

SIMPLY SEATRADE



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COLOFON

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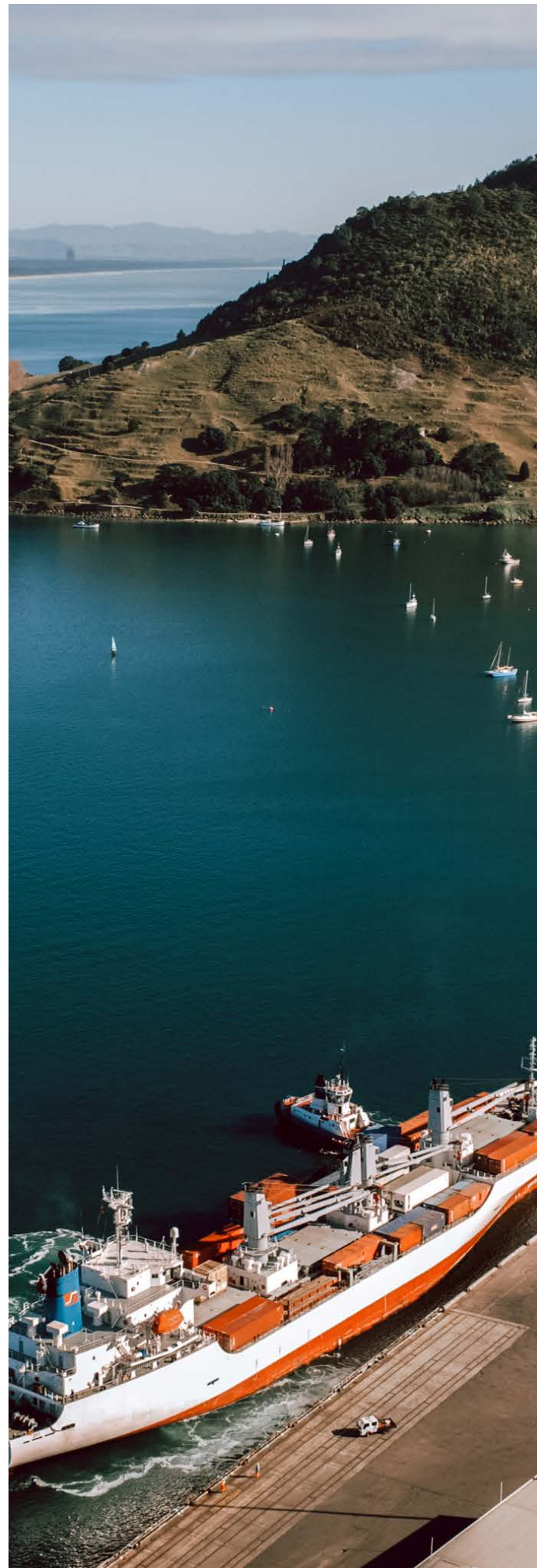
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FROM THE EDITORS

Welcome to the 2021 edition of Simply Seatrade. Covid has long been the talk of the town. Thankful for the collective effort and never forgetting the hardship, we slowly witness silence falling over and a new sense of optimism arising.

Simply Seatrade magazine will follow just that path. The numerous positive reactions received have boosted our drive to yet again create a strong magazine in the year that our company celebrates its 70th anniversary.

Our birthday will not pass by unnoticed. We have interviewed three retired Seatrade pioneers who, in the early or less early days, paved the way for future generations in their own special way. Evert Koning, 90 years old and carrying a bag full of wisdom; Erwin Reiche reflecting on his 41-year long Seatrade journey and last, but certainly not least, Mr Geert Pepping recounting his life in the shipping business. Read


and learn. Also check out our fun story on a globetrotting birthday container. Did you spot it? Make a picture and send it to our media team.

Next to all the -ongoing- birthday activities, our offices have always been moving forward. The first big step in our one company mission has been taken. Mark Jansen and Walter Wildoer will tell you all about it. Niels van Belzen brings news from the swinging South-Americas, the birth of a new partnership and much, much more...

We are confident that the sun has come out from behind the clouds. Our magazine will add the silver lining!

Felicia Buitenwerf
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MANAGEMENT CORNER



Open up. How will the way we live, look different in the wake of the pandemic? Will the world fundamentally change after Covid or has it touched our lives for a while and all our pre-pandemic routines will simply move on? Do we need to take a vaccine every year, work from home more often and what about hygiene rules? Or do we go back to the way it was? None of us know the exact answers yet as we are still dealing with the effects and studying sizable reports. Yet, what stops us from learning? We meanwhile learned that the higher the vaccination rate is, the lower the infection rate gets. We as a company strongly advocate a fully vaccinated crew on board our vessels and offices; the way forward to really be able to open up.

Seatrade also celebrated its 70th anniversary this opening up year and what an interesting, remarkable, active and challenging one it has been!

Open up. Seatrade Chartering has become the new commercial agent for the Seatrade Pool and opened a new office in Breda. Simultaneously our ship management office in Groningen expanded its floor space to facilitate

the centralized accounting and administration teams. Integration of activities and making the overall organization as efficient as possible with a strong interaction between the offices is the ambition being realized. Shorter communication lines between the commercial and technical departments further improves our performance.

Taking up these challenges with an open mind, we are impressed by the motivation and drive of all involved. As part of the one company strategy, we could rely on a smooth shift in job content and existing structures with the establishment of the new Accounting, Operations and the Container Support Department in Groningen.

In the media field we have been moving forward rapidly with the forthcoming introduction of a new group website and the Sealearn Crewing app. Access to and interest in our social channels is growing and they proved to be a great platform to celebrate our 70th birthday for a whole year.

Story continues on next page.

Open up. We saw our market opening up as well, where various new cargoes found their way back into reefer vessels. The unprecedented disruption caused by the pandemic coupled with port congestion and surging demand has affected most sectors in the maritime industry. Especially container lines have maxed out their capacity which has stoked the flames of record-breaking rates but also left customers unserved. The flexibility specialized reefers offer, instantly offered solutions to many of these customers that previously changed their logistics to container lines. The global supply chain continues to be under immense pressure and desperate shippers have no choice but to open new doors, or at least try, ahead of key trading periods, such as Christmas, to have their products available for the consumer.

It does not look like the market will weaken soon and we foresee good demand for our fleet whether it will be for fruit, fish, meat, french fries, poultry, toys, gummy bears, pasta, beer, Coca-Cola or furniture. There does not seem to be a limit to the variety of cargoes albeit that our focus will remain on those cargoes that benefit from our FDD service level.

Open up. We hope that we soon will be able to do all the things we missed the most. Meet with you: our customers, friends and colleagues. Thanking you for your loyalty over the last years or even decades and looking forward to jointly start new opportunities and challenges with you. The past period taught us that, if done moderately and with consideration for others, we can truly say that we have been Always Moving Forward. We wish you and your families an enjoyable holiday season and a Merry Christmas.

The Management





- our victories -

70 years Seatrade

Number of Employees
Ashore & at Sea

14.650

Seatrade ships

380

Port calls

135.000

Seatrade containers (TEU)

110.000

A WALK DOWN MEMORY LANE:

EVERT KONING

On an ordinary Tuesday in May, 90 year old Evert Koning visited the Seatrade office to reminisce. A small man with sparkling eyes and a strong northern accent. Fit as a fiddle -we only saw him using his walking stick as a pointer- carrying a bag full of books. And a bag full of wisdom.

Going through his goodbye photo album, we see a lot of familiar faces of office staff and external business partners. Evert's farewell certainly did not go by unnoticed. He remembers. "My tentacles spread everywhere. Anything could happen, anywhere, I could always draw on a broad network of contacts". During his farewell party a wish came true: office staff performing the Seatrade song, 'Orange and Blue'. A little masterpiece which, unfortunately, passed into oblivion.

