Holiday season is upon us and we’re in the spirit of giving. We’re giving you the latest update on the happenings within the Seatrade family. That includes exciting news about the newbuilding programmes - yes, all three of them.

We find ourselves down under in this issue, as we celebrate the end of the New Zealand season, show you how our team expertly handled the world’s longest yacht masts from NZ to Europe and marked an anniversary in South Africa. While not down under - though an important part of the NZ service, we marked an anniversary at the port of Radicatel. We learn about a colleague being honoured in Madagascar, introduce our agents in St. Maarten, catch up with our colleagues at StreamLines and we wish a hardy bon voyage to a retiring GreenSea colleague.

The days continue to march onward. Luckily for you it’s also calendar season. Inside, we explain the theme behind the 2016 Seatrade wall calendar and show you what went into the making of the new StreamLines’ desk calendar. As usual, we welcome you to take your time and mark the days by enjoying all we present in these pages. No worries, we’ve kept all your favourites and always welcome your feedback.
Sometimes only a thin line separates joy from sorrow. The pre-Christmas period, coupled with a large dose of holiday rejoicing and marked by festivities surrounding Halloween, Sinterklaas or Thanksgiving, is generally one of happiness and fun. These celebrations lost some of their colour: instable regimes, vast refugee flows and terrible assaults cast a shadow on today’s world.

On a personal note, we were deeply saddened to learn that our long time customer and friend, Mr Phil T ope of Tampa Juice Service Inc. and his associates Mr Antonio Lacayo and Mr Jim Horrisberger, died in a terrible helicopter accident. Just recently our cooperation re-intensified with the development of a new juice tanker as replacement for the grand dame Joint Frost. Our hearts go out to their family, friends and colleagues.

China takes centre stage in other newbuilding projects of which the delivery of the first of the Seatrade Colour Class, Seatrade Orange, is drawing near. The freezer programme, 300,000 cubic feet dedicated freezers, of which four firm and four optional, has been designed for the transportation and transhipment of cool and frozen products. The ships will be employed in the GreenSea Pool. This issue of Simply Seatrade contains a full report of all our activities in China. Further periodical updates on newbuilding milestones are published on the Seatrade and Triton websites respectively.

Fleet renewal not only involves brand-new tonnage. We are proud to have been entrusted with the management of two more (existing) tankers to our account: mt Stephanie and mt Helga. Both tankers are a welcome addition to our varied portfolio.

In the wake of ‘something new’, the phase-out of ‘something old’ is still ongoing with mv Hope Bay leaving our management after many years of reliable operation.

Due to the steady growth of business travel over the past years, we decided to initiate the centralisation of all business travel bookings and further expand our activities with our own travel organisation called Avior Travel B.V.; a suitable extension of the in-house expertise already present.

In these challenging times, we are mindful of the human aspect within our company in general and onboard our ships specifically. In this intercultural environment with a lot of rules and regulations, tough schedules and possible risks for life and cargo, analyzing and taking the abilities of all crewmembers into account, is of utmost importance. A new training, the Human Element In Shipping Simulation (HEISS) exposes participants to a possible reality onboard a vessel, wherein the participants as ‘members of a fleet management team’ consult the newly signed-on Captain on how he can lead the crew and put the company’s values into action.

Heading into 2016, which we believe will be a landmark year for Seatrade, we will continue to execute our FDD strategy; we will strengthen our brand and widen our customer base whilst we increase the scale and efficiency of our logistics network.

We realize that all this is only possible with people, with your support and that of all our colleagues around the world. On behalf of the shareholders and the board we thank you for your commitment, your dedication and your perseverance. In the future we will for sure be challenged but as often said “Life is either a daring adventure or nothing at all”. Let’s always remember what we do we do together and together we are Seatrade.

We wish you and your families a merry Christmas and a safe, healthy and prosperous New Year.

The Management
My name is Bonnie Boberg, and I am a marine meteorologist at SMHI (Swedish Meteorological and Hydrological Institute) in Norrköping, Sweden.

On a normal day at work I forecast the weather out at sea and, after finding the best optimal route, provide route advice for vessels all over the globe. My job concerns both hard weather avoidance for sensitive vessels and ways for operators and owners to save fuel, time and money.

Working for two years, I have become relatively familiar with the global weather over the world oceans, the monsoon and tropical cyclone seasons, as well as the rough winter seasons at the highest latitudes. I must say that I absolutely love my job, as far as I am concerned it is the most exciting job ever.

It is also in our interest to give the customers the best possible service at any time. In order to do so, it is important for us to know how the weather really affects the vessels and get to know our customers better, by keeping a good dialogue with the captains at all times.

With that said, I was so excited to be granted the opportunity to join mv Nederland Reefer on her voyage from Rotterdam to Willemstad in February 2015. And the experience showed me that there are way more exciting jobs out at sea. This is a short story of my experience on board.

As I embarked the Nederland Reefer on the morning of 27 February, I was immediately greeted by Captain Boris Ogorodnikov and some of the crew. Although the first couple of hours onboard were a little hectic, I was shown to a nice little cabin and got settled in. It was clear to me that everybody onboard was working really hard to make the loading run as fast and smoothly as possible, so I kept myself busy watching everybody and getting familiar with the ship.

Due to some problem with the cranes in one of the terminals in Rotterdam, the ship was moved to another terminal which caused a delay. I quickly realized how many external factors, other than the weather, this type of operation depends on. So many people are involved, and it is so important that everyone knows their part in the puzzle.

After loading in Rotterdam, it was finally time to depart. With help of two tug boats and one pilot we smoothly left the Maas Canal. I was really amazed by the size of the port of Rotterdam and the variety of vessels we passed. It puts a lot of things into perspective when you see the different boats and vessels, their size and shapes.

It was dark outside when the pilot left the vessel, and we were really on our way to cross the big Atlantic Ocean. I then got to watch Captain Boris sending a voyage order and COSP to SMHI, the
A meteorologist onboard Nederland Reefer

amount of paper work that is involved each day was news to me. I received some good feedback from the captain which I promised to forward to my office. I never wanted to leave the bridge that first night, but the darkness and all the new impressions made me very tired so I finally let the sea rock me to sleep.

The first morning onboard Nederland Reefer, I woke up at dawn and wanted to get an early start and not miss a thing on board. First officer Oleksandr Chernyak welcomed me to the bridge, where I poured myself a cup of coffee and watched the beautiful sunrise. The sea was relatively calm and the sky was almost clear, and my eyes could not stop watching the dark blue water in front of us. I was stunned by the size of the English Channel, and it dawned on me how small we all are in the big wide world, and the Atlantic Ocean was around the corner.

My first day on board went by so fast, I received a very informative security instruction by third officer Romel T. Lomod, who was in charge of security on board, and who showed me around the vessel one of the first days. I tried to spend as much time as possible up on the bridge or observing the crew as they worked, asking questions and learning a lot of things about their life out at sea.

As we entered the westernmost part of the English Channel, the sea became rougher and I started to feel very sick. Since I am a meteorologist, I had seen this coming but I never thought it would affect me that much. After a couple of pills against motion sickness, I was officially out for a day. Looking back now, I can’t recall when I last felt that sick and the sea was only about 3-4 m outside the Channel. I admire all seamen for dealing with even rougher weather conditions on a regular basis.

During my time on board, I got to watch the procedures in port, attend a safety drill, socializing and getting to know the crew, watch out for fishing boats and witness dolphins and whales playing in the Atlantic. I got a very nice welcome by the crew and the atmosphere was very pleasant throughout the whole stay. It warms my heart to know that the crew, who spend months away from family and friends, becomes so close and becomes family in a way. Life out at sea, no matter how exciting it is, must become a little lonely at times, especially if one gets the same feeling of “insignificance” as I did.

This whole experience has taught me a lot; I have gotten a much greater understanding of how the weather affects the vessel, and how everything works on board and in port. I am very grateful for everything and would like to thank all the people involved, Seatrade Operations, the crew on board Nederland Reefer and my bosses at SMHI for giving me this opportunity. It has definitely made me a much better marine meteorologist and I will remember this forever.

Bonnie Boberg
SMHI
In each Simply Seatrade we present a vessel managed by any of the pool members; the ship’s particulars and the present crew will be introduced. This issue we visit mv Bay Phoenix, managed by Reederei Triton, Leer.

