapest and with the growth we see, it appears to work. This is the hard way and the smart way. Our organisation is growing, and we have to

focus on not growing too fast, there is a limit to how fast we can train our new staff, keeping our old quality of service and performance at par,' says Centralam gm Thomas Rold.

'Our toughest competitors are not local. Almost all vessels trading through Panama has the choice of deciding where to place most of their purchases. Panama is not the cheap option, and due to our location, we will most likely never be able to compete on price alone. So our strategy has to follow what Centralam has always been about: High level of service and satisfaction. With a smile on your face, you can learn to live with the bill...'

Just as the retail business sector in Panama attracts shoppers, 'we have to make Panama the preferred shopping mall for vessels.' And combined serves is one of the ways. 'One of the challenges for Panama in the future is the increasing salary costs, and we have to adapt our cost pattern to an international competitive market,' explains Rold.

The large question in the chandlery business is perhaps more structural, what will be the pattern of purchase in the future? 'I am 100% convinced that the companies that will grow and have success are the companies that create change, and not the companies that merely adapt,' he says.

'Our plans, at Centralam Panama S.A., are to increase the amount of customers that decide to use Centralam Panama S.A as their preferred supplier of stores and services. This is simple. Success comes through providing what you customer wants, and not through looking for a customer that wants what you want to provide,' he adds. 'We have to be ahead of the changes coming, so we are can keep meeting expectations. In order to be ready for changes ahead you have to guess right...'

Centralam Panama S.A. is not that interested in market growth or decline, 'we focus on where the individual ship and the individual owner choose to purchase his goods and services, and preferably from Centralam Panama, S.A.'



Charts

Islamorada International S.A. (www.islamorada.com), the largest nautical bookstore in Latin America, is well known to the merchant marine community, yacht owners and sailors that find what they look for at the colonial-style building in Balboa near the Panama Canal. Islamorada International is now a landmark for nautical bookstores in Latin America. In spite of its emphasis on commercial ocean-going shipping and publications for the professional mariner, Islamorada with its location in the former Canal Zone, an area of historic interest in itself, is a store worth stopping off at to browse around in. The store is decorated with some interesting pieces of nautical history and particularly that of the Panama Canal since its inauguration in 1914.

The company, created some forty years ago by the present owners' father, is a treasure trove of nautical charts, books and publications, maritime software and instruments. It is also a must-go-to place for visitors worldwide that are looking for that all important map that will make their journey a safe and enjoyable one. The highly experienced mariners/visitors who call Panama are also extensively catered for, as well as clients who regularly use the services outside the region and country, as the company is a part of a network of Admiralty chart agents from around the world. To save time and costly courier expenses, Islamorada International 'is working closely with other appointed admiralty chart agents to supply their customers in our region in a more expedited fashion,' explained Islamorada International manager Jason Critides.

The company had been appointed as an Oceangrafix remote printing agent, and can supply 'print-on-demand' charts for clients in Panama or elsewhere. 'That has been very successful, particularly the NOS charts, since it is now a last minute option for vessel entering US waters, where there are stringent regulations to keep your chart folios up to date. They have been selling well,' said Critides.

The bookstore offers a wide range of professional maritime reference books on the industry in general; with subjects ranging from tanker operations, port operations, maritime education, to salvage. 'Tramp bulk and tankers form the mainstay of its customers in addition to clients from round the world and the merchant shipping that transits the Panama Canal and trades in Latin America,' explained the owner.

Islamorada International, classified as an International Chart Agent (UK Hydro Graphic Office) and appointed distributors of US (NIMA and NOS) and New Zealand

hydro graphic products, has a staff of fully bilingual and skilled people to provide service to ships and companies not only in the Caribbean and Latin American region, but worldwide.

Chart Folio Management Services are provided for Admiralty, NZ, and US hydro graphic products, ranging from just the steady supply of Notice to Mariners to a customised chart-folio management service, with provision of automatic new editions delivery. 'We are authorised distributors for Admiralty digital products such as Admiralty Vector Chart Service (AVCS) and the Admiralty Raster Chart Service (ARCS), as well as Admiralty Digital Publications (ADP),' he explained. In recent years, the Admiralty launched the AVCS, allowing operators a very flexible and economical ENC service which licences cells for periods of three months up to 12 months.

The ENC coverage being offered by the AVCS continues to grow, as is the interest in the service since the International Maritime Organisation (IMO) has mandated ECDIS (Electronic Display and Information Systems) as of 2012. The implementation will be phased in sections, the first of them will concern all new construction and then, year after year, different segments will require it on-board. 'We work closely with the UK Hydro Graphic Office and original equipment manufacturers, to educate and assist owners in this process, with information on the systems, what ENCs are legal, what equipment is legal, training requirements, and more,' says Critides.

The bookstore sells also plotting, weather, optical, and navigation instruments in addition to a wide range of nautical books covering navigation, seamanship, towing and salvage, ship design and naval architecture, yachting and leisure, marine engineering, cargo work, log books, maritime business and even maritime law.

Dredging

The Panama Canal Authority (ACP)

Dredging Division: The dredging work for the canal modernisation programme is being performed simultaneously with the expansion dredging and should be completed in 2017, once the widening of the southern part of Gatun Lake is accomplished. Meanwhile, the ACP completed widening the Gaillard Cut, the narrowest part of the waterway, which is being done by the ACP as it is most experienced to safely work around transiting vessels.

As part of the expansion dredging project, the Gatun Lake has been deepened to an elevation of 9.14mtr above sea level or 16.76mtr Mean Lake Level (MLL) and the navigation channels widened to a minimum width of 218mtr. As part of the expansion programme, the Gatun Lake level has been raised by 0.45mtr to 27.1mtr and will provide additional water storage capacity to make nearly 800 additional lockages a year.

In December 2012, the Dredging Division finished the deepening of Gaillard Cut from -15.52mtr (MLL) to -16.76mtr MLL and, to this depth, has continued working on widening the 14km stretch from Bas Obispo reach to Pedro Miguel reach from 192mtr to 218mtr, which concluded in December 2014. The scope of this project included the excavation and dredging of 29.8m cu mtr of material, including the drilling and blasting of 11.8m cu mtr of these materials, and the relocation of aids to navigation within the widened reaches.

The widening of Gaillard Cut up from 218mtr will improve navigation safety during transiting the narrowest part of the Panama Canal.

Additionally, channel reaches of Chagres Crossing and Gamboa will increase width to 300mtr, on a 7.7km portion of channel, in order to have two Neopanamax vessels transit parallel to each other, and the expansion of Gamboa's mooring area to accommodate Panamax (up to 4,400teu)



Jason Critides



and Neopanamax (from 5,000teu to 14,000teu) vessels. This requires the removal of approximately 10.4m cu mtr of earth and rocks. The \$122m project began in October 2013 and should conclude by September 2017. The scope of works includes drilling and blasting, dry excavation, and dredging.

The ACP has recruited over 300 additional employees to its Dredging Division to carry out the remaining dredging necessary, using both the existing and new equipment. The ACP dredge fleet, composed of the dipper dredge Rialto M. Christensen and the recently introduced backhoe excavator named Alberto Aleman Zubieta, cutter suction dredger Quiban I and cutter suction dredger Mindi, have been kept extremely busy maintaining channels depth through maintenance projects while developing capital projects.

Dredging International (DEME Group-DI) from Belgium has been involved in the Panama Canal expansion since the beginning of the project. DI was awarded by the ACP the dredging of the Pacific entrance for the Canal expansion project, in April 2008. DI offered \$177.6m to widen the Canal's approximate 14km navigation channel to a minimum of 225mtr and deepen it to a maximum level of -15.5mtr Mean Low Water Spring (MLWS). It was the first project in Panama for Dredging International, and one of the largest projects currently under execution in the Americas.

The scope of work included dredging 9.1m cu mtr from 14.2km of the canal, from its entrance at the Amador Causeway up to the Miraflores and new locks sites, making of Dredging International's scope a vital part

of the \$5.25bn expansion programme. DI's split the project into eight sections that was dredged over two phases, removal of the relatively soft overburden, and then, removal of the rock. In January 2012, the ACP requested a modification of the contract that brought additional work and expanded the deadline to June 2013.

DI had deployed in Panama, nine units in total, brought new vessels with the latest technology, including the drillship Yuan Dong 007, a mix of very new and proven dredges specifically selected for the job. Those included DI's cutter flagship, 28,200kW self-propelled heavy-duty vessel D'Artagnan that has 6,000kW cutter power, plus the 9,000cu mtr trailer Breydel and the backhoe Samson, a clamshell and a couple of self-propelled 2,000cu mtr hopper barges. Drilling and blasting were initiated with the Yuan Dong 007 chartered by DI, a pioneering vessel designed and built specifically for the Panama Canal expansion project. Built at a cost of \$25m by Chinese blast company Yuan Dong, at Ningbo shipyard, the vessel has ten integrated towers and the capacity to blast up to 60,000cu mtr of rock a week.

In addition to the ACP expansion, Dredging International-Panama dredged the approach of the PSA-Panama International Terminal as subcontractor to Alvarado & Durling and Vergel & Castellanos, which built the facilities. There was some land-based dredging in addition to the of 1m cu mtr to increase depth to 14.5mtr at MWLS.

In June 2010, the ACP awarded DI their second Panama Canal contract to dredge Gatun Lake since the Belgium Company

offered the lowest price of \$39.98m for widening and deepening the existing navigational channel by dredging approximately 4.6m cu mtr in the northern most reaches of the Lake. This contract was one component within the ACP Fresh Water Dredging and Excavation Project for the Canal expansion, which included the dredging and/or excavation of about 30m cu mtr in the 425sq km Gatun Lake and Gaillard Cut.

Jan De Nul Group-Panama, Belgium-based – People and global expertise: these are the corner stones of Jan De Nul Group's success. Thanks to its skilled employees and the world's most modern fleet, Jan De Nul Group is a leading expert in dredging and marine construction activities, as well as in specialised services for the offshore industry of oil, gas and renewable energy. These core marine activities are further enhanced by Jan De Nul Group's in-house civil and environmental capabilities offering clients a complete package solution. Our professional and innovative solutions are trusted across the industry, together with our customers we build for further economic development.

In Panama, the largest project Jan De Nul Group has been involved in is without a doubt the construction of the new third set of locks complex for the Panama Canal, one of the most prestigious infrastructure works in the world.

Jan De Nul Group was part of the consortium Grupo Unidos Por el Canal (GUPEC) which was awarded the \$3.2bn contract for the construction. In August 2009 the construction of six new locks was commenced, comparable to the Berendrecht lock that was realised by the company 30 years ago in the port of Antwerp. It is especially its size that made the work in Panama complicated. The six locks along the Atlantic Ocean and the Pacific Ocean together required 5m cu mtr of concrete, 40m cu mtr of dry excavation, 50,000 tonnes of steel doors and sluice gates, and no less than 6,000 to 7,000 workers. Hence, the challenge has not been only in the technical difficulties, but especially in the use of the large numbers of means and employees. The assignment was won thanks to a number of creative and innovative solutions.

Rotterdam-based, Netherlands, Van Oord (www.vanoord.com) took the strategic decision to locate a permanent office in the region four years ago when Van Oord opened its office in Panama to take care of clients in Central America, because of the many opportunities offered by the

Islamorada www.islamorada.com



Dredging Pacific access channel at the entrance of new Cocoli Locks



Central America region which shows good figures when it comes to economic growth, especially in countries such as Panama, Mexico and Colombia.

Since the opening of Van Oord's office, several important projects in the region have successfully been completed in amongst others Costa Rica, Mexico and Colombia, where both capital and maintenance dredging works were executed with the employment of dredgers from Van Oord's fleet that consists of more than hundred vessels. Van Oord's strategy has included a €1bn investment programme resulting in a very modern and versatile fleet that includes

vessels for all types of projects, including self-propelled cutter suction dredgers and backhoe dredgers, as well as specialised equipment for pipeline installation and the installation of offshore wind farms.

In addition, there are also a number of opportunities outside Panama, just to mention: In Mexico the 2013-2018 National Infrastructure Plan is set to allocate around \$315bn for projects over the next six years. Amongst others this plan includes port upgrades with the aim to improve exports logistics. Van Oord has got a branch office in Mexico and is intensively participating in emerging tenders.

Maritime Services

Most of the Canal customers shipping lines have established regional operations in the country to handle directly their operations with the waterway, many of them having based their regional offices in Panama and participating in the growth of the maritime sector. A number of companies have opened offices in Panama to be present when the expanded Canal began operations end of June 2016. Those companies are oriented towards auxiliary services, from inspection, class and survey companies for the Ship Registry, to port construction, security, distribution firms of port and shipping

Royal Boskalis Westminster N.V.

Royal Boskalis Westminster nv, a leading global maritime services company operating in the dredging, maritime infrastructure and maritime services sectors, has become a regular feature in the various infrastructure works in the isthmus with dredging projects since 1989. Through its subsidiary company Boskalis Panama SA they have won a series of contracts and works for the private port concessionaries, port operators in Panama during the last decades, but have also executed a couple of dredging works in the past for the Panama Canal Authority (ACP) and more recently has written history with the construction of the first artificial island in the Americas for Panama's Grupo Los Pueblos.

In March 2015, Royal Boskalis Westminster N.V. (Boskalis) was awarded a contract from Compañía Insular Americana, S.A. to construct the second artificial island off the coast near the residential area of Punta Pacifica in Panama City's bay. The client Compañía Insular Americana, S.A. is an affiliated company of Ocean Reef Island Inc. for which Boskalis constructed the first artificial island.

This project follows the successful construction of the first island by Boskalis, which was handed over to the client in early 2013. With a contract value of more than \$58m (EUR55m) the project has commenced in May of 2015 and is expected to be completed 2 years later, said Boskalis Panama general manager Marc de Leeuw, a civil engineer with 15 years of experience with Boskalis in places as far as Australia and India, and who arrived early 2015.

The project involves constructing the second artificial island, La Pinta, in the Pacific Ocean off the densely populated shoreline of



Panama City. Nine hectares of land will be created by using approximately 600,000 cu mtr of rock to form a perimeter and filling it with more than 1M cu mtr of sand. A bridge is being built to connect the second island to the first island. The first artificial residential island in the Americas construction began early in 2011 and that was concluded 'on schedule' in February 2013.

Boskalis is using tugboats and barges to transport the rock from Vacamonte to the project site and a clamshell and excavators to install the rock perimeter which is now more than 80% completed. At the end of August the Dredger Willem van Oranje has commenced with the sand filling works with approximately 25% already completed, explained De Leeuw. The sand is borrowed from existing submarine sand concessions. Vibro-compaction works to stabilise the newly created land are expected to commence in the last quarter of 2016.

The entire project created by the Panamanian renowned real estate company

Grupo Los Pueblos, consists of two artificial islands located offshore next to the residential neighbourhood of Punta Pacifica, in the bay of Panama and will be completed with a marina. The first island features approximately 72 lots already sold out and is linked to the shore by a bridge. 'The island's sale of lots was a success. Also for the second Island the demand is high,' explains De Leeuw. The second island is similar in size, and its construction is scheduled to take less than two years- time.

With the construction of the Panama Canal third set of locks completed and inaugurated, there are important projects coming to tender such as the concession for the Port of Corozal.

Boskalis' strategy is aimed at benefitting from key macro-economic factors which drive worldwide demand in their markets: Expansion of the global economy, increasing energy consumption, global population growth and the challenges presented by climate change.



A sculpture for Ocean Reef Island

Ocean Reef Island, the artificial island constructed by Boskalis will have its sculpture, specially designed and made by Dutch artist Ruud Kuijer. Boskalis ceo Peter Berdowski recently unveiled the sculpture called Ocean Reef 1 on the island of the same name and presented it to Panama's Mayor Jose Isabel Blandon in presence of Grupo Los Pueblos' ceo Alfredo Aleman for which Boskalis built the first man-made island. Boskalis is actually building a second island next to the first one.

The sculpture contains elements that refer to the marine life in the immediate vicinity of the islands. The sculpture stands

13.75mtr tall and weighs 35 tonnes and will be accompanied by a smaller sculpture on the second island early next year.

Ruud Kuijer became well-known in the mid-80s with his sculptures that feature distinct abstract shapes. The style of Ruud's work can be characterised as non-contemporary. He uses shapes and objects and connects them in a playful manner, challenging the laws of gravity and creating seemingly unstable compositions. Ruud has



increasingly used concrete as a building material which, fittingly, is a combination of the two components that lie at the heart of Boskalis' work: water and sand.

equipment and consulting firms. They have consequently contributed to the strengthening of the sector with new capital and products.

The most important shipping lines are now working directly their vessels from their offices opened in the past ten years. **APM-Maersk** group of companies in Panama with more than 200 people, has its commercial headquarters in Costa del Este, covering the local **Maersk Panama Cluster** (overlooking 10 countries) and the new **Maersk Line Regional Team** (recently relocating from Sao Paulo), **APM Terminals** and **Damco Latin America** regional teams, as well as the Latin America liner operations centre located in Balboa. **Maersk Panama, S.A.** officially started operations in January 1992 with ten members of staff and one office. With the opening of two services, the Andean Service covering East Coast of USA and Panama and the West Coast of South America, serviced by three vessels. But the present structure might change in view of the AP Moeller Group re-organisation.

APL, through its predecessor the Pacific Mail Steam Ship Company, had been present in Panama long before the Panama Canal was inaugurated in 1914. PMSSC introduced in 1848 a pioneering coastal

steamship service between Panama and California for passengers and freight. In the modern age, in 1995, APL began the first, dedicated all-water East Coast Service from Asia to the US East Coast, with calls at Manzanillo International Terminal (MIT). Since beginning 2005, APL has initiated operations from the port of Balboa for transshipment and connections to its own network of vessels. Panama is the regional office for Latin America but also calls other Panamanian terminals. APL is likely to maintain the same regional office even though after the recent purchase of its parent company NOL by CMA CGM.

The **China Shipping Agency (Central America)** provides services from the Far East, the US and Panama with vessels fully owned or operated by China Shipping Container Lines Cy. Ltd, affiliated to the China Shipping (Group) company. The company's Far East-North America service operates 13 vessels out of the company's 98 container vessels and a total of 120,000teu, also cooperates with CMA CGM, ZIM, and P&O lines on a service-US East Coast to Asia and vice versa. As China Shipping has recently been absorbed by Cosco, the holding company Coscocs, Cosco China Shipping Group Chairman Xu Lirong has launched the new lines of business of the company: Cosco

Shipping Lines (Central America) Inc and Cosco Shipping lines (Panama) Inc, in Panama. The launch took place one day after the opening of the expanded canal with the transit of the Cosco Shipping Panama. The merger of the two largest Chinese shipping lines will makes Coscocs the fourth largest in the world with a market share of 7.7% according to figures from Alphaliner.

The French carrier **CMA CGM** is amongst the top ten first customers of the Panama Canal and is a leader in the international container shipping industry, which plays a predominant role in the global economy by carrying more than 90% of all goods bought and sold around the world. The CMA CGM Group operates globally through a network of 650 agencies in more than 150 countries. With its five main hubs located in Malta, Tangier, Khor Fakkan, Kingston and Port Kelang, the Group serves both major shipping lines and secondary axes.

CMA CGM started operation in Panama on January 1, 2006 under the new joint venture named CMA CGM Panama, Inc. Before that date, the French company, the world's third largest container shipping company, was represented in Panama by French Shipping Agency until December 2005. CMA CGM calls Panama ports on both Atlantic and Pacific sides. Two offices are

NOAA charts printed-on-demand.

With latest NtM applied, up to date.

Islamorada

Navigation Supplies and Services
PANAMA

OceanGrafix
Accurate Charts. Confident Boating.



Tel: +507 228 4947 Fax: +507 211 0844
E-mail: info@islamorada.com or sales@islamorada.com

www.islamorada.com



located in Panama: one in Panama City and one in Manzanillo International Terminal (MIT) in Colon. CMA CGM' team in Colon takes care about Colon Free Zone exporters, in close relation with Panama City office. With an organisation dedicated to reefers and a network of experts in over 85 countries, CMA CGM moves most of agricultural Panamanian exports, in particular fruits such as watermelons and pineapples. CMA CGM owns one of the largest and youngest fleets of Reefer containers: 170,000 reefer teu in fleet within 90,000 low energy teu.

China Ocean Shipping Company (Cosco) has opened offices in Panama in the late 1990s and is among the Panama Canal top ten customers. Cosco-Panama that was transferred in 2003 to Coscon formerly Cosco Americas, handles six branch agencies in Central America covering Venezuela, Colombia, Mexico, Dominican Republic, Costa Rica and Panama and operates as a general agent for Cosco vessels and for other vessels as well. All branches account to Cosco-Panama which acts as an internal financial centre for the group operations in the region. The Panama regional office will be augmented with the recent merger with China Shipping. Cosco officials said the re-organisation would be effective early 2017.

Chile's **Compania Sud Americana de Vapores (CSAV)** and **Crowley** have also opened offices in Panama while Taiwan-based **Evergreen** operates its liner services and agencies for the region from its subsidiary in Panama located in its own 'green' building. Even after the merger of CSAV container unit and Hamburg Sud, CSAV maintains its office in Panama as the company continues to

operate in Latin America.

MOL (Mitsui O.S.K. Lines), one of the oldest Panama Canal customer, through a re-organisation in 2003, the liner opened its own commercial office in Panama and relocated the Vessel Operation Centre from Concord, Ca, to centralise the planning of all vessels movements and cargo stowage in North America, Central America, South America, Canada of and the Caribbean. MOL is amongst the top Canal Customer and one of its vessels, MOL Benefactor handles [at end of September 2016] the record, in the Canal's 102 years history, of the highest toll paid for transiting the waterway on September 9, 2016.

Pole Star company (www.polestarglobal.com) - Pole Star merged with Absolute Maritime Tracking Services Ltd and Absolute Software Corp. and became the world's leading provider of remote fleet management, ship security, Long Range Identification and tracking (LRIT) and fisheries monitoring services.

Pole Star is a privately owned company headquartered in London with offices in Panama, Boston, Hong Kong and Sydney. Pole Star currently provides ship monitoring and risk management services to 118 governments [including LRIT data centres for 46 maritime administrations and ship registries] and more than 1,100 organisations based in over 90 countries. In total, the company tracks more than 40,000 ships – almost half the world's fleet.

The world's largest Ship Registry, Panama Maritime Authority (AMP) has awarded Pole Star Space Applications a 5-year contract to deploy what is widely considered to be the world's largest vessel

monitoring centre, managing over 8,000 SOLAS class vessels. This award comes following Pole Star's recent 5-year contract with the United States Coast Guard. Pole Star currently provides Maritime Domain Awareness (MDA) services to 46 nations.

In addition to the provision of a fully outsourced Long Range Identification and Tracking (LRIT) System, Pole Star will provide non-SOLAS vessel monitoring, Vessel Vetting, Sanctions Compliance, Port Risk Mitigation and Ship Security Alert Service (SSAS) Management of the fleet. The new vessel monitoring centre will be based in Panama City and manned by trained staff on a 24 x 7 x 365 basis.

Panama is the first flag state to implement such a broad range of Maritime Domain Awareness (MDA) capabilities under a single platform. This new standard of excellence clearly sets a precedent for other flag states who will wish to keep up-to-date with increasing safety and compliance requirements for their fleet.

The AMP currently has full LRIT compliance and has indicated the need to increase their maritime safety capabilities system by extending the safety and security scope of their current system. The new system will incorporate similar MDA tools for the Non-SOLAS vessels operating within the Panamanian territorial waters, including small fishing, leisure vessels, service vessels, commercial and industrial fishing vessels, fuel transfer vessels, and vessels operating within maritime concessions.

Additionally, the Panama flag will be the first flag state to implement a comprehensive Sanctions and Compliance system for all vessels flying the Panama flag. The new Vessel

Maritime Advisors & Developers Inc.

Maritime Advisors & Developers Inc. [MAD Inc.] specialises in maritime and consulting services. Eng. Nicolas Vukelja Duque with a 15 year-experience in the sector is the managing director, accompanied by his brothers. MAD Inc. is a member of Panama's Chamber of Shipping.

Real-estate Group Los Pueblos contracted Constructora MECO to build the bridge connecting the first and second islands artificial islands. The Ocean Reef Islands project consists of two artificial islands, an exclusive residential area and a modern marina for yachts.

Constructora MECO which has a vast experience and technology in the construction of bridges and elevated structures in Panama and the region and also participated in the Canal expansion in different contracts, decided to hire MAD Inc a consultancy, to handle logistics and administration of this \$10m project of the construction of the bridge to be

built for Group Los Pueblos, which was their first bridge at sea in Panama.