With his retirement in 1997 an exciting career at Seatrade came to an end. Initially, Evert was hired as a Technical Manager. After a ship was left idle in the United Kingdom when one of her certificates expired, he set up a new five year cycle registration system from scratch involving the regular updating of certificates. In the latter part of his career, he also set the pace for Hull and Machinery claims. Time to look back.

Evert attended technical school and, like many boys from the eastern part of Groningen, he started working at Machinefabriek Gorter BV in Hoogezand

where he learned the tricks of the marine-installing trade. One day, Gorter received a call from Pinkster Shipping Company from Stadskanaal about an emergency situation on m.v. Meike which Evert had outfitted. The ship had taken a heavy blow after hitting a reef. Evert flew to a shipyard in Dubrovnik where, after disassembly, assembly and measurements, the ship turned out in order. "Nevertheless, with all parties closely checking, I insisted that Class should be there at 9 a.m., no later, in order to avoid the sun to cause disbalance. And so they did. Class approved!" Evert continued his technical career at Pinkster. During his 13 years there, he became well acquainted with refrigerated shipping at managers Irish & Continental Shipping Company, holding fond memories of m.v. Meike and m.v. Sonja. By this time in possession of his sailing license and a variety of other diplomas, he visited places he had never heard of, sometimes accompanied by his wife. From this period Koning also remembers meeting young Geert Pepping, whose path he would later cross again. Evert has good memories of Captain Paul Janzen with whom he sailed on m.v. Sonja. Janzen's son happened to be the Captain of m.v. Calafia when Seatrade's Managing Director Mark Jansen made his first voyage. It's a small world after all...

Story continues on next page.



One day when Evert was visiting m.v. Sonja in Amsterdam, owner Hendrik Pinkster arrived looking quite distressed. In the absence of suitable successors, he decided to sell all ships and asked Evert to monitor the selling process. He remembers: "in the midst of this proces, on a Wednesday around 3 p.m., the phone rang. This is Hendrik Schuur from Scheepvaartkantoor Groningen. Can you drop by? We have an application pending. The next Friday, I left work early and headed for the Groningen office. In a small booth with a tatty desk and an old chair I was simply notified: you will be our new technical man. When I got home I told my wife that I found a job at Scheepvaartkantoor Groningen. She replied: what will be your salary? I forgot to ask..."

Inmates

After the sale of the last Pinkster ship in Aden, Evert physically started at Seatrade which at the time still had old dry cargo ships. With the demand for dry cargo diminishing and refrigerated shipping on the rise (Pinkster already had a part refrigerated ship, Henry Denny, that transported fruit to Curaçao and vice versa) a change in chartering was imminent. During the transition to reefer ships, the older generation, Hendrik Schuur and Cees Tammes, were supported by a new generation. "My first refrigerated ship was the Oceanic. A newbuilding project under supervision of the son of Hendrik Schuur, Henk, at the Nieuwe Noord Nederlandse Scheepwerfen. I remember that the insulation was done by inmates from the local Van Mesdag penitentiary, hired by a dodgy entrepreneur. Not much later, leaks turned up everywhere. I called in Cor Kranendonk, who

I met at De Groot en Van Vliet shipyard during an earlier drydocking. Kranendonk came to Groningen to fix the insulation and never left. Always reliable and highly valued".

Tom Tammes was responsible for chartering. He set out to provide fish through Elliott Shipping, and waste fish from Norway that was used as bait. "I met Tall Franky Elliott during a ship inspection and literally looked up to him. A lovely chap, very hospitable. We went over to Gloucester where he invited me for dinner at a restaurant on the pier. We sat at a table with a huge glass bowl with some stuff in it: Oysters! I had never eaten them before and found out already after eating two. I skipped and he ate the rest!"

Another youngster, Marnix van Overklift, arrived three to four months later. He explored the fruit business in South America where Seatrade soon gained foothold. Through his father-in-law, who bought up grape harvests in Cyprus, Tom also had a fruit entrance. The shipping company grew and with it, the maintenance. "I did the ABC ships, the N- and then the M- types and the German Thiessen side loaders Nideros and Tinganis. Their forklift trucks were a pain. Luckily, we found a company at the Dutch Veluwe that could exchange them, so work could keep on going".

Challenges and misfortune

Through Marnix van Overklift an old acquaintance, Geert Pepping, entered the scene, a year or two later carrying with him bags of experience and understanding of fruit. The young generation slowly took over and were at the basis of changing the name 'Scheepvaartkantoor Groningen' to 'Seatrade'. Modern times also

brought challenges, such as the arrival of the fax machine. “Tom Tammes was the only one who knew a bit about it but not before we connected the fax with a copper wire to the radiator as the outfitting of the fax on a mat had caused a small shock everytime he used it”.

There were also disasters of a bigger nature. “Tille Shipyard, Prinses Margrietkanaal on a foggy day. The transverse launching of the Atlantic. Tom’s wife Margareth Tammes’ first ship as a godmother. At 09.30 a.m. the horns went off and the ship started to slide. Boom! She fell on the quay almost immediately. What a noise. And then ... silence”. The upper steel (the sledges) had been replaced with plastic planks which started to slide. Evert earlier expressed his concerns about the ship being too high and too narrow. Misfortune? A few months later the ship caught fire in Harlingen during repairs suffered from the capsizing.

The Winschoterdiep also caused limitations to the newbuilds owing to restrictions to the weight and width. The steel plate partitions of the M- and N-series that were built at Van Diepen Shipyard were only 6 to 8 mm and the ships were sharply designed. “Like knitting needles”, Evert says. Henk Schuur designed the N-types together with the Chartering Department. Initially for loose cargo (hanging bananas), then boxed cargo and later palletized freight. Defrost water caused many problems. Together with Kranendonk, Henk designed pontoons to lay on the floor (M-ships). Water finds its way everywhere though, resulting in declining cooling capacity. The floor problems would remain a problem onboard the M- and N-ships.



The ship is just the coat it comes in

“I was a maintance man and with the increasing cargo, the costs of repairs were no joke. The ship itself is only one part. It is all about freight, the ship is just the coat it comes in. Many repairs were carried out in the Netherlands. In Krimpen aan den IJssel and at De Groot en Van Vliet shipyard. I was alone so I needed to rely on people. And I could. The workers stopped for lunch at set times and came back running over the dike with their clogs still on to get the job

done. I always said: the boss’s money is not made of tin and I sharply bargained with the overseer and accountant, establishing time and price. Then I could go home and needed to check up on Fridays only. We trusted each other. When a repair was finished, always on time and exactly according to plan, I invited everyone involved with their partners to the Parkhotel in Rotterdam and treated them to dinner and music. I kind of got the place wired. I was the matador”.

Evert continues: “In shipping you have to put on a bit of a performance from time to time. Together with Henk Schuur I visited m.v. Artic in Puerto Deseado. After rounding up of damage repairs we were waiting for the ship to be released. An old commisioner accompanied by an armed soldier sat behind his desk and pointed to a small eatery. We needed to pay for the orders made in the restaurant. No sooner said than done, he took out his Remington typewriter, tap, tap, tap and there appears our Indemnity Certificate. Circumstances were much different back then. I remember being dropped off at a shabby hotel by taxi from the airport. There was no receptionist at the desk and the lights were out. So we selected a room for ourselves: when we closed the curtains, they fell right down. Putting on the shower caused the electricity in the room to short circuit. The next day, we went down for breakfast. No one knew we had arrived...”

“During that same trip we stumbled across the old Dutch Karel Doorman aircraft carrier, hidden in a bay for repairs because of the Falkands War. An Engineer with only little knowledge of languages asked if we could come



along to help out with the Dutch instruction signs. An interesting job on the side”.

Go-getters and viewers

The takeover of Dammers & Van der Heide from the Rotterdam area was not the best of times for Evert at first. More ships entered management. More people trickled in with a completely different approach. “We Northerners were go-getters. They were viewers, neatly dressed. So here I stood short in length and from Groningen of all places.... Over the years, similar ambitions and a common Seatrade vision brought us together”.

