

# Together we create solutions

Worldwide transport and logistics

**BLUE  
WATER  
SHIPPING**



# Blue Water Shipping

Blue Water Shipping is a global provider of all logistics services in modern supply chain management. At the heart of Blue Water is an organisation of professionals skilled to offer complete and tailor-made solutions to any shipping requirement anywhere in the world.

Since the company was founded more than 40 years ago, our ambition has been to provide clients with the best service and highest quality in the industry. Our foundation is knowledge, decades of experience and dedicated employees.

Today, Blue Water is represented with more than 60 offices worldwide. In every Blue Water office we combine our strong global network with local expertise – thereby adding value and providing our clients with services beyond transporting cargo in a safe and efficient way.



## Vision

### BEST IN TOWN:

It is Blue Water's vision to be the most preferred provider of transport and logistics solutions within selected business areas and locations.



## Mission

Blue Water is a knowledge-based company founded on in-house competences and resources. Employees must be able to understand the needs of the clients, and through committed, skilled and dedicated efforts deliver high service and quality in transports and logistics on selected markets worldwide.



## Values

We supply **SERVICE** of high **QUALITY**:

- » We work **PROACTIVELY**
- » We are **COMPETENT**
- » We are **INNOVATIVE**
- » We are **FLEXIBLE**
- » **WE KEEP OUR PROMISES**



## Client in focus

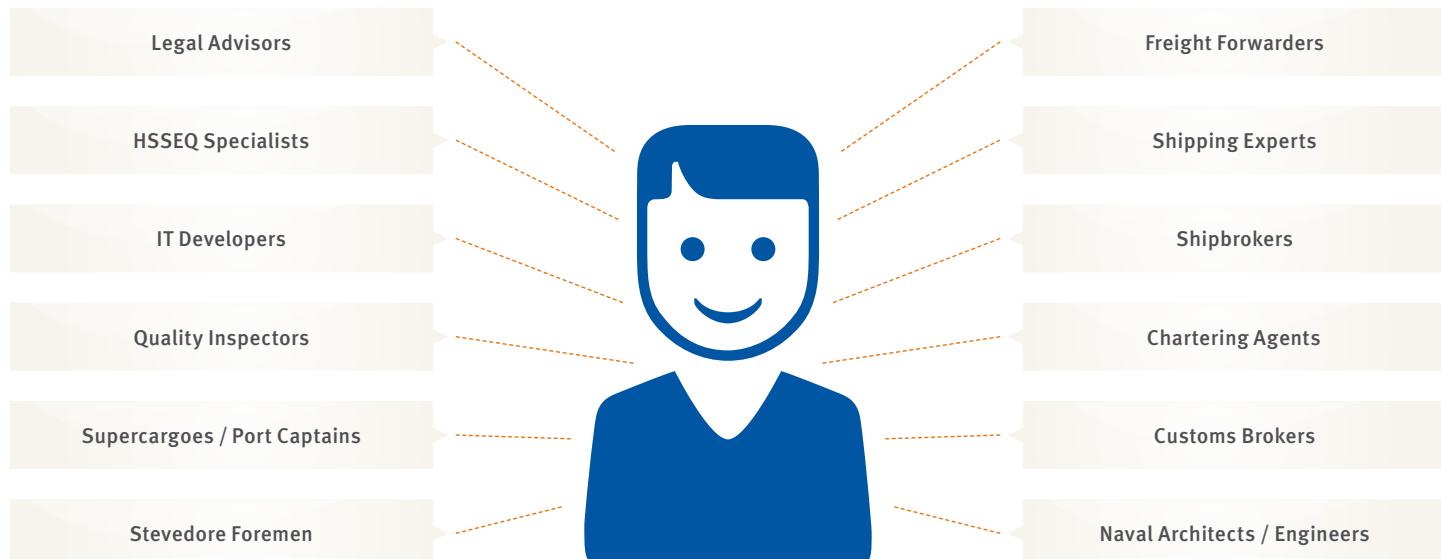
In Blue Water, we know that close relationships with our clients make a difference and our clients and their needs are always in focus. Building mutual trust and personal relations are important to the way we work, and it is a natural part of the Blue Water culture.

A short line of command is vital for us - it makes us flexible and proactive in finding

the best solutions to any challenge we may meet. We strive to be competent and innovative to fulfill our ambition of being Best in Town.

