



# German-Mauritian teamwork for mutual success

*Shipping is increasingly commoditised/ Trend to automation and standardisation*

**U**nited Africa Feeder Line (UAFL) and their agents try to find solutions for their customers where no off-the-shelf products are available and where

the cargo requires special care, flexibility, fast decision-making and a personal touch. Whilst UAFL's core product is the Middle East Express, linking the Middle East,

India, the Far East and Europe with the Seychelles, Tanga, Zanzibar, the Comoros and northern Madagascar, we also utilise third-party carriers' tonnage to connect the other ports of the region with the world. This applies especially to project and break-bulk cargo. One example of this project cargo is the recent demobilisation and repositioning of BAUER Spezialtiefbau GmbH construction and drilling machinery. BAUER were constructing a 2.4 km diaphragm cut-off wall socketed into rock for the Bagatelle dam in Mauritius.

After the completion of the project, the machinery had to be repositioned to new project sites. Bremen-based forwarder LIC Spedition & Container Logistik GmbH were in charge of a logistics concept for this and approached UAFL via their Bremen agents, DAL Schiffahrts-Agentur. Together with UAFL trade management and UAFL's Mauritian agent Scott Shipping, several shipping solution options were presented to LIC and BAUER.

Marc Streuer of DAL Schiffahrts-Agentur says: "After we received the request from LIC, I thought how can we handle this without an own break-bulk or ro-ro service between the requested ports? The first thing I did was call Ole, our colleague from UAFL. They very quickly found different solutions and at the end of the day, a ro-ro solution was the best. The conclusion for me: even

if we don't have an own service, we have colleagues in each country who know the market."

All logistics stakeholders found themselves in strong competition to global operators – both in forwarding as well as shipping – but in the end the advantages of agile, personalised small-scale enterprises paid off and the order for 216 freight tonnes from Port Louis to Bremerhaven was awarded to LIC and UAFL. As part of the project, DAL have loaded another 11 x 20' for the same port pair.

Silvia Ott of BAUER Spezialtiefbau GmbH states: "We are very happy to have Clyde [Scott Shipping Mauritius – agent for UAFL and DAL] around. He genuinely cares about our cargo and really made the difference."

## Exciting opportunity

Ole Radünzel of UAFL adds: "This was an exciting opportunity for us and it was a real pleasure to handle this. I thoroughly enjoyed the teamwork with Marc in Bremen and Clyde in Port Louis to make this shipment happen. Due to the nature of this request, there were many changes, but a solution was always quickly found. It is great to see how well Marc and Clyde can leverage their networks to maximise our strength."

Earlier this year, David Yeung of UAFL secured a similar special cargo shipment for the group in collaboration with Scott Shipping and another shipping line. It comprised construction and drilling equipment as well, shipped in 8 x 40' open-top containers and break-bulk on flatrack units from Port Louis to Damietta. If you are looking for solutions in the Indian Ocean region, contact UAFL!



Rolltrailer stuffed with the BAUER equipment being driven on board



Good team: Ole Radünzel (UAFL), Silvia Ott (BAUER), Clyde Waterstone