“When I was approaching 60. I could no longer keep up with technology. We desperately needed someone better educated and equipped for modern times. That someone was Harry Taatgen, who was able to re-organize the Technical Department. I took over hull and machinery damages during my final years”.

Johan Romeijnders succeeded Evert in 1997. By that time, also Tom Tammes had said goodbye, three months ahead of Evert’s retirement. “I was happy with the end in sight”. After his retirement many of his former relations visited Evert at home. He specifically remembers Frans Beetjes, Captain of the m.v. Adriatic that got caught in a big storm near Las Palmas. Failing to close the bulkheads, incoming water caused the ship to totally black out. “At 11 p.m. I received a phone call through Scheveningen Radio. Captain Beetjes was in panic and notified me that the crew had mustered and wanted to go into the lifeboat. I told him that I understood but that was not an option: You are going downstairs to the engine room to see what you can do. You are going to start things up. Either you drown below or above. Think about the people standing next to you. And he did it! In the morning at 9

a.m., they got the boat sailing again. Later, when the ship was back in Hamburg, we learned that in the same storm off the Canary coast, m.v. Bremerhaven perished with all hands onboard. Frans came to my house months later with his wife to thank me for sending him down otherwise he and his crew would not have survived. A nice compliment with a bitter aftertaste”.

A strong friendship

After his retirement Evert and Tom Tammes developed a strong friendship. Over 10 years they were involved in the ‘Voorwaarts Voorwaarts’ project, where Evert did the maintenance of the ship. The “Voorwaarts Voorwaarts” is one of the oldest koftjalken in the Netherlands. The ship was built in 1899 at the shipyard Jan G. Verstockt in Martenshoek, by order of captain-owner H.J. Puister from Veendam.

Later Evert would take Tom out for car rides when Tom was not able to drive anymore. In 2019 the old and the new generation came together when Tom Tammes, Tonnis Tammes, Kees Tammes, Evert Koning, Yntze Buitenwerf and Mark Jansen visited m.v. Seatrade Green in Rotterdam.

And so this ordinary Tuesday in May ended up as a memorable one with a remarkable person playing the lead role. A role that fits vibrant Evert Koning like a glove.

**Danielle van der Eide
& Mark Jansen**

ALWAYS

DELIVER

MORE

THAN

EXPECTED

GREAT THINGS TAKE TIME

Wow, so much can change in a year! In the previous edition of Simply Seatrade, headed 'Online is the new Luxury', we introduced the Seatrade media team. Ever since, a variety of media related projects were taken on enthusiastically and brought to a successful end. Time for an update.

In many ways supported by our #team Seatrade colleagues we proudly and loudly celebrated Seatrade's 70th birthday online, created a completely new collection of promotional gifts, began the preparations for a 'One Company' website and released a new calendar for 2022. Needless to add the creation of this magazine as part of the Simply Seatrade editorial team. Our efforts were not limited to media and promotion. The team formed part of the new office set up and supported various events and projects like the 'Green' meet & greet initiative onboard m.v. Sierra Queen in Eemshaven.

New activities, such as expansion of our media channels are on the horizon. Great things take time though.

As a media team, we are focused on what is happening around us daily. Which trends are hot or not, what appeals to people and what is needed to leave a good mark as a company. We started collaborations because 'teamwork makes the dream work' and we went outside our comfort zones to listen to what the people and companies around us were doing. Not to compare but to learn from each other. All this with a positive look towards Seatrade's media presence.

After months of hard work on our socials that you were -sometimes unknowingly- a part of, we like to share our annual victories on LinkedIn and Instagram with you.

LinkedIn - *is the place to be if you like to focus on professional networking and career development.*

We hit 151.014 views on a post.

We received 18.524 likes in a year.

We went from 2.672 to 6.143 followers.

We got 669.121 views in a year.

We hit our record on a post with 1.953 likes.

And 68.548 clicks were made to our LinkedIn page.

Instagram - *is the place to be if you love sharing photos and videos with your friends or maybe even your fans.*

We hit 1383 views on Insta stories.

We received 6.459 likes in a year.

We went from 0 to 756 followers.

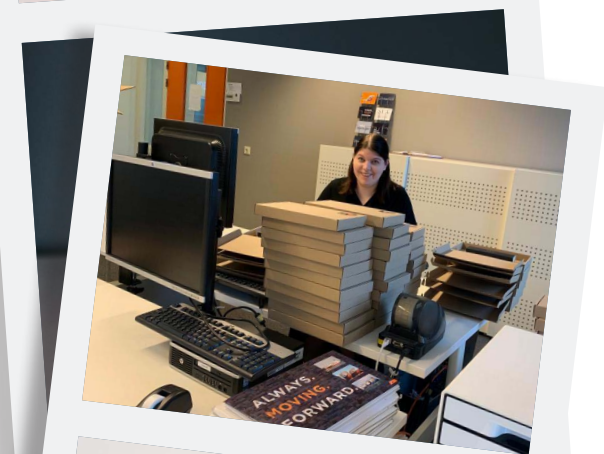
We got 2.790 views in a year.

We hit our record on a post with 160 likes.

And 10.590 shares in a year.

As great things take time, we hope to give you more insight into our latest socials and the new 'One Company' website in due course. Want more Seatrade in the meantime? Then follow us on the socials: LinkedIn, Instagram & www.seatrade.com.

**Danielle van der Eide
& Felicia Buitenwerf**



TWO DISCIPLINES. ONE COMPANY.

As the activities of Seatrade Groningen BV and Seatrade Chartering BV are becoming more and more integrated, a logical question is if it is possible to keep this new 'one company ship' sailing with two captains at the helm.

To lay to rest any worries there might be on this matter, Managing Director Mark Jansen of Seatrade Groningen and Managing Director Walter Wildöer of Seatrade Chartering (formerly known as Seatrade Reefer Chartering) have agreed to elaborate on why this will not be a problem.

The first steps in shipping

Although they come from different backgrounds, both men share a similar work attitude that has enabled them to work together fairly effortlessly over the past years.

Walter, who was hired as an apprentice mate at Seatrade in 1979 at the Groninger Ossemarkt, comes from a family of non-seamen. His father was in the horticultural trade but as eldest son, Walter had no real interest in taking over the business and decided to attend nautical college, thereby setting an example for two of his younger brothers who followed in his footsteps. After completing the Higher Nautical College in Den Helder, Walter ended up working at Seatrade where his first voyage was in June 1980, on mv Atlantic to Nigeria.

This is a very different start in the shipping life than that of Mark Jansen, whose father sailed as an engineer and whose family encouraged their children to travel and explore the world. After secondary school Mark also attended nautical college which he finished in 1986. In the same year he applied for work at the

Dammers office at the Boompjes in Rotterdam and was hired on the spot by Adrie Arts who would later head the Crewing Department at Seatrade. Adrie sent Mark to Dubai the very next day and after overcoming some initial problems such as seasickness and the occasional 'culture shock' Mark took to sailing like a duck to water.

Both men agree that their first sailing experiences were very formative and gave them some great experiences and memories. One thing they have taken away from all their years of sailing is that once you have found your way around a vessel, are familiar with the onboard hierarchy and apply yourself, then you can certainly do well and learn a lot while also having a good time.

Career developments

In 1989, Dammers was taken over by Seatrade and Mark rose from first mate to Captain between 1989 to 1996. During one of his first voyages for Seatrade, Mark sailed with Captain Reiche about whom you can read elsewhere in this issue. In 2000 Mark's last voyage was on mv Prince of Waves and after that he joined the Seatrade office staff, first at the Crewing and QA Departments and after five educational years as a Technical Superintendent Mark joined the newly created Operations Department. After the departure of Mr Hilbig in 2007 as Managing Director Mark was approached for the position and he accepted.

Story continues on next page.