Unique service and quality in transport and logistics requires more than trucks, vessels and aircrafts - it requires the right team, and at Blue Water you find a strong and competent team of experts.

We continuously develop our organisation and improve the level of skills and in-house competences. Blue Water staff includes freight forwarders, shipping experts, chartering agents, customs brokers, engineers, port captains, IT developers and legal advisors.



# Business areas

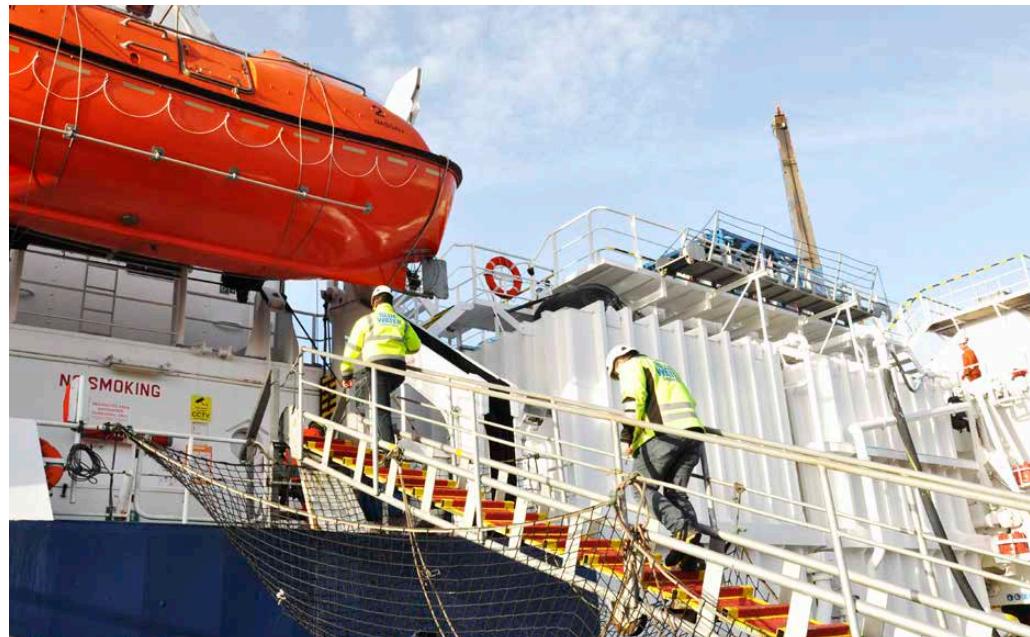
## General Cargo

For decades, we have handled transport and logistics of a wide range of industrial and consumer goods by road, sea and air. Our services include warehousing, pick & pack and complete integrated solutions.



## Port Services & Agency

With a worldwide network of offices, our specialists offer a 24/7 service including chartering, stevedoring, customs clearance and other port related services. We deliver high quality services and focus on safety.



## Oil, Gas & Industrial Projects

We provide transport and logistics for oil, gas, industrial projects and the mining industry. From small courier shipments to the transport of entire oil rigs from one continent to another - we move it all.





## Wind Logistics

We specialise in one-stop-shop solutions for the wind industry. All projects are handled by our in-house professionals including port captains, engineers, stevedores and project freight forwarders.



## Reefer Logistics

Worldwide transport of food products and other temperature controlled goods has been a core business for Blue Water for decades. With the client in focus, our expert team creates tailor-made solutions.



## Marine Logistics

We provide all services needed for the cruise and marine industry – including 24/7 one-point-of contact, port agency, warehousing and stevedoring - through own offices at important cruise locations.



# Quality Management

We deliver the client's cargo without damage and on time, but our business is more than that. In close dialogue with our clients, we consider the priorities of the assignment – whether it be reliability, speed, flexibility, price, safety or environmental issues.

Our clients benefit from Blue Water's Quality Management system which is essential in our continuous and targeted effort to develop our organisation and

achieve the highest level of excellence. All Blue Water activities and locations in Esbjerg, Denmark are certified according to ISO 9001 – Quality, ISO 14001 – Environment, OHSAS 18001 - Health & Safety.

With a common, documented and systematic effort combined with extensive knowledge on international & domestic legislation and market conditions we ensure our clients a professional service globally.