MAD Inc. also hired the services of its family's own barge service company, Terramar Oil & Services to coordinate all the transportation involved on the project.

MAD Inc.'s Vukelja works with MECO began mid 2015 with it rented the 2,000 tonne-Zeebouwer platform to DI the Belgian company Dredging International; MAD Inc. giving fundamental support for the work of ramming nine concrete piles, the most important part the bridge, which represents 30% of the project cost. The platform was delivered to MECO at MEC shipyard and MAD Inc. coordinated loading, bringing the cranes, obtaining permits, and customs, in addition to managing a staff of welders and assistants in order to fasten the device to the platform.



Eng. Nicolas Vukelja

MAD Inc. was commissioned to cover all costs related to the Zeebouwer and operations, coordinating the entire maritime logistics of the piles construction as well as obtaining all necessary permits with the Panama Maritime Authority and the Panama Canal Authority.

'The project raised to a high profile as it gave the impression that the platform would drill for oil in the Bay of Panama, like oil platforms in the Gulf of Mexico,' said Vukelja.

Co-ordination included transportation of personnel from the pier to the place of Zeebouwer, food supplies, tugs, divers, fuels and all services required the platform to operate. The major challenge was to move the platform by tugs during short times of four to five hours because of the tides and depth limitations for tugs manoeuvring which need a calm sea for the stability of the Zeebouwer.

National Shipping Adjusters (NASHA)

National Shipping Adjusters (NASHA) (www.nashapanama.com) was founded in 1985, as one of the first Recognised Organisation (RO) and Classification Society. It is duly authorised by the Panamanian Government to conduct statutory surveys, class and certification and offers a reliable, flexible and cost effective service, without compromising its great concern dedicated to ensuring the safety of life at sea, and the prevention of pollution of the marine environment. The company operates under ISO -9001-2008, in compliance with IMO standards, national and international regulations, these are a guarantee to offer a quality service.

In addition, NASHA has established a network of qualified and experienced surveyors located in major ports of the world.

Maintaining and developing a Global presence in line with the needs of those using its services. Great importance is given to management policies, which will assure uniformity amongst survey services while maintaining its totally independent third party.

As time has evolved so have the needs of NASHA's clients, which lead for the group to expand in different services; keeping IMOs main objectives as its true north (maintaining a safe and secure environment with maintaining the oceans clean), Seafarers Training Center (STC) was founded in 2002. As it is well known the unification of standards of training for all seafarers is regulated by the International Convention on Standards of Training, Certification and Watch-keeping for Seafarers (STCW-78 as amended).

STCs training expertise devolves on

instructors, highly experienced seafarers, each having served for many years on board multi-national-flag merchant ships and having been trained on the teaching methods to properly prepare the practical skills and competences underpinned by theoretical knowledge needed by today's crews. STC conducts training for all levels of personnel but with a greater emphasis towards the support level (ratings). Its courses provide the crewmember with the proper knowledge that will proof his proficiency with the standards required by the Convention.

Amongst other services the group offers, is chartering service founded in 2007 (Shiptrade Panama) where the company will find for its customers the right vessel for their cargoes and the right cargo for the ship owner's vessels under the three step of chartering (pre-fixture, on-fixture and post-fixture).

Vetting system will also allow the flag's Port State officials to deploy a Port Risk Mitigation plan for all the country's ports. The system will alert the AMP of any vessel subject to existing sanctions and embargoes, and if the vessel carries any risks relating to terrorism, war zones, or infectious disease. In terms of vessel security and piracy counter-measures, the AMP will also be deploying a real-time Ship Security and Alert (SSAS) platform where they

can manage SSAS alerts, flag tests, and verify compliance with the ISPS Code.

'This expanded scope award coupled with Pole Star's recent United States Coast Guard contract clearly indicates that the global LRIT platform is stable; and leading flag states are starting to build upon its foundation to improve safety at sea for all its stakeholders. We fully expect that most quality-driven flag states will follow suit and

commence similar implementations in terms of non-SOLAS vessels, and good governance in terms of compliance and vessel vetting, says John Ramsauer, director of global at Pole Star. He adds that leading flags are already engaging with Pole Star to deploy similar technologies to maintain their competitive stance in what is a very turbulent ecosystem.

Pole Star Space Applications is a

AVCS

ADMIRALTY
Vector Chart Service

ADLL

ADMIRALTY
Digital List of Lights

ATT

ADMIRALTY
TotalTide

ADRS

ADMIRALTY
Digital Radio Signals Volume 6



Electronic and Traditional Charts and Publications

ADMIRALTY



INTERNATIONAL CHART AGENT

www.islamorada.com

Tel: +507 228 4947 Fax: +507 211 0844
Email: info@islamorada.com or sales@islamorada.com



privately owned UK technology company that has been providing ship-centric monitoring, regulatory compliance & risk management services to the shipping industry since 1998. They have over 100 employees operating via a network of offices located in London, Panama, Boston, Hong Kong and Singapore. They are widely acknowledged as one of the leading providers of remote fleet monitoring, risk management, ship security, Long Range Identification and Tracking (LRIT) and fisheries monitoring services.

Under its Purplefinder® brand, Pole Star develops innovative and reliable systems that enable commercial shipping customers to monitor and manage their assets worldwide. These products provide ship owners and managers with the information they need to maximize operational performance and safeguard their assets and crews. Over 15,000 vessels are managed by the company's Fleet Management (FM), Ship Security Alert System (SSAS), and Marine Asset Tracker (MAT) product range.

Through its Absolute Software™ brand, Pole Star provides Fisheries Vessel Monitoring Solutions (VMS) to fisheries authorities in more than 30 countries, allowing them to monitor compliance effectively over large, remote areas. Specialised features include the calculation of fishing activity catch reporting and quota data to support environmental programs for the sustainable harvesting of fish stocks. Over 6,000 commercial fishing vessels,

operating under 35 flags, are managed by the company's VMS systems.

All the company's products are supported 24/7 by a dedicated team of 80 professionals. Fluent in over 20 languages and located in London, Boston, Panama, Hong Kong and Australia – Pole Star is a local company in every market they serve. All staff adhere to strict quality assurance practices, which have allowed the company to obtain ISO9001:2008 certification.

Alpha Laval, with local presence in Panama, technical and commercial branches working together and a network of engineers ready to support the complete service portfolio, Alfa Laval offers a wide range of troubleshooting and maintenance solutions for the treatment of; ballast water (PureBallast), fuel, lube oil treatment separators, plate heat exchangers, boilers (Aalborg Alfa Laval) and oily water treatment (PureBilge). They also have the capacity to train, audit and develop technical skills for the crew and customer technical teams, solutions that minimise the financial impact of any unexpected breakdown.

Alpha Commercial Diving Services (www.alphadivingpty.com) has opened for business in Panama. An all-round diving services company, it specialises in ship maintenance and repairs as well as construction diving, bringing together a team with a wealth of experience in all areas of commercial diving.

Braemar (incorporating The Salvage Association) (Braemar SA), a world

leading multi-disciplinary Marine Surveying and Technical Consultancy, has set up a new office in Panama. Braemar SA offers a broad range of technical and in-depth expert services to the maritime industry. In addition to traditional Hull & Machinery damage surveys it has also successfully further developed our scope of services to include a broad range of expert marine consultancy services and also expansion of the project cargo warranty capacity. The company has offices in New York, Miami, New Orleans, Houston, Seattle, Montreal, Rio and a planned office in Toronto.

ClassIBS – Isthmus Bureau of Shipping (www.ibs.com.pa) was founded in May 1995 in Panama and recently celebrated its 30th anniversary. Class IBS was established as Classification Society in order to promote the regulation and development of the shipping and shipbuilding industries.

Although ClassIBS has its head office in Panama, it has a network of representative offices and more than 75 surveyors around the world, which work under direction and coordination from its head office. In addition to its classification activities, ClassIBS conducts surveys on behalf of third parties including State Administrations like Panama through the Panama Maritime Authority, Belize through IMMARBE (International Merchant Marine of Belize) and Jamaica through the Maritime Authority of Jamaica, among others. The society also verifies safety management systems of shipmanagement

Panama Maritime Group (PMG)

Panama Maritime Group (PMG) has been one of the pioneer companies in Panama providing comprehensive one-stop solutions for maritime communities. The group has been offering technical support and surveys to all vessels registered under the Panama and Belize Flags through the Recognised Organisation Panama Maritime Documentation Services Inc. (ClassPMDS); educational training services in full compliance with the provisions of the STCW code on Standards of Training, Certification and Watch-keeping for Seafarers, STCW 1978, as amended through Maritime Training And Certification Centre (MTCC) and legal services and advisory not only limited to maritime and corporate affairs, through Torrijos & Asociados (T&A).

PMG is proud to count on with the support of experience specialists committed every day in enhancing its image and reinforcing its presence at national and international levels, preserving and strengthening our ties with prestigious Ship-owners/Operators, Law Firms/Training Centres, Panama's Merchant Marine Consulates and Inspectors, among others,



L-R: Susel Almanza Guevara (Attorney, Torrijos & Asociados), Mrs. Magali de Torrijos, (ceo and president of PMG) and Elvia Bustavino (Senior Associate, Torrijos & Asociados).

which reflected in PMG current position as one of the most dynamic and effective group of companies in the sector.

This year PMG is celebrating 25 years and the exceptional growth worldwide; new fully owned offices in Ho Chi Minh City, Vietnam and Fuzhou, China, and a new branch office at Mumbai, India, have been incorporated for which specialised personnel have been added to the more of 60 co-workers at head office in Panama and 200 representatives located around the world. All of these companies have the main objective:

offering a wide range of professional services with the highest quality, cost-effective solutions in the shortest time possible.

Due to PMG's successful presence abroad, it has continued its marketing campaign and within the previous months, with the managers Mrs. Elvia Bustavino of Torrijos & Asociados; Eng. José Stoute, Mrs. Nadiuska Acevedo of PMDS, Mrs. Hadid Valenzuela of MTCC and Mrs. Magali de Torrijos ceo and president of PMG, who have visited new and existing markets and Government Offices and Consulates around America, Asian & Europe Regions where new and strong commercial ties have been created.

'We would like to take this opportunity to thank all companies for their continued support and for the confidence placed on us throughout our 25 years which has been the foundation of our success. To our new clients, you can rest assured that our expert team will be at your disposal to provide comprehensive, assertive solutions and integrated services to conquer your objective,' Magali de Torrijos ceo and President of PMG says.

Crossing the Panama Canal with Alfa Laval

Throughout the history of the shipping industry, Alfa Laval has been the leading supplier of engine room systems and equipment for fuel treatment, engine cooling and fresh water generation. Alfa Laval has deep process and application knowledge, drawn from a vast installed base and a century of marine experience that benefits end-users from a long tradition of finding solutions, and from best practices identified worldwide. Alfa Laval also has extensive experience in upgrading all types of old equipment and systems, including those of other manufacturers, with solutions designed to improve performance and reduce operating costs.

Alfa Laval believes that securing ideal operation is more than getting equipment into place and will take charge of starting it up on board and making sure the critical phase goes smoothly by doing test runs, performance checks and even training the operators, if needed. As business drivers and regulations change over time, Alfa Laval can supply new equipment, spare parts and services and adapt existing equipment taking advantage of

the latest technical developments.

With local presence in Panama with Technical and Commercial branches working together and a field engineers network ready to support the complete service portfolio, Alfa Laval offers a wide range of solutions, troubleshooting and maintenance for the treatment of ballast water (PureBallast), fuel, lube oil treatment separators, plate heat exchangers, boilers (Aalborg Alfa Laval), oily water treatment (PureBilge) and is also in the capacity to train, audit and develop technical skills for the crew and customers technical teams, solutions that minimise the financial impact of any unexpected break down.

'Our field service team is equipped with edge tools to perform condition monitoring, performance audit services and troubleshooting technics to support the crew engineers finding solutions just before crossing the Panama Canal fulfilling our promise to stay close creating trust and delivering superior value,' says Juan Moreno, Alfa Laval operation manager.

'What about if your Alfa Laval equipment can have performance-audit checks every time



you cross the Panama Canal? Without dismantling, interviewing, shouting down the equipment, our experienced field service engineer will survey and collect the health check with optimum performance' explains the regional sales engineer Katherin Parra

Meeting the future is impossible without a true understanding of where things stand today – an understanding that Alfa Laval has earned through a century of marine service.

'Whether you build ships or sail them, Alfa Laval has the solutions and expertise you need to stay ahead,' comments Alfa Laval service manager Diego Romero.

companies and ships, in line with the International Safety Management (ISM) code, International Ship and Port Facility Security (ISPS) code and Maritime Labour Convention 2006 (MLC 2006).

Hubel Marine B.V., is a Rotterdam-based maritime consultancy firm Hubel Marine B.V. were laid in the 1980 by Mr. J.W. de Koning performing flag state inspections for Panama. The range of services grew and since 1997 the company is run by Erik de Koning, his son and sole owner. De Koning was joined, a couple of years later, by Wouter Sluis who is now general manager, and a support team of professionals. The four pillars of the company are the following services: Registration of vessels, Flag State seafarer endorsements, Flag related Classification surveys and a service department that assist with the sale and purchase of vessels between clients.

Intercoastal Marine Inc. (www.imi.com.pa) is the leading marine construction company in Central America. Since its foundation in 1995, IMI has played a major role on the development of the marine sector in Panama completing most of the existing container terminals in the country. It continues to participate in all the tenders and large projects of the expansion of the existing terminals on both sides of the Panama Canal.

In 2011, IMI was acquired by two important construction companies in Latin America: Conconcreto from Colombia and Salfacorp from Chile through a Colombian

outfit called Consalfa. IMI, backed by its partners, offers solid management and depth technical expertise on each and every one of its workers and professionals. IMI is an equipment intensive company and offers a large series of heavy cranes that range from 12 tonnes to 300 tonnes and it has bought its sixth 2,100hp-25 tonnes bollard pull-tug boat. IMI has been able to maintain its sustainable growth in Panama and simultaneous start its internationalisation in other Latin American markets such as Guatemala and Dominican Republic.

International Marine Experts (IME) (www.ime.com.pa) provides for inspections of ships and yachts that have been damaged or require inspections or surveys for either insurance purposes or for pre-purchase condition and appraisal evaluations. The company, located near the Panama Canal, is comprised of a small group of professional marine engineers and ships officers. Its sister company, Overseas Marine Certification Services (OMCS), is both a Recognised Organisation (RO) and Recognised Security Organisation (RSO) authorised by the Panama Maritime Authority to survey and issue all necessary statutory certificates on its behalf required by the Panamanian government and the International Maritime Organisation (IMO) for Panama-flagged vessels. With Headquarters at Panama and regional offices located at Shanghai, China & Dubai, UAE, IME offers a worldwide coverage.

The **Intermaritime Group**, founded by

Eng. Santiago Torrijos, is formed by six companies dedicated exclusively to the maritime business for the most important Flag states. **Intermaritime Certification Services (ICS Class)** giving class and statutory services to ships flying Panama, Belize, Honduras and Kiribati flags as Class Society, Recognised Organisation (RO) and Recognised Security Organisation (RSO) for the issuance of Class & Statutory Certificates. ICS Class is a classification society with headquarters located in Panama, Republic of Panama. ICS Class is an independent and non-commercial organisation carries out its classification activities in an impartial and objective way in compliance with the ICS Class Rules and Regulations. ICS Class Rules and Regulations set appropriate standards for the Classification and Construction of Ships providing all the information needed for classification purposes.

Intermaritime Group has a training centre **Panama Maritime Training Services (PMTS)** with more than 15 years of experience since, certified by the Panama Maritime Authority and IMMARBEL (International Merchant Marine Registry of Belize), as well as the Panamanian Ministry of Education, to conduct out STCW78/95 courses and assessment.

To respond to clients' demands, the Group has built a strong business structure that includes a law firm, **Panama Maritime Lawyers & Co.** The Group represents, as Deputy Registrars and Maritime Registrars, the following Maritime Authorities: Panama, Belize,



Bolivia, Honduras, Vanuatu and Sierra Leone.

Three years ago Inter maritime Group launched its strategic partnership with Marine and Cargo Reinsurance Broker Aquamercantile, the first reinsurance broker to be authorised by the Superintendency of Insurance and Reinsurance of Panama (Registration Number ROC-002) specialising in Cargo 'Stock Throughput', Marine Cargo, Marine Hull & Machinery including War Risks, Protection & Indemnity as well as other marine liabilities, Oil Terminals and Port Facilities, Claims and Salvage Assistance 24/7.'

Macosnar Corporation

(www.macosnar.com) is a Panamanian RO, RSO, and classification society founded in 1995 to offer services of professional quality to the maritime community in an efficient and appropriate way. Such services are carried out with a highly experienced staff of Engineers and Naval Architects which guarantee the performance of surveys and certifications according to the norms and regulations of the International Maritime Organisation (IMO).

Macosnar last year celebrated its 20 years of anniversary, which enhances its day to day commitment in maintaining and developing a global coverage including the achievement of Flag Administrations



recognitions to satisfy its customer needs always having present the safety of life at sea, and the prevention of the pollution of marine environment. The organisation is under a quality system ISO 9001:2008 that also consolidates its constant improvement in the services delivered.

With head offices in Panama, Macosnar has established offices in Asia, Middle East and South America and has a surveyor network of more than 35 representatives worldwide to attend their customer needs. Furthermore, STCW Training and Vessel and Yacht Registration comprise the group of service companies among others.

Marine Metal Coatings Inc. is an

innovative company with two main trades: corrosion control and concrete demolition with diamond tools. The company specialises in the surface preparation (grit blasting and 40,000 psi ultra-high pressure water blast) and painting of ship hulls, cargo, ballast, fuels and water tanks. Marine equipment, miter gates, caissons, piping, penstocks for hydroelectric dams, bridges and piers have been serviced and protected from corrosion by their company.

Maritime Advisors & Developers Inc.

[MAD Inc] specialises in maritime and consulting services. Eng. Nicolas Vukelja Duque with a 15 year-experience in the sector is the managing director,

Alpha Commercial Diving Services – new commercial diving business in Panama

Alpha Commercial Diving Services (www.alphadivingpty.com) has opened for business on the Panama maritime scene. An all-round diving company, it specialises in ship maintenance and repairs as well as construction diving, bringing together a team with a wealth of experience in all areas of commercial diving.

Owners Jonathan Jones and Edgar Gonzalez, from the UK and Panama respectively, have over 40 years of experience in the industry between them. Jones is HSE qualified from the UK and has worked worldwide on a multitude of projects in the oil and gas sector as well as the fibre optic cable industry, ship repairs, maintenance and underwater construction. He has worked for many well-known diving companies such as Fraser Diving and McDermott out of Singapore, Global out of Dubai, Cal Dive from Texas (USA) and ACERGY, Integrated Subsea Services (ISS) and Subsea7 in the North Sea. He has most recently been working for UTS (Underwater Technical Services) for the fibre optic cable industry.

Gonzalez has also worked for the fibre optic cable industry in Central and South America as well as in Asia for companies such as NSW, BNP and Deep Solutions. He also has extensive knowledge of ship repair and maintenance in the Panamanian diving industry.



Alpha's team of divers is highly skilled. They are all ADCI (Association of Diving Contractors International) certified and ADCI guidelines are fully adhered to. The team has been working in ship maintenance in Panama for many years.

'The canal expansion is completed and demand for diving companies [that may come through with a good quick, safe, efficient service ensuring vessels are back on their way in the shortest time possible] is increasing,' says Jones.

'New regulations at the Panama Maritime Authority and the Panama Canal Authority

require companies, divers and the vessels they use to be registered and acquire an operations licence. All companies performing jobs in Canal waters must be approved by the ACP and jobs must be reported to the appropriate Port Captain's office. Alpha complies with all of these requirements.

'Our equipment is new and maintained to the highest industry standards. Alpha has recently been accredited by ABS (American Bureau of Shipping) and is working towards approval by other IACS (International Association of Classification Societies) bodies,' adds Jones.



Oceanco Safety & Supply

Oceanco Safety & Supply was founded in 1983 as a supplier of safety equipment, marine paint and deck spares to the Central & South American region. The company also established a fully equipped internationally approved Life raft Service Station at the same time to meet the needs of its customers.

Since 1983 Oceanco Safety & Supply has grown tremendously and now offers delivery services and has warehouses strategically positioned close to the main Pacific and Atlantic ports of Panama to serve its customers.

The company is the exclusive distributor of Jotun Paints and Coatings in Panama, its

Inventory is one of the Largest in Latin America, making it easy for large orders to be filled in a short space of time. In Panama, it is the exclusive agents for Marichem chemicals and Industrial Gases. The company is continuously rotating its large inventory to ensure fresh and quick supply to clients. The company offers top quality brand-name ropes and hawsers, safety equipment, tools, fire extinguishers and fire suppression systems. The company is a specialist in safety equipment, which is a vital service to the ships transiting the Panama Canal: Lifejackets, Ring Buoys, Safety Lights, Marine

Distress Signals (Pyrotechnics), Emergency Rations and Drinking Waters, EPIRBs, SARTs and VHF radios.

The head office is strategically located in the Colon Free Zone, offering easy access to the various ports near the Panama Canal with a state-of-the-art workshop, also located in Colon, where it conducts Life-raft Re-certification and the servicing of Portable Fire Extinguishers and Fixed Fire Suppression Systems. All services are approved by the Major Classification societies such as Lloyd's Register, NKK, RINA, Bureau Veritas, ABS, DNV GL.

accompanied by his brothers. MAD Inc. is a member of Panama's Chamber of Shipping.

The **Meyer's Group** was founded in 2006. It emerged due to the market needs to have a company that generates trust, service and quality led by its founders' visionary ideas, whose goal is that of satisfying the customers' needs in Latin America and the Caribbean.

With over 10 years of experience in the maritime sector, Meyer's Group is projected as one of the fastest growing companies and expansion in the Panamanian market, bringing together renowned companies with business lines in the area of land and sea transport, construction and agro-industrial sector. It includes various companies of tugboats,

marine transport and supply boats as well as a construction company and other ventures.

MEC Panama is a one-stop-shop located in the Isthmus of Panama that offers a wide array of services catering to the maritime industry from dry dockings and a-float repairs to ship chandler. The company owns a fleet of floating equipment which includes tug boat, a barge with a crane, and other supply vessels as well as fast boats for the transportation of personnel to projects at anchorage. Additionally MEC Panama has the capacity to do all types of underwater repairs and civil engineering projects under ISO certification. Furthermore, the shipyard division of the company is composed of two shipyards located on the Pacific entrance of the Panama

Canal; The first being Veracruz, which is a slipway yard with a capacity to hold eight vessels of up to 80mtr attending mostly to the local market and the second being the Balboa Shipyard-former Braswell Shipyard which has three dry docks with the biggest with a capacity to hold a Panamax size vessel.

National Shipping Adjusters (NASHA) (www.nashapanama.com) was founded in 1985, as one of the first Recognised Organisation (RO) and Classification Society. It is duly authorised by the Panamanian Government to conduct statutory surveys, class and certification and offers a reliable, flexible and cost effective service. The company operates under ISO -9001-2008, in compliance with IMO standards, national and

Hubel Marine B.V.

The foundations for Rotterdam-based maritime consultancy firm Hubel Marine B.V. were laid in the 1980 by Mr. J.W. de Koning performing flag state inspections for Panama.

The range of services grew and since 1997 the company is run by Erik de Koning, his son and sole owner. De Koning was joined, a couple of years later, by Wouter Sluis who is now general manager, and a support team of professionals. The four pillars of the company are the following services: Registration of vessels, Flag State seafarer endorsements, Flag related Classification surveys and a service department that assist with the sale and purchase of vessels between clients.

'We assist ship owners, on a daily basis, with the registration of their vessels and the various Flag's related authorisations for exemptions, waivers and other certifications. The Seafarer department annually processes approximately 1,800 applications for Panama's crew endorsements and at the moment we are being evaluated to be included to the Seafarer Broker database of the Panama Maritime Authority,' says Hubel Marine president Erik De Koning. 'This will have a major impact on our 24/7 service level,' he adds.

All the countries which are represented by



L-R: Fernando Solorzano (director of Panama Merchant Marine), Jorge Barakat (administrator of the Panama Maritime Authority (AMP)), Erik De Koning (president of Hubel Marine), and Wouter Sluis (gm of Hubel Marine)

Hubel Marine and especially Panama are visited regularly, in particular during major events like presidential elections, the referendum for widening the Panama Canal and recently, the inauguration of the expanded Canal. Those visits have allowed Erik De Koning to build a network of contacts and personal relations at all levels.

