

Connectivity:
Sulawesi to
Sabah &
Mindanao:
a vacuum?



SP1: Increased multimodal (air, land and sea) transport connectivity



Basic fundamental:



- ▶ The ship will always follow where the trade is
- ▶ Charging what the traffic can bear
- ▶ Prospect of return cargo
- ▶ Shape and size of commodity(s)
- ▶ Frequency(s)
- ▶ Governmental rulings and existing regulations



100 years ago.....and earlier



Everytime their sailing ships tried to go up North, the N E Monsoon winds will drive them south towards Northern Australia. That's why History has recorded that they trade more for sea cucumbers at Northern Australia.



There could be other reasons especially when the Brunei Sultanate even has to resort to British traders for protection to rid East Borneo of piracy.



One can only assumed that Sulawesi traders can never infiltrate Sabah (present name) due to rampant piracy within the now called the SULU Sea.



And..... Its happening till today. Its not good for biz!

Trade relationship



If I don't visit you and you don't visit me, we could hardly start a relationship.



Inter-personal relationship is vital to forge trade relationship.



It is 'What you have that I want; and what I have that you want'.



Malay proverb: kalau tak kenal, maka tak mesra; kalau tak mesra, bagaimana nak jatuh cinta.

After
learning all
these.....

We can safely conclude based on considered opinion that we have not reach our time yet to trade with one another.

Some countries trade earlier with each other; whilst some trade later. But for Sulawesi and Sabah, it is still not the time yet.

Maybe not now or maybe soon enough, but I can vividly saw the horizon approaching and my most optimistic guesstimates is before the end of 2025.

There will be a trade of immense volume and value.

In the recent past;

- ▶ There were 2 attempts made to dispatch vessels from General Santos to Manado.
- ▶ The first attempt was a wooden boat of ideal tonnage. It made 2 round trips and that was it.
- ▶ The second attempt was a beautiful steel container cum bulker vessel. She made a presidential voyage because the 2 Presidents were on 'high visibility'. She came, we saw and she was never seen again.
- ▶ As a shipping man, I can only say that both voyages were made on hasty decision arising from gentle persuasion from a power that be.
- ▶ It was not a pure commercial biz decision. Its bound to FAIL.

DECISIVE MOMENT: let the human body fly first and the cargo comes later.

In Sept 2019, GARUDA flew from Manado to Davao on every Friday and Monday. The load-factor averages 60-70%. At moment, there are more Indonesians than Filipino passengers. This augurs well with the terrific Indonesian economy where everybody has the chance to do business.

Come 31st March 2020, the PAL EXPRESS will complement the connectivity by flying on Tuesday, Wednesday and Saturday.

Others may view this addition as simple dilution of traffic flow, whilst others are more optimistic. Greater frequencies will initiate more travel.

I came, I saw, u sell, I buy.
More orders to follow!

Latest news: PT CAKRA MINERAL Tbk, Sulawesi.



With the discovery of ferronickel and zircon sand somewhere in N. Sulawesi, it becomes a stimulus or catalyst for connectivity between us.



Ferronickel is used for manufacture of stainless steel products.



Their smelting plants under construction.

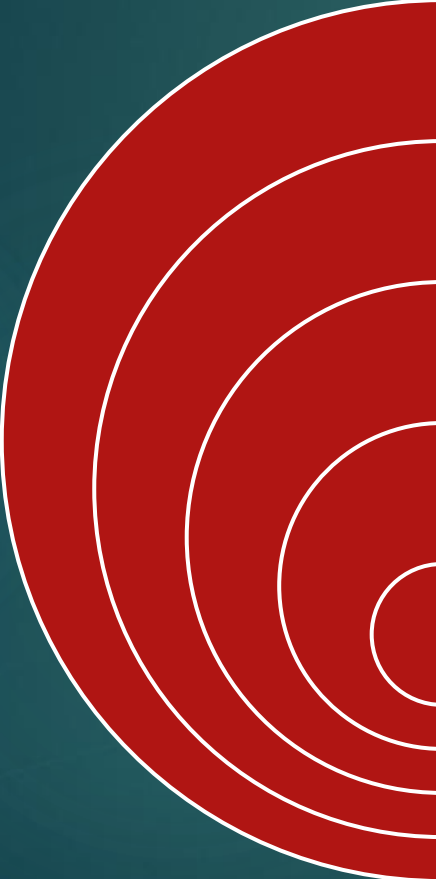


In the not too distant future, their finished products will find its way to Mindanao & Sabah.

Exercising absolute control over raw material by Indonesia

- ▶ Raw materials are not allowed for direct exports.
- ▶ They first has to undergo value added process before export is allowed.
- ▶ This is a prudent challenge for the long term interest for Indonesia.
- ▶ It pays in the long run.
- ▶ Many countries has failed to practice this due diligence out of greed or lack of technical innovation expertise.
- ▶ When raw materials are depleted, the country suffers economically and back to square one.

Moral of the story?



We cannot jump-start the economic process when the people are not ready and when the system are not in place or in order.

As it now stand, the so called vacuum shall remain and life still go on. Nothing is missing. The people remain happy and stress was never felt.

Let the economic process and progress takes its own pace for the rewards goes to people who are patient and who can wait.

When Sabah is ready, they have to take alternative remedies to export to Sulawesi.

Mindanao is too busy exporting to the North and Far East and covering Sulawesi may not be an urgent move. They too can wait.

Latest news



NEGOTIATIONS ARE VERY ACTIVE BETWEEN THE FERRY OPERATOR OF TG SLOPO, SULAWESI; AND OUR SABAH AUTHORITIES TO SCHEDULE A FERRY TO SANDAKAN.



TARGETTED SAILING DATE: 23RD MARCH 2020



LET THIS BE THE BEGINNING OF A NEW ERA FOR MORE PASSENGERS AND CARGO SCHEDULES TO FOLLOW.

Finally; the closing remark

dont compare your life
to others.

There is no comparison
between the sun and the
moon.

They shine when its their
time.

connectivity will be set
when the cargo is ready