Blue Water takes active steps in providing and improving a healthy and safe working environment for all employees, clients and business partners. In addition, we focus on reducing environmental impact and keeping high standards for quality. The way we act is outlined in our Code of Conduct which applies worldwide.

Compass IT systems

- Client system integration
- Unique solutions
- Client cooperation
- Full visibility
- Warehouse solutions
- Visual KPI

## Tailor-made IT systems

Our in-house IT developers design unique IT systems which can easily be integrated with our clients' technology. Our Compass IT system is customised to fit specific markets and serves as a tool for handling and monitoring every single step of the transport. Our clients book their transports online and have a full overview of the cargo - we take care of the rest.

### Our Compass IT systems include:

- Webbooking
- Parcel
- Warehouse and terminal
- Cruise
- Wind
- Oil & Gas

# Development



## Philosophy

”

We must make money  
- and we must have fun

We shouldn't have so much fun  
- that we don't make any money

We shouldn't make so much money  
- that we don't have any fun



Management



When Blue Water was founded in 1972, the ambition was to create a small, local freight forwarding company, which could provide clients with a slightly better service and higher quality than our competitors.

Today, Blue Water is a large, international company with many employees, offices and diverse activities, but our fundamental strategy hasn't changed much since 1972: We want to be Best in Town - i.e. the best, local freight forwarder in the business

areas, in which we operate, whether the assignment is local or global.

It is important to me that we stay close to our clients and maintain focus on their needs. In addition, we must maintain our credibility so that our clients never lose trust in us. Skilled and competent employees are the most important foundation of Blue Water - we are a knowledge-based company built on in-house competences and resources.

In 2007, I handed over 75 percent of the shares in Blue Water to a commercial and independent foundation, the Blue Water Foundation, whose objective it is to secure the identity, existence, the future development and work places. Having handed over the share majority and, with this, overall control to the Blue Water Foundation, the ownership and the future is secured.

We keep our promises.