During 2016, Hubel Marine organised a tour of the Netherlands with the Panama Maritime Authority administrator, Minister of Maritime Affairs and the director of the Ship Registry, and all together visited the major users of the Panama's Register who are clients of Hubel Marine.

'We have also assisted with the authorisation of a private security company

and a life-boat service company and we have now started the registration of the world's largest crane-vessel,' says De Koning. 'We feel honoured to handle this matter which demonstrates that our clients appreciate our comprehensive advise.'

'We see daily opportunities to save money on registration matters and processes as we work directly with the Administration or nominated law-firm. In the case that some clients would like to use another register we have various options that we can offer from our network,' he explains.

'But with the current discounts and the drive to quality of the almost 100-year-old Panama Ship Registry, we see a continuing strong customer base.'



Seatrade Maritime Review

“ Well written and informative articles and up to the minute news... ”
Ronald Giles, Business Development Manager, Siemens

The deeper stories behind the headlines

Read in-depth commentary and analysis on the latest developments, innovations and personalities from around the globe.

To Advertise

Contact Ian Vernau
 ian.vernau@ubm.com
 +44 1206 201564

Subscribe now

and save up to 25% off your subscription.
 Contact Emma Smith:
 +44 1206 201517

www.seatrademagazine.com

Read by
6000+ maritime professionals

36% Owner/Proprietor/CEO/President/Chairman

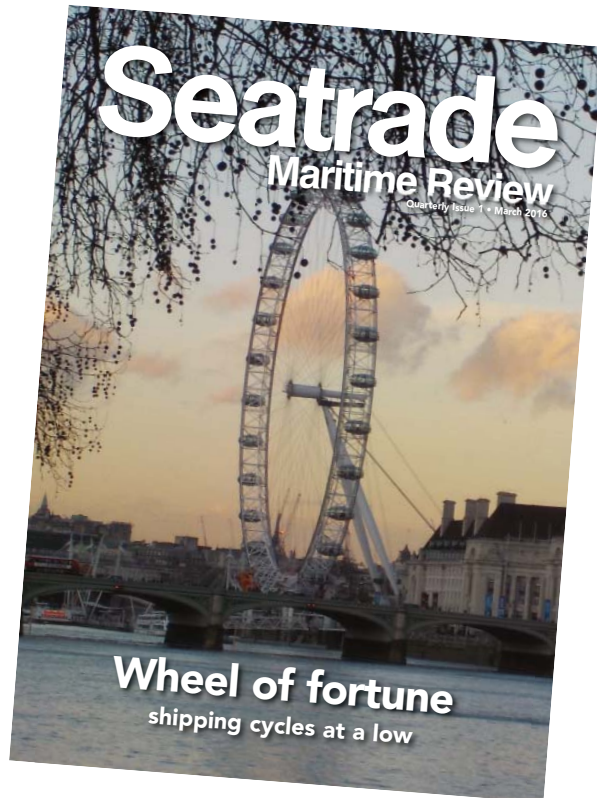
30% Managers and Professional Executives - Personnel Managers/
 Ship Manager/Fleet/Offshore Manager/Finance/Technical/
 Operational & Purchasing Managers

17% Director - Financial/Technical/Operators/
 General Manager/Commercial manager

17% Sales & Marketing/Communications & PR/Business Development

2/3 readers are top executives
 from the global maritime industry

Source: Google Analytics



EXCLUSIVE DISTRIBUTION:



Represented events:



“ Seatrade is a leading quality maritime magazine that provides excellent coverage of almost all maritime events that too with in-depth analysis of various topics. It is a very informative read. ”

Dr Abdul Rahim - Regional Manager for Europe and Africa, ClassNK

Seatrade Maritime News

Breaking maritime headlines direct to you

Be ahead of all the rest - get the insider's scoops, breaking news, headlines and more - all **free** to read online.

To Advertise

Contact Luke Perry
 luke.perry@ubm.com
 +44 1206 201563

Or sign up for **FREE** today and read your daily update at

www.seatrade-maritime.com



Meyer's Group

Meyer's Group was founded in 2006. It emerged due to the market needs to have a company that generates trust, service and quality led by its founders' visionary ideas, whose goal is that of satisfying the customers' needs in Latin America and the Caribbean.

With over 10 years of experience in the maritime sector, Meyer's Group is projected as one of the fastest growing companies and expansion in the Panamanian market, bringing together renowned companies with business lines in the area of land and sea transport, construction and agro-industrial sector.

MMG Tugs Boats and Barges Services offer barges and supply boats in the ports of Colon and Balboa.

Meyer's Tugs responsible for providing marine towing services in the most important ports in Panama, Central America and the Caribbean with a fleet of over 10 tugs operating in Panama, Costa Rica and Venezuela.

With a fleet of 18 boats, the company Marine Transport provides transportation services to ships at sea, loading and unloading of goods, supplies, agents, marine authorities, passengers, technicians and everything the ships transiting the Panama Canal may need, at anchor in the Panama



Bay and in Colon, on the Atlantic side.

Constructora Meyer's caters to real estate business and the construction industry. It focuses on conditioning and creating space for the development of residential, commercial and industrial projects, offering the best suited solutions to each client's needs.

Beretta Supply Company is dedicated to land transport cargo mules and tables, buying and selling heavy machinery equipment, such as shovels, cranes, trucks and other activities associated with the

construction sector.

Finally, Agropecuaria y Lácteos Meyer's is mainly engaged in the production of milk and dairy products, livestock fattening, vegetable production, production of heifers and males of high genetic for milk production, breeding and sale equines, in their farms in the province of Chorrera and Chiriquí.

Currently, Meyer's Group operates in Venezuela, Costa Rica, Nicaragua, El Salvador, Honduras, Guatemala, United States, Dominican Republic and Panama, being the last business centre.

international regulations, these are a guarantee to offer a quality service.

Oceanco Safety & Supply was founded in 1983 as a supplier of safety equipment, marine paint and deck spares to the Central & South American region. The company also established a fully equipped internationally approved Life raft Service Station at the same time to meet the needs of its customers. Since 1983 Oceanco Safety & Supply has grown tremendously

and now offers delivery services and has warehouses strategically positioned close to the main Pacific and Atlantic ports of Panama to serve its customers.

Panama Maritime Group (PMG) headquartered in Panama, has over more than 200 representative offices around the world. PMG, a pioneer in the promotion of Panama's maritime sector, was created by Dr. Hugo Torrijos Richa who left an important mark on the maritime industry leading Panama to

become the world's largest Ship Registry and presiding over Latin America's most successful port privatisation and transshipment programme in the 1990s. Dr. Hugo Torrijos, one of the architects of Panama's maritime boom, passed away in December 2010 and his widow, Mrs. Magali de Torrijos has been successfully managing PMG to maintain his legacy.

PMG, one of the first groups in Panama to offer a comprehensive one-roof solution to the maritime community, includes the

Intermaritime: new training programme for class surveyors

Intermaritime is proud to announce the launch worldwide of a new Training Platform for Class Surveyors in compliance with IMO standards. This innovative Training Platform now online at www.icsc.org was created by its experienced technical team as part of the in-house training programme of its Class Surveyors. However, due to the increasing demand from surveyors abroad, the programme has been opened to all those interested in being in full compliance with IMO's requirements set forth in the Code for Recognised Organisations (RO Code) adopted by the IMO Resolutions MSC.349(92) and MEPC.237(65).

ICSC is a member of Intermaritime Group formed by six companies committed to providing integral maritime solutions tailored to the customers' needs: Class Organisation (ICSC), law firm (Panama Maritime Lawyers), Survey team (ICSurveys), Training Centre (Panama Maritime Training), Insurance Provider (AQM) and Radio Accounting/Point of



Services Activations Company (World Maritime Communication).

All of Intermaritime Group's companies are certified with International Standards depending on the service, ISO 9000 BV Certified, IFIA Certified, Lloyds List Registered, to mention a few.

Intermaritime Group is present in over 70 countries with exclusive surveyors and representatives worldwide to attend each one of its clients locally. Its headquarters are in Panama, with offices in Dalian, China, to serve Asia, and London to serve Europe. In

this last decade, thanks to its customers the Group has attended to more than 5,000 vessels with its Global Network.

Take advantage of its multidisciplinary team of professionals from naval architects, radio technicians, risk specialists, surveyors, bunker inspectors, adjusters and lawyers with years of experience that can provide its customers with the advice and technical expertise they deserve.

'At Intermaritime, we've got you covered,' says Panama Maritime Lawyers & Corp partner Flor Torrijos.



companies **Panama Maritime Documentation Services Inc. (PMDS)** a Recognised Organisation authorised by the Registers of Panama and Belize to perform surveys and statutory certification to all type of vessels, **Torrijos & Asociados (T&A)**, a Law Firm specialised in ship registrations company incorporation, crew licenses and legal consultancy, among others and **Marine Training & Certification Centre (MTCC)** a centre of seafarers formation and training, following the requirements established by the STCW Convention. The Group incorporated **PMDS Class** in 2012, for which specialised staff was hired.

Raytheon Anschütz, the German navigation system manufacturer Raytheon Anschütz has established its new subsidiary **Raytheon Anschuetz Panama, S. de R.L.**, in Panama City. The new company acts as the regional customer support and service coordination centre, including service training capabilities and a large spare parts depot for Panama, Middle and South America and the Caribbean.

The facility of Raytheon Anschuetz Panama is located close to the Panama Canal and in decent proximity to the airport, enabling fast access to perform maintenance or repair tasks for ships passing the Panama Canal as well as in the whole region. It has acquired the activities of High Sea Support (HSS) Panama. Since its establishment in 2000 as a subsidiary of the Danish company Hans Buch A/S, HSS has been providing sales and

service in Panama not only for Raytheon Anschütz equipment, but also for other navigation and communication companies. The facility of Raytheon Anschuetz Panama contains a workshop and a warehouse with spare parts for the brands being served.

RTI Latin America (www.rtiforensics.com) is a subsidiary of RTI Group, a global company headquartered in Annapolis, Maryland and regional offices in London, California, Bahrain and Panama. RTI offers a wide range of forensic engineering services, particularly the design and implementation of risk-based safety management systems. RTI is a pioneering accident and failure investigation and safety management consultancy serving high risk industries, including utilities, multimodal transportation, oil and gas, construction, hydroelectric and mining, maritime administrations and the legal and insurance markets. Capt. Orlando Allard is the President of **RTI Latin America**, which was established in Panama City since 2008.

With origins dating back to 1975, RTI expert witness and high-risk industries accident investigation services also include material testing laboratories, root cause analysis, risk assessment, development of risk matrix and mitigation controls and multimedia accident animation and reconstruction. Magic Motion Studios, another integral part of RTI Group, provides graphics animation and accident

reconstruction services and Anamet Inc., and the laboratories in California, provide material analysis and testing. The RTI office in London deals primarily with risk, safety management and maritime issues and the Bahrain branch provides security and safety services in the Gulf and Middle East region.

Setimsa Group is a Panamanian company with 20 years of experience in the development of projects in the port sector at national and international level. It has professionals with over 30 years of experience in the sector. The company began operations in 1997, when the President and Founder, Eng. Gabriel Araya Ahumada, with great vision, found a niche at a time when private operation of container terminals was just starting in Panama.

Pilotage

Caribbean Pilots was created at end-2007 to provide pilotage services to the ports established in the bay of Manzanillo, Colon and ship owners and liners calling Colon Container Terminal (CCT), Manzanillo International Terminal (MIT) and Colon Port Terminal (CPT). The company has 11 eleven pilots, some of them working as pilots at the Panama Canal Authority (ACP).

Panama Pilots Services Co. (PPSC) (www.panamapilot.com) is the oldest company providing this type of service. Founded 20 years ago, Panama Pilots Services includes Quality Action Club, Pilsemar S.A. and Practicos Unidos de

Setimsa Group: 20 years of experience

Setimsa Group is a Panamanian company with 20 years of experience in the development of projects in the port sector at national and international level. It has professionals with over 30 years of experience in the sector.

The company began operations in 1997, when the President and Founder, Eng. Gabriel Araya Ahumada, with great vision, found a niche at a time when private operation of container terminals was just starting in Panama.

Setimsa began to form its career and reputation, becoming a specialised company in all types of engineering projects and port maintenance, including various activities for carrying out the works such as: Maintenance of spring defenders and rails, mount structures, maintenance of STS cranes, RTG cranes, electromechanical works, structural works, manufacturing of reefer racks, manufacturing head blocks, dismantling disused gantry cranes, amongst others.

Setimsa is member of the SSPC and AWS. Therefore, its metal-working jobs and sandblasting are guaranteed under international quality standards. Currently, the company is the authorised distributor of RAM



Spreaders and Phoenix Lighting for Panama and the Dominican Republic.

Setimsa not only performs services in Panama, but has also extended its range in the region, carrying out projects in countries such as Honduras, Ecuador, Dominican Republic and others.

Meeting the needs of its customers in compliance with the standards and specifications that govern the activity, committed to safety, the environment and continuous improvement, is the mission of Setimsa. 'With our partners we practice a

philosophy of efficiency, commitment and teamwork through professionalism, experience, fairness and ethics that characterises us,' says Setimsa commercial director Gabriela Araya.

'The vision of our company is to continue exporting the services offered and, at the same time, to manage client loyalty of existing customers, highlighting the Panamanian labour, and helping to empower Panama not only as Hub of the Americas, but as an expert country in engineering services and port maintenance for the region through companies like ours,' Gabriela Araya says.

Panama Pilots Services Corp.

Panama Pilots Services Corp. is the holding company of three companies, all of them providing pilotage in the bay of Manzanillo, at the Atlantic entrance of the Panama Canal.

Founded 20 years ago, Panama Pilots Services includes Quality Action Club, Pilsemar S.A. and Practicos Unidos de Panama, each company having its own history. Quality Action Club was created by a group of pilots working for Panama Refinery and the port of Coco Solo, while Practicos Unidos de Panama was formed by a group of small vessels' pilots and Pilsemar, was created in 1995 by a team of pilots working at the Panama Canal. When the Manzanillo International Terminal (MIT) began operations in 1995, the three companies decided to join efforts to offer the first ever-privately-owned container port in Panama, pilotage service to MIT's new larger and bigger vessels and 'improve the quality of our

services,' explains Capt. Carlos Garcia (pictured), general manager of Panama Pilots Services which will celebrate twenty years in September 2016.

Garcia, who has a master in business administration and a long pilotage's experience, says that a total of 27 pilots work regularly for Panama Pilots Services and operate an average of 210 vessels per month for MIT, some 30 vessels at the cruise terminal Colon 2000 and a similar figure for the bunker terminal Colon Oil and Service S.A. (COASSA) today Oil Tanking. The average age of the pilots is around 48 years.

Permanent training is the key to smooth and efficient operations even for the highly qualified pilots who perform docking, undocking, anchoring and docks changes or port manoeuvres duly authorised by the Panama Maritime Authority. Training is performed at the



Star Centre in Miami and 'we train [the new pilots] on board,' says Garcia.

'Working on the Neopanamax has been a challenge. We work now in pair and we need to be more cautious [as the Neopanamax vessels are twice the size of Panamax ships]. We provide service on a 24/7 basis which requires to have pilots available all the time. Those awaiting an assignation or in stand-by have can sleep in the Panama Pilots Services facilities, go to the gymnasium, use the cafeteria and the training room.'

Panama, each company having its own history. Quality Action Club was created by a group of pilots working for Panama Refinery and the port of Coco Solo, while Practicos Unidos de Panama was formed by a group of small vessels' pilots and Pilsemar, was created in 1995 by a team of pilots working at the Panama Canal. When the Manzanillo International Terminal (MIT) began operations in 1995, the three companies decided to join efforts to offer the first ever-privately-owned container port in Panama, pilotage service to MIT's new larger and bigger vessels. PPSC provides service on a 24/7 basis which requires to have pilots available all the time.

Pollution control

Ocean Pollution Control S.A (OPC) (www.oceanpollution.net) is a Panamanian response company which is operating in Panama as mandated by a 20-year contract with the Panama Maritime Authority. The company has operating bases in Panama (Pacific side) and Colon (Caribbean side). OPC has all required marine equipment and shore installations to respond to oil spills, recover contaminants and provide final disposition to contaminants

and material employed in its recovery.

It has opened new offices in Honduras and Guatemala in 2008 and before the end of 2008, OPC added Costa Rica to its offshore business with a basic response centre in Puerto Limon. Previously in 2005, OPC formed a partnership in Nicaragua where it began operations providing environmental services to oil companies, including soil remediation and land farming just outside Managua, the capital of Nicaragua. OPC keeps investing in newer equipment and developing other services which include oily water and slop removal from vessels calling Panama as required by the MARPOL agreement.

Port Services

The **Panama Maritime Group Port & Cargo Co.**, began operations in 2004. The company is considered the first labour outsourcing company in Panama. It started offering stevedoring and port workers to Evergreen's Colon Container Terminal (CCT) on the Atlantic coast, marked the introduction of outsourcing in the maritime industry in Panama.

Tecniport New Mindi Port Development Corp., was formed in 2008

and represents Capacity Trucks of Texas (COT), Cummins Engines, Allison Transmission and Terex Port Equipment in Panama. It provides services to all Capacity Trucks located in Panama and provides servicing, warrant support, full technical solutions and sales of OEM parts. It is the only authorised dealer for Capacity Trucks; Terex Port Equipment and Allison Transmission in Panama and also serves as non-exclusive dealer for Cummins Engines. It has 67 technicians.

Shipping Agencies

Shipping agencies have seen their activity reduced, many have joined in alliances or mergers and redirected their activities offering a variety of other services.

Associated Steamship Agents (www.shipagents.com) is considered the 'dean' of shipping agencies, having operated in the country for nearly 120 years. The original owner Capt. William Andrews opened an office in the Atlantic city of Colon in 1889, the same year the French Compagnie Universelle du Canal Interocéanique ceased operations in Panama. Since then, and through purchases, mergers and name changing, the company has developed into the present organisation which maintains offices at Balboa and Cristobal, where operations departments work 24/7, responding to the needs of the agency principals from around the world who use the Panama Canal and Panamanian ports.

Associated Steamship Agents are also agents for Lloyd's of London and undertake hull and machinery surveys on behalf of underwriters from Europe, the United States and the Far East. Associated Steamship Services, together with Wilford & McKay, Fernie and Gateway Transit, has formed a strategic alliance. The business remains



Panama Canal pilots training



largely dominated by domestic agencies that offer experience and know how. It represents shipping lines and cruise lines.

C.B. Fenton & Co (www.cbfenton.com) is one of the oldest shipping agencies established in Panama. It represents more than 100 ship owning companies throughout the world, with agents in Europe, the US and the major shipping capitals of the Far East and four offices located in the country, two at each terminal of the canal with the capability to provide full agency services at all ports within the Republic of Panama. C.B. Fenton has a large clientele of cruise lines. Since October 2010, C.B. Fenton & Co has moved its headquarters in Panama-Pacifico, at the International Business Park, Las Brujas Ave. Building A, Suite 210, the former Howard Air Force base transformed into an economic development area. It was purchased by the Chilean Company Ultramar which has retained its brand name.

Inchcape Shipping Services-Panama (www.iss-shipping.com) is a leading provider of agency services in Panama and in Central America where it represents several shipping lines and navies and provides one of the best examples of the integration of a local company into a group of worldwide reach. Inchcape Shipping Services-Panama roots go back to the Pacific Steam Navigation Company (PSNC), which began operations in the Gulf of Panama in 1845. After the construction of the Panama Canal, PSNC opened its offices in the Atlantic Terminal, Colon and was represented by the Ford Company in Balboa in 1961, when the two

companies merged creating Pacific-Ford. In 1984, the company joined with Inchcape Shipping Services and completed its union with the company in 1995, becoming Inchcape Shipping Services, S.A.

ISS-Panama City provides full husbandry services to vessels transiting the Panama Canal or calling at Panamanian ports and anchorages. Its experienced bilingual operations team have an excellent working knowledge of local marine regulations and utilise this expertise to save vessel time and money.

Panama Shipping Agency & Services (PSAS) was created in 2010 but its principals have been involved in the shipping industry for more than a decade. The company is authorised to operate as 'port agent' in any port of Panama and is recognised as a shipping agency by the Panama Canal Authority (ACP) for vessel transit purposes. PSAP also provides services of chandlery. The agency acts as a ship manager providing cash to master to enable the responsible person to settle directly with local suppliers and advances of wages to the crew. In addition, it can co-ordinate classification surveys, statutory surveys, ISM and ISPS audits with the main class societies (IACS members) and other recognised organisations authorised by most flag states.

Roza & Cia (Panama) S.A. (www.therozogroup.com) is part of the Roza Group which is composed of Jaime Roza Gomez & Cia Ltda, ship chandlers founded in 1961, Roza & Cia Ltda, maritime agents (1989), Roza y Cia (Panama) S. A.,

ship agents (1997) and, Overseas Ship Suppliers Corp., general ship chandler at the Panama Canal, in Panama since 2001 which offers services of shipping agency and supply services in Cristobal and Balboa, Manzanillo International Terminal, Chiriqui Grande, Almirante and Bahia Las Minas.

The **Roza Group** offers quality service to meet the goals and objectives of its clients since it will always go the extra mile to ensure that the specific needs of its clients are fulfilled to the best of their interest. Expertise, availability of resources, and supervision of personnel, allows Roza & Cia (Panama) S.A. to perform an excellent service and easier handling of port operations from vessel's arrival to departure. Since being established in 1961 with its first company Jaime Roza Gomez & Cia in Cartagena de Indias, Colombia, it has developed into one of the leading shipping companies of the North Coast of Colombia and since 2001 has expanded its services to the ports of Panama. By aiming to provide the best possible services, the Roza Group has gained a well-known reputation as reliable Agents and Ship Chandlers for ships of all kinds, offering service on a 24/7 basis.

Other shipping agencies established in Panama include: **Agencias Anchor, Agencias Continental, Barwill Agencies, C. Fernie & Co, Cross Road Agencies, Norton Lilly International Panama, Pacific Agent Ship Panama, Panama Agency Co, PanCanal Shipping Agency, Sopisco, Wilford & Mc Kay and Unigreen Marine** plus many more.

Panama Canal pilot and tug captain training at the Scale Model Maneuvering Training Center





Ship Repair

With the Panama Canal expansion inaugurated in 2016, the ship repair sector is seen as one of the most promising amongst auxiliary businesses of the maritime sector. However, the problem is a lack of space to expand activities. Many international ship repair companies are looking at Panama to install shop and companies already in place are hunting for land to build new facilities. President Juan Carlos Varela and AMP administrator Jorge Barakat are keen to develop the sector trying to list areas where new facilities could be established. Most ship repairs [besides the shipyards already operating] are done afloat and in ship repair installations, on land.

Beyond the existing players, there have also been major newcomers attracted by canal expansion, such as Wärtsilä that opened shop in Panama in 2007. The company, which has recently moved to Panama-Pacífico, in the former Howard US

air force base, is servicing its main customers, which include the Panama Canal tugboats and other private companies.

Panama-Pacífico has seen several companies offering this type of services coming to the economic-free zone located in the former US Howard Air Force base, which provides ware-houses for repairs and spare parts.

The **Panama Canal Authority (ACP) Fleets and Equipment Maintenance Division** executes all repairs to the Panama Canal's tugboats, barges, launches, dredges, floating cranes, spillway and locks gates and mechanical flow control devices, land based heavy equipment, and machinery and vehicles at its shipyard, and other industrial and marine repair facilities throughout the Canal's operating areas.

The historical shipyard dry dock, located at Mount Hope on the Atlantic side, was built by the French Compagnie Interoceanique du Canal de Panama in 1886, as testifies an

engraving on the walls. It was expanded in the 1930s by the US Panama Canal Company which used it extensively. The Shipyard has two docks: dock 14, 142mtr long; and dock 15, 270mtr long. Both docks can handle vessels with a draught up to 10.5mtr. In addition, the division has a synchro-lift with a capacity of 1,720 metric tonnes that lifts and transfers vessels and locks gates from the water into its eight repair areas for servicing. Additionally, dock and synchro-lift space are rented to maximise the facilities utilisation and support the local commercial emerging ship repairs industry.

The Mount Hope shipyard, in addition to providing primarily repair and modification services, also gets involved in new construction. In 2004, it built a 16.2mtr 24-person aluminium launch for Canal's personnel transport; in 2005, it completed the construction of the 51mtr long drill barge named Baru, equipped with four drilling rigs that can bore holes 30mtr deep in a single

BAS-MARINE

BAS-MARINE is a Panama-based ship afloat repairs company, located at the Pacific entrance to the Panama Canal. The company was created to provide timely and quality afloat repairs with world-class service and professionalism, in Panama and the region. The principles and founders of BAS-MARINE have been in the maritime business for over 50 years.