MEET THE CREW
We asked each of the crew these questions:
1. Where do you come from? Could you tell us a little bit about this place?
2. When did you start sailing in general and when did you start sailing on Seatrade managed vessels?
3. What is your favourite Seatrade/Triton vessel and why?
4. What do you like most about your job?
5. What is your favourite port and why?
6. What is your advice to young seafarers?

1. I am from Vladivostok, the port where I commenced my seaman's career. It is a beautiful city located in mountainous territory in the far east of Russia. This port is the eastern gate of Russia to the Pacific Ocean.
2. I commenced my seaman’s carrier when I joined the reefer company Vostoktransflot in 1988. My first vessel with Seatrade was mv Nova Terra in November 2001.
3. I don't have a favourite vessel: each vessel is beautiful in itself.
4. I like my job from the navigation side. The job permits me to visit many nice and interesting places around the world.
5. My favourite port is Vladivostok. Because there my home, my family, relatives and friends are waiting for me. The calm harbour where I can drop my anchor to rest after sea voyages.
6. Improve professional skills, keep studying, do not hesitate to ask questions and advice. Hard work and don’t forget Safety First.

Anatoly Gutnikov
Master

1. I am from Vladivostok, a big port in the far east of Russia. I like this city very much. It is a very beautiful place with inimitable nature, friendly people and good future prospects. Vladivostok is located near the sea. Around the city there are many hills, forests and islands. It is an excellent place for recreation, tourism and prosperous life.
3. My favourite vessel is Sierra Laurel. It is not a big ship, but with good equipment, living conditions and quiet trips.
4. I like my job, because it gives me a chance to visit different countries and to see many interesting places. It is also my profession, which gives my family and me a comfortable life.
5. Vladivostok: it is my home. I like to come back in this port.
6. To keep the Seatrade style. Take care of the ship. Safe work and calm seas.

Alexey Makarov
Chief Officer
1. I am from Vladivostok, Primorskiy region. This is a good city with beautiful hills and fascinating views. Since the opening of the bridge to Russkiy Island from Vladivostok, you can find more and more beautiful places by car or by bicycle.

2. I started sailing in 2007 as a deck cadet on mv Nova Caledonia.

3. I don't have a favourite vessel. I think it depends on the crew you are working with.

4. I like all aspects of my job: planning few weeks ahead, daily maintenance, and port cargo operations.

5. My favourite port is Vladivostok because it's my home.

6. Safety first! Show initiative and don’t be afraid to ask when you don’t know something, and work hard!

1. I am from a small village in the south of the far east called Khorol. It’s a beautiful place with nice nature and people. Now I live and spend my vacation in Vladivostok.

2. I started sailing as a deck cadet on mv Marine Phoenix in 2010. It was my first practice.

3. My favourite vessel is mv Bay Phoenix, because this is my first working contract as the Officer of the Watch.

4. I want to point out mv Messina Strait from the others. I like this vessel for several attributes, such as design of vessel, availability of good organized recreation area, good capability to go for sports and the most important for me: presence of air conditioning in the engine room workshop which increases the performance of the team.

5. The port of Valencia is one of the nicest place in the world. I was there one time 8 years ago and would like to visit it again.

6. Don’t afraid to ask people at the top if you don’t understand something or don’t know how to do something. I advice to study with twin power while young. This will help you to make a career faster and relieve your job in future. Remember Safety: Our families are waiting for us alive.

1. I am from Murmansk, a non-freezing sea port in north Russia; a big beautiful city outside the polar circle.

2. I started to work at sea in 1984. My first ship in Seatrade was mv Frio Aegean in 2012.

3. My favourite vessel is Bay Phoenix which is in good technical condition, with good crew.

4. My job gives me the ability to see various countries and people, transport different cargoes, and work on different vessels and mechanisms.

5. Murmansk, because my home and my family are there; St. Petersburg, Odessa and many other ports.

6. To study, work, grow in your career.
1. I am from Vladivostok, in the far east of Russia and the largest eastern port. There are modern and beautiful bridges across the bay. Vladivostok has many historical places and monuments.

2. When I studied in 2006 at the Maritime University G.I. Nevelskogo, I started sailing on our training ship Professor Hlyustin. In August 2009 I came on board mv Summer Phoenix as engine cadet.

3. My favourite vessels are Buzzard Bay and Atlantic Reefer, because they have big engine rooms, good arrangement mechanisms and the cabins have their own showers and toilets.

4. I like everything in my job: coordinating jobs in the engine room, sharing my experience with other crew.

5. My favourite ports are Willemstad, Oranjestad and Philipsburg. These are beautiful and exotic places for tourists.

6. Try to know more about your profession and continue to update your own knowledge. Think safety.

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1. Casuguran Guiuan, Eastern Samar, the area which was devastated the most by the super typhoon Yolanda.


3. Lombok Strait, because of the accommodation and its unmanned watch system.

4. The salary, the chance of travelling to different countries, meeting different people onboard and ashore.

5. Davao, Philippines. All my means of necessity are cheaper.

6. To do the job in the best safe way, and don’t hesitate to ask.
1. Daan-Bantayan, Cebu is my hometown and this place is very nice with many beaches, trees, and a lot of fish.
2. In 2012 I started sailing, and in 2013 here in Seatrade.
3. Cool Expresso is my favourite vessel here in Seatrade. It's a very good vessel.
4. What I like most about my job is the way I troubleshoot problems of the engine and other machineries. It's very challenging.
5. Davao, Philippines is my favourite port, because that is in my country.
6. What I advise young seafarers: keep humble, practice your profession, and don't be selfish, but share your knowledge.

1. I come from Oas, Albay in the Bicol region known for the famous Mt. Mayon volcano with its perfect cone.
2. I started sailing in 2003 on a bulk carrier, and on a Seatrade managed vessel in 2011 as a chief cook on mv Water Phoenix.
3. I don't have a favourite vessel because all vessels are the same, as long as there is unity, cooperation and respect for each and every crew member. That is a good vessel.
4. I like my job because I can go to any place and country and meet different nationalities, and also my salary to support my family
5. Any port, because I can buy different gadgets at a cheaper price, and they have free wi-fi.
6. Work and study hard to achieve your goals, and always pray to God for your safety. God bless!!! Good luck!

1. I come from Siqunor, Philippines. It is a small island part of Yicayas.
2. As seafarer I started in 1995.
3. In 2014 I started working on Seatrade managed vessels.
4. No favourite vessel.
5. I like fabrication and repair.
6. No favourite port.
7. Be a good sailor.

1. I come from Vladivostok. It is a big city in the far east of Russia.
2. I started sailing in 2010; for Seatrade in 2015.
3. My favourite vessel is the Bay Phoenix.
4. I like to learn and study everything about my future profession.
5. None yet.

1. I’m from Vladivostok, one of the bigger and beautiful cities in the far east of Russia.
2. I started to sail in 1984 with FESCO. In 2009 I joined Seatrade. First vessel was mv Sea Phoenix.
3. My favourite vessel is mv Bay Phoenix, because it's a good vessel and good relationship among the crew.
4. It's my job and my profession.
5. Vladivostok, because it's my home.
6. Improve your professional knowledge.
On 18 September 2014 the vessel Italia Reefer arrived in Tauranga for a full load of palletised kiwifruit and a range of on deck container cargo as part of the NZ liner service.

The icing on the cake for the Seatrade New Zealand office was being awarded the contract to carry two huge masts directly from Tauranga to Europe. Most carriers would walk away from such a major task due to the operational difficulties of transhipment ports and deck space.

For Seatrade NZ it was all part of the service given to shippers, no matter the size or complexity of the cargo requests. The first matter was to select a vessel that could stow the two masts on deck rather than on top of containers. Deck length was priority and the vessel Italia Reefer was chosen to accommodate the two massive masts of 90 and 93 metres length respectively!

Port of Tauranga assisted and their container terminal screened off a large area in order to protect the masts whilst awaiting shipment and for the re-assembly of both masts to their full lengths.

The masts were destined to be stepped on a Tripp 85-metre super yacht under construction at Vitters Shipyard and Oceanco in the Netherlands and the final leg of their journey was by barge from Antwerp. The masts were too long to navigate the canals from Zeebrugge!