Walter's last voyage was as first mate on mv Mystic, a voyage on which his now wife accompanied him. He started at the Operations Department of Seatrade Groningen on 08-08-1988 and moved with the company to Antwerp in 1993 when the branch office for freight was opened there. In 1999, Yntze Buitenwerf was promoted to General Manager of Seatrade Reefer Chartering and Walter became Deputy General Manager. When Yntze became CEO, Walter took over the position of General Manager.

Working together

Walter and Mark were already well acquainted before either of them became Managing Director. Mark's first voyage as Captain was on mv Adriatic to Yugoslavia during the Balkan War. During this time he met Walter under somewhat unfavourable conditions: Mark was taken in for questioning by the Dutch navy. They wanted to inspect the cargo because they thought this contained military equipment. This was of course not the case but neither Mark nor Walter will forget the circumstances of their first contact.

From the time Mark started at the Operations Department at the Groningen office, the contact grew more frequent and constructive, resulting in the establishment of the response group to ensure preventable incidents were indeed prevented. This is also the period during which the integration of the various departments and specialities within the companies started and the foundation for the Seatrade Standard was laid.

Some examples of the integration are the development of training programs and courses in which people from various offices are joined by crewmembers, such as the MLDP course and office visits of crew. Both of these will be started up again as soon as the current Corona / Covid situation allows.

The present and the future – two captains on one ship?

Although both Mark and Walter are Managing Director and the companies are continually integrating activities, there is no question of them getting in each others way. Seatrade Chartering (Walter) is responsible for securing freight for the vessels and making sure that there is an income for the vessel whereas Seatrade Shipmanagement (Mark) is responsible for keeping the vessels sailing at all times. Both companies make use of the supporting departments such as the IT, HR, Accounting, Legal & Claims and Container Departments but each company and Managing Director has a clearly different task from the other.

Both Managing Directors and companies are committed to gaining maximum operational results utilising the various specialities and expertise available within the companies.

**Anja Peters,
Mark Jansen &
Walter Wildöer**



PERSONAL LIFE

Walter Wildöer

Walter is married and has three children, two sons of 23 and 21 who both currently study at the TU Delft and a 19 year old daughter studying in Leiden. He likes skiing but his great project is a house in Spain that they bought several years ago in quite a ruinous state and have restored as a family holiday home.

Mark Jansen

Mark is part of a blended family with, now, three children: one son of 24 who graduated from the Rijksuniversiteit Groningen this autumn, one daughter of 20 studying journalism and one daughter of 16 at secondary school. His main hobbies are cycling, skiing and sailing during holidays but he also has a project in the shape of a small monumental farmhouse in the countryside near Groningen where there is never a shortage of things to be done.

Both Walter and Mark are still happy to work in the shipping business and are proud to be a part of Seatrade which they describe as a transparent and hands-on organisation in which everyone is approachable.

For both of them, shipping is a passion that will always remain and of which they do not expect to grow tired soon.

Seatrade offices moving forward!

With Mark and Walter at the helm of the respective offices, our vision of being one company, sharing the same goals and living the same values, took further shape. Literally.

A new modern office was established in Breda, The Netherlands, with the appointment of Seatrade Chartering BV as new agent for Seatrade Group NV. Simultaneously, the office up north in Groningen acquired an extra wing accommodating the cross company Legal, Container, Voyage Accounting and Media Departments. With the appointment of Seatrade Chartering and the deepening of the cooperation between the colleagues in Breda and Groningen, we trust to further improve our services to our customers.

A big thanks to the project teams involved!

Come on in and have a look:



A WALK DOWN MEMORY LANE:

ERWIN REICHE

F

From the early days, seafarers have formed a key part of Seatrade's organisation. One of these is recently retired Captain Erwin Reiche who did not have to think long about agreeing to share some of his memories from his career at Seatrade. And so it is that on a cloudy July day in 2021 we meet Captain Reiche at the Seatrade Groningen office where he shares his story with Kor Wormmeester, Mark Jansen and Walter Wildöer. All of whom he knew long before they occupied their current positions as Crewing Manager, Managing Director SG and Managing Director SC. Having sailed with Kor in 1980 (more about that later), with Mark in 1990 on m.v. Nayadic and working with Walter as Commercial Operator for a year, it is safe to say all men know each other quite well by now.

During the 70 year history of Seatrade, Captain Reiche had a fascinating journey of 41 years through a period of unparalleled change, from the time when ships were manned with a full Dutch crew to the rise of large seafaring communities in East Asia; from basic radio communication to the apps now used by everybody providing global connectivity. It is striking to see in this story that, besides the (at times) dangerous unpredictability of the sea, some of the challenges faced by the seamen of the early days still exist today.

Despite these risks, the pull of the sea never lost its strength for Captain Reiche, whose Seatrade journey started on the 5th of May 1979 on m.v. Adriatic.

Before embarking on a career as an officer at sea there is the basic education to complete and Captain Reiche started his in 1975 in Den Helder at the Noorderhaaks Nautical College, unaware at the time that he was in the company of future and still well-known Seatrade colleagues like Captain Teun Rozema (his Sea Father), Captain Anton Buijs, Captain John Lubbers, Captain Rob Koningstein, Captain Arno Durkstra and current Managing Director of Seatrade Chartering BV Mr. Walter Wildöer: there was clearly a Seatrade current in the air in Den Helder in those days...

After completing nautical college, Captain Reiche started at Seatrade in 1979 and in his 41 years held the ranks and positions of Second Officer, Chief Officer, Captain, Commercial Operator at Seatrade Reefer Chartering and Technical Superintendent at Seatrade Groningen. He retired from active duty as Captain in July 2020. The opportunities offered by Seatrade to mix working on board and ashore and thus experiencing different aspects connected to the same job have always been appreciated.

His first voyage as Captain was in 1988 on m.v. Nautic. One of the most remarkable things about that voyage was that he completed a full contract without calling at, or docking in any port. Having joined the vessel in Gloucester, USA, he left the vessel while at anchor in Genua.

Story continues on next page.



“WORK AND LIFE ON A VESSEL IS ‘CLEAR’, WELL DEFINED AND REGULATED, THE ENVIRONMENT AND TRADITIONS LIKE GOOD SEAMANSHIP GENERATE PROPER WORK ETHICS, WHICH STAY WITH YOU ALSO WHEN CHANGING TO A SHORE JOB!”

One of the things Captain Reiche is most proud of is receiving five newbuilding vessels from the yard: m.v. Caribic, mv Santa Lucia, m.v. Lombok Strait, m.v. Baltic Klipper and m.v. Seatrade Orange.

Erwin joined the Technical Department during a time when there was some healthy competition at the department which was then headed by two Technical Directors. Although it proved to be a challenge for an active Captain to be accepted in the role of Technical Superintendent, at the office as well as ashore, this was a very instructive period in which he learned to see both sides of the picture. In the end, this enabled Erwin to occasionally act as bridge builder between various parties and his time spent at the Technical Department and the Commercial Department at SRC also helped him to create good and lasting relationships with customers like Del Monte and Geest.

In spite of the evolution there has been in ships' size and technical developments (such as on the N-type and the M-type vessels as well as the

Luzon Strait, Lombok Strait and the Colour Class vessels - vessels Erwin is well acquainted with) the biggest change during the years for him has been the increase in regulations and inspections. This has not, however, changed his opinion that being at sea never lost its attractions: “the world advanced, the vessels changed but being at sea is still the same, and basically the best feeling!”

Some of the changes Erwin experienced during his career are those concerning navigation. Whereas ‘in the old days’ this was done with the aid of physical navigational tools such as buoys, landmarks, etc. these days it is mostly done by looking at a screen. As nowadays all modern systems are connected, with the gyro compass as main input, the failure of one of the systems means the rest is also affected. This is among the seafaring knowledge Erwin has always imparted on younger (trainee) officers, as well as the importance of the compass error book which is still the most important piece of navigational equipment and checked using visual bearing aids.