Starting out in the maritime world by running commercial fishing fleets, they have built their own private facilities which include a dry dock and repair facility, machine shops, and dock. Soon after they started offering repair services to third parties and became the go-to small commercial yard in Panama when quick fit out and repairs were needed. The yard facility grew over the years and next business was the afloat repairs with its own fleet of motorised barges, supply vessel,

3000 hp tug boat, and various cranes.

BAS's management and technical team are comprised of professionals that have studied and worked all over the world in the maritime industry. On staff BAS-MARINE has 2 USCG chief engineers with more than 20 years of sailing and shipyard experience, fleet owner with more than 40 years of international commercial maritime experience, mechanical and systems engineers, supply chain logistics experts, vetting officers, project management staff and a complete compliment of IACS class certified welders, fitters and mechanical technicians.

Amongst its customers are several of the large European LNG carriers as well as US-based tanker companies, several cruise ship operators and not to mention the US Navy and US Coast guard.

BAS also offers technical sourcing and

supply, bunkering, potable water supply and extended supply and services for the mega and super yacht sector and represents high tech maritime products such as SIMSITE impellers, BONLOK weldless pipe solutions, Sims pump-company and Sea Fire-fighting systems. Owning its own floating equipment which eliminates over-costs due to outsourcing and equipment rentals, BAS-MARINE can offer more competitive pricing and immediate response.

The machine shop and fabrication shop have CNC lathe and milling equipment, laser alignment tools and rectification tools as well and state-of-the-art welding cutting and fabrication equipment. Space for ship spares storage is also available upon request.

BAS-MARINE looks forward to meeting the new demands emerging from the expanded Panama Canal.



Making decisions since 1997 to **earn your trust**, we focus on creating **confidence and stability**. We are **leaders in Panama** and the region and would like you to be part of our main gear. **Looking forward to a great relationship for years to come.**

With more than **25 years** of experience.
With a presence in **Colombia, Panama and Peru.**



Ph. + 507 264 2222 Fx. + 507 264 5225

International Business Park, Howard. Building 3835, Tower C, Office No.101 P.O.Box 0843-01371 Panama, Rep of Panama.
operations@therozogroup.com.pa

ROZO & CO. (PANAMA) S.A.
Maritime Agents at the Panama Canal

BAS
AFLOAT REPAIRS

With more than 40 years of experience in vessel repair, BAS is equipped with the right team of engineers, technicians and resources to service your vessel while on Panama waters.

Our priority is to do the job right in the least amount of time, whether it is regular maintenance while waiting your turn to cross the Panama Canal or an urgent request. Our services are 24/7 and we have the ability to act quickly, minimizing the vessels downtime and containing costs for the ship-owner and operator.

We answer all types of requests, from minor engine repairs to overhauls, hull repairs, cleaning, surveys and supplies.



Engineers | Surveyors | Technicians

REPAIRS · OVERHAULS · CLEANING · SURVEYS · RENTALS · SUPPLIES

AFLOAT SHIP REPAIRS
24/7 SERVICE +507 6287-4550
Plank Street | Bldg. 0825-B | Balboa, Ancon | PANAMA
www.bas-marine.com





MEC Shipyard

pass and has constructed four spillway gates as well as two lock's vehicular bridges.

With the Panama Canal expansion programme in the final stages, the Fleets and Equipment Maintenance Division expanded the tugboat fleet through the capital investment programme, with new and more powerful tugboats and five crew launches in order to meet the new operational demands of the expanded Panama Canal.

Astillero Bayano, (www.astillero bayano.com) at the Port of Coquira, on the Bayano River, just 23 nautical miles east of the Panama Canal's Balboa entrance, is able to service the local growing industry, at international quality standards. Astillero Bayano has built, redesigned, and repaired tug boats, supply boats, barges and many other types of floating equipment used in Panama's maritime industry. The yard is able to do repairs both on land or afloat.

The facilities include: a marine railway, with a maximum capacity of eight vessels at a time and beds able to hold up to 600-tonne vessels; an engine shop for repairing, overhauling of engines such a Caterpillar, Detroit Diesel, and Cummins; a machine shop and equipment used for aligning, forging and manufacturing metal pieces with lathes, drills, presses; a carpentry shop with all the wood and equipment necessary for doing any type of woodwork, from hull construction and repair, to detailed cabin finishes; a sand blasting & painting shop with sand blasting equipment and all types of marine and epoxy paints; fuel tanks for supply of diesel fuel and lubricants; marine chandlery containing a wide variety of replacements for basic vessel equipment and a 200ft dock suitable for loading and

unloading, as well as afloat repairs.

International Repair Services (INREPSA) (www.anchorpanama.com), located in the outskirts of Panama City, in Alcade Diaz, is a division of the **Anchor Group** of companies established in 1976. INREPSA commenced operations in 1990 as ship and industrial repairers and have since diversified into civil, electrical and mechanical engineering including marine offshore construction.

The workshop is situated 15 minutes from the port of Balboa and 45 minutes from Cristobal. INREPSA's workshops consist of an enclosed machine shop, equipped with lathes, milling machine, drill press, steel rolling machine, metal cutting machines, diesel & electric ARC welding machines, coil baking oven, compressors etc., covered welding/steel fabrication shop, sandblasting & coating shop and carpentry shop. INREPSA has facilities for rewinding any size DC/AC electric motors and generators; Main engine and auxiliary generator repairs performed alongside berth or at anchorage. All types of certified welding work including deck, hull shell plating internals, steel structures, pipe fitting, tanks and barges. INREPSA also represents the following companies in Panama: Alaska Diesel Electric, Lugger Marine Diesels, NorthernLights Generators, Lister-Petter, Inc. (Diesel engines) F.G. Wilson Engineering Ltd., Marol Steering Gear.

PMS Group (www.msupply.com.pa) comprises **Professional Manpower Supply S.A. (PMS)**, Professional Diving Services and Professional Ship Suppliers.

PMS has a team of technicians, engineers and staff with more than 20 years of

experience in the ship repair business. The company's main works involve repairs and maintenance of ships including a-float repairs, on dock, dry-docking, marine structures and industrial repairs as well as underwater repairs. PMS's fully equipped and well-maintained facilities located in the Panama Canal area, allow marine repairs on all kinds of vessels. The company provides services for a wide range of clients from Panama and overseas and is certified by ABS, Bureau Veritas, and GL. The new division of Underwater Repairs attends hull cleanings, CCTV inspections, propeller polishing, anodes renewals and special diving works. The operations are done with correct procedures, experienced personnel and safety and knowledge with guarantee their success.

PMS offers a series of services that include steel repairs; pre-docking; commercial diving; mechanical repairs; sandblasting, water-blasting and painting; tank cleaning; electric repairs; a/c repairs; steel pre-fabrication; crane services; launch services; voyage repairs; thermographic analysis and non-destructive testing, amongst others. The team also specialises in a-float repairs with complete logistics as pier movements, mobile crane displacements, launches co-ordination, loading and unloading materials, tools and personnel in both locations of the Atlantic and Pacific anchorages as it is always an opportunity for the vessels awaiting transit at the Panama Canal to use waiting time for afloat repairs.

MEC Shipyards marked the 100th anniversary in 2016 of the Panamanian facility that began operations a year after the inauguration of the Panama Canal. The shipyard is located on the waterway Pacific



side entrance, next to the port of Balboa and was built last century by the US Panama Canal Company. It is considered a very important asset for the maritime industry. In July 2012, MEC Panama won the concession for the operation of the Balboa Shipyard after placing a bid for \$99m paid in full by the end of the term which amounts to \$250,000 a month plus 5% of the total sales. Also apart from the monthly fee, MEC Panama has an obligation to invest a total of \$12m during their term in order to assure that the facilities will be taken care of.

Balboa's facilities include Dry Dock 3 with a length of 70mtr, Dry Dock 2 with a length of 130mtr, and Dry Dock 1 with a length of 318mtr and a capacity to hold a Panamax-vessel, without mentioning the two docks for quayside repairs. Equipment investments include three brand new Potain tower cranes, as well as two refurbished 45 tonne cranes that are original hardware from the shipyard

and one mobile crane with a capacity to pick up 66 tonnes. Also included in the original hardware from the shipyard are the main pumps that are used to fill up the dry docks. As it would be almost impossible to build a new pump to perform this job as well as those, special attention has been paid to refurbish them and bring them to a new condition. Additionally countless of other hardware has been purchased for the operation such as; cherry-pickers, forklifts, bobcats, ultra- high pressure washers, vents, etc.

Since it began operations, MEC Panama has already invested more than \$5m in the facilities and \$10m in equipment in order to guarantee the productivity and safety that is offered by other shipyards around the world. Today, the shipyard enjoys a particular good location for the vessels transiting the Panama Canal which need repairs.

Talleres Industriales (TI) was founded 47 years ago and is now led by the second

generation of the Arosemena family. In 1969, Engineer Rafael Arosemena founded the company along with Mr. Ricardo Husband, Mr. Ricardo Williamson (dec.) Mr. Gustavo Castro (dec.) and Mr. Eloy Williamson. Lino Arosemena, the youngest son of Rafael Arosemena, is now the managing director. With a BA in management and economy and graduate studies at Harvard Business School, Lino Arosemena began working at TI in 1993 and since then, has promoted its growth and expansion by implementing new strategies.

Talleres Industriales is amongst the largest and most prestigious ship repair companies in Latin America. It has a highly skilled and dedicated work force of over 400 employees, led by experienced and dedicated engineers and managers. The company performs repair works in over 18 countries in the Americas and Caribbean and is owner and operators of 13 floating equipment – supply boats, deck barges, crane barges, diving boats, crew boat in Panama and Colombia. TI is located on both sides of the Panama Canal with two workshops and a Branch office at Cartagena, Colombia. All the equipment, including underwater, welding and lifeboats are certified ISO, ABS, DNV-GL, Lloyds, BV, NK, RR, RINA, KR and CR.

Towage

SAAM SMIT Towage (SST), a Boksalis subsidiary and previously known as SMIT Harbour Towage, has a proud tradition of nearly 170 years of service in the maritime sector. The company has earned an excellent reputation by combining expertise and experience with high-quality materials and equipment.

From July 2014 onwards Boskalis has



New SMIT tug Rambala



teamed up with SAAM to create a strong regional harbour towage company in Canada, Mexico, Panama and Brazil named SAAM SMIT Towage. SAAM is the largest tug operator in the Americas, and the fourth worldwide, with 126 units. With the closing of the alliance, SMIT and SAAM operate a modern fleet of over 96 tugs in the countries involved. Both partners view this new co-operation as their growth platform in the Americas for their towage and marine transport related services.

SST continues to work through its affiliated company, Virtual Logistic Marine Services. It started operations at Manzanillo International Terminal (MIT), expanded to Colon Container Terminal (CCT) and now also works at the Port of Balboa and most of the international ports in the Panama Isthmus.

Working on the largest fleet of modern harbour tugs in Panama, 'our crews are proud to deliver this important service to the international shipping community. Day after day the safe handling of vessels in the harbours depends on their ability to make swift and sound decisions, based on extensive training and backed by their experience. Every year over 10,000 vessels are assisted. As market leader our fleet is an essential contributor to the life of the Panamanian ports where we operate. Our dedicated staffs in combination with our modern equipment, high training standards and resources offered by these two world leaders in towage and salvage makes the difference for our clients. That is how we can deliver reliability and safety year round,' says general manager Walter van der Dussen.

In May 2016, SST received a new tugboat, Rambala, strengthening its fleet in Panama. Rambala belongs to the ASD 2913 series and is characterised by being compact, manoeuvrable and powerful, ideal for crowded ports and waterways with limited space, as well as including firefighting capacity. Built in Romania by Damen Shipyard, the new vessel

has a length of 29mtr, CAT 3516C 6772 BHP at 1800 rpm (total) engines, and 83 tonnes bollard pull. It will provide services to MIT.

'The purchase of SST Rambala is a proactive decision that seeks to prepare our fleet in Panama for the Canal's new locks,' explained Marcelo Jullian, ceo of SAAM Smit Towage for Mexico, Canada and Panama. The arrival of the new vessel 'ensures a high level of service for our customers, as many of them use Panama as their regional hub,' said Jullian.

'As part of a global network of professional harbour towage and port services providers, we constantly monitor our quality levels and our customers' special wishes. Our working relations with both large and small parties, such as ship owners, agents, freight forwarders, brokers, pilots and port authorities, acknowledge our consistency and continuity of quality and service. These parties know that they can rely on our staff and crew for a round-the-clock service in every port in which we operate, in all weather conditions,' van der Dussen said. 'They are assured that we can adapt our fleet to the need of the shipping community.'

Compañía Marítima de Panama (www.cmpgb.com) through its subsidiary **Tug Services Panama** is the operator of a fleet of tugboats placed on both sides of the Panama Canal.

TSP operates throughout the Pacific coast, the Atlantic coast, in the Caribbean region and up and down the Atlantic and Pacific coasts of South and Central America and the West Indies. During its years of operation, Tug Services Panama has performed salvage work, escort service, towage, docking/undocking and practically any service where a tug is needed.

Svitzer (www.svitzer.com) a wholly owned subsidiary of the A.P. Moller-Maersk Group, has been on the forefront of specialised marine services for more than 175 years. A fleet of more than 500 vessels

worldwide makes Svitzer a global market leader within towage, salvage and emergency response.

Svitzer's regional office in the Americas, located in Miami, Florida, is responsible for serving ports and terminals in Bahamas, Canada, Chile, Dominican Republic, Mexico, Panama, Peru, Puerto Rico, Trinidad & Tobago and Venezuela.

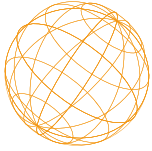
In the Americas Svitzer operates more than 55 tugs. The tugs operated by Svitzer, basically are large tugs of 65 tonnes bollard pull and 85 tonnes bollard pull. But tugs of smaller or bigger size can also be provided based on needs of Svitzer clients in the Americas region

In Panama, Svitzer Panama with a contract with Petroterminal de Panama, serves both the Atlantic and Pacific coast terminals with three tugs, the 'EGIL', the 'Svitzer Amazonas' and the 'Svitzer Hawk' and has recently brought in three more spot vessels to the Caribbean region, where the company is expanding operations with the 'Svitzer Kestrel' and 'Svitzer Owl' currently performing spot work in the region and the 'Svitzer Nereid' in Mexico.

The 65 TBP 'Svitzer Kestrel' and its sister vessel, the 'Svitzer Owl', are new builds based upon the proven S65/31 in-house design. The last vessel is the 'Svitzer Nereid', which with its 88 TBP will be one of the strongest harbour/coastal tugs available in the Caribbean. Svitzer Americas is pleased to bring these vessels from their worldwide fleet into the growing region.

Svitzer's fleet size in the region always guarantees back up vessels in close proximity of its operations, which is crucial for continued operations for its customers. The latest three mobilisations underscore Svitzer's commitment to the Caribbean and Latin American market by continuing to be on the forefront of supplying advanced and high powered tugs to provide tailor-made solutions to their clients. ■





PATTON, MORENO & ASVAT
INTERNATIONAL LAWYERS

A Member of



Maritime Law
Litigation & Arbitration
Aeronautical Law
Energy & Hydrocarbons
Tax Law
Projects & Infrastructure
Government Contracts
Labor Law
Corporate Law & Finance
Banking Law
Intellectual Property
Real Estate & Tourism
Telecommunications
Special Economic Zones

35 YEARS

of solid legal experience
providing a full range of legal
services.

Tel: (507) 306.9600 | Fax: (507) 263.7887
info@pmalawyers.com | www.pmalawyers.com

PANAMA

LONDON

BRITISH VIRGIN ISLANDS

BAHAMAS

URUGUAY

BELIZE

ANGUILLA



Legal firms spread their wings

Panama's law firms have contributed to positioning the country amongst the most renowned maritime nations. Their participation has been essential to the building of the Ship Registry and a strong domestic maritime sector.

Some of the most prominent law firms can date their creation with the beginning of the Republic and many are closing on the celebration of their centenaries. So, it is no wonder that a great number of Panamanian law firms have opened offices in the main capitals of Europe, Asia and the United States, offering services from maritime to corporate business and giving Panama an international renown for the quality of its legal and offshore services.

The inauguration of the Panama Canal in 1914 introduced Panama to the international shipping world. At the time, the then-recently formed government seeing the potential of the new economic sector promoted the passage of two legislations enacted in the 1920s, Law 63 of December 15, 1917, creating the Ship Registry and Law 32 of 1927, establishing the organisation and management of corporations. The combination of both legal acts propelled the Isthmus to a position where, one hundred years later, Panama leads the world's largest fleet.

During the past decade, several legislations were enacted to promote services by giving tax incentives. In particular, Law 41 of August 24, 2007 gives a series of legal and tax incentives to multinational firms and corporation

relocating their headquarters in Panama and thus creating growing demand for legal services. As of September 2016, around 200 multinationals are established their regional headquarters in Panama and more are interested to come. The construction of the Panama Canal expansion also attracted a substantial number of transport companies including shipping, ports and cargo companies and maritime ancillary activities and corporate business.

The legal sector, which is an important component of the domestic economy, is represented by several trade guilds but there is a particular association that caters to the maritime sector, the Panamanian Maritime Law Association (PMLA or APADEMAR, Asociación Panameña de Derecho Marítimo, www.apademar.com).

The PMLA was created at the end of the 1970s by a group of lawyers specialising in maritime law. The PMLA's board of directors is elected every year and for the period 2016-2017, the association has re-elected the same board of directors of 2015-16 which is presided by: Belisario J. Porras, director-president Patton, Moreno & Asvat; Francisco Linares, director-vice-president Morgan & Morgan; Ms Giovanna Avendaño, director-treasurer Giovana Avedaño Law Office; Ramon Franco, director-secretary Franco & Franco; Ms Pilar Castillo, director-deputy secretary Arias, Fabrega & Fabrega; Ricardo Eskildsen, director-deputy treasurer Eskildsen & Eskildsen and Ms Iria Barrancos director AMYA Law Office.

Two members of the PMLA, Gian Castellero and Jazmina Rovi, have been

appointed to the Panama Maritime Authority (AMP) Board of Directors as director and deputy director respectively.

Every two years and in co-operation with Panama's Chamber of Shipping, both associations organise the successful exhibition-conference Panama Maritime, alternating the management and organisation of the event. The latest Panama Maritime XII took place at the Megapolis Convention Centre from April 12 to April 15, 2015. The Exhibition and Conference were inaugurated by Koji Sekimizu, ex-secretary-general IMO. The Chamber of Shipping was the lead-manager for Panama Maritime XII and was co-ordinated by Capt. Orlando Allard, as president of the Organising Committee. The event attracted over 500 delegates and 46 international and local speakers to discuss the current and future development of the sector with the opportunities and challenges presented by the Panama Canal expansion. It was a success and more than 80 public and private companies showcased their products and services at the event.

For the next Panama Maritime XIII that will take place from March 12 to March 15, 2016, the president of the organising committee is lawyer Flor Torrijos, from the law firm Panama Maritime Lawyers. The exhibition-conference will be the first under the scenario of a full completed and operation expanded waterway and will also mark the 100th anniversary of the creation of Panama Ship Registry.

The Panama Maritime XIII Organising Committee is chaired by lawyer Flor Torrijos in



Celebrating 25 years

providing one-stop solutions for the maritime community!

PANAMA
MARITIME
GROUP



- IMO/ILO/ Flag State Statutory Surveys and Certification
- Auditors, Consultants and ILO Authorized Trainers for:
 - ISM Code (DOC, SMC)
 - ISPS Code (ISSC, CSRs)
 - MLC2006
- ClassPMDS Society



TORRIJOS &
ASOCIADOS

- Vessel & Yacht Registrations
- Operation License Permits - Panama Maritime Authority & Panama Canal Authority
- Corporate & Business
- Labor & Immigration
- Trade Mark Registrations
- Administrative services
- IMMARBE Deputy Registrar Office



- STCW Basic & Advanced Safety Training Certificates
- STCW Manila Certification
- MLC – Cook Certificates
- MODU Certification
- COC Renewals
- Crew Licenses

With over 200 representatives in all major ports worldwide and offices in Vietnam, China and India.

PMDS: Ph.: +507.226.6555
www.panamamaritime.com
pmds@panamamaritime.com

T&A: Ph.: +507.301-3217
www.torrijos-asociados.com
info@torrijos-asociados.com

MTCC: Ph.: +507.301-3215
www.mtccpanama.com
info@mtccpanama.com

AC ALMENGOR
CABALLERO
& ASOCIADOS

As a Panamanian Law Firm accounting more than 20 years of operations we are proud of being represented by a team of professionals experts on diverse Panamanian Legislation and international law matters.

Moreover, our Firm offers relevant expertise on prior advisories related to vessel acquisition financing, mortgage registration and maritime litigation. We offer our clients with a cost-effective solution regarding the following matters:

- Maritime legal assistance related to ships and mortgages registration in Panama, along with ownership transfer and drafting of maritime contracts.
- Litigation at the Panamanian Maritime Courts with respect to maritime affairs' claims.
- Corporate advisory in general including incorporation, organization, modification, merger, acquisition and dissolution of corporations, and in general, business and corporate structuring.
- Legal consultation with respect to Panamanian Maritime and Corporate Law.

At Almengor, Caballero & Asociados we effectively support your business growth.

43rd Street Bella Vista, Colores de Bella Vista Building, 17th Floor, Office AB, Panama City, Republic of Panama.
Tel: +(507) 213-0064 Fax: +(507) 213 1127 Web: www.almengorlaw.com / Email: info@almengorlaw.com



representation of PMLA and accompanied by PMLA president Belisario Porras and the Chamber of Shipping president Rommel Troetsch. Tomas Avila and Jose Digeronimo will form the programme committee while will also participate in the organisation Ana Mae Ortiz, Giovanna Avendano, Iria Barrancos, Larissa Barrios, Rodolfo Sabonge, Francis Zeimetz, Rolando Hernandez and Patricia Velasquez.

The conference-exhibition Panama Maritime XIII will take place at Megapolis Hotel as previously. The IMO secretary-general Ki-tak Lim has

confirmed his participation and international speakers will address important issues such as the implementation of the new regulations about the Ballast Water Convention, LNG

fuels, green shipping and ship financing.

The PMLA president reaffirmed that several initiatives need to come through before the conclusion of President Juan Carlos Varela's administration. It is fair to recognise that Mr

Varela has been, so far, one of the presidents who has been the most supportive of the maritime sector which has translated into excellent relations between the Presidency and the AMP and the representatives of law firms, ports and other related shipping businesses.

Porras insisted in his inauguration speech, that one of the PMLA priorities would

be making the Maritime Promotion Incentive Funding becoming law of the Republic; and would propose a change to the law 41 of 2007 on Multinational

Corporations to include within their incentives the international shipping company owners. 'Panama has the essential characteristics to become a regional headquarters for ship owners and maritime investors,' said Porras.

Amongst other initiatives, the PMLA will propose assistance to the AMP for the publication of a compendium of existing maritime legislations or through a single text, including English version; ensure that the maritime courts continue working efficiently, appointing judges and qualified personnel under the requirements of the law; continue to support strengthening the Arbitration and Mediation Centre (CECOMAP) through effective marketing, promote holding seminars on current issues of maritime interest through PMLA's education commission and conclude an academic partnership with the University of Miami.



Belisario Porras

Panama's naval mortgages

The Panamanian naval mortgage is worldwide recognised and accepted not only by the shipping sector but most importantly by the financial institutions and international banks that finance the purchase and construction of vessels. This legal feature may be granted to secure all kinds of lawful obligations including those of the future and those subject to precedent conditions such as: granting credit facilities, loan facilities with an option to convert to a different currency during the validity of a loan.

Panama's naval mortgage has been well accepted and positioned for over four decades since it became popular with Law 14 of May 27, 1980 as the legislation introduced the 'Provisional Registration' of ownership title, mortgages and discharge of mortgage through any Panamanian Consulates in the world. Once [the mortgage is] registered, the registration will be giving maximum security without doubts to owners and financial institutions.

Currently, the procedure of registering a mortgage is regulated through Law 55 of August 6, 2008. This Law is also known as Commercial Maritime Law of Panama. The procedure of registration of a naval mortgage over Panamanian vessels requires, as precondition, the lodging of the title of ownership over said vessel or at least, it should be recorded simultaneously with the mortgage.