Congratulations and thanks to all those involved in this shipment and safe seas for the yacht crew when the new yacht is launched mid 2015. We hope to see the masts return to NZ but in a vertical position on the visiting super yacht.

Mike Evans
Seatrade New Zealand and subsidiary NZ company Specialised Freight Solutions.

More info on the super yacht: http://www.superyachttimes.com/editorial/0/article/id/13198
END OF SEASON FUNCTION
IN NEW ZEALAND

With summer time starting in New Zealand on Sunday 27 September and our clocks going forward one hour, meant it was a beautiful sunny Tauranga evening on Tuesday 29 September for Seatrade New Zealand to host a Zespri function on the bridge of the Lady Racisce which was in port loading the last Zeebrugge destined shipment of Zespri kiwifruit for 2015.

The Lady Racisce was the 21st Seatrade sailing for Zespri in 2015, and together with a solid container programme on deck, total volumes shipped on the service we are back up and close to those in 2011, the year prior to the PSA bacterial kiwifruit vine disease hitting the New Zealand kiwifruit industry. The outlook for the industry has gone from ‘doom and gloom’ to onward and upward within a couple of years, and as a result the value of kiwifruit orchards in New Zealand has never been higher.

In attendance at the function were key Zespri supply chain and shipping staff, including Blair Hamill and Mike Knowles and their teams, as well as representatives from Total Kiwifruit Logistics (TKL), stevedores ISO, the Port of Tauranga, Zespri surveyor SGS, Zespri agent ISS McKay, and of course the hosts being the team from Seatrade New Zealand.

Local wine, beer, and finger foods were enjoyed, as well as speeches from Mike Knowles and Tim Evans acknowledging the long term partnership between Zespri and Seatrade.

Finally, huge thanks must go to Captain Dean Knezevic and his crew for being so warm and welcoming to the 50 guests on the bridge that evening and answering so many questions. Thank you!

Tim Evans
Seatrade New Zealand
IN FOCUS: SEATRADE’S NEWBUILDING PROGRAMME

With the acquisition of two high-specification reefer container vessels (Colour Class), Seatrade’s newbuilding programme was launched in 2014. Since then the newbuilding order has been extended to six firm and six optional vessels. Just recently, Seatrade announced that the company has agreed to order four handy-size reefer new buildings of 300,000 cubic feet with an additional four vessels in option. The latest development covers the order of mv Juice Express, a juice tanker designed for the trade between Costa Rica and the United States.

The Newbuilding department of Seatrade Groningen has been heavily involved in the development of this new generation eco-design reefer vessels. The department joined forces with the chartering, technical and operations departments, to arrive at the most optimal ship design. On top of that, the sea going staff were invited to give practical input in the development process.

The Colour Class is being built by Yangfan Group, formerly known as Zhoushan Shipyard, which was founded in 1952. The group owns five major subsidiary shipyards including Zhejiang East Coast Shipbuilding. The Juice Express and handy-size reefers have been contracted from Guangxin Shipbuilding & Heavy Industry (GSHI) located in the Guangdong province in South China.

Seatrade Colour Class (6 firm and 6 optional vessels)

The 2,200 TEU specialised reefer container vessels currently under construction at Yangfan Shipyard are oceangoing geared container vessels with a two-stroke diesel engine, a fix pitch type propeller, Promas rudder, a bow thruster and three container cranes. All 40-foot 9’6” containers under deck can be connected to the fresh water reefer container cooling system. The hull of the vessel will be blue with a white Seatrade logo on the side.

Main dimensions

<table>
<thead>
<tr>
<th>Description</th>
<th>Dimensions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Length over all</td>
<td>abt.185.00 m</td>
</tr>
<tr>
<td>Length between perpendiculars</td>
<td>176.00 m</td>
</tr>
<tr>
<td>Breadth (moulded)</td>
<td>30.00 m</td>
</tr>
<tr>
<td>Depth to main deck (moulded)</td>
<td>16.50 m</td>
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<tr>
<td>Draft design (moulded)</td>
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<tr>
<td>Draft scantling (moulded)</td>
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<tr>
<td>Deadweight at design draft</td>
<td>abt.22,000mt</td>
</tr>
<tr>
<td>Deadweight at scantling draft</td>
<td>abt.26,800mt</td>
</tr>
<tr>
<td>Speed at design draft</td>
<td>19 knots</td>
</tr>
</tbody>
</table>

The main engine is of the make MAN B&W G60ME-C9.2 Tier II with part load tuning: two strokes, single acting electrically controlled fuel injection system, crosshead, direct reversible, turbocharger type and fulfilling the IMO NOx Tier II emission limitations.

SMCR abt. 13,100 kW
CSR abt. 11,790 kW

The electric generating plant consists of four sets of diesel
generators (with 4-stroke engines) and total power of more than 6MW.

The ships are suitable for carriage of different types of containers (20’, 40’, 45’, standard and high cubes) and can be loaded in a flexible way. Containers in the holds are stowed in a cellular guide system in maximum ten rows. Containers on deck and hatches are stowed in maximum twelve rows.

Reefer container plugs | First 4 vessels | Following 2 vessels and 6 options
--- | --- | ---
In hold (5 tiers) | 312 | 312
On deck (3/4 tiers) | 358 | 460
Total | 670 | 772

On 10 March 2015, steel cutting ceremonies were held at Yangfan Group to kick off the construction of mv Seatrade Blue. The steel cutting ceremony was attended by the Seatrade management: Yntze Buitenwerf (Seatrade CEO), Mads Ellefsen (Seatrade COO), Mark Jansen (Managing Director of Seatrade Groningen), ICBC Bank representatives, site team, classification society (Lloyd's Register) and shipyard representatives and broker. Mr Hu Jianjiang, Managing Director and Head of the Credit Committee of ICBC, was given the honour to push the start button to flash up the cutting torch and start the cutting of the first steel plate for the vessel.

In July, September and October, traditional coin ceremonies for the first three vessels were carried out, bringing luck and good economical prosperity to the vessels, crews and shipyard. One Euro and one Yuan crispy shining coin (2015) secured between the two brass plates were placed under her steel block and then nailed with eight nails by the Seatrade representatives (including Seatrade Groningen Technical Director, Vincent Peeters), shipyard representatives and Class Society representative.

Andrew Murawski is the Seatrade lead representative taking care of the smooth progress of the newbuilding projects. It is expected that on 27 November, Seatrade Orange, the first of the Seatrade Colour Class ships, will be launched, while the first delivery is expected in April 2016.
Juice Express

The Juice Express project has been developed to replace our well known Joint Frost. The vessel will be able to transport Frozen Concentrated Orange Juice (FCOJ) and Not From Concentrate (NFC) Juice. In close cooperation with chartering partners and the design company the newbuilding department developed the new juice tanker with these requirements in mind. The ambitious target of this project is to design a vessel which can carry the double amount of cargo compared to mv Joint Frost but with the same vessel’s speed and main engine fuel consumption.

The vessel has four cargo holds. Hold numbers 1, 2 and 4 are insulated and fitted with juice tanks, hold 2 is divided with an insulated bulkhead (2Aft + 2Fwd) and hold no. 3 is a box-shaped dry cargo hold with possibilities for reefer containers. Hold no. 1 will accommodate four tanks appropriate for FCOJ only. Hold no. 2A and 2B will accommodate four tanks appropriate for FCOJ / NFC and hold no. 4, will accommodate four tanks appropriate for NFC only.

The propulsion and powering of the vessel is carried out by engines and installations in accordance with IMO NOx Tier 2. The main engine and three auxiliary engines are designed for use of HFO, ULSHFO and MGO.

One deck crane on starboard side serves all container slots below and above deck.

The controllable pitch propeller has an optimum diameter ensuring, in combination with optimised hull lines, best possible efficiency and lowest possible fuel consumption. The shaft of the propeller is mounted to a reduction gearbox aft of the main engine.

**Main dimensions:**

- Length over all: 99.90 m
- Breadth moulded: 15.40 m
- Depth to main deck: 8.75 m
- Draught summer: 6.10 m
- Deadweight at summer draught: 4,600 ton (approx.)

Prior to the model tests, the optimisation process of the hull lines took place using a combination of potential flow and viscous flow CFD (Computational fluid dynamics) codes.