Time for an anecdote

Kor Wormmeester remembers sailing together with Captain Reiche on mv Pacific in 1980 (as Chief Officer and AB respectively). The vessel was in the so-called St. Pierre e Miquelon trade loading general cargo in France and returning with frozen fish from mainly Newfoundland to Europe. Especially in the winter navigation was an issue: no satellite/GPS position, there was a very unreliable Loran C on board... the best indication that we were heading in the right direction was the 100 vadem line on the echo sounder; calling ports with extraordinary names like “Seldom Come By”. More than once we arrived to find nobody waiting for us: no pilot, no tugs, no linesmen or anything, it was complete ‘self-service’. My task was to jump ashore to handle the ships lines on a very often too short wooden pier.

Unchanged is also the importance of carrying out drills as realistically as possible to maintain the ability to solve anything together as a crew, even



from a distance! A good example in this respect is the IT support given to the vessels. The IT Department is able to provide effective assistance and guidance for even the pre-digital generation.

The Information Technology also has another effect on the life on board. In the early days there were real social happenings and interaction, games, etc. The arrival of smart phones, laptops and internet, though essential for keeping in touch with the home front, changed this to almost no social interaction, a common sign of these times both ashore and on board.

Another interesting aspect of the job at sea is the contribution to various observation and research institutions, like the Sir Alister Hardy CPR program. On the Discovery voyage to the Antarctic in 1925-1927 Sir Alister Hardy invented the Continuous Plankton Recorder (CPR). This and his ground-breaking research into plankton forms the basis of the work of the CPR Survey today. Also worth mentioning are the contributions to the quality of weather reports by participating in weather observations, the so-called OBS, as well as another project in the Geest line run by Dr. Ute Schuster of the International Ocean Carbon Coordination Project (www.ioccp.org). Her core research aims

to understand the biogeochemical drivers of the changes observed in the marine carbon cycle, both the exchange of CO₂ with the atmosphere on the sea surface and the transport of carbon in the ocean interior. Erwin and his crews contributed to these fields of research during their voyages for the Geest line.

All in all Captain Reiche contributed 41 years to the history of Seatrade. During these years he attended the 40 and 50 year jubilee celebrations and, of course, the annual jubilee party for the seafaring staff which unfortunately could not take place the last two years due to corona regulations. He remembers these parties fondly as they create a special connection among fellow (former) seafaring colleagues and preserve the bond made during the years.

Having told his story with enthusiasm and without noticeable regrets, the cloudy July day turned somewhat sunnier for all participants during this trip down memory lane.

**Anja Peters &
Kor Wormmeester**

ALWAYS.

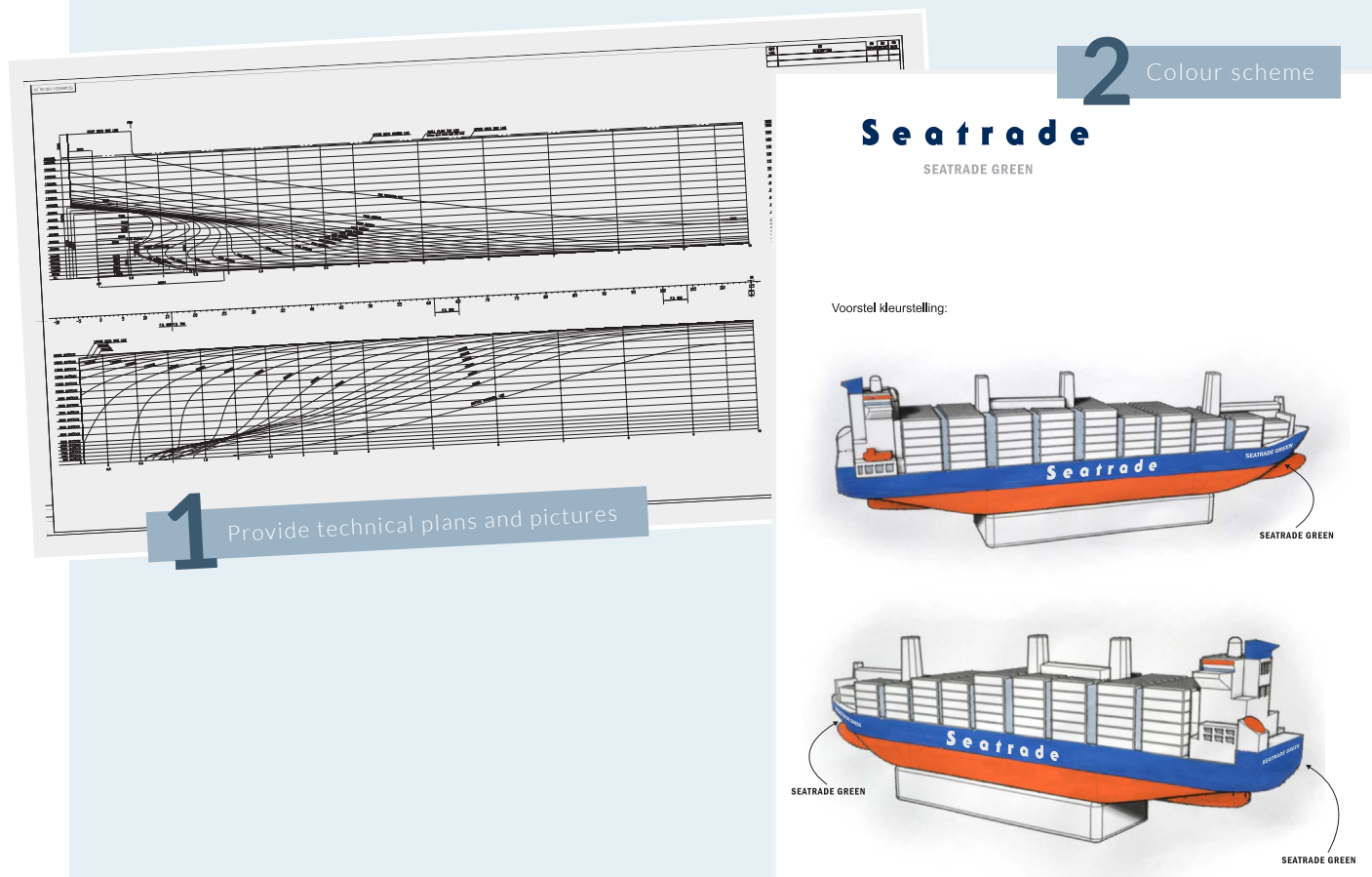
MOVING.

FORWARD.

SEATRADE GREEN: A JOURNEY CAST IN STONE

In pursuit of a special gift, a miniature ship in ceramics, we came across a small pottery factory in the vicinity of the Seatrade office in Groningen. So we thought. Based in tiny Nieuw-Buinen, Royal Goedewaagen turned out to be one of the oldest earthenware factories of Europe holding an impressive track record. Once the biggest pipe maker of Europe, some older locals remember collecting the Blue Delft pipe fragments from the garbage containers as a child. Many of you may also know the KLM-houses which Royal Goedewaagen manufactured between 1965 and 1995. Today, our Seatrade Green can be added to the list...

Challenged to draw from our own inspiration and creativity after an exploratory meeting we decided to look beyond the traditional Blue Delft and opt for a miniature version of the Seatrade Green in true colours. The start of a special journey cast in stone in words and images:



ANNIVERSARY SPECIAL

Want to be the proud owner of this limited edition collector's item? Head to our puzzle page, enter the competition and you may as well be one of the seven winners of our Seatrade Anniversary prize. Good luck!

The result: a miniature model handcrafted just like 400 years ago. A beautiful 'home made' collector's item with a limited edition of 150 unique models. We call that some piece of work!

HISTORY

Royal Goedewaagen was founded in 1610 in Gouda, starting with manufacturing functional ceramics, half industrial ceramics and Blue Delft. In the following centuries Royal Goedewaagen became one of the biggest pipe makers of Europe. Later we see a first link to shipping with tiles made for the shipping companies 'Maatschappij Nederland', 'The Royal Pakketvaart Maatschappij' and the 'Java-China-Japan-Line'.