It has two independent phases. The first one may be called 'Preliminary Registration' which grants to the title of ownership and to the mortgage a validity of six months before third parties; meanwhile the second phase of registration is named by Law 'Permanent Registration' and it gives to the title and to the mortgage the indefinite validity (i.e. upon its own discharge). It is important to emphasise that it is not mandatory to carry out the first phase in all the cases. Nevertheless, this is what commonly happens.

As Panama offers ship owners the

possibility to register their vessels as fleets, it also grants the possibility to register 'Fleet Mortgages'. They have the same effects and the registration costs are the same as a single mortgage. One of the attractions is that the 'Fleet Mortgage' is just one mortgage and adding all tonnages, which will give the maximum registration charges to pay (i.e. \$1,200 for one preliminary registration or \$600 for permanent registration) plus \$6 per vessel. During the last years, this type of mortgage is becoming increasingly popular. It is possible to add new ships. For these cases, it is just necessary to prepare an addendum through which is added the new vessel that the interested party needs to include and if the case is to discharge mortgages from the package, the suitable way to do it is by presenting partial discharges. For a fleet of ships, the fleet mortgage is the best way to secure the loans and achieve saving on registration fees.





AquaMercantile Insurance Broker

www.AqMltd.com

YOUR BROKER OF CHOICE

Marine | Liability | Cargo | Property | Energy



- MARINE CARGO INSURANCE
- BUNKER INSURANCE
- HULL AND MACHINERY INSURANCE
- P&I INSURANCE
- CHARTER LIABILITY
- PORT MANAGEMENT & LOGISTICS INSURANCE
- SHIP REPAIR LIABILITY INSURANCE
- PROJECT BUILDER'S RISK INSURANCE
- MARINE INLAND WATER INSURANCE
- CREW INSURANCE (MEDICAL, ACCIDENT, PENSION)

London The Baltic Exchange,
38St Mary Axe, London, EC3A 8BH, UK

fmt@aqmltd.com
+(507) 315-0215 / +(507) 6671-1503

Panama 77th Street,
San Francisco, Blg 26, Rep. of Panama

PANAMA

Tower Financial Center,
16th Floor | 50th Street
and Elvira Mendez
P.O. Box 0832-01091
Panama, Republic
of Panama

T: (507) 366-8400
F: (507) 366-8457

CHIRIQUI

CC Plaza Real, First Floor,
Office 1 - D North Street,
between Domingo Diaz
and 9 de Enero Ave,
David, Chiriqui
Republic of Panama

T: (507) 775-1337
F: (507) 775-5157

www.anorco.com

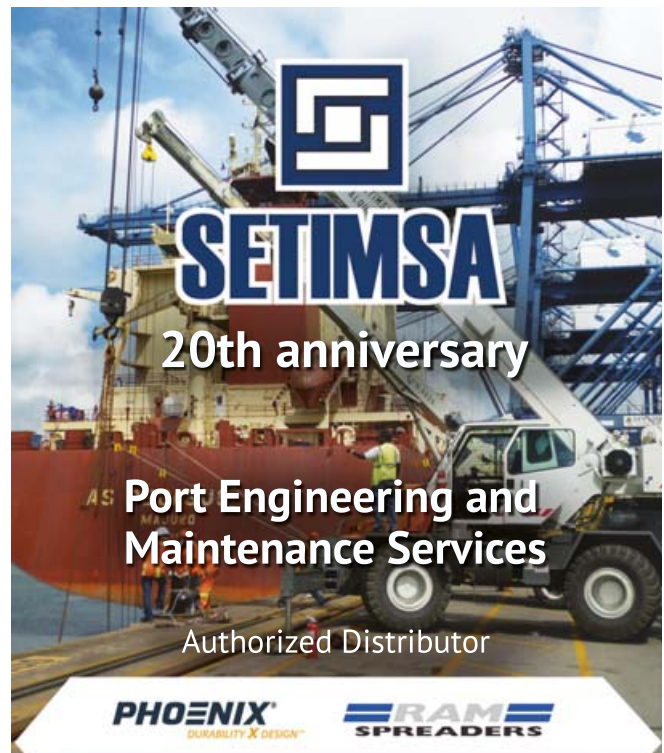
Strong guidance to
achieve optimal results.

Ship registration & documentation
Ship finance & mortgage registration
Maritime litigation
General admiralty practice.



More than 48 years of experience.

Let us be your first class advisor.



+ (507) 216 - 6024
+ (507) 216 - 7721



PO. BOX:
0819 - 08221 El Dorado



info@gruposetimsa.com
www.gruposetimsa.com



Panama City,
Republic of Panama

'With regards to the next Panama Maritime Conference and Exhibition, the theme will be 'A Celebration of Success,' says Porras. The Organising Committee has conducted negotiations with Copa Airlines and KLM to transport exhibitors and speakers. They have contacted potential strategic entities both Seatrade and Petrosport to maximise their participation and event revenues. We have no doubt that will help the next Panama Maritime Conference and Exhibition be a success. We will continue to support the AMP in the process of making the Ship Registry even more competitive,' he adds. 'We will provide the same number of awards as the previous event: The prestigious Panama Maritime Excellence Award, the Green Shipping Award and the Social Responsibility Award, among others.'

There are some projects which have begun joint alliance with the AMP, such as a proposed bill to promote Panama as an international financial centre for ship mortgages taking advantage of its geographical position, present legal and monetary structure and banking centre. At the moment, the bill is being discussed by the Assembly to be ratified as a law. 'It would be a pleasure to see this bill being approved, sanctioned and come into law,' says Porras.

The presentation of that bill responded to the need to adopt new measures, boosting the financial sector and underpinning the foundations of maritime trade in the country. The aim is to create an attractive environment for investment banking and financial institutions providing naval financing to those established in Panama. The law also seeks to offer an attractive investment that facilitates the creation and establishment of shipyards for the construction of large ships, container ships and sea wind farms in the Republic of Panama, whose privileged geographical position favours those not yet exploited in Panama. The law also includes a favourable environment for granting naval mortgages.

The authorities have proposed two main legislations on transparency and corporations that have been approved by the executive and that would still need the ratification of the national assembly in order to become law of the Republic. One is a bill on the regulatory framework of the implementation of exchange of information for fiscal reasons and the other is a bill that requires for all offshore companies to keep accounting records and maintain their annual franchise tax up to date. Both legislations have the purpose to comply with the observations made by the review of Panama under phase II of the Global Forum. It is expected that with these two legislations, Panama will be closer to pass phase II and full compliant under the standards provided by the OECD Global Forum.

'I do not believe that those laws will affect the shipping sector or ship registration. It could affect the position of certain ship owners who have Panamanian Special Purpose Vehicle Companies or SPV's as vessels owners in relation to the requirement of keeping accounting records. As to the exchange of tax information, it is known globally, that the tendency is to strengthen the transparency in all corporate activities. For future possible enrollments, one has to consider that Panama allows the ownership of a vessel to be of any nationality, therefore, the registry does not depend on the status of Panamanian companies,' explains Porras.

'The bill on the requirement of accounting however, will definitely further affect the competitiveness of Panamanian companies in the corporate offshore market. To this moment, Panamanian companies are not the most popular for offshore use in the maritime sector. Usually, Liberia and Marshall Islands are chosen as they still maintain many of the characteristics that Panamanian companies offered before the recent reforms were approved. The addition of another requirement on accounting measures would further help the position of

Liberian and Marshall Islands companies over Panamanian corporations.'

'Also, one of the bills states that any Panamanian company/corporation that is not up-to-date with its annual franchise tax for three years, would cause the suspension of all corporate rights. Apart from that, every Panamanian offshore company regardless of where they base their operations will need to keep accounting records for at least five years and make these accounting records available when required through the company's resident agents. Usually, Panamanian companies have been used as SPV's to own a vessel. Many of these companies are still active and would consider this new requirement cumbersome and unnecessary since such SPV's serve more as a legal and financial instrument rather than a corporation with common commercial operations (i.e. management companies),' says the PMLA president.

However, it is likely that those bills, in particular the one on accounting records could be modified when being discussed during the national assembly's process of ratification.

Panama, as a shipping centre, will be confronting several challenges in the coming years. The Panama Canal has inaugurated its expansion under the worst conditions of the international maritime sector in several years. The Hanjin bankruptcy is just one example. Banks are only restructuring existing loans and are not keen to provide new financing as there are very low gains. There are still some private equity companies that are providing new finance as the margins are higher.

It is envisaged by several important figures of the shipping community that it may take until 2020 to recover and that the world's fleet is likely to shrink due to an excess of ships and dip of worldwide commerce. 'However, if we continue to provide an efficient service and create other auxiliary maritime services along the Canal as further incentives, we are sure that we will remain the main maritime passageway for decades to come,' says Porras. ■





Looking to the future

The international shipping community was eager to move their big ships through the newly expanded Canal to reduce transport costs amidst a global cargo crisis, while the Panamanian maritime community presumed the opening of a new lane and the passage of huge container vessels would boost transshipment and maritime ancillary activities in the country.

The expanded Canal has opened at a time of continued overcapacity and low freight rates. The two-year delay in the completion of the locks coincided with a slowdown in box activity, a reduction of economic growth in China and a dramatic fall in cargo volumes transhipped in Panama.

A recent study by a global business adviser, Boston Consulting Group (US), and a supply-chain management provider, CH Robinson Worldwide (US), suggests that as

Westin Hotel in Panama's Obarrio neighbourhood

a result of enlargement around 10% of Asia-to-US container traffic will shift to east-coast US ports by 2020. The Canal may also be increasingly used by tankers heading west through the Canal to supply liquefied natural gas (LNG) to Asian and Pacific-Latin American markets. The Panama Canal Authority estimates that in the first fiscal year after expansion, its toll revenues will rise by 40% to US\$1.4bn, and that by 2021 they will reach US\$2.1bn, or 2.8% of GDP.

According to international observers, the fiscal boost will support efforts by the president, Juan Carlos Varela, to advance priority social projects. In the medium term GDP growth will decelerate slightly, although the rate will remain among the highest in the region.

Hopes remain for the development of logistics projects. Although the land is there and the connectivity available, there

are still some issues to address in order to attract international logistics companies to Panama, in particular marketing an adequate incentives legislation to make this goal a reality. Another challenge is a lack of skilled workforce.

Meanwhile, the government has proceeded with some big projects announced in its 2014-2019 programmes.

The Metro de Panama has proved a real success and solved an immediate problem of transportation for the population. That has prompted the government to decide over an additional \$660m to be invested to extend Line 2 up to El Dorado mall and by 2.2km Line 1 to Villa Zaita, in the suburbs of Las Cumbres. Among the advances made by Metro de Panama since the intention to extend the lines was announced in January 2016, is the preliminary design of the extension of Line 1 by 2.2km and preliminary analysis of the environmental impact study. In addition to this project, a plot of 4.8ha is needed, located in Las Cumbres, owned by the Lions Club of Panama. On that site the plan is to build the northern transport terminus, where cars, buses and taxis will be able to park. For the extension of Line 2, which is under construction and will go from San Miguelito to Tocumen, there is a plan to take it up to El Dorado mall, on Ricardo J. Alfaro Avenue, one of the main arteries of Panama City.

The 2017 budget amounts to \$21.67bn, and includes funds for the start of the construction of Line 3 of the Metro, which will extend from Albrook to La Chorrera. But for the construction of Line 3 which will connect the sleeping cities of La Chorrera and Arraijan and will run on a monorail, a new and fourth bridge over the Panama Canal parallel to the existing Bridge of the Americas, has to be built. President Juan Carlos Varela announced the intention to build a fourth bridge in February 2015 as





well as expanding to eight lanes the highway between the Bridge of the Americas and the district and town of Arraijan.

In June 2016, the government awarded the US engineering firm T.Y. Lin International the contract to start project managing for the construction of the fourth bridge. T.Y. Lin had won a \$17m international tender for the work.

During the pre-qualification process for the design-build of a fourth bridge over the Panama Canal in May, six consortia submitted documents and have pre-qualified. The companies officially vying for the estimated \$1bn contract are: Spain's Dragados; Brazil's Consorcio CCB: Constructora Norberto Odebrecht, Odebrecht Engenharia e Construcao Internacional; Consorcio Hyundai, Sacyr JV; Consorcio Astaldi – Daelim; China's Consorcio Panama Cuarto Puente: China Communications Construction Company,

China Harbour Engineering Company; Consorcio Cuarto Puente CSCEC – CREC – GLF: China State Construction Engineering Corporation, China Railway Group. Until now, the bridge is planned to carry six vehicle lanes and two for a metro rail link.

The new bridge will be built parallel to the Bridge of the Americas that spans the Pacific Ocean entrance to the canal. The bridge was designed by Sverdrup & Parcel and completed in 1962 at a cost of \$20m. Initially called the Thatcher Bridge it was renamed in 1964.

In 2015, Panama's economy grew at its slowest rate in five years, missing government estimates as infrastructure projects were stalled during the first year of the Varela Administration. The economy grew 5.8% the Comptroller General's office said, driven by financial services, the

Panama Canal and tourism. In 2010 the economy grew at the same rate. But although Panama is still one of the fastest-growing economies in the region, it was dragged down by delayed infrastructure projects and lower activity at the Colon Free Trade Zone, the world's largest duty-free area after Hong Kong, affected by falling demand from Venezuela and Colombia.

In 2016, the government expects growth of 6.2% as large projects such as an extra metro line in the capital City and the commercial operations of the Panama Canal new third set of locks are coming along.

Gross Domestic Product (GDP) closed 2015 at \$52.13bn. Although Panama maintains one of the highest growth rates in Latin America, the pace is slower than in previous years. In 2014, gross domestic product (GDP) grew 6.1%; in 2013 by

Panama and the OECD

Panama's relations with the Organisation for Economic Cooperation and Development (OECD) have taken a turn for the better as the country hopes to see its name erased from a list of tax havens which the organisation will publish in July 2017.

To determine if a country is cooperative or non-cooperative with regard to tax matters, the body will use three criteria: the implementation of the exchange of information, the commitment to send bank wire information automatically from 2018 and the signing of the multilateral convention on mutual administrative assistance in tax matters. Over the next year the organisation will review the implementation of the regime for the exchange of information.

Panama is committed to the automatic exchange of information beginning in 2018 and has said it will sign the multilateral convention. It is currently in Phase II of the peer review of its assessment process. If the rating is negative, it will have until July 2017 to make corrections. But if it fails to pass Phase II evaluation, Panama will automatically be part of the list of tax havens, regardless of whether or not it has met the other two criteria.

OECD secretary general, Angel Gurría, said in the report presented to the G20 in July 2016 that he was 'delighted to announce that OECD has received a letter from the vice president of Panama formally requesting an invitation to sign the

multilateral convention after its ratification, which will allow them to better implement commitments for the exchange of information upon request as well as the automatic exchange of financial information.'

Panama was committed to the automatic exchange of tax information but had not accepted the OECD standard, called Common Reporting Standards. Following the publication of a global research on offshore companies and high international pressure on the country, the Panamanian government has decided to adopt the Common Reporting Standards. The adoption of the methodology of the Common Reporting Standards is to agree in advance what information will be given and how.



25 - 27 April 2017

6th Edition

Marina Bay Sands®
Singapore

www.sea-asia.com

Organisers

Seatrade®
In Print | Online | At Events

SMF Singapore
Maritime
Foundation

Held in conjunction with

SINGAPORE
maritimeweek®

Recognised as

aif
Approved International Fair

Book now and stay ahead of the competition

Asia's shipping sector has come a long way and has gained global recognition as an important maritime crossroad. If you are in the maritime industry and aim to grow your business, do not miss riding on Asia's wave!

Be part of Sea Asia, the anchor maritime and offshore event, as an exhibitor or sponsor.



Over **400** exhibiting companies



High-powered conference and seminars



International pavilions



More than **16,000** participants in **3** days

Contact us

South East Asia

Kathryn Ng

E: kathrynKN.ng@ubm.com

Middle East & India

Cyrus Commissariat

E: cyrus.commissariat@ubm.com

International

Chris Adams

E: chris.adams@ubm.com

Sponsors



ADMIRALTY
Maritime Products & Services



ALPHARD GROUP



JosephTanJudebenny | **JTB**
LLP | Lawyers



The Standard





6.6% and in 2012 it increased by 9.2%.

Growth, in 2015, was driven by the external sector activities, such as ports, financial services, tourism and the Panama Canal; agriculture exports also grew – bananas and melons – while watermelon and pineapple decreased. The worst note was registered in the Colon Free Zone, where activity recorded a decline. The Ministry of Economy and Finance has pointed out on several occasions that this is the worst performance activity of the country. The sector with the greatest weight in GDP, which brings together the activities of transport, storage and communications showed an increase of 4.7%, supported by telecommunications, port services and the Panama Canal. Financial intermediation grew 10.4%, mainly due to the performance of the international banking centre and the insurance industry. The sector continues to benefit from public and private investments. Building permits, a reflection of what the performance of the sector in the coming years, increased 7.5% last year. Only in the fourth quarter of 2015, the sector recorded a growth of 9%. Increased demand for construction materials positively affected the mining and quarrying, whose business grew 7%. Agriculture closed with a slight growth of 0.4%, while fishing recorded a decline of 4.3%. Foreign sales of tuna, fish fillet, meat frozen fish and shrimp also recorded a fall.

It was again a record year for foreign direct investment (FDI) climbing 16.9% in 2015 to over \$5bn according to the Comptroller General Office. A great deal of this amount is re-investment, or money brought into the country by entities that already have an existing stake in the country. According to the Economic Commission for Latin America and the Caribbean (ECLAC), Panama was the country in the region with greatest amount of foreign investment in relation to the size of its economy.

The economy grew by 4.6% in the first quarter of 2016, more than 1.5 percentage points less than in the same quarter of 2015 and the slowest rate of quarterly expansion since July-September 2013. The latest deceleration marked the fourth successive quarter in which growth has slowed on a year-on-year basis. However, unlike in previous quarters, growth was affected more by external factors than by domestic developments.

A strong tax-revenue performance, increased contributions from non-consolidated public agencies and a rise in social security contributions helped the government to cut the fiscal deficit by 80% year on year in the first half of 2016. However capital spending is likely to pick up next year as new public works get underway.

Minera Panama, a subsidiary of First Quantum Minerals, recently completed the construction of the port of Punta Rincon and

is 35% advanced in building a \$600m thermal power plant and a \$500m processing plant including the installation of seven mills to grind minerals extracted from the mountains of Donoso, all part of the largest mining work in Latin America expending \$5.48bn of which \$2.62bn has already been spent including taxes paid to the government. That leaves \$2.07bn for the completion of the project of copper, gold, silver, and molybdenum that will be operational in 2018, with a life span estimated at between 34 and 40 years.

The banking system is solid and growing. Assets have grown by over \$4bn in the first half of 2016, as the country continues to work towards more transparency in its financial services sector. Total assets held within the National Banking System reached \$99.6bn by June-end 2016, up 4.6% compared with the same period in 2015. Loan portfolios grew by 7.2%, with total deposits of \$73.4bn for the period, an increase of 5.3%. Profits, nevertheless, decreased 2.4% to \$615m. The government has introduced best practices to place Panama on an even playing field with international competitors.

Three insurers accounted for 46% of the \$693m in premiums sold in the local market during the first half of 2016. ASSA Compañía de Seguros, Mapfre Panama and Internacional de Seguros (IS) are the three insurers that accounted for almost half of the premiums between January and June 2016. ASSA recorded premiums of \$122m, followed by Mapfre, with \$102m and IS, with \$98m. Fourth is Pan American Life Insurance de Panama, with 8.6% of premiums recorded in the period, and in fifth place, Seguros Suramericana, with 8.4%. Figures from the Superintendencia de Banks said that sales of premiums in the first half amounted to \$693.5m, up \$5.5m from the same period in 2015, when the figure was \$688m. ■





New cruise facility planned

The cruise industry rejoiced after the Panamanian government's announcement on August 8, 2016, that the Panama Maritime Authority (AMP) has budgeted to develop a cruise ship port in Amador on the Canal's Pacific entrance. Although it is the second attempt in the past five years to build a cruise terminal, this time it looks more feasible once it is included in the budget. Unlike the previous project, which was going to be located at the site of the Balboa Yacht Club, near the Bridge of the Americas and Pacific entrance of the Panama Canal, the new project will be located in Perico Island, in the middle of Amador Causeway.

AMP administrator and Minister of Maritime Affairs, Jorge Barakat, said the new location has a depth of 7mtr to 12mtr and is sheltered from waves. It also offers beautiful views of Panama City. The area will have 30 hectares and, once approved, the construction may take up to 18 months. The project will include an 11.5ha area for commercial establishments.

The AMP will call a tender for the design and construction of the terminal while there will be another international bid for the operation and administration, including of the 11.5ha commercial area under the

format of a concession. 'We want to attract terminal cruise operators or companies with experience in developing and operating cruise facilities,' said Barakat.

'The project will benefit the country, because the only way to attract more cruise ships to Panama is to improve the infrastructure and on the Pacific side, cruise vessels have nowhere to dock,' commented Augusto Terracina, gm of Aventuras 2000, the company that manages the cruise terminal in Colon.

In November 2015, President Juan Carlos Varela met in Miami with officials from Carnival and Royal Caribbean to relay the advantages and benefits of using Panama as a home port. High on the list he put forward was the expansion of Tocumen International Airport and the expansion of the Canal. In addition, President Varela lauded the \$500m rehabilitation plan of Colon City that should make the city more attractive to use as a home port.

He was accompanied by Copa Airlines President Pedro Heilbron who explained that the air connectivity of Panama made it an attractive place for cruise ships to depart. The meeting was part of Panama's strategy to improve tourism.

Colon awaits 186 cruise vessels – 40 more than the last season between October 2016 to May 2016 – with AIDA, Thompson and Norwegian being cruise lines that are

new to calling Panamanian ports. Pullmantur has also increased its calls at Colon 2000 home port with Zenith.

'Cruise activity will increase significantly in the coming years and its prospects are also good. Latin Americans particularly favour Colon 2000 and 50% of passengers who embark in the Atlantic terminal come from countries such as Colombia, Argentina and Ecuador,' said Terracina. Colon 2000 ranks second in the ranking of the points of entry and leading Tocumen International Airport which recorded 1.7m passengers in 2015, an increase of 22.03% over the same period the year before.

However, compared to the 2014-2015 season, at the end of the first quarter 2016, there was a decrease of 29% in cruise passengers, down to 104,714 from 147,468 cruise passengers at the same period a year ago. Officials were optimistic to improve the results thanks to an agreement with Pullmantur for the promotion of the line's Panama-Cartagena-Jamaica cruises.

One of the benefits of boarding in Panama is that travellers do not need visas, as they do if they begin their journey from a US port. Since mid-2014 the cruise industry [in Panama] recorded 100% occupancy and the numbers indicate that this pace will continue over the coming years.

A study commissioned by CLIA revealed that travel agents are crucial to the cruise industry. The report focused on several key findings. Two of the main findings are that all-inclusive cruising options are a win for clients and that the cruise industry is still gaining popularity; of the agents participating in the survey, 66% reported that all-inclusive options were very important to their clients who are booking luxury cruises. In addition, 58% of travel agents noted that clients most valued a unique travel destination. Travel agents also see a big growth potential in the cruise industry as 73% travel agents



Colon 2000



Miraflores Locks

expected to see increased sales this year. Of those, 27% said that they expect to see growth of 10% or higher.

Seattle-based Windstar Cruises has taken a different approach by deploying its 212-guest *Star Breeze* and her sister, *Star Pride*, on a series of weeklong Costa Rica & Panama Canal voyages during the winter months. Beginning in San Jose, Costa Rica (Puerto Caldera) and ending in Colon, Panama (or reverse), these cruises focus on the ports, national parks and hidden gems of Costa Rica and Panama. It actually provides guests with time to explore Panama City. There are tours through the historic Old Town before travelling by land to the Panama Canal's Miraflores Locks to learn about the history of the Canal and to watch massive cargo ships entering the locks from the Pacific side on their journey east.

Windstar's *Star Breeze* organises a special 'Private Event' on the remote Isla de Coiba, a natural reserve, on Panama's Pacific coast, with barbecue and beach activities. The *Star Breeze* has a retractable marina platform to go for a quick kayak in the sheltered waters. *Star Breeze* returns to Costa Rica and Panama in December 2016, along with newly renovated sister ship *Star Pride*. Both vessels will operate Windstar's Costa Rica & Panama Canal itineraries through March 2017.