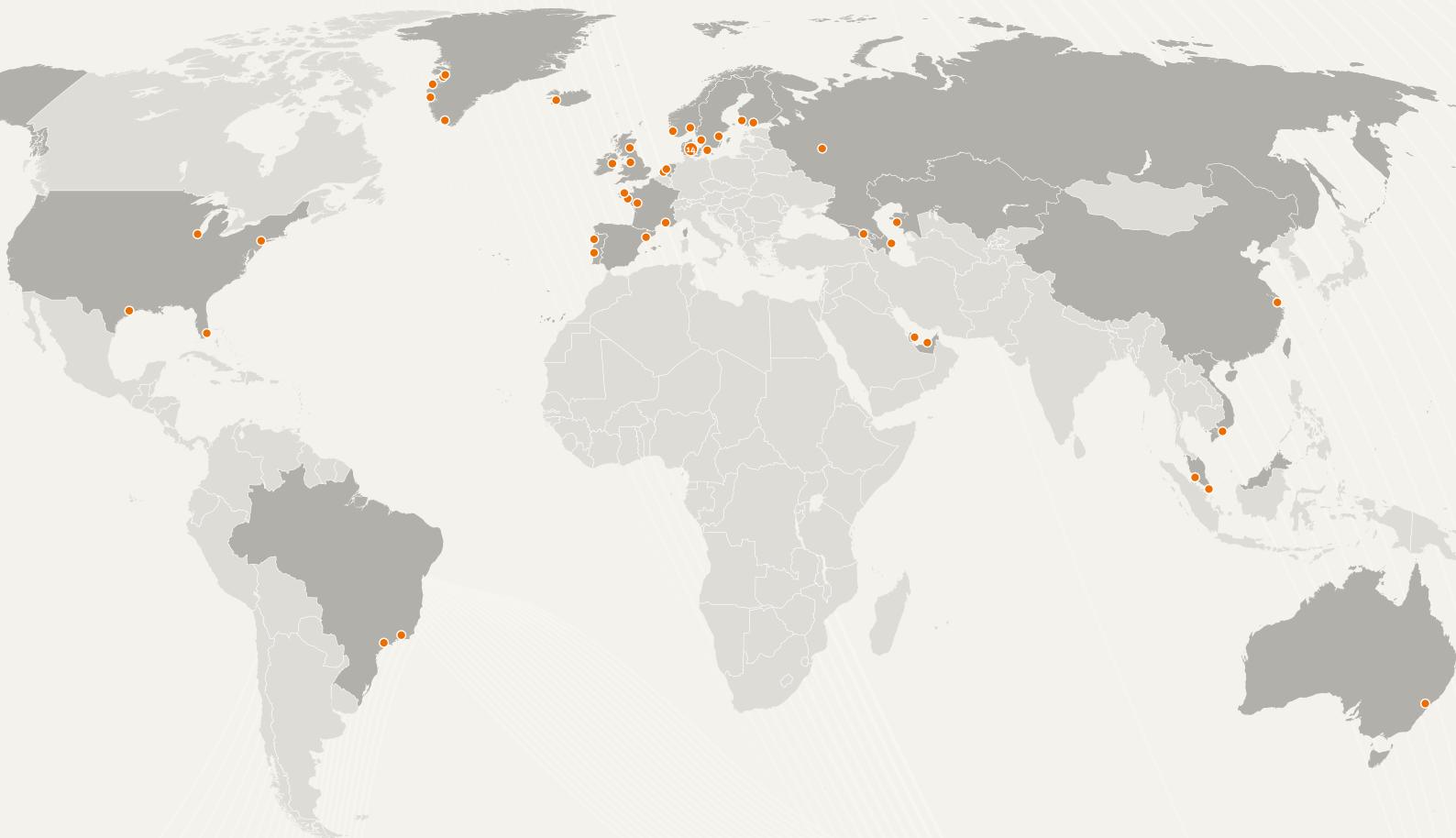
**Kurt Skov**, Owner and Chairman

# Blue Water Shipping worldwide

55+ offices worldwide



Scan to watch  
our videos



## Denmark

Esbjerg  
Billund  
Copenhagen  
Frederikshavn  
Herning  
Hirtshals  
Lindo  
Odense  
Padborg  
Sonderborg  
Taulov  
Aalborg  
Aarhus  
Aarhus Port Office

## Brazil

Rio de Janeiro  
São Paulo

## China

Shanghai

## Finland

Helsinki  
Turku

## France

Brest  
Lorient  
Marseille  
Nantes

## Australia

Sydney

## Azerbaijan

Baku

## Greenland

Aasiaat  
Ilulissat  
Nuuk  
Qaqortoq  
Sisimiut

## Holland

Amsterdam  
Rotterdam

## Iceland

Reykjavík

## Ireland

Dublin

## Kazakhstan

Aktau

## Malaysia

Klang

## Norway

Bergen  
Oslo

## Portugal

Leixões  
Lisbon

## Qatar

Doha

## Russia

Moscow

## Singapore

Singapore

## Spain

Barcelona

## Sweden

Gothenburg  
Malmö  
Stockholm

## UAE

Dubai

## UK

Aberdeen  
London  
Manchester

## USA

Chicago  
Houston  
Miami  
New York

## Vietnam

Ho Chi Minh

# Mining - Greenland



## Services include:

- » Dedicated key account group
- » Transport by road, rail, air and sea
- » Chartering & stevedoring
- » Customs clearance
- » Specialised Ro/Ro solutions
- » OOG & High&Heavy transports
- » On-site consulting & surveys
- » Project management
- » Engineering support
- » Innovative IT-solutions
- » Full track & trace of all shipments

## Certifications:

- » ISO 9001
- » ISO 14001
- » OHSAS 18001 by 2014
- » AEO

## Optimal transport solutions for the mining industry

**Blue Water Greenland is a part of Blue Water Shipping. We offer reliable delivery and high standards within worldwide transport and logistics for the mining industry. A combination of experience, personal service and skilled employees ensure that we offer our clients the optimal solutions available on the market.**

We ensure proactive handling of transports within the mining industry and for us an ongoing dialogue with the client is crucial. So are evaluating and analyzing our client's needs as this enables us to offer the highest level of personal service.

With expert insights into the mechanisms of the mining industry, we tailor-make innovative logistics solutions, which meet and exceed clients' expectations.

### Our team of experts

We provide full supplier coordination and value adding logistics to any project as our team of experts has many years of experience in handling the transport of all types of mining equipment from projects in Africa, Asia, Greenland and South America etc. Backed up by our network of more than 60 offices around the world,

we can handle even the most challenging assignments.