In 1963 the first production location was opened in Nieuw-Buinen, because – contrary to Gouda and surroundings – there was sufficient manpower available in the laid-back Northern province. Also the wages and energy costs were a lot lower here. Soon thereafter Royal Goedewaagen became renowned for their KLM houses. The following years feature the more contemporary silhouette vases, tulip tiles and a series of ceramic cows. To date, the Holland America Line traditionally presents their frequent cruise guests with a real 'Goedewaagen'.



8 One final look



9 Ready for dispatch



10 The result

SEATRADE TEAMS UP WITH A GREEN HEART TOP DUTCH SOLAR RACING

Story starts on next page.

In 2021, Seatrade once again partnered up with the student racing team Top Dutch Solar Racing from Groningen. The team was established in 2017 with the goal of building an innovative and efficient solar car from scratch and to compete at the highest level for the Solar Challenge trophy. As climate change is becoming more and more of a threat to our societies, four students from Hanze University and Hanze Hogeschool decided to re-activate the project and at the same time work on the further development of sustainable energy sources. To make this happen, more than 20 students from all levels of education and various study programs are working together and even pause their studies to fully commit to the project. Besides a technical team that develops the design and software of the car, the students organise and manage their acquisition, marketing strategy, travel logistics and communication activities on their own.

In 2019, Top Dutch Solar Racing participated in the Bridgestone World Solar Challenge for the first time. The young team had strong competition, especially because other Dutch solar teams like Solar Team Twente and Vattenfall Solar Team had been very successful during the last decades. However, Top Dutch Solar Racing ended up being the best Dutch team, making fourth place. On top of that, the team received the Excellence in Engineering Award for their first solar car, Green Lightning.

Since 2020, the second generation of Top Dutch Solar Racing has been working on repeating the success of their predecessors. Unfortunately, the 2021 edition of the Bridgestone World Solar Challenge was cancelled due to the corona pandemic. As an alternative, the team from Groningen participated in the Solar Challenge Morocco in October 2021. This new race is the result of months of consulting with other European teams, hard work and perseverance. Later this year, the second car from Top Dutch Solar Racing, named Green Spirit, will race 2400km through the Sahara Desert and Atlas Mountains.

After having supported the solar team

from Groningen during the last solar race in Australia, Seatrade prolonged the partnership with and support for Top Dutch Solar Racing. Alje Zwiighuizen, Creative Lead and contact person of Seatrade, experienced the partnership quite positively: "So far I would describe the collaboration with Seatrade as dynamic and ambitious. They have an extraordinary ability to act and decide quickly; take for instance our inquiry for a partnership. Within a week we held a meeting, discussed our proposal and then signed the contract. After the signing we could proudly announce Seatrade as our new partner!"

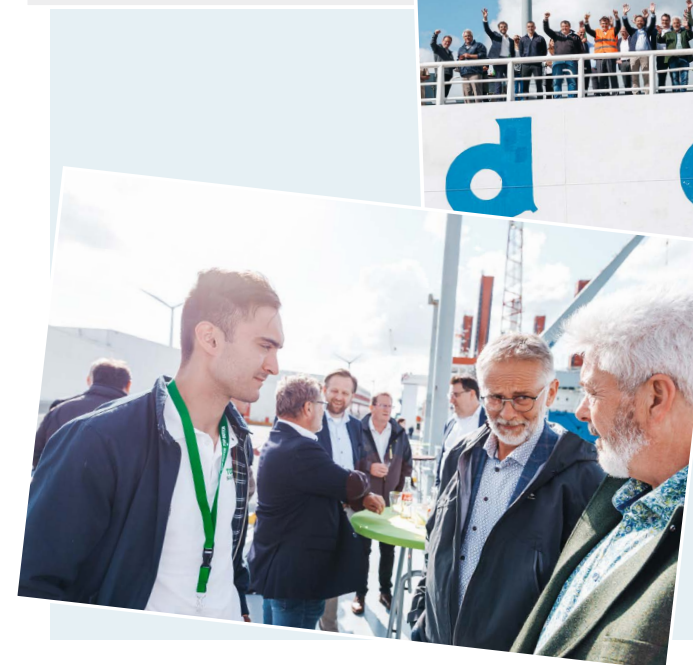
Besides winning races, the team has multiple other objectives, all of which can be linked to the team's core values. The first core value is technological and personal development. By building a car that is entirely powered by solar energy, Top Dutch Solar Racing is pushing current technological boundaries and adding new sustainable innovations that aim to protect our planet and future generations. Additionally, students who join the team get the chance to develop into young professionals in their area of expertise (and beyond) by applying the practical experience they gained during their studies.

As mentioned earlier, the technologies developed within the team should contribute to saving the planet. This notion also links to the second core value, namely sustainability. In a world where cars are responsible for a significant amount of CO2-emissions, finding alternatives for fossil fuels is crucial in order to stop, or at least delay, climate change. Besides getting active itself, the team also wants to educate others about sustainable mobility solutions. By visiting primary and secondary schools and informing the community in general about the project, the team hopes to inspire the next generation to get involved as well.

Lastly, Top Dutch Solar Racing values unity. It is the only Dutch solar team whose members originate from secondary vocational education (MBO), higher professional education (HBO) and university education (WO). The team recognizes everyone's unique abilities and nurtures the collaboration of all levels of education.

Sierra Queen meets up with Green Spirit

Thursday 29 July, Seatrade organised a meet & greet for customers, friends and colleagues onboard m.v. Sierra Queen in Eemshaven. TDSR and Green Spirit were present!



Furthermore, Top Dutch Solar Racing aims to unite the Northern provinces of Groningen, Friesland and Drenthe. Working together with various partners from the North is a win-win situation for all parties involved and shows the world what our region is capable of.

It is this sense of unity and regional orientation that led to the partnership between Seatrade and Top Dutch Solar Racing. Zwiighuizen is convinced that a strong team needs strong partners to work with: "At Top Dutch Solar Racing we value a hands-on mentality and

entrepreneurship. Participating in this project requires a lot of work, time and dedication. Since we are a student team, we have to arrange the whole project on our own. It is quite a challenge, but with the help of our partners we are constantly learning and developing ourselves. That's why we are exceptionally grateful that Seatrade has once again partnered up with us and is willing to share their knowledge and expertise!"

Top Dutch Solar Racing

Postscript: at the time of going to press we learned that the Top Dutch team and Green Spirit finished 4th during the Solar Challenge Morocco that took place in October 2021. Congratulations!



THE MIDDLE OF THE WORLD

SEATRADE ECUADOR & LASA, LOGISTICS AGENCY

As some readers will know, Seatrade has been represented near the Equator for 15 years now. Hence our company name Midden van de Wereld S.A., which translates to Middle of the World in English. Although some locals struggle with the pronunciation of the Dutch name, sometimes in quite a funny way for me, it is always a good way to break the ice and talk about the Dutch roots of our company. Locally and indeed around the world we are, however, mostly known as Seatrade Ecuador.

About a year ago I left Schiphol Airport in Amsterdam with just my two bags of luggage to engage on a new adventure to assume management of MDVW and I thought now would be a good time to reflect and tell the Seatrade audience a bit about our activities and recent developments. So far it has been an amazing journey during which I have had the opportunity to get immersed in the Ecuadorian culture. Although it was my first time in Ecuador it felt soon like coming home or taking a warm bath after a long journey. The first is a fitting parallel because the Ecuadorian people are very welcoming to foreigners and even though many have their own struggles, they are

always there to help you out. The second because we have a very hot and humid tropical climate in Guayaquil, which for a Dutch national is something to get used to. Of course there are also challenges such as taking part in the traffic: my first time felt like a kamikaze mission with sweat running down my back. However, after a few private “how to drive like a local” classes with colleagues I’m getting the hang of it. The most important lessons were: use the horn like it is your direction indicator light (the direction indicator itself is barely used) and don’t take those stripes that separate the lanes too seriously... I can probably write a few pages of anecdotes about Ecuadorian traffic but enough about that and let’s talk about our companies, (yes we have two) and the professionals who work there.