Panama's Colon was best known as the gateway to the Miraflores Locks, where visitors can watch the Panama Canal, one of the world's greatest feats of engineering, in action. But since June 26, 2016, and the inauguration of the expanded canal, Canal authorities have built a visitors' centre at Agua Clara-Gatun, on the Atlantic side that offers magnificent views of the new giant Agua Clara locks. Visitors can also see the vessels passing in the two lanes at Gatun and now in the third lane where the big Neopanamax transit.

Colon is home to the world's first transcontinental railway, and its splendid red and gold trains traverse Central America from the Atlantic to the Pacific in a single afternoon. The country's vast, virgin rainforest is home to

sloths, 10,000 plant species and 900 species of birds, including harpy eagles. This one-hour train promenade is not to be missed and included in all the one-day tours offered at Colon 2000 for cruise passengers.

Having regained control of its famous canal at the turn of the 21st century, Panama is now steering its own boat in terms of tourism and has engaged in persuading cruise lines to use Colon and Balboa (on the Pacific side of the Canal) as base ports so their passengers spend more time – and money – ashore. Local authorities have made sterling efforts to keep cruise visitors safe. They've regulated taxis and provided good shopping and cafe facilities at the two main cruise ship docking areas, Colon 2000 and nearby Cristobal Pier, with large commercial mall to showcase for the goods of Colon's 50-year-old free trade zone, which is the second-largest in the world after Hong Kong.

Although Colon has the best shops and restaurants, Cristobal Pier gets high marks for its lively craft market and folklore shows. Regardless of where a cruise ship docks, visitors can experience both places, as the two cruise terminals are within easy reach of each other.

A one-day trip to Panama and sight-seeing is recommended and a visit to Colon gives the rare opportunity to see old architecture and some historic places, like the Washington hotel that dates from the

construction of waterway.

Princess Cruises will be the first major cruise line in scheduling transits through the new Panama Canal locks inaugurated on June 26. Caribbean Princess has eight reservations to transit from October 2017 to February 2018.

The company said that Caribbean Princess, carrying 3,080 passengers for partial transits of the Canal, would operate using the new Atlantic locks at its entrance from the end of 2017. The experience will be part of 10-day cruises through the Canal from Fort Lauderdale, scheduled during the winter of 2017-18.

Three other Princess ships, Coral Princess, Island Princess and Pacific Princess will transit the Panama Canal for the winter of 2017-18 using the original Panama Canal locks.

Princess Cruises' 2017-2018 Americas cruise season includes the Panama Canal and is the Number One cruise line sailing the Panama Canal, taking more guests through the Panama Canal than any other cruise line, while providing the most itinerary options and sailing dates from fall through spring on four ships.

Coral Princess, Island Princess and Pacific Princess all sail ocean to ocean with full transit offerings through all three sets of traditional Canal locks – Gatun, Pedro Miguel and Miraflores Locks, with Coral Princess offering an extra day in Fort Amador for guests to fully experience historic Panama City.

Guests may take advantage of the line's Connoisseur voyages on board Pacific Princess, sailing a 17-day voyage with a unique call to the port of Santa Marta, Colombia.

Finally, Island Princess sails a convenient roundtrip Los Angeles departure for transits through the Pedro Miguel and Miraflores locks, offering guests a nostalgic cruise experience to the Panama Canal. ■



Cristobal cruise pier



Old meets new: Archaeological Site of Panama Viejo with new skyscrapers in construction in the background



New attraction for visitors

The inauguration of the expanded Canal on June 26, 2016, added a new attraction for the visitors coming to Panama who already flocked to the existing Canal visitors' centres. They now will have a novel centre on the Atlantic side, in front of the Agua Clara new locks where they will be able to watch the transit of the Neopanamax, twice the size of Panamax vessels. Even if staying on the Pacific side, the trip to Agua Clara, next to the existing Gatun locks, is worth the one-hour drive to the Atlantic entrance since it is the only watchtower overseeing the new third lane.

There is a slight slowdown in the number of visitors but Panama's government through the Authority of Tourism [ATP] has finally awarded the US-company VML Inc. to develop a \$20m marketing and communication strategy to promote the country internationally. The implementation of the long overdue international tourism promotion campaign will take place between 2016 and 2018, and will consist of a comprehensive promotion strategy, both online and using traditional advertising, public relations and trade marketing to promote Panama.

The last advertising campaign was contracted during the Martinelli administration (2009-2014) and was not renewed since then in spite of having called international tenders on several occasions. Travel agents and hotels have complained that the Tourism Authority was not proactive enough to help them at a moment when they have seen a reduction of travellers augmented by the opening of several new hotels that resulted in weak hotel occupation.

As an example of this situation, the tourism

industry in Panama employs fewer people, registering a decrease of 3.6% according to the Office of the Comptroller General of the Republic. Some 1,116 fewer jobs were recorded from January to December 2015 when they totalled 29,998, compared with 2014 when they amounted to 31,044 people.

According to the report, Panama tourism staff received 0.9% smaller salaries in 2015. In 2014 the wages for tourism personnel amounted to \$312.4m while last year it was only \$309.5m.

The president of the country's Chamber of Tourism, Antonio Alfaro said that hotel jobs have been lost due to the lack of promotion of the country brand, so they are working very closely with the Panama Tourism Authority (AMP), but marketing takes time. 'We must promote green Panama, where we have a lot to offer and it is one of the products most sought after by tourists,' he said.

According to figures from the Office of the Comptroller General of the Republic, the hotel occupancy fell 13% over the last four years in the Panamanian capital. In 2011,

the hotel occupancy was 65%, 59% in 2012, 57% in 2013 and 56% in 2014, ending at 52% in 2015. There has been an increase in the number of hotel rooms due to increased investment in new hotels however. In 2015 five hotels of prominent international chains were opened, providing some 821 new rooms.

At a time when Panama's hotel industry gives signs of imploding a Colombian group has thrown its hat into the crowded ring with a more than \$70m investment. The Hotel Las Americas Golden Tower near the Paitilla Hospital and at the heart of the city's business centre is now open for business. If it is good news for employees, as it creates 150 jobs, it is likely to put more pressure on existing hotels.

The 30-story hotel tower was designed by renowned Uruguayan architect, Carlos Ott.

'The venture is a unique project, which we hope will become an icon of the city,' said Andres Felipe Ordonez president of the Colombian Talarama Investment, the hotel owner. 'We found an opportunity to expand



Inside JW Marriott Panama Golf and Beach Resort

due to favourable market conditions, as Panama is the fastest growing region in Latin America.' The hotel has 285 rooms and 15 suites, three restaurants, a meeting room and spa.

Retirees can enjoy affordable golf in Panama

Panama offers a series of incentives to foreigners wanting to retire in Panama. Many of them often have interest in golf and several courses have opened near Panama City in the past few years, and many offer discounts to retirees via the country's 'pensionado' programme. When many golf clubs are restricted to members, others are opened to non-members and welcome newcomers, at affordable prices.

The 'Summit Golf Club' is a convenient 18-hole course near Panama City, 25 minutes outside the city, in very green surroundings, ideal for golfers looking for physical training. There is a Radisson hotel on the property with golf and hotel packages. 'Summit Golf Club' was built in 1999 and designed by American Jeffrey Myers. The scenery is unique. Its hills overlook the famous Panama Canal's Gaillard Cut and part of the National Park Camino de Cruces. Pensionado retirees get a 20% discount on weekdays.

The 'Tucan Country Club and Resort' has the advantage to be also in the city outskirts, west of Panama City near Panama Pacifico development. This 18-hole course is a favourite among Panama's in-the-know golfers for the novelty of its wildlife as it is surrounded by abundant vegetation and it is frequent to see jungle visitors, sloths and



Buenaventura Golf Club

monkeys in the trees. Morning tee times are recommended there. There are no discounts for Pensionado retirees.

Along the Pacific coast where Panamanians are spending their week end, a number of resorts have built and integrated golf courses adding an attraction for their residents who enjoy playing with family and business partners. The sport is increasingly welcoming young players with tournaments that are becoming regionally famous.

The 18-hole Mantaraya Golf Club is part of the Royal Decameron hotel-resort and was designed by architect Randall Thompson. The front nine holes on this par-72 course are said to be largely for beginners while the back nine can be more interesting for the good players with a lot of risk-and-reward shots. The facility has hosted the US Senior Amateur Golf Championship and features a pro shop, a driving range and a clubhouse. Pensionado retirees, whether guests or not, get 25% rebate.

Maybe the best known amongst foreigners and retirees is the 'Coronado Golf and Beach Resort', because of the large population of foreigners living in Coronado which has welcomed the majority of foreign retirees around Panama City. The course was designed by George and Tom Fazio and is a par-72 at 7,092 yards. However, it does not offer discounts for Pensionado retirees.

A couple of more sophisticated courses a little farther than Coronado are worth to visit. VistaMar Golf and Beach Resort is a 18-hole course on the Pacific shoreline and has a flat, open and easy layout. It's a resort-style course that opened the back nine in late 2012. It has great views of the mountains and the Pacific Ocean and claims to be the only course in the world with ocean views from every hole. It has beautiful scenery but does not offer discounts for Pensionado retirees. Further north is the famous Buenaventura Golf

Tourism facts and figures

- Spending by visitors who arrived during the first four months of 2016 amounted to \$1,649,000, 4.2% more compared to the same period in 2015, with an average of \$206 per day.
- A total of 942,856 visitors came to Panama between the months of January to April 2016.
- Tocumen airport remains during that period, the first port of entry with 673,434 visitors (71.4 % of the total).
- Cruise ports received 123,468 visitors or 13.1% of the total.
- Average stay is 8.5 days with an estimated spending per stay of \$1,748 balboas (\$206 per day).
- According to figures by the Tourism Authority of Panama (ATP), 42.9% of the visitors entering by Tocumen airport came from South America; 25.1% from North America; 15.9% from Europe; 9.7% from Central America; 3.4% from Asia and 2.5% from the Antilles.
- Visitors coming from Colombia and Venezuela are the largest group of South

American visitors with 88,544 from Colombia and 85,197 from de Venezuela during the period January-April 2016.

- Princess Cruise will be the first major cruise line in the world in scheduling transits through the new Panama Canal locks inaugurated on June 26.
- At August 8, 2016, the Caribbean Princess was the only cruise ship with eight reservations from October 2017 to February 2018.
- Direct flights from Europe to Panama attracted 68,000 tourists between January and April 2016 said the Panama Tourism Authority (ATP). Passengers arrived on flights by Iberia, KLM, Air France and Lufthansa airlines.
- According to ATP statistics Iberia transported 19,795 passengers, representing 29% of the total number of passengers coming from Europe; while KLM transported 19,000 passengers (27.9%), Air France transported 18,774 passengers (27.5%) while Lufthansa, which started operations in March, moved 10,600 passengers (15.5%).
- The Panama Canal cruise ship season

officially began on October 3, 2015 with the transit of Costa Luminosa, on a voyage from Italy around the world.

- 213 cruise ships transited the Panama Canal during this season that spans from October 2015 to April 2016. The number of cruise ships transiting through the waterway is similar to past seasons.
- The Norwegian Pearl is the cruise with the largest passenger capacity 3,130. Others include the Norwegian Jewel with 3,000 passengers and the Disney Wonder with 2,834 passengers.
- Main cruise lines: Holland America Line, Princess Cruises, Celebrity Cruise Line and Norwegian Cruise.
- New itineraries: Hapag-Lloyd's Pearl Mist that transited on February 2016 and Holland America Line's Nieuw Amsterdam on April 2016.
- From January to June the total of visitors to Panama rose 1.2% compared to the same period in 2015 to 1,304,782; of which 978,520 entered through Tocumen airport.





Seatrade Offshore Marine & Workboats Middle East

25-27 September 2017

Abu Dhabi National Exhibition Centre
Abu Dhabi, UAE

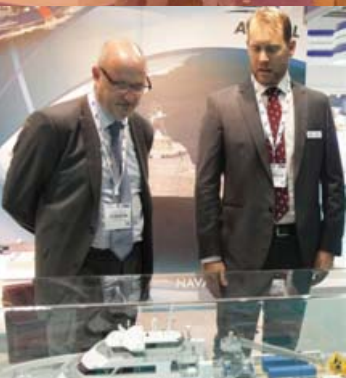
REGISTER ONLINE AT:

www.seatrademaritimeevents.com/somwme/

**REGISTER
NOW**



Join the largest concentration
of ship owners & operators
within the industry



EXHIBITION • CONFERENCE • FORUMS • NETWORKING



Go to www.linkedin.com
and join
Seatrade Maritime Events group
for information and updates



Seatrade
Maritime Events



@SeatradeME

www.seatradeoffshoremarine.com



UBM



Buenaventura's JW Marriott Panama Golf & Beach Resort

Club. This world-class 18-hole course designed by Jack Nicklaus and managed by Troon, measures 7,324 yards from the back tees at par 72. A unique aspect of this golf course is the choice of paspalum platinum grass, a special grass that adapts perfectly to climates such as Panama's and proximity to the sea. This alone makes Buenaventura superior to many other courses in Panama because of the sometimes humid and rainy weather.

The Buenaventura golf course and resort and the hotel JW Marriott, is where people can often play golf almost in solitude, although there are no pensionados discounts. The architecture and decoration amidst abundant vegetation, beautiful old trees, lakes and small bridges leading to several pools and the beach area, are worth a visit. The adjacent resort is the jewel of all

resorts along Panama Pacific coast with magnificent villas that can be rent during the holiday season.

The Panama Pensionado Visa allows foreigners to obtain legal residency in Panama under the condition that they have a pension income guaranteed for life. According to the Panama Immigration Department, there is no minimum or maximum age required to qualify, only the need to provide the requirements and documents: The applicants' retirement income (or pension income) must be for life, and must be a minimum of \$1,000 per month. If lifetime pension income is less than US\$1,000 per month, but equal to or more than US\$750 per month, you may purchase any Panama real estate property with a value of at least US\$100,000, which reduces the lifetime monthly pension income requirement down to a minimum of US\$750.

This visa brings a lot of advantages in the form of discounts granted by Panamanian legislation: One time Duty tax exemption for household goods up to a total of \$10,000 and duty exemption for importing a new car every two years. In addition to a recent law that gives retirees (pensionados) the following discounts in the country: 50% off entertainment anywhere in the country (movies, concerts, sports); 30% off bus, boat, and train fares; 25% off airline tickets; 50% off hotel stays from Monday through Thursday; 30% off hotel stays from Friday through Sunday; 25% off at restaurants; 15% off at fast-food restaurants; 15% off hospital bills (if no insurance applies); 10% off prescription medicines; 20% off medical consultations; 15% off dental and eye exams; 20% off professional and technical services; 50% reduction in closing costs for home loans; 25% discounts on utility bills; 15% off loans made in your name; 1% less on home mortgages for homes used for personal residence.

At the same time, a retiree will be entitled to a one-time exemption of duties (taxes) on the importation of household goods up to US\$10,000 in total and 100% duty exemption on the importation or purchase of an automobile every two years. This series of benefits have attracted a great number of foreign retirees, who enjoy the same benefits and Panama-born retirees. ■

The old Panama

The 'historical monumental complex of Panama Viejo', also known as Archaeological site of Panama Viejo or Old Panama, is located within the modern city of Panama off the coast of the Pacific Ocean. On 5 July 2003, the UNESCO World Heritage Committee included the archaeological site of Panama Viejo on the World Heritage List as an extension of the Historic District of Panama (The Old Compound-Casco Viejo).

It comprises the ruins of the first European settlement on the American Pacific coast, as well as a number of vestiges of the first inhabitants of the Isthmus. The first city of Panama was founded by Pedro Arias Davila on August 15, 1519 and designed according to Royal instructions, incorporating an urban concept given to Pedro Arias Davila. The chosen location (the Old Panama town) became rapidly the central point of the new world; the 'royal town' capital of a large gold-producing country. In 1521, Panama was recognised as a city and given coat of arms and in 1535 the city became 'See of the third Royal Audience' created by the Spanish Crown.

According to a 1570 census, one of four neighbours in Panama and Nombre de Dios, a town on the Atlantic side, was rich. There were a cathedral, four churches, seven

cloisters and a hospital, in addition to lavish public buildings and more than 400 wooden houses, with some 500 inhabitants and 3,000 slaves. In the early 16th century it was the biggest settlement outside Europe.

At the end of the 16th century, piracy had become a major problem, and one hundred years later, the most famous pirate of the time, British pirate Henry Morgan set his eyes on Panama and on January 28, 1671 ordered the attack. Even though a ferocious fire destroyed the city [historians are divided whether the Spanish or the corsairs caused it] Morgan and his companions plundered the remains and stayed three weeks. Morgan took 600 prisoners for ransom and 165 mules were necessary to transport the bounty. The city was never re-built and the ruins abandoned for two centuries. This radical departure would allow long-term conservation of the archaeological remains of historic buildings and important structures.

Although the Old Panama was an area of approximately 60 hectares, today it comprises about 28 hectares, which include both the ruins of some of the most important buildings of the colonial era, as the vestiges the archaeological pre-Hispanic and colonial periods, which can be seen at the Museum. The Old Panama will celebrates its 500th



Archaeological Site of Panama Viejo

anniversary in 2019 with festivities that will remember the early days of its creation.

Besides the Visitor's centre, there are visits of the Convent of La Concepcion and its exhibitions and of the viewpoint that has been created in the Tower of Old Panama with a beautiful panoramic view of the Bay of Panama.

The Museum and park are opened from Tuesday to Sunday from 9am to 5pm. Cost of admission: Adults \$6.00, retirees \$5.00 and children \$2.00 and children under 8 are free.

New Agua Clara locks





New Agua Clara locks (left) and original Gatun locks (right)



**Agua Clara Locks
(Atlantic side)**

**Cocoli Locks
(Pacific side)**



COLON CONTAINER TERMINAL (CCT)



Pier No.1 and 2 with 612mtr length and 14mtr draft.
 Pier No. 3 with 370mtr length and 15mtr draft.
 Pier No.4 and 5 with 320mtr length each one and 16mtr draft.

Terminal Equipment

- 3 ZPMC Super Post Panamax Gantry Cranes
- 5 ZPMC Post Panamax Gantry Cranes
- 5 Mitsubishi Panamax Gantry Cranes
- 12 units of RTG (6+1) Mitsui
- 18 units of RTG (6+1) ZPMC
- 9 units of Side Loader
- 3 units of Reach Stacker
- 12 units of Forklifts (1 x 10 ton and 11 x 3 ton)
- Current yard capacity: Laden: 16,000teu, Empty 22,000teu
- Reefer plugs: 984
- Access Channel 15mtr drafts with turning basin of 600mtr wide
- Nonstop operations
- Open to public
- Preventive Maintenance, minor repairs to damaged containers, dry boxes and reefer containers, steam cleaning and reefer pre-trip (PTI) jobs.

Security System comprehends:

- CCTV System
- K-9 Dogs
- CCT owned Security Guards
- Boat Patrol guarding shipside operations
- Full compliance with ISPS Code and Basc.

Others:

- Power House: 5 Generators (1,600 KVA e/o)
- Rail Link Operated by Panama Canal Railway Co. uniting the Atlantic with the Pacific Coast.

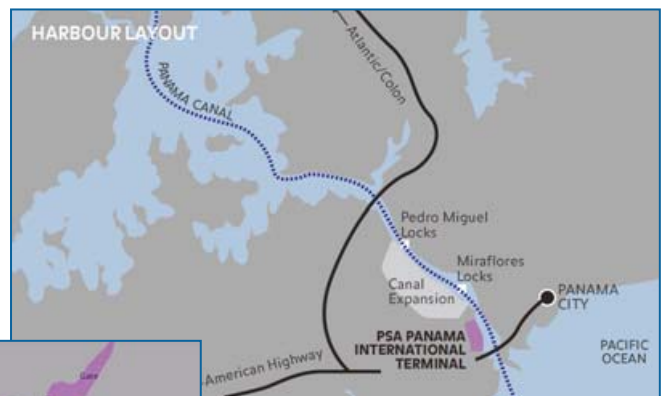
PPC – PORT OF CRISTOBAL

FACILITIES	DETAILS
Total area	233.20 ha
Container berths	3
Length	970mtr
Depth	12.80/13.50mtr
Multipurpose/General cargo berths	4
Length	1,054mtr
Depth	12.50mtr minimum
Bulk berths	1
Length	304.80mtr
Depth	12.50mtr
Quay cranes	13
Panamax	8
Post Panamax	5
Harbour cranes	1
Rubber Tyred Gantry (RTG)	24
Electrical Tyred Gantry Cranes (eRTG)	14
Empty Container Handler	15
Top Loaders	11
Reachstackers	6
Forklift	31
Customs House	6,342sq mtr



PSA PANAMA INTERNATIONAL TERMINAL

FACILITIES	CURRENT	FINAL
Container berths	1	3
Quay length (mtr)	300	1,100
Area (ha)	14	40
Max depth at chart datum (mtr)	14.5	16.7
Quay cranes	3	11
Designed capacity ('000 teu)	450	2,000



Expansion works began in May 2015. Completion is expected in the second half of 2017 and will increase annual capacity to 2m teu.

PPC – PORT OF BALBOA



FACILITIES	DETAILS
Total area	181.04 ha
Pacific terminal for transit of Panama Canal	
Transport connections	International airport, Panama City, rail connection
Container berths	5
Length	1,710mtr
Depth	10.0-16.0mtr
Multipurpose berths	2
Length	320.12 mtr
Depth	6.2-10.3 mtr
Quay cranes	25 total
Super Post-Panamax	7
Post-Panamax	10
Panamax	8
Electrical Tyred Gantry Cranes (eRTG)	48
Rubber Tyred Gantry Cranes (RTG)	22
Empty Container Handlers	34
Top Loaders	13
Reachstackers	5
Forklift	18

COLON 2000



FACILITIES	DETAILS
Length	100mtr
Depth	11mtr
Passenger terminal. Offers shore excursions and retail shopping centre.	

MANZANILLO INTERNATIONAL TERMINAL

FACILITIES (MIT)	DETAILS
Navigation, berthing, pilotage/tugs	
Container berths	
Length	2,040mtr
Main Berth depth	-14mtr
Berth 5 and Berth 8 depth	-16.5mtr
2 Mediterranean-style ro-ro berths with total length of 500mtr and with a water depth: Berth 6, -12.5mtr and Berth 7, -10mtr	
All berths +2.5mtr above MSL. Tide variance is 30cm.	
Ship to shore container gantries 19	
Yard infrastructure/equipment	
Total paved CY area	520,000sq mtr
Storage	73,100teu
2,106 plug capacity for refrigerated containers	
Yard gantries (RTGs) 24 (STS-19)	
ASC	6
Toppicks	31
Sidepicks	35
Yard trucks	176
Bombcarts	148
Forklifts	46
Gates	3 inbound, 3 outbound lanes with weight scales
2 additional inbound/outbound lanes with direct access to the Colon Free Trade Zone	
Container equipment and refrigeration repair facilities: Inspections, preventive maintenance, and damage repair to container equipment including dry boxes, refrigerated containers, clip-ons, generator sets and container chassis. Also live reefer monitoring and maintenance, steam cleaning and pre-tripping.	
Port security: ISPS, CSI and C-TPAT Certified; a member of BASC. MIT also meets Super Carrier Initiative Standards.	
Safety management/Hazardous cargo 15 person emergency response team on call 24-hrs	
ISO 9001 Certified	
MIT Logistic Park	
Total area	100,000sq mtr



Official name

República de Panamá.

Population in 2015

Estimated 4m

Ethnic groups

Mestizo (mixed Indian and European ancestry) 70%, West Indian 14%, Caucasian 10%, Indian 6%.

Location

Approximately 9° North, 80° West, at the geographical divide between North and South America, bordering the Caribbean Sea to the north and the Pacific Ocean to the south.

Geography

Panama's total land area is 75,517sq km. A mountain range with peaks over 2,500mtr forms the spine of this s-shaped country. Panama occupies the southeastern end of the isthmus forming the land bridge between North and South America. Lowlands make up over 85% of the territory, with tropical rain forests to be found near the Canal, along the Caribbean coast and in Darien province.

Terrain

Mountainous. Highest elevation: Volcano Baru 3,475mtr; Coastline 2,857km.

Climate

Tropical, with an average year-round daytime temperature of 27°C, in the mountains the average is 10-15°C. Humidity averages 70%. The rainy season lasts from May to December.

GDP in 2015 (2015 prices)

\$52.13bn

GDP in 2015 (2007 prices)

\$35.73bn

GDP per capita 2015 (2007 prices)

\$8,988 (+4.1%)

Inflation 2015 0.3%**Annual GDP growth 2015** 5.8%**Natural resources**

Timber, seafood, mining (copper, gold), tourism.