In order to have optimal operational performance, the special Groot Cross-Bow® was chosen. The hull lines resulting from this optimisation process have been the starting point of the model manufacturing.

On 29 and 30 October 2015, model tests of the Juice Express were carried out in a tank towing centre at MARIN (Maritime Research Institute Netherlands) in Wageningen, The Netherlands. We were very pleased to see results of the tank towing tests exceeding our expectations. In December 2015, the keel block ceremony of the Juice Express will take place. The vessel is scheduled to be delivered in June 2017.
300,000 cubic feet handy-size reefer

The Newbuilding, Operations and Technical departments teamed up with Hans Mol from GreenSea Chartering (the shipping pool established by Green Reefers and Seatrade Group) to deliver an optimum design in the range of 300,000 cubic feet.

The design has a length of 114.90 m length over all with a maximum intake of frozen and cooled products. Same includes cooling and ventilation for the transportation and transhipment of frozen fish, transportation of citrus fruits and potatoes.

The vessel has four cargo holds divided by two tween decks with a hatch cover arrangement on the main deck and tween decks enabling flexible loading / discharge ensuring short port operation times. Between the cargo holds 1-2 and 3-4, four sets of derricks are located, together covering all cargo hatches and most deck areas.

The fix pitch propeller has an optimum diameter in combination with optimised hull lines ensuring the best possible efficiency and lowest possible fuel consumption. The shaft of the propeller is mounted directly to the main engine.

For optimum manoeuvring a spade type rudder is installed, operated by a cylinder type steering gear and a tunnel type bow thruster installed in the fore ship. The manoeuvring configuration and equipment are designed for low speeds and transhipment operations.

A heat recovery system from the main engine/ auxiliary engines cooling water systems and main engine exhaust system will be installed.

The propulsion main engine is a two-stroke, five-cylinder line engine, air started, turbocharged and equipped with an air cooler.

Engine data
Make MAN B&W  
(or alternative make)  
Type 5S35ME-B9.5-TII  
(or equal) with high efficiency turbocharger type  
Specified MCR (SMCR) 3,325 kW  
Engine speed 127 rpm  
No. of cylinders 5  
Cylinder bore 350 mm  

Main dimensions:
Length over all 114.90 m (approx.)  
Breadth moulded 18.00 m  
Depth to freeboard deck 10.30 m  
Draught summer 7.50 m  
Design draft 6.30 m  
Deadweight at summer draught 8,140 tons (approx.)  
Deadweight at design draft 6,000 tons (approx.)

The design is currently undergoing hull lines optimisation by means of CFD. On 16 and 17 November 2015, a model test will be carried out in the tank towing centre of MARIN (Maritime Research Institute Netherlands) in Wageningen, The Netherlands. The delivery of the first 300,000 cubic feet reefer is scheduled in the fourth quarter of 2017.

Chief Engineer Keesjan Keus and Captain Rob Schenkeveld (temporary assistants of Newbuilding Department)  
Bert de Boer (Project Manager)  
Jarek Cisek (Head of Newbuilding Department)  
Seatrade Groningen
The Seatrade three-month wall calendar for 2016 has been distributed worldwide.

This year the calendar features an artist’s impression of mv Seatrade Orange, the first in a series of specialised reefer container vessels to be delivered to the company as from 2016. Five smaller photos of vessels show the changes in new-built reefer ships over the past 50 years, from the Pacific in 1965 to the Atlantic Klipper in 2011.

If you have not received a copy yet, and would like to receive one, please let us know on simply-seatrade@seatrade.com, so we can send you one. Offer lasts until the limited stock runs out.

On 19 November the Madagascan Minister of Commerce Henri Rabesahala attended a reception onboard mv Atlantic Klipper in Tamatave. As it happened to be his birthday a Seatrade calendar and birthday cake was given to him.

Capt. A. v.d. Hoek
mv Atlantic Klipper
Welcome to the Friendly Island of St Maarten.

When I left for this to me unknown Caribbean island, no one would have ever expected how easy it was to find myself a new home. As a Belgian lad, I could relate quickly to the lifestyle here, with its French and Dutch side and too many “Hollanders” invading the capital. One year later, I can confirm that the Caribbean lifestyle is quite acceptable, regardless of the sometimes frustrating moments I’ve been through.

Before going into why my life started on St Maarten, allow me to give a bit of historical and cultural background. Although sighted by Christopher Columbus in 1493 and claimed for Spain, it was the Dutch who occupied the island in 1631 and set about exploiting its salt deposits. The Spanish retook the island in 1633, but continued to be harassed by the Dutch. The Spanish finally relinquished Saint Martin to the French and Dutch, who divided it between themselves in 1648. On 23 March 1648, France and the Dutch Republic agreed to divide the island between their two territories, with the signing of the Treaty of Concordia.

Folklore surrounds the history of the once ever-changing border division between St. Martin and St Maarten, and a popular story among locals narrates that “to divide the island into two sections, in 1648 the inhabitants were told to choose two walkers, one chosen by the French-dominated community and the other one by the Dutch-dominated community, who were put back to back in one extreme of the island, making them walk in opposite directions while stuck to the littoral line, and not allowing them...
to run. The point where they eventually met was set as the other extreme of the island, and the subsequently created line was chosen as the frontier, dividing Saint Martin from St Maarten. Seemingly, the French walker had walked more than his Dutch counterpart; each one earned his land, respectively, 54 km² and 32 km². As the first man chose wine as his stimulant prior to the race, while the latter chose Jenever (Dutch Gin), the difference between such beverages' lightness was said to be the cause of the territorial differences by French locals, while Dutch locals tended to blame the French walker for running.

Friction between the two sides caused the border to frequently fluctuate over the next two centuries, with the French eventually holding the greater portion of the island (about 57%). The cultivation of sugar cane introduced African slavery to the island in the late 18th century; the practice was not abolished until 1848. The island became a free port in 1939; the tourism industry dramatically expanded during the 1970s and 1980s. In 2003, the populace of Saint Martin voted to secede from Guadeloupe, and in 2007 the northern portion of the island became a French overseas collectivity. In 2010, the southern Dutch portion of the island became the independent nation of St Maarten within the Kingdom of the Netherlands. Now, in 2015, St Maarten is still the smallest landmass in the world shared by two independent states, split by a 16-kilometer long boundary.

With more than 80 different cultures, almost 80,000 inhabitants and its 80 square kilometers, the island is one of the liveliest in the whole Caribbean. Averaging 30 degrees Celsius throughout the year, the weather can be considered as tropical, experiencing hurricane threats from July up to November. To get here, one can arrive through Princess Juliana International Airport or take one of the many cruises from Miami, enabling you to visit several islands in a short period of time. Local transportation is mainly covered by the famous 1$ buses without fixed stops, the typical taxi guy on the side of the road and few bikers crazy enough to face the heated temperatures. Unlike many other ex-colonies, St Maarten cannot offer beautiful, old buildings and churches, but prides itself with her 37 beaches, all unique in their own way. Hiking, diving, snorkeling and relaxing are part of what St Maarten offers to the visiting world.

As the island does not cultivate anything but Guava berries, for their local rum, and home grown mangoes, avocados and limes, St Maarten is all about imports. We are one of those places offering real tax free shopping, which explains the Rolex store right next to the Ralph Lauren one. Such luxury brands are not aiming for local clientele, but try to convince tourists about the
amazing deals on the island, not to be missed before returning to their highly taxed homes. Of course, there must be a way to get such articles into the local shop and that is where MarSea Services comes into play.

About one year ago, MarSea Services NV was founded after having realized the island could do with a new agency, offering a different style of business and customer service. The idea was to start a new chapter, to work as an independent agent and build up a strong portfolio with a wide range of customers. With our first carrier StreamLines NV joining on 1 October 2014, we kicked off strongly, increasing their import volumes with 50% in less than a year. The focus was set to proactive communication and strong after sales to achieve customer retention and satisfaction, which paid off quickly. Soon enough, new representations followed, with CFS and Seven Castle showing their confidence in our services.

Being offered great support from the Chamber of Commerce, The Harbour Group of Companies, our Stevedoring Partner SSS and many others part of the logistics community, our first baby steps into the world became an instant success. The idea of being able to offer the whole world to St Maarten grew, with one of the biggest markets still uncovered: The United States of America.