MiddenvandeWereld is based in Guayaquil, the main port city of the country. We have a team of seven professionals working here and recently (1st of July) we moved to a new office in the center of Guayaquil’s

[Story continues on next page.](#)

business district Porto Santa Ana. Our main activity is representing Seatrade locally, both commercially and regarding owners' matters. Seatrade has several spot vessels calling the country, mainly to Puerto Bolivar and Guayaquil. We also represent Seatrade's cousin, GreenSea, which has several vessels calling to supply tuna factories, mainly in Manta and Posorja.

An important part of our routine is supporting the weekly RAYO service: loading bananas, plantains and pineapples in Puerto Bolivar and Guayaquil for the UK, Netherlands and most recently also France. We coordinate the bookings with the shippers and the terminal, make sure all the customs papers are in order and we send the bills of lading to the clients.

In close cooperation with the vessels we provide them with whatever they need during their stay in Ecuador: airport transfers, superintendent visits, hotels, etc. On the other side we coordinate the vessels' loading and/or discharging operations and we play a commercial role in the negotiations with our customers.

Logistics Agency S.A. (LASA)

In 2019 we established the independent logistics company Logistics Agency S.A, or better known as LASA, with an office within the port premises in Puerto Bolivar (part of the city of Machala) as well as sharing an office with us in Guayaquil.

LASA started mainly as an independent port (husbandry) agent, catering to Seatrade vessels of course, but also to several other shipping companies and charterers. We handle the weekly RAYO vessel call in Puerto Bolivar but also attend

to cruise vessels, project cargo vessels and third party banana charter vessels, both as owners' and charterers' agents.

By now, LASA has 3 business units: port agent, our container yard and logistics projects.

Our container yard is located just outside the port where our team prepares reefer containers for loading with fresh fruit and we provide consolidation services to various banana shippers.

From here we also run our logistics projects which involve cargo/container transport and warehousing. In a short time span LASA has become a well-known player in Puerto Bolivar and Machala. Most recently we have taken steps to expand our port agency activities to other ports in Ecuador. We are now attending vessels in Puerto Bolivar, Guayaquil, Posorja, Manta and Esmeraldas. Most recently we have been appointed as protecting agents for GreenSea Chartering and their vessels in Manta and Posorja.

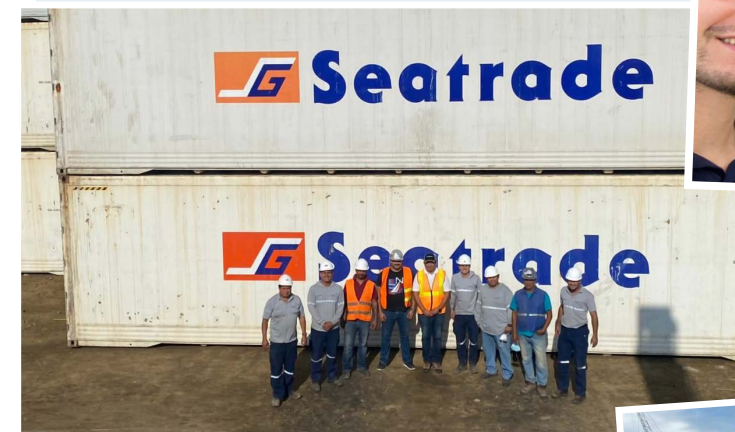
Our Port Captains have been attending vessels around Ecuador to assist with cargo operations and recently we even attended vessels loading dry bulk cargo in Colombia.

All in all our two companies are constantly in motion, expanding our business portfolio within in the country. We are always moving forward in order to proudly represent Seatrade in Ecuador.

Niels van Belzen



LASA being husbandry agent for cruise vessel in Puerto Bolivar



LASA container yard in action



Work hard play hard, after an intensive week there is some time to enjoy an Ecuadorian BBQ



Telling the Ecuadorian television about Seatrade in Ecuador



FOLLOW OUR ANNIVERSARY CONTAINER

Every day we see containers passing by on trucks, inland barges, ships and trains. Sometimes we also find them parked for a longer period outside a warehouse or distribution center. Surely you must have seen our well-known Seatrade labeled containers somewhere around the globe.

Did you know that we control and own a total of 6000 container units in our operations? The vast majority of these containers consist of reefer containers. In the end we are a specialized reefer carrier. The equipment and machinery in a reefer container (in fact a small reefer vessel) improved a lot over the years. The power consumption of a reefer container reduced drastically, up to almost 50% compared to the ones manufactured, let's say, 20 years ago.

To give you a bit of insight into the transit times and occupancy rate we have earmarked three containers with our birthday logo and we will follow these containers for a longer period of time.

Did you spot the 70th container either at sea or ashore? Send your fun pics to our media team socialmedia@seatrade.com with a date and location and they will post your pieces on the Seatrade socials!

14 July - The container is being loaded at one of the Albert Heijn (Dutch supermarket) distribution centres, with a full cargo of perishable goods.

15 July - Labeled with the Seatrade 70th logo @port of Flushing and loaded on board of m.v. Atlantic Klipper. We sail on a weekly service to the Caribbean Islands in our Caribanex / Geest line service, providing amongst others lots of perishable goods from North West Europe to the Caribbean.

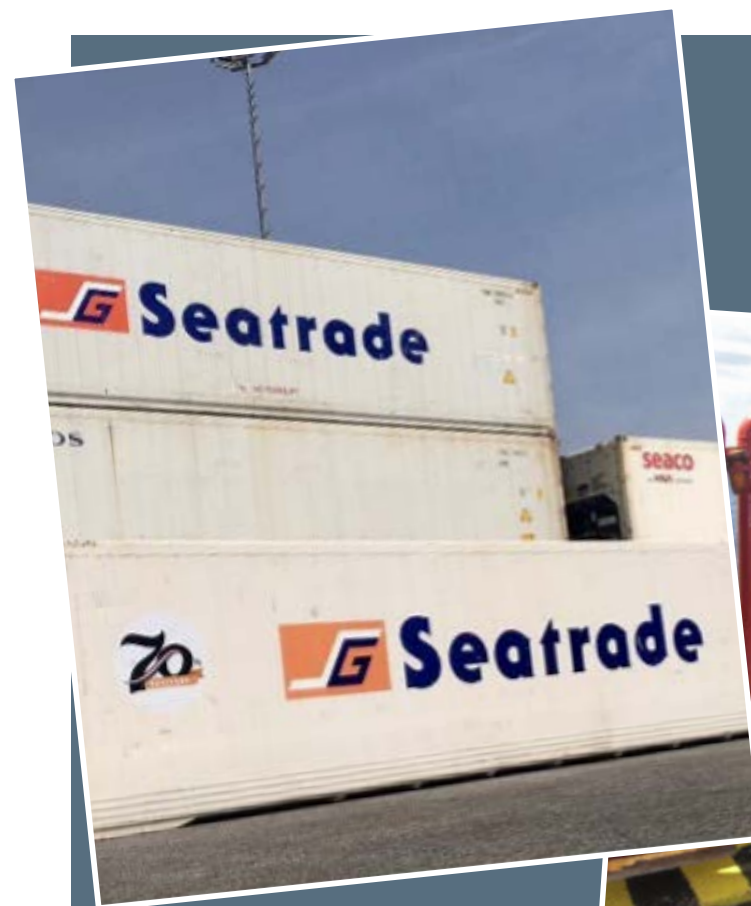
20 July - 'Extended' care on board of m.v. Atlantic Klipper during the sea passage of the reefer containers.

01 August - The container was discharged @ Willemstad Curacao from the m.v. Atlantic Klipper after calling the ports of Barbados, Grenada, St.Vincent, St. Lucia and Antigua.