Foreign trade (excludes CFZ) 2015

Exports of goods (FOB): \$695m (-15% on 2014).

Imports (FOB): \$11.08bn (-10.9% on 2014).

Colon Free Zone (trade 2015)

Imports: \$10.37bn (-6.2% on 2014)

Re-exports: \$11.36bn (-12% on 2014)

Foreign Direct Investment (FDI) 2015

\$5.3bn (+16.9% on 2014)

Fast growing economic sectors:

Electricity, water and gas supply (13.6%), Construction (6.8%), Mining (7.0%) and Transport (4.7%) and communications (8.3%). Positive performances from: Real estate (8.1%), Wholesale and retail trade (4.9%), Private education (5.8%), Financial intermediation (10.4%) and Hotels and restaurants (3.1%), among others.

Panama Ship Registry

8,122 vessels exceeding 500gt, totalling 218.2m tonnes at June 2015, according to IHS Statistics.

Services

75% of GDP of which 24% is for the maritime sector including the Panama Canal, ports and related services.

Agriculture and industry

Primary sector (6% of GDP) includes agriculture and cattle farming; secondary sector (24% of GDP) includes industry and infrastructure: services (70%) includes Colon free Zone, banking, transport and telecommunications.

Land

Agricultural 24%, exploitable forest 20%, others 56%.

Government

Panama is a democratic republic with elections held every five years. It is composed of three governing branches: Executive, Legislative and Judicial. Panama is divided into nine Provinces and four Comarcas or Indian territories. These are divided into 67 districts. President Juan Carlos Varela, from the Partido Panamenista, was elected May 4, 2014 and was sworn in July 1, 2014 for a five-year term.

Government branches

Executive: President (head of state), one Vice President.

Legislative: Legislative Assembly: (71 members).

Judicial: Supreme Court: The president proposes judges for the Supreme Court; they are approved by the Legislative Assembly and sit for terms of 10 years; a system of appeal originates in courts of first instance, rising to the Supreme Court at the apex.

Religions

Roman Catholic 85%, Protestant 15%.

Languages

Spanish (official); various indigenous native languages.

Education

Compulsory for primary education. Including universities and smaller colleges, there are 14 institutions of higher education in Panama attended by 90,000 students.

Literacy

Approx. 93% overall (urban 94%, rural 64%).

Workforce 1,200,000: Government & community services 250,000, private sector 500,000, others 350,000.

Unemployment in 2015 5.1% (+0.3%)**Major cities**

Panama City: 1,500,000 (estimated with suburbs), Colón: 206,000, David: 142,000.

Time zone

Panama is on Eastern Standard Time all year (GMT -5hrs).

Electricity and telecommunications

The national power supply is 110v, 60hz. Panama has an excellent and modern telephone service with international direct-dial facilities. Country code is 507.

Currency and local taxes

The US dollar has been legal tender in Panama since 1904. The Balboa, the Panamanian currency unit, trades at parity with the dollar although the Balboa only exists in forms of coins. Prices may be quoted as Balboas (B./) or dollars (\$). All major credit cards are widely accepted. VAT on services and restaurants, is 7% and 10% as hotel taxes. There is a \$20 tax payable on departure from Panama City's Tocumen International Airport.

Banking

Some 93 national and international banks have branches in Panama, 52 with general licence, 28 with international licence and 13 with representation offices. Total consolidated assets at end 2015 were at \$140.08bn Opening hours vary but most are: Mon to Fri from 9am to 1pm/3pm. Most banks are also open on Saturday mornings.

Colón Free Zone (CFZ)

Some 2,100 international and national companies and 20 foreign and national banks are established in the Colón duty free zone.

Measures Metric system.**Source**

Comptroller-General office, report 2015.

Public holidays

January 1: New Year's Day

January 9: Martyrs' Day

May 1: Workers' Day

November 3: Independence from Colombia Day

November 10: First Cry of Independence Day

November 28: Independence from Spain Day

December 8: Mothers Day

December 25: Christmas Day

Moveable dates

Carnival Tuesday, Easter Friday

Shipping and tourism services

Panama Maritime Authority (AMP)

Edificio PanCanal Albrook, P.O. Box 0843-0533, Balboa, Ancón
Tel: +507 501-5100/5000

Panama Canal Authority (ACP)

Balboa - Ancon, Panama
Tel: +507 272-7602 Fax: +507 272-7693

CARGO & OTHER SERVICES

Air Sea Worldwide Panama

P.O. Box 0815-00883, Rep. of Panama
Tel: +507 269-8988
Fax: +507 269-8061
Email: info@asw-panamacity.com.pa
www.airseaworldwide.com

AMT Cargo International

P.O. Box 0818-00286, Rep. of Panama
Tel: +507 236-5843
Fax: +507 236-9705
Email: amtcargopma@cableonda.net
www.amtcargop.com

Intertrade

P.O. Box 0819-10090, Rep. of Panama
Tel: +507 232-8588
Fax: +507 232-8078
Email: interoper@cableonda.net
www.intertrade.pt.com

Naves Supply

P.O. Box 0832-1499, Rep. of Panama
Tel: +507 232-5415
Fax: +507 232-5469
Email: navessupply@cwpanama.net
www.navessupplypanama.com

Sea Cargo

P.O. Box 0816-00665, Rep. of Panama
Tel: +507 210-9600
Fax: +507 210-9635
Email: seacargo@seabourmemarinepanama.com
www.seaboardmarine.com

Servicio Internacional de Carga

Tel: +507 260 17 47
Fax: +507 260 6562

Supreme Overseas Corp.

P.O. Box 0834-01456 Panama,
Rep. of Panama
P.O. Box 0302-00482 Colón, Rep. of Panama
Tel: +507 430-3537 / 261-0044
Fax: +507 430-0627 / 430-3705
Email: supremepty@supremepty.com
www.supremepty.com

DREDGE, LAUNCH, TUG & PILOT SERVICES

Boskalis Panama, S.A.

Tel: +507 3177000
Fax: +507 3177099
Email: panama@boskalis.com

Caribbean Pilots Corp.

Tel: +507 430 35 36
Fax: +507 430 35 38
Email: administration@caribbeanpilots.com

Cía. Marítima de Panama

P.O. Box 0843-02951, Rep. of Panama
Tel: +507 211-1111

Fax: +507 211-3140
www.boluda.com.pa

Coastal and Inland Marine Service

P.O. Box 0843-00538, Rep. of Panama
Tel: +507 260-0088 / 260-0096
Fax: +507 236-1776
www.boskalis.com

Dredging International

P.O. Box 0833-00284 Rep. of Panama
Tel: +507 340-3004
Fax: +507 340-3005
www.deme.be

Meyers Group

Tel: +507 282-3800
Fax: +507 294-5064
Email: info@meyersgrp.com
www.meyersgrp.com

Panama Pilots Services Corp.

P.O. Box 0302-00435, Rep. of Panama
Tel: +507 430-2127 / 3836
Fax: +507 430-0496
Email: info@panamapilot.com
www.panamapilot.com

Panama Tugs Group Inc.

Tel: +507 398-0163
Fax: +507 398-0166

Saam Smit Towage Panama Inc.

Tel: +507 831 5020
Fax: +507 321 6629
www.saam-smit.com

Svitzer Panama, Inc.

Tel: +507 65 90 58 35
www.svitzer.com

Transiberica

P.O. Box 0831-01887, Rep. of Panama
Tel: +507 314-1708
Fax: +507 314-0936
Email: cpedroza@pancaship.com

Van Oord Panama S.A.

Albrook Canal Plaza, Piso 2, Oficina H1
Tel: +507 3976-992
Fax: +507 397-6995
Email: loc.pan@vanoord.com
www.vanoord.com

ECONOMIC DEVELOPMENT

Tourist Bureau (Autoridad del Turismo Panama)

P.O. Box 0816-00672, Rep. of Panama
Tel: +507 526-7000
Fax: +507 625-7121
www.atp.gob.pa

Zona libre de Colón (Colón Free Zone)

P.O. Box 0302-00512, Rep. of Panama
Tel: +507 475-9500

Fax: +507 475-9507

Email: zonalibre@zolicol.org
www.zonalibredecolon.com.pa

EDUCATION

International Maritime University of Panama

P.O. Box 0843-03561
Tel: +507 501-5707/315-1372
Fax: +507 501-5708/315-1380
www.umip.ac.pa

FUEL / BUNKERING

Atlantic Pacific SA (APSA)

P.O. Box 0843-00369, Rep. of Panama
Tel: +507 223-0452
Fax: +507 263-5535
Email: apsager@cableonda.net

Boluda Corporation Maritima

P.O. Box 0843-03328, Rep. of Panama
Tel: +507 211-1111
Fax: +507 211-3120
www.boluda.com.es

CEPSA Panama

P.O. Box 0831-02143, Rep. of Panama
Tel: +507 214-9615 / 214-9601
Fax: +507 214-8300
Email: marian@antivirus.cableonda.net
www.cepsa.es

Chemoil Latin America Inc.

P.O. Box 0823-00992, Rep. of Panama
Tel: +507 265-5070
Fax: +507 265-5088
www.chemoil.com

Clipper Oil

Tel: +1 619 692 9701
Team: bunkers@clipperoil.com
www.clipperoil.com

DECAL Panama

P.O. Box 0819-11975, Rep. of Panama
Tel: +507 213-1013 / 1917
Fax: +507 213- 9895
Email: decal@decalpan.com

Eco-Klean

P.O. Box 0834-01866, Rep. of Panama
Tel: +507 268-7303 / 448-1771
Fax: +507 268-2289
Email: Ecolclean@gmail.com

Esso Marine Supply Company

P.O. Box 0843-03064, Rep. of Panama
Tel: +507 211-0800
Fax: +507 211-0843

FAMM Antilles Ltd (Fuel and Marine Marketing)

P.O. Box 0843-00358, Rep. of Panama
Tel: +507 314-1500
Fax: +507 314-1497
www.chevrontexaco.com



Interoceanic Supply Services Corp. (ISSC)

P.O. Box 0831-01849, Paitila
Panama, Rep. of Panama
Tel: +507 232-5744/6670
Fax: +507 232-8751
Email: info@issspanama.com

Isthmian Petroleum

P.O. Box 0843-03042, Rep. of Panama
Tel: +507 263-6568
Fax: +507 269-4917
Email: bunkers@isthmianpetroleum.com

Kamca Trading

Tel: +507 209-9991
Email: info@kamcapetrol.com
www.kamcatrading.com

Maxum Oil Services de Panama

P.O. Box 0843-03119, Rep. of Panama
Tel: +507 282-5600
Fax: +507 314-1605
Email: rsmith@maxumoil.com

Melones Oil Terminal

Tel: +507 395-6311

Monjasa S.A.

Tel: +507 202-5231
E-mail: americas@monjasa.com

Oil Tanking Panama

Tel: +507 430-7330 / 7327
Email: panama@oiltanking.com

Panama Central Terminal INCZ

Tel: +507 232 6915
Fax: +507 271 41 61
www.pct.com.pa

PetroAmerica Terminal (PATSA)

P.O. Box 0823-01460, Panama, Rep. of Panama
Tel: +507 316 40 00
Fax: +507 316 41 00

Petróleos Delta

P.O. Box 0819-07409 Rep. of Panama
Tel: +507 279-3000
Fax: +507 279-3025
www.petrodelta.com

Petróleos Independientes de Panama S.A./PIPSA

Tel: +507 830-5909
Fax: +507 830-5913
www.pipsa.com

Petroterminal de Panama

P.O. Box 0832-0920, Rep. of Panama
Tel: +507 263-7777
Fax: +507 263-9949
www.petroterminal.com
Email: info@petroterminal.com

Refinería Panama

P.O. Box 0816-01491, Rep. of Panama
Tel: +507 433-8100
Fax: +507 433-8182
Email: refpan@texaco.com

Rio Energy Panama

P.O. Box 0819-11300, Rep. of Panama
Tel: +507 360-2009

Fax: +507 360-2011
Email: rioenergy@cwpanama.net

Shell Marine Products

P.O. Box 0833-0124, Rep. of Panama
Tel: +507 210-7770 / 210-7862
Fax: +507 210-7799
www.shell.com

Star Tankers Bunkering

Tel: +507 262-6982 / 396-6807
Email: info@maritimetankers.com
www.maritimetankers.com

Trader Tanker/Bunker Vessel Management

Tel: +507 271-4466
Email: tradertankers@cwpanama.net

Universal Oil

P.O. Box 0843-02951, Rep. of Panama
Tel: +507 211-3130
Fax: +507 6617-3810
Email: bunkers@universal-oil.com

Vital Energy Bunkering

Tel: +507 203-1682
Email: bunkers@vitalenergybunkering.com
www.vitalenergybunkering.com

Vopak - Terminal Bahia Las Minas

P.O. Box 0834-0101
Tel: +507 478-0050
www.vopak.com

VT Shipping

Tel: +507 225-9271
Fax: +507 225-3476
Email: jdigeronimo@vtshipping.com

GALLERIES

Weil Art

P.O. Box 0832-2233, Rep. of Panama
Tel: +507 264-9697
Fax: +507 264-6673
Email: weilart@cableonda.net
www.weilartgallery.com

LEGAL SERVICES

ABA Legal Bureau

Tel: +507 263 44 55
Fax: +507 263 57 73
P.O. Box 0832-2692, Rep of Panama
E-mail: abalegal@abalegal.net
www.abalegal.net

Alemán, Cordero, Galindo & Lee

P.O. Box 0819-09132, Rep. of Panama
Tel: +507 269-2620
Fax: +507 263-5895
Email: agalindo@alcogal.com.pa
www.alcogal.com

Alfaro, Ferrer & Ramirez

P.O. Box 0816-06904, Rep. of Panama
Tel: +507 263-9355
Fax: +507 263-7214
Email: lopezalfaro@afra.com
www.afra.com

Arias B & Associates

P.O. Box 0816-01110, Rep. of Panama
Tel: +507 265-8303
Fax: +507 265-4402
www.abalaw.net

Arias, Fabrega & Fabrega

P.O. Box 0816-01098, Rep. of Panama
Tel: +507 205-7000
Fax: +507 264-5962
Email: pma@arifa.com
www.arifa.com

Arosemena, Noriega & Contreras

P.O. Box 0832-01091
Tel: +507 366 8400
Fax: +507 366 8457
Email: anc@anorco.com.pa
www.anorco.com

Avila & Co

Tel: +507 399 87 13
Fax: +507 399 87 31
P.O. Box 0843-0220, Panama, Rep of Panama
www.avilaco.com

Benedetti & Benedetti

P.O. Box 0816-01071, Rep. of Panama
Tel: +507 263-4444
Fax: +507 264-5962
Email: Benedetti@benedetti.com.pa
www.benedetti.com.pa

Buffete Candanedo

P.O. Box 0834-01843, Rep. of Panama
Tel: +507 213-0033 / 0047
Fax: +507 264-2498
Email: info@bufetecandanedo.com
www.bufetecandanedo.com

Bufete Illueca

P.O. Box 0819-06816, Rep. of Panama
Tel: +507 269-1333
Fax: +507 269-4698
Email: illueca@cableonda.net
www.illueca.com

Carreira-Pitti C.

P.O. Box 0819-00068, Rep. of Panama
Tel: +507 269-2444
Fax: +507 263-8290
Email: oficina@carreirapitti.com

Castro & Berguido

P.O. Box 0816-00598, Rep. of Panama
Tel: +507 263-0015
Fax: +507 264-0516
Email: c-b@pty.com

De Castro & Robles

P.O. Box 0834-02262, Rep. of Panama
Tel: +507 263-6622
Fax: +507 263-6594
Email: mail@decastro-robles.com
www.decastro-robles.com

Durling & Durling

P.O. Box 0816-06805, Rep. of Panama
Tel: +507 263-8244
Fax: +507 263-8234
Email: adm@durlinglaw.com
www.durlinglaw.com

Fabrega, Molino & Mulino

P.O. Box 0816-00744, Rep. of Panama
Tel: +507 263-5333
Fax: +507 264-0181



Email: jrmulino@fmm.com.pa
www.fabamm.com

Franco & Franco

P.O. Box 0816-02033, Rep. of Panama
Fax: +507 263-8051
Email: franco@sinfo.net
www.francoyfranco.com

Galindo, Arias & Lopez

P.O. Box 0816-03356, Rep. of Panama
Tel: +507 303-0303
Fax: +507 303-0434 / 264-4049
Email: gala@gala.com.pa
www.gala.com.pa

Gerli & Co

P.O. Box 0831-2484, Rep. of Panama
Tel: +507 340-3770 / 3670
Fax: +507 340-3671
Email: info@gerlico.com
www.gerlico.com

Icaza, Gonzáles-Ruiz & Alemán

P.O. Box 0823-02435, Rep. of Panama
Tel: +507 205-6000
Fax: +507 269-4891
Email: igranet@icazalaw.com
www.icazalaw.com

Illueca y Associates

P.O. Box 0832-01321, Rep. of Panama
Tel: +507 263-9111
Fax: +507 263-7908
Email: info@illaso.com
www.illaso.com

Garrido & Garrido

P.O. Box 0819-02750, Rep. of Panama
Tel: +507 269-4416
Fax: +507 223-9415
Email: info@garridoygarrido.com
www.garridoygarrido.com

Jacome & Jacome

P.O. Box 0816-02334, Rep. of Panama
Tel: +507 223-8886
Fax: +507 223-9891
Email: jjacome@cableonda.net
www.jacomeyjacome.com

Kosmas & Kosmas

P.O. Box 0823-03972, Rep. of Panama
Tel: +507 223-2783
Fax: +507 213-8312
Email: info@kosmasykosmas.com
www.kosmasykosmas.com

Legal Marine Tek

Tel: +507 297-4686
Fax: +507 297-4686
E-mail: lmt@intertekgroup.org
www.intertekgroup.org

Lopez, Lopez & Associates

P.O. Box 0832-0610, Rep. of Panama
Tel: +507 263-7670
Fax: +507 264-5052
Email: lopezlaw@sinfo.net
www.lopezlex.com

Mata & Pitti

P.O. Box 0823-01310, Rep. of Panama

Tel: +507 264-5570
Fax: +507 264-6127
Email: fmata@matapitti.com
www.matapitti.com

Mauad & Mauad

P.O. Box 0823-05791, Rep. of Panama
Tel: +507 269-3555
Fax: +507 263-8804
Email: mym@mauad.com.pa
www.mauad.com.pa

Mendoza, Arias, Valle & Castillo

P.O. Box 0816-01376, Rep. of Panama
Tel: +507 270-7840
Fax: +507 270-7848
Email: mavc@mavclex.com
www.mavclex.com

Morgan & Morgan

P.O. Box 0832-00232, Rep. of Panama
Tel: +507 265-7777
Fax: +507 265-7700
Email: info@morimor.com
www.morimor.com/lawfirm

Mossack, Fonseca & Co.

P.O. Box 0832-0886, Rep. of Panama
Tel: +507 263-8899
Fax: +507 263-9218
Email: info@mossfon.com
www.mossfon.com

Mulino & Mulino

P.O.Box: 0830-01661, Panama
T: +(507) 322-9450, Fax: +(507) 830-6018
mulinojr@mmlaw.com.pa

Panama Maritime Lawyers

Panama Office: 77th Street, San Francisco,
Blg. 26, Panama City, Panama
London Office: 3 Loyds Avenue,
London, EC3N 3DS, UK
Tel: +507 315 0215
Tel (UK): +44 203 036 0536
Email: flor@pml.com.pa
www.pml.com.pa

Patton, Moreno & Asvat

P.O. Box 0819- 05911, Rep. of Panama
Tel: +507 306-9600
Fax: +507 263-7887
Email: info@pmlawyers.com
www.pmlawyers.com

Pitty Legal Bureau

P.O. Box 0843-01962
Balboa, Ancon, Rep. of Panama
Tel: +507 262-8868
Fax: +507 262-8898
Email: jfpitty@pittylaw.com
www.pittylaw.com

Quijano & Associates

P.O. Box 0816-02884, Rep. of Panama
Tel: +507 269-2641
Fax: +507 263-8079
Email: quijano@quijano.com
www.quijano.com

Rivera, Bolívar, Castanedas

P.O. Box 0819-08632, Rep. of Panama
Tel: +507 269-1127 / 433-2264
Fax: +507269-5622
www.riveboca.com

Robles & Robles

P.O. Box 0816-04912, Rep. of Panama
Tel: +507 269-0233
Fax: +507 269-2731
Email: robleslaw@robleslaw.com
www.robleslaw.com

Rosas & Rosas

P.O. Box 0823-05658, Rep. of Panama
Tel: +507 264-9177
Fax: +507 264-0269
Email: info@rosaslaw.com
www.rosaslaw.com

Ruben J. Levy & Co

P.O. Box 0831-01047, Rep. of Panama
Tel: +507 223-1649/264-4897/57
Fax: +507 269-1185
Email: rjlevy@pa.inter.net

Rubio, Álvarez, Solís & Abrego

P.O. Box 0819-00257, Rep. of Panama
Tel: +507 269-0777
Fax: +507 223-5686
Email: info@rasalaw.com

Shirley & Associates

P.O. Box 0816-01557, Rep. of Panama
Tel: +507 269-2255
Fax: +507 269-1552
Email: info@shirleylaw.com
www.shirleylaw.com

Solís, Endara, Delgado & Guevara

P.O. Box 0816-00828, Rep. of Panama
Tel: +507 264-0011
Fax: +507 269-1940
Email: mail@solendeg.com
www.solendeg.com

Sucre, Arias & Reyes

P.O. Box 0816-01832, Rep. of Panama
Tel: +507 264-1355
Fax: +507 264-1168
Email: sucre@sucre.net
www.sucre.net

Tapia, Linares & Alfaro

P.O. Box 0816-02984, Rep. of Panama
Tel: +507 263-6066
Fax: +507 263-5305
Email: talial@talial.com
www.talial.com

Torrijos & Associates

P.O. Box 0831-01849, Rep. of Panama
Tel: +507 226-6555
Fax: +507 226-5485
Email: abogados@torrijos-asociados.com
www.panamamaritime.com

Vallarino Vallarino & García Maritano

Tel: +507 212-5250
Fax: +507 212-5270
Email: info@vvgm.com
www.vvgm.com

Wharton Law firm

Tel: +507 390-9144
Fax: +507 390-9145
www.whartonattorney.com

MARINE SUPPLIERS & CHANDLERS

Bas Marine

Tel: +507 3140789/90



Email: info@bas-marine.com
www.bas-marine.com

Centralam Panama S.A.

P.O. Box 0843-03116, Rep. of Panama
Tel: +507 317-6200
Fax: +507 317-6544
Email: mail@centralam.net

Electromar Services

P.O. Box 0823-01459, Rep. of Panama
Tel: +507 228-9983/84
Fax: +507 228-9986
Email: electromar@cwpanama.net
www.electromar.com

Hi-Tek Marine

Tel: (+507) 261-6177
Fax: (+507) 261-5780
Email: service@hitekmarine.com
www.hitekmarine.com

Intermarine Supplies Inc.

P.O. Box 0816-00387, Rep. of Panama
Tel: +507 232-7824/25/33
Fax: +507 232-7823

Islamorada Internacional, S.A.

P.O. Box 0843-00246, Rep. of Panama
Tel: +507 228-4947
Fax: +507 211-0844
Email: info@islamorada.com
www.islamorada.com

IST Accounting

P.O. Box 0823 03939 Rep. of Panama
Tel: +507 269-3517 / 264-0166
Fax: +507 265-3510
Email: info@shippingradio.com
www.shippingradio.com

MarineCare Panama Inc.

P.O. Box 0819-03238, Rep. of Panama
Tel: +507 232-7833
Fax: +507 232-7823
Email: info@marinecarepanama.com
www.marinecarepanama.com

Marine Metal Coatings

Ave. Omar Torrijos Herrera, Allbrook Field,
Edificio BPA, Business Center, Oficina 208
Tel: +507 317 6535 /34
hyuenjr@mmc.com.pa
www.mmc.com.pa

MEC Stores

P.O. Box 0830-00196, Rep. of Panama
Tel: +507 314-0179
Fax: +507 314-0180
www.mecstores.com

Mercantile Shipstores (MERCANSA)

P.O. Box 0301-02498 Rep. of Panama
Tel: +507 380 1400/32
Email: sales@mercansa.com
www.mercansa.com

MISHAL, S.A.

P.O. Box 0302-00855, Rep. of Panama
Tel: +507 430-6187
Fax: +507 430-6016
Email: mishal@sinfo.net

Oceanco Safety & Supply (Panamax)

Tel: +507 430-5233

Fax: +507 430-0564
Email: info@panamaxmarine.com
www.panamaxmarine.com

PPG Industries Panama, Inc.