On 23 June 2015, a deal was concluded with Seaboard Marine Lines to become their official representative in St Maarten. With a direct weekly call from Miami, aim was to recover a healthy market share and offer the strong service we had been rendering since our birth. Up to now, it has been a great challenge which we accepted with both hands. Future will tell whether we can achieve the same or even better results as we did with our other principals. Our portfolio now contains two global carriers, one Caribbean feeder carrier and one local feeder carrier and if it’s up to us, the sky is the limit.

We perform crew changes, offer an old school service to our captains and always keep in mind the importance of the people we are working with and for. We, that is Wilfred Ambrosina, Nayivi Flanders and I. Our aim is to keep growing steadily and never forget our core values. Hands-on management combined with hard working staff does make the difference in this Caribbean environment. One can continue enjoying that Mojito on beach number 28, as long as companies like MarSea Services NV cover the logistical needs.

Again.

Welcome to the Friendly Island.

Tom Verlinden
MarSea Services NV
On 14 November 2015 Bero Vranic, MM, MIIMS, MNI received the highest honour that can be bestowed on a civilian by the government of Madagascar, that of Chevalier de l’Ordre National.

In the presence of three ministers he received this award for his 22 years of work in Madagascar. Bero has been coming to Madagascar every single year since 1993 to assist the shippers with the export of litchis to Europe.

Some 230 people were present at the party in the evening.
On 25 September 2015 Seatrade, StreamLines and Sea Shipping Services received about 150 guests for a cocktail party at the Oceane stadium in Le Havre.

Guests were reminded of the connection of the Seatrade and StreamLines lines with the terminal at Radicatel. In total, more than 100 port calls have been made by Seatrade vessels in Radicatel, either sailing to the Caribbean or the South Pacific. Each week a vessel departs for Guadeloupe and Saint Martin, as well as one vessel every ten days to Papeete and Noumea.

There were more reasons to celebrate: 10 years of calls at Radicatel for the South Pacific line and five years for the StreamLines Antilles service, as well as the fifth anniversary of the Sea Shipping Services’ agency in Radicatel.

Seatrade recalled the excellent cooperation with all port services and the quality of service given by the stevedores for these past 10 years, Roll Manutention, which was able to adapt to the successive developments of Seatrade’s lines. The newbuilding programme for specialised reefer container vessels was unveiled specifying that Seatrade and StreamLines would continue their fast, direct and dedicated services.

F.l.t.r: Jan Hagenaars (StreamLines), Mustapha Maarouf (Seatrade); Paulette Depreux (Sea Shipping Services), Bruno Legurun (Haropa), Dominique Leroy (Sea Shipping Services), Arnaud Aubry (Roll Manutentions Services), Philippe Carton (President of Transitaires Rouennais, President TTOM), Xavier De Winter (De Keirel), Jean Yves Depreux (Sea Shipping Services), Pablo Gonzalez (StreamLines), and Pierre Marie Hebert (UPR)
"As you know, we are totally lacking any promotional material for StreamLines, something that has been raised by our people and by our agency network." This first sentence of an email sent by Pablo Gonzalez, the StreamLines' general manager, to Katherine Korzh and myself was the starting point of a journey that ended with the printing of the first StreamLines desk calendar.

Back in May 2015 the first Seatrade Rayo liner service agency meeting was held in Antwerp. During the discussions how to improve the service both commercially and operationally, the point was raised that a lot of Seatrade promotional material exists, while StreamLines promotes the westbound service (on both Rayo and Caribbeanx) rather empty handed.

A lot of existing and potential customers of StreamLines' trades are visited regularly by the commercial team. In order to go out with own material instead of Seatrade material a brainstorming session was organised that revealed several ideas of which the best were pursued.

Quickly it became clear that a desk calendar was the favourite item. Which other promotional material made it to the final round and will be handed out soon will not be revealed here. These items will pop up at trade shows or agencies to be handed out to customers soonest. Do not worry; it will neither be a selfie-stick, step counter or bicycle bell – these ideas have been eliminated already.

But back to the desk calendar photo competition: since Seatrade prints a wall calendar every year, StreamLines should not compete with that and needed a different version. Many people have a small calendar on their desk that allows them to check the date instantly without turning in their chair searching for the nearest calendar on the wall (and then realizing it is too far away to be read). Since the StreamLines office team, the StreamLines agency network, the existing and potential customers as well as the crew on board of the vessels that carry StreamLines cargo every day is very diverse, the decision was made to represent this diversity in the calendar.

The intention was to produce something different, something everybody can relate to, something that connects you with the worldwide team. And of course something people enjoy in such a way that the calendar will not be thrown away or stuffed in the drawer until 2016 has passed. Pictures from all over the world representing the diversity of the team, ports and customers are now part of the StreamLines 2016 desk calendar.

The official theme was "my city / my country / my people (to give tribute to our multinational organisation)" and about 300 pictures by very enthusiastic photographers were received before the deadline in September. Pictures from 26 countries were collected, provided by Seatrade, StreamLines, the agency network including family and also crew of course.

"Le Havre de Paix", winning photo by Julien Paquaud
The first price, and therefore the winner of a DSLR camera, went to Julien Paquaud of Sea Shipping Services in Radicatel, France. His picture "Le Havre de Paix" will be the cover picture of the calendar. Julien started working with Sea Shipping Services in October 2012 and takes care of all operational matters of the Seatrade New Zealand liner service vessels in Radicatel. Julien explained to us that the picture was taken on a sunny Sunday out with his family in August 2013. The crew on board our vessels that have already called Le Havre will recognize this writing. It can be seen from the waterside when approaching the port. Julien admitted that his time to go out taking pictures is limited right now but that photography used to be one of his hobbies. We hope that with the new camera at hand he will find the time again to take new pictures; maybe for the 2017 edition.

The second price was won by Katarina Holtinger of Scandinavian Shipping & Logistics and her picture "Wintertime in Saro, South of Gothenburg". The third price was won by Vincent Levering of Dammers Curacao and his picture "Donkey on Bonaire".

In addition, the jury found it worth highlighting a few more pictures as well as the best photographer. Katarina Holtinger was nominated best photographer and her picture is also the one that won the title of "cutest picture". It shows her daughter last June just moments before jumping into the water. The "funniest picture" was contributed by Pieter Hartog and his white face monkey and the picture that made everybody dream and wanting to pack the suitcase and leave immediately was sent by Eric Urgin.

We would like to thank all contestants for their contribution! We hope that the result will be enjoyed by many people on many desks around the world.

Mareike Hilbig
Seatrade Hamburg
Seatrade New Zealand and Specialised Freight Solutions recently booked and coordinated the loading of the high speed catamaran "U21". It was loaded from water, in Port of Tauranga, on board the Messina Strait, and discharged four weeks later in Zeebrugge.

In 2015 we have coordinated many shipments (import and export) of marine cargo in New Zealand – launches, yachts, masts, booms etc. Although not reefer cargo, this marine cargo does provide valuable additional freight revenue when shipped on deck of specialised reefer vessels.
On Saturday 29 August the annual Schiffahrtsregatta took place between Kappeln, Germany and Aeroskobing, Denmark. The Seatrade sailing team came in second in its group, yardstick >97. The sailing regatta was organised for the 33rd time while Seatrade joined for the sixth time in a row. About 130 yachts and 1200 sailors enjoyed a windy yet sunny day at the Baltic Sea.

Standing: Mareike Hilbig, Mark Jansen, Mads Ellefsen, Karl-Heinz Hilbig
Sitting: Andre Atema, Bero Vranic, Hrvoje Petrovic

As per 1 January 2016 a modernised logo will be used throughout the Seatrade group of companies. It has all the elements you are used to colour wise, orange, blue and white, but the lettering is sleeker without shading and colour-filled for best visibility wherever used!
We are soon to end the seventh year of operations of StreamLines. Back in 2008, Seatrade acquired the commercial operations of the carrier EWL in the Caribbean. This was the starting point for the company StreamLines, from where we have developed it with our own identity, our vision and style. The goal of the company: continue and expand the activities in the Caribbean region and look for opportunities beyond. Since then, StreamLines has experienced a continuous growth, having more than tripled its volume in this short period of time. Taking into account the harsh times for the container shipping industry, we consider this positive development a huge success. After so many years of operation and having successfully survived the seven-year itch, we considered it about time to explain StreamLines operation in more detail.