### Quality all the way

Our in-house specialists include a stevedoring department, port captains, naval architects, HSSEQ and compliance department as well as an IT department developing IT-solutions tailored to the clients' needs. These teams of dedicated specialists ensure quality all the way.

### Code of conduct

As a global company, Blue Water Shipping focuses on being a constructive co-player in society. We strive to ensure that our employees and management take pride in the manner in which we conduct our business.

### Whatever you need - we provide

For decades, Blue Water Shipping has been involved in large and complex projects all over the world - including Greenland. We have handled all types of cargo – from courier packages to entire oil rigs – and our philosophy is: Whatever our client needs – we provide.

### For further information:

**Kenneth Skovbjerg Pedersen**  
KSP@bws.dk



# Mining

Transport & logistics

**BLUE  
WATER  
SHIPPING**

# Team of experts



## Optimal solutions for the mining industry

A combination of experience and personal service ensures that we offer our clients optimal solutions. We are proactive in handling of transports within the mining industry and for us an ongoing dialogue with the client is crucial. So are evaluating and analyzing our client's needs as this enables us to offer the highest level of personal service.

With expert insights into the industry, INCO terms and planning of multiple transport solutions we are able to meet and exceed client's expectations.

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# Mining Logistics



## Always with the client in focus

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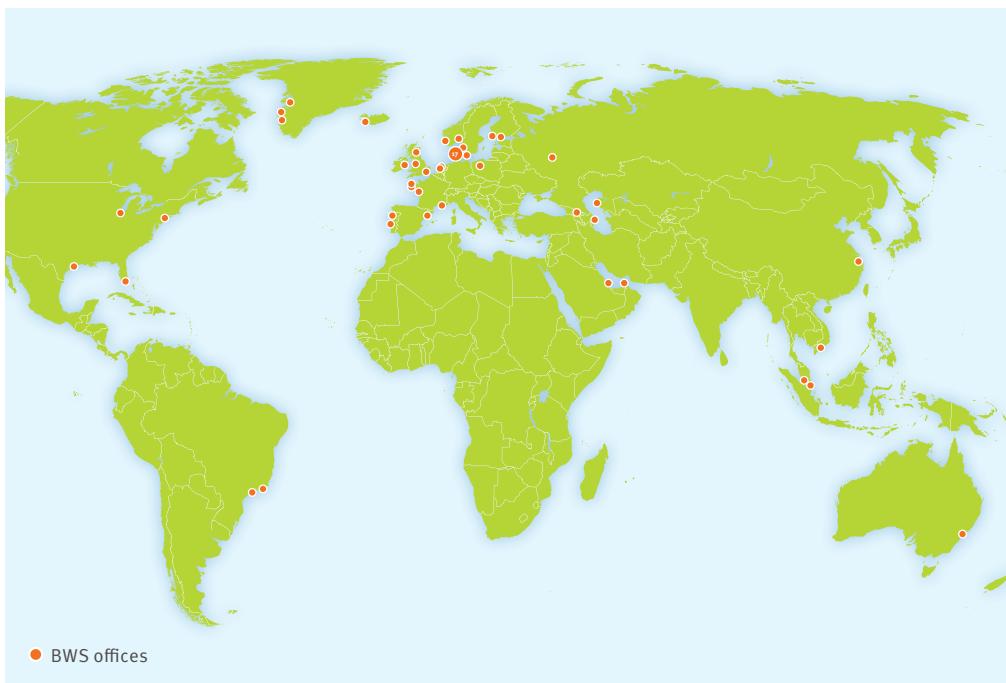
### For further information:

[mining@bws.dk](mailto:mining@bws.dk)

### Our services include:

- » Dedicated key account group
- » Transport by road, rail, air and sea
- » Chartering & Stevedoring
- » Customs clearance
- » Warehousing & export crating
- » Pre-shipment inspections
- » Project management
- » Engineering support
- » Innovative IT solutions
- » Full track & trace of all shipments

# Worldwide network



## Blue Water Shipping is represented worldwide

Blue Water Shipping is an international & all-round transport, shipping & freight forwarding company founded in Denmark in 1972. With more than 60 Blue Water offices and agents worldwide, we are providing you solutions by road, sea, air and rail.