Tel: +507 317 65-53
Email: ppgpmcandean-ca@ppg.com
www.ppg.com

Protecsa

P.O. Box 0815-00680, Rep. of Panama
Tel: +507 227-3533
Fax: +507 227-1053
www.protecsa.com.pa

Tagaropulos International

P.O. Box 0301-00124, Rep. of Panama
Tel: +507 441-4528 / 8161
Fax: +507 441-4728 / 445-0171
www.shipsupplies.com

MARITIME INSPECTION & CONSULTANTS

American Bureau of Shipping

P.O. Box 0819-11537, Rep. of Panama
Tel: +507 279-0377
Fax: +507 228-0911
Email: absbl@sinfo.net

Aquamercantile Ltd

Panama Office: 77th Street, San Francisco,
Blg. 26, Panama City, Panama
London Office: 3 Lloyds Avenue, London,
EC3N 3DS, UK
Tel: + 507 315 0215
Tel (UK): +44 203 036 0536
Email: fmt@aqmltd.com
www.aqmltd.com

Asesoría, Inspecciones y Recobros S.A.

P.O. Box 0816-04143, Rep. of Panama
Tel: +507 399-6900
Fax: +507 399-6949
Email: airsa@airpma.net
www.airpma.net

Ferriby International Panama

Tel: +507 314 07 87
Fax: +507 314 07 86
Email: Roddy@ferribygroup.com

Global Marine Surveys

P.O. Box 0843-02528, Rep. of Panama
Tel: +507 314-0896
Fax: +507 314-0897
Email: gm.survey@cwpanama.net

Global Risk Management

Tel: +507 306-8453 ext. 5282
Fax: +507 212-5260
Email: mail@globalrisk-services.com
www.globalrisk-services.com

Intermaritime Group

P.O. Box 0834-02764, Rep. of Panama
Tel: +507 322-0013
Fax: +507 226-5386
Email: info@intermaritimeservices.com
www.intermaritimeservices.com

International Marine Experts

P.O. Box 0843-02416, Rep. of Panama
Tel: +507 314-1756
Fax: +507314-1757

Email: ime@ime.com.pa
www.ime.com.pa

Isthmus Bureau of Shipping

P.O. Box 0832-1307, Rep. of Panama
Tel: +507 211-2122
Fax: +507 211-2280
Email: ibs@ibs.com.pa
www.ibs.com.pa

Kam & Associates

P.O. Box 3049, Zona Libre de Colón, Rep. of Panama
Tel: +507 431-0444
Fax: +507 431-3799
Email: kam@kampasa.com
www.kampasa.com

Lloyd's Register of Shipping

P.O. Box 0843-00274, Rep. of Panama
Tel: +507 211-2711
Fax: +507 228-0330
Email: balboa@lr.org
www.lr.org

National Shipping Adjusters/NASHA

Tel: +507 314-1934 / 35
Fax: +507 314-0409
Email: info@nashpanama.com
www.nashpanama.com

Panama Bureau of Shipping

P.O. Box 36, Panama 9 A Panama
Tel: +507 223-3034
Fax: +507 269-1168
Email: pbs@c-com.net
www.pbs-tech.com

Panama Maritime Documentation Services

P.O. Box 0831-01849, Rep. of Panama
Tel: +507 226-6555/226-6255
Fax: +507 226-5825/226-5485
Email: pmds@panamamaritime.com

Panama Maritime Group

Panama Maritime Building
55-1849 Paitilla, Panama, Rep. of Panama
Tel: +507 226-6555
Fax: +507 226-5825
www.panamamaritime.com

SIDMAR

Tel: +507 272-8249
Fax: +507 272-8222
Email: sidmar@pancanal.com
www.pancanal.com

Toplis & Harding (Panama) S.A.

P.O. Box 0819-01511
Tel: +507 263-7566/269-4066
Fax: +507 263-6982
Email: toplis@toplispanama.com

Universal Shipping Bureau Inc.

Tel: +507 236-3075
Fax: +507 209-0261
Email: usbho@usb.com.pa
www.usb.com.pa

QRS Class

P.O. Box 0843-01754, Rep. of Panama
Tel: +507 203-8259/ 203-8239
Email: surveys@qrsclass.com
www.qrsclass.com



MARITIME SERVICES

Alfa Laval Panama

Tel: +507 306-2300
 Fax: +507 306-2301
 Email: info.panama@alfalaval.com
 www.alfalaval.com

Alpha Commercial Diving Services, S.A.

Tel: +507 6579 6390
 Email: contact@alphadivingpty.com
 www.alphadivingpty.com

Alvarado & Düring

Tel: +507 396-9148
 Email: info@ayd.co
 www.alvaradoydurning.com

APL de Panama S.A.

P.O. Box 0819-10050, Rep. of Panama
 Tel: +507 236-3200 / 430-2030
 Fax: +507 236-2065 / 430-2033
 www.apl.com

CHEC Panama S.A./China Harbour Engineering Company

Tel: +507 394-8214
 Fax: +507 934-8213
 www.checlatin.com

China Shipping Agency (Central América)

P.O. Box 0832-2771, Rep. of Panama
 Tel: +507 265-1190/430-2216
 Fax: +507 265-7266/430-2117
 www.csaca.com

CMA CGM Panama Inc.

P.O. Box 0823-03834
 Tel: +507 300-1440
 Fax: +507 300-1433/34
 Email: pma.genbox@cma-cgm.com

Cosco Panama Maritime S.A.

P.O. Box 0843-03078, Rep. of Panama
 Tel: +507 223-9903/9886
 Fax: +507 223-9821
 Email: onduy@coscopan.com
 www.coscopan.com

Crowley

Tel: +507 263 72 66/7173
 Fax: + 507 269 16 11
 P.O. Box 0823-01153, Panama, Rep of Panama
 Email: Ruben.Karamanites@crowley.com

CSAV

P.O. Box 0832-2775, Rep. of Panama
 Tel: +507 304-4600
 Fax: +507 269-1013
 www.csav.com

Diving Welding Services S.A.

Tel: +507 445-2343
 Email: ops@dwspanama.com
 www.dwspanama.com

IIASA Panama S.A.

Tel: +507 275-9000
 Email: info@iiasacat.com.pa
 www.iiasacat.com

Intercoastal Marine Inc. (IMI)

P.O. Box 0843-02788

Panama, Rep of Panama

Tel: +507 317-6670
 Fax: +507 317-6186
 Email: info@imi.com.pa
 www.imi.com.pa

Intermaritime Group

P.O. Box 0834-02764, Zona 9-A
 Rep. of Panama
 Tel: +507 322-0013
 Fax: +507 226-5386
 www.intermaritimeservices.com

Internacional Multiservicios

P.O. Box 0819-03193, Rep. of Panama
 Tel: +507 264-3178
 Fax: +507 264-5947
 www.panamashipping.com

Maersk

P.O. Box 0833-0207, Rep. of Panama
 Tel: +507 206-2200
 Fax: +507 206-2222
 Email: pansalgen@maersk.com
 www.maerskline.com

Maritime Affairs Group

Tel: +507 301-1677
 Email: captain@maritimeaffairsgroup.com

Maxindustrias S.A.

Tel.:+507 224-5050
 Fax: +507 224-0055
 www.max-industrias.com

Mitsui OSK Line (MOL Panama)

P.O. Box 0818-00491, Rep. of Panama
 Tel: +507 300-3200/430-2505
 Fax: +507 300-3212/430-5080
 www.molpower.com

Compañía Maritime Company (PAMAR)

P.O. Box 0843-02951, Rep. of Panama
 Tel: +507 211-1111, Fax: +507 211-3120
 www.cmpgb.com

2 Ocean Marine Services S.A.

Tel: Panama: +507 314-1123
 Tel: Colón: +507 445-4145
 Email: commercial@2oceanmarine.com
 www.2oceanmarine.com

Panama Marine Survey

P.O. Box 0816-01686, Rep. of Panama
 Tel: +507 264-4392/4214
 Fax: +507 269-2027
 Email: pms_dt@cableonda.net
 www.pmscf.net

Panama Register Corp.

P.O. Box 0843-03115
 Tel: +507 320-1144
 Fax: +507 320-1461/62
 Email: pre@anchorpanama.com
 www.anchorpanama.com

Polestar

Tel: +507 301 5748
 www.polestarglobal.com

SC Line Panama

Tel: +507 282 5700
 Fax: +507 830 6287
 Email: commercial@scline.es

SETIMSA

Tel: +507 216 60 24
 Fax: +507 216 6027
 Email: info@setimsa.com
 www.setimsa.com

Silkton Corp.

Tel: +507 830 5000
 Fax: +507 830 5007
 Email: commercial.panama@silkton.com
 www.silkton.com

TESA Transporte y Equipo, S.A.

Via Rdo J Alfaro - Entrada Urb Dos Mares
 Tel: +507 279-5300
 www.tesa.com.pa

TSC Chartering

Tel: +507 60 10 92 77
 Email: chartering.tcsc@gmail.com

Wallenius Wilhelmsen Logistics

Tel: +507 430 31 38/ 31 36
 Fax: +507 430 31 35
 Email: mery-carmen.barrios@2wglobal.com

PHOTOGRAPHIC SERVICES

Jim Malcolm

Email: jim@jimalcolmphotography.com
 www.jimalcolmphotography.com

PORT OUTSOURCING / SERVICES

Action Forwarding

P.O. Box 0819- 06140, Rep. of Panama
 Tel: +507 321-1504/445-0002
 Fax: +507 321-1506/445-0016
 Email: action@psi.net.pa

Air Sea Worldwide Panama

P.O. Box 0815-00883, Rep. of Panama
 Tel: +507 269-8988/431-0619
 Fax: +507 269-8061/430-2603
 Email: info@asw-panamacity.com.pa
 www.airseaworldwide.com

Dacotrans Aprile Panama S.A.

P.O. Box 0823-04406, Rep. of Panama
 Tel: +507 263-7155/3146
 Fax: +507 263-7153
 Email: dactransport@cableonda.net

Ecu Line de Panama

P.O. Box 0819-02017, Rep. of Panama
 Tel: +507 236-1775/441-6037
 Fax: +507 236-5702/441-6583
 Email: hansen@ecupty.eculine.net

JCB

Suite 345, APDO 0832-2745
 World Trade Centre, Rep. of Panama
 Tel: +507 263-6181
 Fax: +507 263-1083

Port Outsourcing Services S.A.

P.O. Box 0831-01849, Paitilla
 Panama, Rep. of Panama
 Tel: +507 232 7350/8641
 Fax: +507 232 71 65
 Email: Info@portoutsourcing.com

Port & Cargo Services

P.O. Box 0830-00853, Rep. of Panama
 Tel: +507 264 28 61/93 11
 Fax: +507 264 93 11
 Email: Adavila@cwpanama.net



Techniport

Ancon Blvd and Cascada Road,
Bldg No. 585, Rep. of Panama
Tel: +507 207-5064/5063
Fax: +507 232-7165
Email: rodriguez@portoutsourcing.com

TGD Consolidations

P.O. Box 0831-01298, Rep. of Panama
Tel: +507 263-0033/430-1212
Fax: +507 430-1821/263-0061
Email: hub@gdworld.com
www.tgd.com.pa

Unigreen Marine

Tel: +507 270 71 50
800-UMSA (8672)
P.O. Box 0834-02769, Panama,
Rep. of Panama
Email: umscss@unigreen.com

UPS Freight

P.O. Box 0831-01638, Rep. of Panama
Tel: +507 261-9190/431-0495
Fax: +507 430-0317/301-9190
www.ups.com

PORTS & TERMINALS

APM Terminals

P.O. Box 0833-0207, Rep. of Panama
Tel: +507 271-8700
Fax: +507 271-8710
Email: amrapmt@apmterminals.com
www.apmterminals.com

Colon 2000 (cruise)

P.O. Box 0816-01678, Rep. of Panama
Tel: +507 227-2000/443-1657
Fax: +507 263-5195
www.colon2000.com

Colon Container Terminal (CCT)

P.O. Box 0301-03467, Cristobal
Rep. of Panama
Tel: +507 430-9500/430-9517
Fax: +507 430-9532
Email: cctmgt@cct-pa.com

Colon Port Terminal (CPT)

P.O. Box 0302-00873, Rep. of Panama
Tel: +507 430-7330/31
Fax: +507 430-7335
www.calpa.com

**Fuerte Amador Puerto Cruceros,
Panama (Cruise)**

Tel: +507 314-1535
Fax: +507 314-1162
www.fuerteamador.com

Manzanillo International Terminal (MIT)

P.O. Box 0302-00239, Rep. of Panama
Tel: +507 430-9800/430-9900/304-8200
Fax: +507 430-9809/430-9899
www.mitpan.com

Panama Ports Company

P.O. Box 0843-00574, Rep. of Panama
Tel: +507 232-6025/433-7900
Fax: +507 232-5380
www.hph.com.hk / www.ppc.com.pa

PSA-Panama International Terminal S.A.

P.O. Box 0832-1236, World Trade Center,

Panama

Tel: +507 378 38 00
Fax: +507 378 38 01
Email: panama@psa.com.pa

SHIPPING AGENTS

Agencias Continental

P.O. Box 0819-05530, Rep. of Panama
Tel: +507 300-1400/431-3331
Fax: +507 300-1414/431-3335
www.agenco.com

Anchor Group

P.O. Box 0843-03115, Rep. of Panama
Tel: +507 320-1144 / 45 / 46
Fax: +507 320-1461 / 62
www.anchorpanama.com

Associated Steamship Agents

P.O. Box 0843-03057, Rep. of Panama
Tel: +507 211-9400
Fax: +507 211-9450
www.shipsagent.com

Barwill Agencies

P.O. Box 0843-01562, Rep. of Panama
Tel: +507 263-7755/430-2455
Fax: +507 223-0698/0736/430-2453
www.barwil-panama.com

Boyd Steamship Corporation

P.O. Box 0816-07817, Rep. of Panama
Tel: +507 263-6311/430-2884
Fax: +507 269-9642/430-2853
www.boydsteamship.com

C.B. Fenton & Co.

P.O. Box 0843-00307, Rep. of Panama
Tel: +507 441-4177/441-6857/
228-1028
Fax: +507 441-5078
www.cbenton.com

C. Fernie & Company

P.O. Box 0843-00191, Rep. of Panama
Tel: +507 447-1443/433-2494
Fax: +507 441-7504/441-4168
www.cfernie.com

Central American Line

P.O. Box 0816-04045, Rep. of Panama
Tel: +507 236-1036
Fax: +507 236-1310
Email: calpma@cwpanama.net

Cross Roads Agencies

P.O. Box 0843-01494, Rep. of Panama
Tel: +507 269-3512
Fax: +507 264-7190
Email: xroads@cwpanama.net

French Shipping Agency

P.O. Box 0823-03834, Rep. of Panama
Tel: +507 300-1440
Fax: +507 300 1434
www.cma-cgm.com

Inchcape Shipping Services

P.O. Box 0823-05456, Rep. of Panama
Tel: +507 279-4100/433-0934
Fax: +507 236-7832/433-0938
Email: panama@iss-shipping.com
www.iss-shipping.com

Intercaribe Zona Libre

P.O. Box 31001, Colón Zona Libre, RP

Tel: +507 430-1945/47/53
Fax: +507 430-1950
Email: intercaribe@eveloz.com

JD Maritime Service S.A.

P.O. Box 0831-01853, Rep. of Panama
Tel: +507 211-9410
Fax: +507 211-9450
Email: jdmartime@cwpanama.net

Marportmad Shipping & Logistic Inc.

Tel: +507 398-3017
Fax: +507 398-3014
Email: info@marportmad.com
www.marportmad.com

Navieramar

Tel: +507 317 06 28
Tel: +507 447 11 81
Fax: +507 447 04 88/317 02 67
Email: panama@navieramar.com
Email: opsclayton@navieramar.com
www.navieramar.com

Norton Lilly International (Panama)

P.O. Box 0301-03322, Rep. of Panama
Tel: +507 269-9143/269-1613/441-
7255/447-2600
Fax: +507 441-8598/269-9144
Email: operbalb@norton-lilly.com
www.norton-lilly.com

2 Ocean Marine Services

Tel: +507 314 11 23
Tel: +507 445 41 45
Fax: +507 314 11 24/445 0496
Email: commercial@2oceanmarine.com
www.2Oceanmarine.com

Pacific Agent Ship Panama

P.O. Box 0819-4546, Rep. of Panama
Tel: +507 269-2022/445-0166
Fax: +507 263-8742/441-4308
Email: pacship@pacship.com

Panama Agencies Company

P.O. Box 0843-00948
Tel: +507 315-0954/1868
Fax: +507 315-0968/1869
Email: panaco@cwpanama.net

Panama Shipping Agency & Services

Tel: +507 213 89 01
Manuel Maria Icaza Avenue, PSAS building,
1st floor, Panama, Rep. of Panama
www.pancanalagent.com

PanCanal Shipping Agency

P.O. Box 0831-01887, Rep. of Panama
Tel: +507 269-6300/441-4109
Fax: +507 269-9362/269-1044/441-4002
www.pancaship.com

Perez Panama

P.O. Box 0823-05192, Rep. of Panama
Tel: +507 360-2213 /12
Fax: +507 360-2215
Email: ops@perezyciapa.com

Rozo & Cia (Panama) S.A.

Tel: + 507 264-5719
www.theozogroup.com.pa

Sea Cargo

P.O. Box 0816-00665, Rep. of Panama



Tel: +507 441-5420, Fax: +507 441-0707
www.seaboardmarine.com

Seaside Marine Agency

P.O. Box 0843-01510
Tel.: +507 314 1123
Email: operations@2oceanmarine.com

Servinaves

P.O. Box 0816-00031, Rep. of Panama
Tel: +507 263-0201/03/05
Fax: +507 263-0251
Email: servipan@servinaves.com.pa

Sopisco Panama

P.O. Box 0301-03047 Rep. of Panama
Tel: +507 430-3010
Fax: +507 430-3017/16
www.sopisco.com

Unigreen Marine

P.O. Box 0834-02769, Rep. of Panama
Tel: +507 270-7150/430-9000
Fax: +507 270-7146/430 9091
www.unigreenmarine.com

Wilford & Mckay

P.O. Box 0301-03415, Rep. of Panama
Tel: +507 433-8544/211-9400
Fax: +507 232-6266/433-8541
Email: freight@cfernie.com
www.hamburgsud.com

SHIPREPAIR

Anchor Panama

P.O. Box 0843-03115, Rep. of Panama
Tel: +507 320-1144/1145/6/7/8
Fax: +507 320-1461/1462
Email: anchor@anchorpanama.com
www.anchorpanama.com

Astillero Bayano

P.O. Box 9-096 Zona 9, Rep. of Panama
Tel: +507 296-8237
Fax: +507 296-8298
Email: info@asitlleroBayano.com
www.astilleroBayano.com

Diesel Engine Services, Panama

Tel: +507 236-6500
Fax: +507 236-5249
Email: sales1@dieselenginespanama.com
www.dieselenginespanama.com

MAN PrimeServ Panama

P.O. Box 0823-00508, Rep. of Panama

Tel: +507 317-1779
Fax: +507 317-1043
Email: primeserv-panama@mandieselturbo.com
www.man.eu

Marpol Engineering & Consultants

P.O. Box 0830-00196, Rep. of Panama
Tel: +507 314-0179
Fax: +507 314-0180
www.marpolengineers.com

MEC Panama

Tel: +507 314-0179 / 7340
www.mecpanama.com

Mesoju

Tel: +507 232-6897
Email: info@mesolju.com
www.mesolju.com

Talleres Industriales International

P.O. Box 0301-02161, Rep. of Panama
Tel: +507 445-1044/445-1348/445-1378
Fax: +507 445-1104
Email: talleres@talleresindustriales.com
www.talleresindustriales.com

Wärtsilä

P.O. Box 0843-01160, Rep. of Panama
Tel: +507 304-7400
Fax: +507 304-1794
www.wartsila.com

TRADE & BUSINESS

American Chamber of Commerce (AMCHAM)

P.O. Box 0843-00152, Rep. of Panama
Tel: +507 269-3881
Fax: +507 301-3882
Email: amcham@panamcham.com
www.panamcham.com

Asociación Bancaria de Panama

P.O. Box 0816-00805, Rep. of Panama
Tel: +507 263-7044
Fax: +507 263-7783
Email: abapa@movistar.net.pa
www.asociacionbancaria.com

Cámara de Comercio, Industria y Agricultura

P.O. Box 0816-07517, Rep. of Panama
Tel: +507 207-3400
Fax: +507 207-3421
Email: infocciap@panacamara.org
www.panacamara.com

Asociación Panameña de Derecho Marítimo (APDM)

P.O. Box 0831-01423, Rep. of Panama
Tel: +507 269-1333
Fax: +507 302-0107
Email: info@apdm.org
www.apdm.org

Asociación Panameña de Ingenieros y Arquitectos (SPIA)

P.O. Box 0816-1116, Rep. of Panama
Tel: +507 269-7734/35
Fax: +507 223-7265
Email: spiaadmin@spia-pma.org
www.spia-pma.org

Cámara Panameña de la Construcción (CAPAC) (Chamber of Construction)

P.O. Box 0816-02350, Rep. of Panama
Tel: +507 265-2500
Fax: +507 265-2571
Email: informacion@capac.org
www.capac.org

Chamber of Shipping

P.O. Box 0819-03005,
Rep. of Panama
Tel: +507 360-2165
Fax: +507 360-2166
Email: camara@camaramaritima.com
www.camaramaritima.org.pa

Colegio de Abogados (Lawyers' College)

P.O. Box 0816-03370,
Rep. of Panama
Tel: +507 225-6371
Fax: +507 225-0189
Email: info@cnapanama.com
www.cnapanama.com

Panama Pacifico

Antigua Base Aérea de Howard
Tel: +507 316-3500
Email: info@PanamaPacifico.com
www.PanamaPacifico.com

Sindicato de Industriales (SIP) (Industrialists' Union)

P.O. Box 64798, El dorado, Rep. of Panama
Tel: +507 230-0169
Fax: +507 230-0805
Email: sip@cableonda.net
www.industriales.org



ADVERTISERS INDEX

Company name	Page no.	Company name	Page no.
Alfa Laval Panama SA	.10	Maryland Port Administration	.36
Almengor, Caballero & Asociados	.94	Maxindustrias	.10/68
Alpha Commercial Diving Services S.A.	.68	Maxum Oil Service de Panama SA	.60
Arosemena Noriega & Contreras	.96	Mercantile Shipstores SA	.32
Autoridad Del Canal De Panama	.2	Meyer's Group	.34
Autoridad Maritima de Panama	.4	Monjasa SA	.28
Bas Afloat Repairs	.88	Panama Marine Products & Services Co	.IBC
Boskalis Panama S.A.	.IFC	Panama Maritime 2017	.46
Centralam Panama SA	.12	Panama Pilot Services Corp	.64
CMA Shipping 2017	.26	Panama Ports Company SA	.20
Colon Container Terminal SA	.18	Patton Moreno & Asvat	.92
Colon Oil and Services SA	.58	Polestar	.42
Diving Welding Service SA	.54	Port of Corpus Christi Authority	.52
Hubel Marine BV	.60	Port of Galveston	.50
Ingenieria de Consulta Incostas SA	.50	Port of Miami	.8
Intermaritime Group	.96	PSA Panama International Terminal SA	.30
Islamorada International SA	.75/77	Rozo & Co (Panama) SA	.88
Jan de Nul Group (Sofidra SA)	.14	Sea Asia	.100
London & Regional Panama	.6	Seatrade Offshore Marine & Workboats Middle East	.106
Macosnar Corporation	.68	SETIMSA	.96
MAN Diesel & Turbo - Panama	.56	Torrijos Y Asociados	.94
Manzanillo International Terminal Panama SA	.16	Vopak Panama Atlantic Inc	.60
Marine Metal Coatings	.22		

For all advertising enquiries in

PANAMA

Maritime Review

Please contact

Christophe Cahen +1 786 879 77 65, christophe.cahen@ubm.com

or

Ian Vernau on +44 1206 201564 or ian.vernau@ubm.com





OCEANCO SAFETY & SUPPLY



Your Trusted Maritime Partner.

CONTACT US

- ✉ info@panamaxmarine.com
- ✉ info@oceancopanamax.com
- ☎ (507) 430-5233

📍 France Field
4th Street, 1st Avenue
Building 61 Local 4
Colon Free Zone
Republic of Panama



www.panamaxmarine.com