Rayo liner service
The Caribbean islands Dominican Republic, Curacao and Aruba are connected to Europe by StreamLines. Within only 10 days (DomRep), 11 days (Curacao) or 12 days (Aruba) all inhabitants of these islands can take delivery of Dutch beer, pet food, dairy products, airport buses, new cars or frozen French fries. Lately a new cargo string was developed between Rio Haina and Aruba, Curacao and Bonaire for their supply of fresh cargo and supermarket goods. The cargo is loaded in Hamburg and Rotterdam by dedicated agents on Seatrade reefer vessels that continue to Ecuador and Peru after discharging on the Caribbean islands. StreamLines also books cargo to the ports where Seatrade loads the vessels again with reefer cargo both under deck and in containers on deck. StreamLines and Seatrade work together to keep the vessels in the liner service running in rounds: StreamLines fills the vessels outbound, while Seatrade fills the vessels inbound.

Caribanex liner service
A different set-up was established on the liner service that calls Turbo, Puerto Moin and Santa Marta to load reefer cargo. This service discharges the cargo in Flushing and Dover and also provides a fast onward carriage to St. Petersburg. The outbound voyage is covered with cargo destined for Paramaribo. StreamLines books the container space on deck of the Seatrade reefer vessels sailing Eastbound on this service. On this trade, StreamLines focuses strongly on shipments of pineapples, melons, and flowers. So when you are eating pineapples in Europe, or giving flowers in the UK, there's a good chance that it was carried by StreamLines.
French West Indies liner service

The third service that StreamLines operates connects Antwerp and Radicatel, a terminal close to Le Havre, with the islands of Guadeloupe and St. Maarten. From Philipsburg, we offer feeder connections to at least 12 more islands in the Caribbean. Again on this one, we provide our clients with a service with fast transit time and direct calls to its main destinations.

Apart from the liner services operated together with Seatrade or in other arrangements, StreamLines also provides monthly sailings from Europe to the Caribbean and back, which focus on multi purpose cargo and the repositioning of StreamLines' empty containers, for which we operate on ships chartered by StreamLines for this purpose.

One of the pillars of success is the dedicated team at all ports that facilitate weekly sailings. Another pillar of our service proposal is the fast transit time with direct calls to our main markets, being second to none in many port pairs. The third pillar is our dedication to reefer cargo, which we intensified with the heritage coming from our Seatrade Group's family membership. However, this has not prevented us from becoming an important player in the dry containerised cargo segment, as well as in break bulk and Ro-Ro shipments.

We have a solid reputation as a high quality service provider of ocean transportation and logistics services. We are focused on bringing a personalised service to our customers, supplied by a growing network of agents at our main ports of origin and destination. For this StreamLines uses the service of the worldwide Seatrade agency network as well as specialised independent agencies.

Our aim is to continue in the future being a preferred logistics provider for our clients and expanding our geographical scope of services. We are always looking to provide our customers with a high quality and dedicated service.

Pablo Gonzalez
StreamLines
As we reported in the previous issue of Simply Seatrade, several Seatrade offices have moved this year. In Antwerp, the planned move is within the same building, and the construction works are progressing nicely.

If you are planning on visiting the Antwerp offices in 2016 you are in for a treat. On the fourth floor you will still find the meeting rooms, albeit in a different location and fully refurbished. However, the big eye catcher in the open-plan area will be partitions of a reefer container surrounding a meeting area; in that environment the meetings should be truly inspired!

While on paper it seems a great idea to have this container in the office, the logistics proved a bit complicated. If you have ever visited Atlantic House, you will have noticed the large and many windows – which cannot be opened, and are not very wide. Also in between each window is a ‘wall’, which is part of the construction keeping the building upright. Taking out one window would not create a big enough opening to bring in the container elements, and using elevators or fire escape stairs was not an option. After some calculations by specialists it was decided that the building would not collapse like a house of cards if one partition was removed in addition to two windows.

And so, on 20 November, a gaping hole appeared on the fourth floor, and what happened next these photos will show you. And rest assured; that gaping hole is closed again, so no need to bring an extra sweater on your next visit!
ALEXANDRIA, EGYPT (SOURCE: WIKIPEDIA)
31°19' N, 29°91' E

Alexandria is the second largest city and the second largest metropolitan area in Egypt after Greater Cairo by size and population, along the coast of the Mediterranean Sea in the north central part of the country. It is also the largest city lying directly on the Mediterranean coast. Alexandria is Egypt’s largest seaport, serving approximately 80% of Egypt’s imports and exports. It is an important industrial centre because of its natural gas and oil pipelines from Suez. Alexandria is also an important tourist resort.

Alexandria was founded around a small ancient Egyptian town around 331 BC by Alexander the Great. It became an important centre of the Hellenistic civilization and remained the capital of Hellenistic, Roman and Byzantine Egypt for almost 1000 years until the Muslim conquest of Egypt in AD 641, when a new capital was founded at Fustat (later absorbed into Cairo). Hellenistic Alexandria was best known for the Lighthouse of Alexandria (Pharos), one of the Seven Wonders of the Ancient World; its Great Library (the largest in the ancient world; now replaced by a modern one); and the Necropolis, one of the Seven Wonders of the Middle Ages. Ongoing maritime archaeology in the port of Alexandria, which began in 1994, is revealing details of Alexandria both before the arrival of Alexander the Great, when a city named Rhacotis existed there, and during the Ptolemaic dynasty.

From the late 19th century, Alexandria became a major centre of the international shipping industry and one of the most important trading centres in the world, both because it profited from the easy overland connection between the Mediterranean Sea and the Red Sea, and the lucrative trade in Egyptian cotton. Alexandria was the second most powerful city of the ancient world after Rome.

EXCURSIONS

Pyramids and Sphinx of Cairo (life time day trip)
Located 220 kms south of Alexandria, can be easily reached by bus through the Alexandria/Cairo desert road.
Distance: 3 hours from vessel/port by bus
Full day trip, duration 10-11 hours
Activities: sightseeing/horse and camel riding/photography
Entrance: free

Alexandria tour
Al Montazah Palace & Gardens, and beach, library, Qaitbay citadel
Distance: 20-30 minutes from vessel/port by car
Activities: beach/photography/picnick

MUSEUMS AND SIGHTSEEING

Bibliotheca Alexandrina Library, The Bibliotheca Alexandrina is a major library and cultural centre located on the shore of the Mediterranean Sea in the Egyptian city of Alexandria. It is both a commemoration of the Library of Alexandria that was lost in antiquity, and an attempt to rekindle something of the brilliance that this earlier centre of study and erudition represented. Considered to be one of the largest libraries in the world IF NOT THE LARGEST!
Open daily, entrance USD 10

Light House of Alexandria, Open daily, free entrance
Alexandria National Museum, Open daily, entrance USD 10
El-Mursi Abu EL-Abbas Mosque, Open daily, free entrance
Royal Jewelry Museum, Open daily, free entrance
Stanley Bridge, Open daily, free entrance
Corniche, Open daily, free entrance
PORT TRAVEL GUIDE
Alexandria, Egypt

RESTAURANTS
Olive Island & Greek Club (Restaurant & bar), Open: daily
Distance: 5-10 minutes from vessel/port by car
Cost: medium - high
Payment: cash, credit cards (Visa, MasterCard and American Express)

Abu El-Seed Oriental food (Restaurant), Open: daily
Distance: 10-15 minutes from vessel/port by car
Cost: medium - high
Payment: cash, credit cards (Visa, MasterCard and American Express)

Tekka & Fish Market (Restaurant), Open: daily
Distance: 10-15 minutes from vessel/port by car
Cost: medium - high
Payment: cash, credit cards (Visa, MasterCard and American Express)

San Giovanni Hotel (Restaurant & bar), Open: daily
Distance: 15-20 minutes from vessel/port by car
Cost: medium - high
Payment: cash, credit cards (Visa, MasterCard and American Express)

Hooligans Delta Hotel (Pub), Open: daily
Distance: 10-15 minutes from vessel/port by car
Cost: medium
Payment: cash

Alegria (Night Club & Lounge), Open: daily
Distance: 15-20 minutes from vessel/port by car
Cost: medium - high
Payment: cash, credit cards (Visa, MasterCard and American Express)

ADVICE
Preferably, do not go ashore alone!
The local currency is Egyptian Pounds, try to avoid using any foreign currencies and convert money at the nearest bank. There are plenty of banks and average rate will be USD 1.00 = EGP 7.00.

