



FOCAL MARITIME

SERVICES COMPANY LIMITED

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ISO 9001
BUREAU VERITAS
Certification



Focal Maritime Services

Our mission is to provide efficient and cost effective Agency Services at Malta to the shipping industry through:

- PORT AGENCY
- LINER REPRESENTATION
- SHIPHUSBANDING
- SHIPBROKING
- FREIGHT FORWARDING
- ANCILLARY SERVICES

Focal Maritime Services

Established in 1997 Focal Maritime Services strives to deliver to the principals:

Value for money - Quality services in time, all the time.

Our current portfolio includes:

- United Feeder Services (UFS)
- Gulf Transfer Services SA
- Boeckmans
- Rickmers
- Hyproc
- TMCL
- Megatugs
- Emotrans

Affiliations & Accreditations:

- Broker members BIMCO.
- Members UK Institute of Chartered Shipbrokers.
- FIATA Associate Member
- Affiliates in Association of Shipping Agents at Malta.
- Member of Malta Chamber of Commerce and Enterprise.
- Members of World Wide Shipping Agents Association (WWSA)
- FONASBA Quality Member
- IATA Certified for Airfreight

Ship Agency

Transshipment Specialists

- Handling of transshipment traffic is core activity of the Company.
- Experience in operating feeder services and representing feeder operators.
- Fully synchronised with Malta Freeport Terminals and close collaboration with terminal.
- On line links with Malta Freeport Terminals.
- Experienced personnel assist in ship planning and terminal operations.
- On line facilities for downloading of cargo information – use of Baplie file / Plan Master.
- In house software systems for real time updates regarding vessels operations and container movements.
- Dedicated systems for updating other ports regarding transshipment movements at Malta.

Liner Representation

We do not believe that liner traffic should be obtained at any price. We believe that every container booked must result in a net positive contribution to the liner operator.

Our approach to the representation of a liner service includes:

- Comprehensive market study on the intended trade route including: Traffic Flows, Commodities, Market Rates,
- Competition, Clients.
- Analysis by market segmentation.
- Development of a realistic sales strategy.
- Assignment of a trade manager and sales force.
- Detailed cost analysis at Malta in respect of discharging and loading full/empty containers, storage of containers, container cleaning and repairs, amongst others.
- Container control set up.
- Client response desk.
- Accounting and control procedures.

Shipbroking

We offer our expertise in chartering both to clients wishing to find employment for their vessels as well as for those who need to find vessels to carry their cargoes.

Through a network of international shipbrokers we offer:

- Container vessels/ RoRo vessels/ Tankers.
- Assistance and guidance during charter negotiations.
- Assistance in the drawing up of the charter party.
- Daily update report during the course of the operation.
- Post fixture administration of the charter.
- Invoicing and payments.

We are qualified chartered shipbrokers accredited to the UK Institute of Chartered Shipbrokers and broker members of BIMCO.

Contacts AOH: (00356) 99442570

Freight Forwarding

- Ocean & Road Freight
- Airfreight
- Fairs & Events
- Chemicals & Pharmaceuticals
- Waste Management
- Oil & Gas Logistics
- Project Logistics
- Cruise Marine Logistics

PRODUCTS & SERVICES – OCEAN / ROAD FREIGHT

- FCL / FTL - Agreements with all the Shipping Lines and Trailer operators calling at Malta
- LCL / LTL - Agreements with all the local consolidators
- Warehousing / storage / distribution for Free Zone area or cleared cargo
- Customs clearance
- Door collection / delivery
 - C.V.:
 - Own NVOCC (Delta Containers) – operates N. Europe, Intramed, Far East



PRODUCTS & SERVICES – AIRFREIGHT

- Agreements with all Airlines calling at Malta
- Warehousing / storage / distribution
- Temperature controlled transport
- Customs clearance
- Door collection / delivery
- Courier Services
 - C.V.:
 - We have handled shipments for ST / CISCO, Ford and Trelleborg
 - We operate our own courier service to Libya



PRODUCTS & SERVICES – FAIRS & EVENTS

- Receiving and storing
- Customs formalities
- Unpacking and setting up of stands
- Removal of debris
- Re-packing of materials / stands
- Labeling
- Expedition to final destination
 - C.V.:
 - Appointed as the official handling agent for the IFA exhibition in Malta
 - Our associated company is the local representative for Messe Berlin



PRODUCTS & SERVICES – CHEMICALS



- Chemical Grade Tank Containers
- ISO-Veyors; specialised tank containers, offering PH type ISO-Veyors for powders and GH type ISO-Veyors for granules
- Storage
- Waste removal
- Licensed for carriage of non hazardous / hazardous chemicals and waste
 - C.V.:
 - We currently handle the carriage of lube oil and methanol to Malta and export of used cooking oil and hazardous waste from Malta.

PRODUCTS & SERVICES – PHARMACEUTICALS



- Temperature controlled transportation
- General Manufacturing Practice warehousing facilities
- Distribution – e.g. to mainland Europe or Libya
 - C.V.:
 - In the past we handled FTL shipments to Ireland for Actavis Malta.

PRODUCTS & SERVICES – WASTE MANAGEMENT

- Handling of scrap shipment from Malta to various international locations
- Sourcing of Maltese suppliers
 - C.V.:
 - We handle regular exports of scrap / waste (metal, plastic, paper) from Malta to F. East / Asia.



PRODUCTS & SERVICES – OIL & GAS LOGISTICS

- Handling of tankers in Malta and Libya
- Handling of bunker ops
- STS ops
- Surveyors



PRODUCTS & SERVICES – PROJECT LOGISTICS

- Malta has natural ports with deep draft to permit heavy lift vessels
- Terminals are equipped with sufficient heavy lift cranes and ancillary equipment
- Surveyors
- Proper packing / lashing
- Vessel / Aircraft chartering
- Sea / air movement is possible
- Open / sheltered storage
- Experience in vessel / terminal operations
 - C.V.:
 - Transportation of Power Station, gantry cranes, brewery tanks, gas plants and oil exploration equipment



PRODUCTS & SERVICES – CRUISE / MARINE LOGISTICS

- Part of Cruise & Marine Logistics Network
- Marketing support regarding cruise liners / yachts calling at Malta
- Involvement in stores logistics for cruise liners
- IATA approved for handling perishable cargos