Most important: Ask for guidance/assistance from your port/travel agent: they will be happy and proud to help you and to make this a memorable visit for you.
Do I have a sign on my back? I mean seriously, I must have that generic look that makes people assume that I’m an employee of any shop, airport or public building that I happen to be in - which is a bit odd, when I’m clearly not dressed like a Starbucks’ barista or a Walmart employee - at least not on purpose. It certainly can’t be my friendly smile. I mean, with all due respect, I’m not exactly known for my bubbly personality.

As the weather reaches that time of year when it’s actually pleasant enough to take a lunch-time wander through the neighborhood, invariably I am stopped by passersby looking for help with directions. In this part of the world “that time of year” isn’t early spring or summer, instead it’s late autumn and into the winter. When midday temperatures have finally dipped below 30°C and humidity levels have fallen from 85% to a more manageable 40%. I do occasionally get up the courage to do a walkabout in mid-summer. That’s when I find people stopping to offer me a ride, assuming that my vehicle must have broken down - as otherwise there is no godly reason to be strolling aimlessly under a blistering sky in Russian sauna-like conditions. Hey, I’m a glutton for punishment and a little sweat never hurt anyone.

Anyway, back to my daily sabbatical. If I go for three walks in a week, at least one is interrupted by someone stopping to ask for directions. Our office is close to downtown and borders a residential area, but is not within reasonable walking distance of a major highway. Still, they seem to be drawn to me. At times, it’s another person on foot or on bike seeking help in identifying a specific address. That’s somewhat reasonable, when taking into account the somewhat confusing nature of our one-way streets and small alleyways.

What confuses me is the number of people who pull up alongside me in cars, trucks and buses. I’m usually wearing headphones and don’t hear or notice them slowing down alongside me at first. I guess it’s a good thing no one is trying to kidnap me, as I would obviously be an easy target. When they do finally get my attention, they typically have a desperate look on their face. At first, I did honestly try to help the poor slobs. If I was familiar with the destination, I would give them detailed directions. If I didn’t know the exact destination, I would try to point them in the proper direction.

After a couple of years of this, I started getting a bit frustrated with having my moment of peace interrupted and decided to try to ignore them (people can be very persistent), tell them I wasn’t from the area or outright give them wrong directions. I mean, come on, how can it be possible that in 2015 they do not have a smart phone or GPS device to help them find their way? Hell, I can barely drive from home to the office without using GPS.

Beyond the simple annoyance, there’s the mystery of how they manage to find me. I mean, I’ve had people ask me for directions to:

*Clearwater Beach (40 miles away): I told them to take a right at the next corner, then the next left and stay on that road until they run out of road and into the Gulf of Mexico.

*Orlando (90 miles away): OK, this was a confused German family and I did feel for them. They obviously made a very wrong turn out of the airport and ended up way off course. The poor guy was probably being berated by his wife for a good 45 minutes, before they found me.

*Miami (200 miles away): Seriously, WTF? How is this even possible? Did you get off the wrong cruise ship?

Anyway, they were looking for directions to the arena. The same arena that’s home to our ice hockey team. I know where that is. I recalled seeing something in the morning paper about a smarmy televangelist and his wife selling out the arena for a come-to-Jesus, let me bilk you out of your hard earned money revival (you need to pronounce that word with a heavy Southern accent - kind of like “ree- vye- vill”) tonight. Its half past noon and the event can’t possibly start before 7pm. Maybe they do tailgating at these things? I can’t imagine it would be anything like the tailgating that takes place before a sporting event. Certainly, they didn’t look like the hard partying type, though they may have had a couple of mason jars of moonshine in the back of that van - probably with the plastic bags and duct tape.

Anyway, I digress and fantasize a bit - that’s what happens when you watch too many episodes of CSI. I give them quick directions to the arena. The husband leans over and says, “We’re actually a bit early. Is there a restaurant around these parts?” I tell them there’s a bunch of restaurants up the next street. The wife gives me a smile and a “bless you.” I tell them “no problem” and wave goodbye, as they pull away.

I put the headphones back on and continue on my way. About 10 minutes later, the same van pulls up alongside me. This time the wife is driving and the husband is in the passenger seat. I take off the headphones and ask if they needed more detailed directions. They tell me no and然后 ask if I wanted to join them for lunch or could they at least offer me a ride somewhere. The husband says, “There’s plenty of room in the back of the van.”

Oops, time to get my butt out of there. I quickly tell them “no thanks; I’m already where I need to be,” as I quickly duck into the bank branch that’s across the street. Of course, as soon as I walk in the door, someone asks me if I work there. I think it might be time to give up the lunch time walks.

Howard Posner
Seatrade USA
September 2014 the first MLDP.2 (Management and Leadership Development Programme) seminar took place in Manila, as regular readers of our magazine could read in the 02/2014 issue. Learning from the very positive first MLDP.2 experience we continued working on our vision for the future: Developing a simulation of the "reality", where the operational staff can enter specific voyage data in order to calculate possible results, reactions and problems.

We know that simulation is used for many situations; airline pilots have to train in simulators every six months; ships' officers train in bridge and engine room simulators. All this because simulation is the most effective learning method. For most shore jobs there are no simulators. Role play is the closest thing to this, until we learnt about TOPSIM, located in the beautiful German town of Tubingen, a company involved in management simulation for 33 years already. Their management simulations are in use in more than 300 universities, high schools, other institutions and companies in Germany. The general motto is: “Learning business by doing business”

After our initial meeting we came to the conclusion that this approach has a huge potential for our MLDP programme. There was only one issue... There was no maritime business simulation, and to make it work we would need to train in our own environment.

Our Seatrade standard project manager, and management simulation expert, Roman Heil was put to work. We realised that in order to make this work we would need to involve the people for whom the programme is intended, so both ship and shore crew. We invited captains, deck officers, marine superintendents, technical superintendents, fleetmanagers, and operators from various backgrounds and nationalities, and organised a workshop to do a test run with the simulation idea. Even our crewing agent Fesco International undertook the long trip from Vladivostok to participate.

On 18-19 June we had a very fruitful workshop/test run basically confirming that the business simulation is a very valuable
approach. Besides testing the simulation also The Seatrade Groningen Human Resources Manager Iris Tuinder tested her first experience as facilitator for this people management simulation, with the overall goal to:

- increase people management skills in times of continuous change;
- create an awareness about people data available in our organisation;
- provide a practical tool-box of interventions in the scope of responsibility;
- use the opportunity to improve inter-office-thinking between SG, Triton, SRC and vessels.

Feedback of the workshop was collected and the work continued to finally produce the first maritime management simulation. Some time in August this year the issue of a proper name for the simulation came up. Keeping the German roots of the programme in mind we finally decided to name it HEISS which stands for Human Element In Shipping Simulation, a HOT topic and one part of the STCW Manila amendments!

The first prototype was discussed with the workshop participants. Adjusted and prepared to go live, we finally got the green light to organise the first full HEISS seminar in the first week of November. In close cooperation with the HR Manager of Seatrade Reefer Chartering Ellen Woud, Iris Tuinder and the crewing department, participants and location were selected.

The location was the beautiful “Heerlijckyt van Elsmeren”, a castle in the Belgian country side approximately 45 minutes from Antwerpen by car. Part of the location was renamed “The HEISS Village” for the 3-day duration of our seminar.

The composition of the participants was unique: operations and legal employees from Seatrade Reefer Chartering and GreenSea, two captains, two chief engineers, a third officer, two technical superintendants, HR, crewing and the Operations Manager of Geest Line. Five different nationalities, a total of 15 participants of which four female.

We are amazed by the management and leadership interactions of all participants, the very specific discussions and the rapid internal team development process within a group of participants across all functions, nationalities and locations of our organisation.

Making the last adjustments and improvements during the next months, the simulation is going to be launched in 2016 as the first maritime management simulation worldwide as an integral part of MLDP2.

Kor Wormmeester
Seatrade/Triton
“Ladies and gentlemen, friends, colleagues and family of Dick Quaak, I wish you a very warm welcome on this retirement party of Dick here in Antwerp. Some of you have travelled long distances to be present to witness the end of an era.” With these words Yntze Buitenwerf started his speech at the retirement party for Dick Quaak, which took place on 28 August at La Riva in Antwerp.

Dick started his career at the Royal van Mentz group in The Hague in 1969, from where he moved to Vroon and started his career in shipping. After 30 years and a variety of positions and many experiences there followed by a few years as freelancer, Dick joined Seatrade in 2004 as Chartering Manager, an ocean of calm under all circumstances. His main areas of interest were the Russian market, Egypt, Israel and the Middle East. Customers, brokers, agents, ship owners and colleagues enjoyed to work and do business with Dick, who treated people with respect, showing genuine interest, and speaking their language. Honest and straight at all times, flexible with the truth within industry standards whenever necessary, firm when needed and always charming. In return getting respect back, support from the people he dealt with and of course business for the company.

When Hans Mol, General Manager of GreenSea Chartering, was asked to choose which employees he would like to join him in the new company operating the handy-sized segment of the Seatrade fleet in 2012, he immediately thought of Dick Quaak, a choice he has never regretted. “You brought the most years of experience to the team and we were privileged that you shared this with us. You kept a calm overview, whether we had zero or 10 open ships on the list. An all round team player with main focus on bananas and other fruits, poultry, Russia in general and trades related to the Middle East. But just as easily you fixed fish in Mauritania. Ready to step in whenever and wherever. Never said no to anything, willing to travel, willing to adjust personal calendar to company needs. Weekends in Egypt, nearly missing Christmas due to snow storms in Ukraine, one of the first people to travel to Alexandria when smoke still hung over the Tahrir Square. Always friendly and constructive towards your colleagues. Always in a good mood and always eating your apple at 11:45!”

The reception and party for a select group later that evening was enjoyed by all. We all wish Dick a wonderful, long and healthy retirement to enjoy with his wife Rineke, children and his rapidly increasing number of grandchildren - which you can read about in this issue’s Clippings!
My retirement party was overwhelming. Thanks to all who came from far and nearby to celebrate it with me and my family. You all made it an unforgettable event.

Best regards
Dick Quaak
Following the transformation of South Africa into a non-racial, equal opportunity country in 1994, it was imminent that further changes to legislature, systems and societies would follow. The one major change affecting the fruit export industry of South Africa was the abolishment of the single channel export legislation in 1997. Up to then the deciduous and citrus exports were controlled by single entities via Unifruco and Outspan respectively. These two companies later merged into a new company, Capespan.

Virtually overnight some 300 new exporters were registered and commenced operation in January 1998. Growers, who up to then had no choice of exporter, were immediately inundated with offers by new exporters to handle their products. Likewise various service providers, including shipping companies and “paper shipping companies” approached exporters/growers, offering their services.

Anlin Shipping Pty Ltd was founded as agents for Seatrade to offer reliable shipping opportunities from South Africa to the exporters/growers who were now faced with a plethora of decisions to make (including shipping), much of which they had little or no knowledge of. As an example, at one stage early in January 1998, there were two large specialised reefers on berth in Cape Town harbour, but sufficient fruit only to fill one vessel... The “dog fight” on the quay side with around twenty exporters present and the two shipping companies reducing freight rates to obtain the cargo, was eventually ended when the exporters were offered free shipment of their cargoes, provided that they do not ship a single pallet on the competitive vessel! The result: One vessel sailed full and complete with good freight and the other remained in Cape Town for two more weeks, after which it sailed without a single pallet, never to return again.
In the first year of operation, Seatrade shipped 220,000 pallets of fruit on 61 vessels. Within a year Seatrade and Anlin became a well known name in the fruit export industry and by 2004 some 417,000 pallets were shipped on 118 vessels making Seatrade the largest single shipping company (including container lines) operating out of South Africa. Anlin’s staff complement increased from 3 in 1998 to 15 in 2002 to handle the increasing work load consisting of perishable and general cargoes both south and northbound.

The mid 2000’s saw the container lines aggressively entering into the world wide shipment of perishables and South Africa was no exception. Container lines offered attractive freight rates to secure market share for their “door to door” services and slowly but surely took export volumes to the main markets (UK/NWC) away from specialised reefers.

Specialised reefers, however, continued to service the export markets of USA and Japan, where special sterilised treatment of the fruit on board the ship is required. As from the turn of the century the Russian market opened up for South African fruit and once again the flexibility, transit time and dedicated handling of fruit on specialised reefers made it the preferred mode of shipment to this market. Another area where container lines could not compete with Seatrade, was in sailings from Maputo. Maputo is the natural port of shipment for citrus grown in the north east of South Africa and again perfectly suited for specialised reefers to service.

Over the past 17 years since the deregulation of the fruit export industries, much of the initial turmoil has settled. As matters settled down, only the competent exporters remained. Seatrade made a 5-year contract with the largest exporter, Capespan and made a vessel sharing agreement with NYKCool (now Cool Carriers), consolidating the specialised reefer shipments to UK/ NWC and offering on deck container shipments to shippers.

At Anlin the staff complement was adjusted in accordance with the workload. The fact that the staff that joined Anlin from the outset or soon thereafter, is still with the company, is proud evidence of the pleasant work environment and culture within the company.

I am retiring from Anlin at the end of 2015. I leave behind a company that I started in 1998 with pride and with no regrets. The staff remaining is more than capable of taking the company into the future and I wish them well. Charles Gantz will assume the position of Managing Director as from 1 January 2016. He will be supported by Tania Laskey as Director Finance and Administration.

My sincere thanks to all the exporters/growers who supported me and my team over the years, to Seatrade for entrusting me and Anlin to represent them in South Africa, to the service providers that worked closely with us, to the many friends I made in the world through the business, to my loyal staff and their families for sharing the ups and downs with me and to my wife and children who supported me throughout my career. It was one heck of a ride!

Anton du Preez
Anlin Shipping
First of all, we apologise for the printing mistakes in the previous edition, which made solving the easy puzzle impossible, even if some people bravely attempted to do so. Thank you for your response to the puzzles; for now we will continue with them.

CRACK THE CODE (SUDOKU)
This puzzle is played over a 9x9 grid, in each row there are 9 slots, some of them are empty and need to be filled. Fill in the grid so that every row, every column and every 3x3 box contains the digits 1 through 9. The number should appear only once in a row, column or box. Below you find two Sudoku puzzles. In each of the below Sudoku puzzles three slots are coloured. When you have found the numbers in any of these puzzles, you will have three-digit codes (composed by the numbers in the coloured slots, starting top left and moving horizontally line-by-line ending bottom right). Send us either one, two or all codes, and you might be the lucky winner of an exclusive Seatrade watch!

TRIVIA
Did you read this Simply Seatrade?
1. What will be the name of the first specialised reefer container vessel Seatrade expects to take delivery of in 2016?
2. How many newbuilding vessels does Seatrade have on order at the time of this publication?
3. Which are the two main modes of transportation to get to St. Maarten?

JOIN THE COMPETITION:
Send us the Codes and/or the answers to the Trivia by either E-mail or post, and try to win one of three Seatrade watches!
Deadline for your response is 20 May 2016. The names of the winners will be published in the next issue of Simply Seatrade.

E-mail: simply-seatrade@seatrade.com

Send us your response to this issue’s puzzles and win a beautiful Seatrade watch, which is exclusive to winners of the puzzles in Simply Seatrade. Out of all correct entries we will also draw a winner of an iPod Nano!

The answers of the puzzle and trivia in issue 01/2015 were:
Puzzle: hard code = 496 / very hard code: 713
Trivia: 1) Leonard Springerlaan; 2) Tobago; 3) Discovery Bay

Thanks for all the entries! The winners this time are Capt. Roger S. Magbanua, mv Fortuna Bay (puzzle - hard), Capt. JRC Trimañez (puzzle - very hard) and Deck Cadet Darwin Mabini, mv Luzon Strait (trivia). They will all receive a beautiful Seatrade watch. The lucky winner of the iPod Nano is Capt. R. Authier. Congratulations!
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*all particulars believed to be correct but not guaranteed
*operating in the GreenSea Pool
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