13 August - The empty container is loaded on m.v. Lombok Strait.

19 August - The container was discharged at Santa Marta, where it will receive a 'PTI' (Pre Trip Inspection) and subsequently be loaded with perishables.

With your help the story continues on the Seatrade socials. So, did you spot our happy container?



A WALK DOWN MEMORY LANE:

GEERT PEPPING

To mark the 70th anniversary of Seatrade, we have spoken to some noteworthy people from Seatrade's past and present. We could not, however, let this occasion pass without speaking to one of Seatrade's earliest and longest serving members: Geert Pepping. So, when he was in the Groningen office one autumn morning in October, Mark Jansen and Anja Peters took the opportunity to ask him about his life and experiences at Seatrade. And although some of these stories are indeed memorable, nothing quite compares to Geert's introduction to the sea as a shipwreck survivor when he was just 18 months old!

The early years

But let's start at the beginning. Geert Pepping was born into a true shipping family. The Pepping family was already a well-established name in the Groningen coastal shipping circle. His grandfather built his first tjalk, Prinses Juliana, ID 5335, at the Muller shipyard in Stadskanaal (in the province of Groningen) in 1909 and his father, Hendrik Pepping, operated his own vessels until 1951 until he joined Dammers & Van der Heide in 1951 and became Managing Director in 1958.

During the war, in 1943, Hendrik's ship

the Tyger, ID 6759 and built in 1938, was confiscated by the Germans. After it was returned to him in 1946, he and his wife Elisa started sailing and operating the vessel again, taking their young son, Geert, with them. On an early post-war journey however, in the dense fog, close to Goodwin Sands, they were rammed midships near the mast, by an American Liberty ship. Realising his ship was lost, Hendrik and his wife, with 18-month-old Geert in his arms and the crew jumped into the North Sea. Except the Mate who managed to jump via the mast of the Tyger onto the foredeck of the American ship and urged its Master to launch two rescue boats to search for the remaining Tiger crew. The fog, having reduced visibility to practically zero, luckily provided enough silence for the rescuers to hear each other shouting. By the time they found each other, father, mother, baby Pepping and the crew had already been drifting in the freezing February water for over an hour. They made it safely onboard the local light vessel and subsequently onwards, via the UK, to The Netherlands. Fortunately, no lives were lost and everybody returned home safely.

Story continues on next page.



The Dammers' years

As already mentioned, father Hendrik became Managing Director at Dammers & Van der Heide in 1958. Geert, upon leaving secondary school, pursued a career in shipping by attending the Maritime Shipping Training college in Amsterdam. After completing his studies, he started working for Dammers as an Apprentice Officer and gained much sailing experience working on tankers, reefers, kettle ships, ro-ro's, ferries, drycargo and containers even finishing as a Captain. By the age of 27 years, he had also spent time on shipyards for surveys, conversions and newbuildings. Much experience, one would say, at such a young age, but not so when compared to his grandfather and father who had their own newbuilding ships at the age of 28. During this period he picked up a lot from the famous inspector Sjoerd Oosterhof on the technical side

Geert Pepping then joined the Chartering Department of the Dammers' office team where he also learned some ins and out from Jan Dammers himself. He taught him, for instance, how to write more succinct messages; words cost money! To this day, Geert frequently uses this way of writing e-mail or text messages. Some current management members still remember their puzzling.

In the early seventies, Dammers moved offices to Curacao and opened a daughter company in Monaco: Energetic Monte Carlo. Geert joined the Monaco office in 1972 to work together with Erik Musterd for an initial period of three months; this turned into five years. In the meantime, his wife and young son had joined

him in Monaco and his daughter was born in this period. He worked six days per week, sometimes seven if the situation called for it and, needless to say, although his workload was challenging and enjoyable, it did prevent him from spending time with his family. When the challenges diminished and the learning curve flattened, it was time to move on.

The Seatrade years

Although there were people who thought the move from sunny Monte Carlo to the northernmost part of the Netherlands was rather odd (to put it mildly), Geert Pepping did not share this view and started his career at Seatrade in April 1977. At the Ossenmarkt in Groningen, he formed a team with Henk Schuur, Tom Tammes and Marnix van Overklift, taking care of the fruit cargoes, sale and purchase of vessels and newbuilding. Together with Henk Schuur, he created and realised various progressive designs, such as the now widely used trunk deck design. This was designed by Geert himself to create a pallet intake increase of 10% for the 4000 GT requested at the time.

During his Monte Carlo years, Geert had developed a close relationship with Mr. Raffaello Orsero who followed him to Seatrade and brought his vessels under the Seatrade management. This resulted in a good relationship between the Seatrade Group and the Orsero Group that still exists today.

Story continues on next page.

In 1989, shortly after Mr. Dammers passed away, Seatrade took over Dammers & Van der Heide, including all their owned 16 vessels. Geert, being responsible for sale and purchase within Seatrade, sold on the less pallet friendly of these Dammers' vessels and the less fuel efficient Honolulu class. With the Spring Bear, Spring Bob, Spring Panda and the majority of the Jan Willem Class, Seatrade continued to trade successfully in the Seatrade pool.

Explained: the Seatrade Pool

All of the founding members of Seatrade had their own vessels for which, naturally, they wanted the obtain the best cargo and prices. To keep things honest and fair, it was decided to form a pool of vessels from which the cargoes and earnings could be distributed fairly between all pool members. Most vessels subsequently purchased and/or managed by Seatrade, joined the pool and this pool construction is still in place today.

In 1993, Seatrade moved their commercial branch to Antwerp, where Geert focused mainly on sale and purchase matters. Shortly afterwards, Michiel Schaap was hired to assist with the contractual / brokerage part of the sale & purchase activities. At this time, some 160 reefers were managed and operated by Seatrade with approximately 100 Seatrade staff worldwide, organised according to trade: fish for the smaller vessels and fruit for the larger vessels. The deployment of around 2,500 crew members was managed by the Crewing Department.

In 2007, Geert retired from his day-to-day work at Seatrade but he stayed active as a Supervisory Director and, of course, in an



advisory capacity. During a difficult period as a whole within the shipping industry and a difference of opinion on the way forward for the Seatrade Group of Companies, Marnix van Overklift retired in 2009. As a consequence Geert Pepping became actively involved again and assigned Yntze Buitenwerf as the new Chairman. This was also a good time to take stock of the position of the company and to see if any changes could be made to prepare the Group for the demands of the future. This resulted in a necessary re-organisation of the office staff and for the vessels, it meant not only the sale of non-efficient and non-profitable units but also a careful step of diversification into containers.

In 2016, the construction of five container vessels started: the Seatrade Green, Seatrade Red, Seatrade Blue, Seatrade White, Seatrade Orange, with completion of the final unit in 2019. Also in 2016, four new freezer vessels (Orange Stream, Orange Strait, Orange Sea, Orange Spirit) and one juice carrier (Juice Express) were built with the final vessel delivered in 2019.

By this time, Geert was no longer actively involved in the day-to-day running of the company but he did keep up to date with newbuilding developments, taking a keen interest in the progress and making the occasional visit to newbuilding sites in China and Japan.

The years ahead

When asked what he believes the future will hold for the shipping industry, Geert Pepping tentatively predicts that operating within the reefer business will not get any easier,

especially with the ever-growing container segment. He does, however, expect the fish trade to continue, especially if China joins the fish quota legislation. He also sees a good future for the container trade if done right and at the right time.

On a personal note

Geert Pepping's passion for shipping and sailing is not strictly limited to his business activities. In his private life, he has always enjoyed sailing and designing sailing yachts of respectable size and performance. After the sale of his last sailing yacht earlier this year, he now enjoys fishing on a small Boston Whaler. The love of shipping and sailing seems to be a family trait: his son and daughter have both been Dutch sailing champions. Being a proud grandfather of five grandchildren, the merits of ships and boats will always be connected to the Pepping family name.

Expressing many thanks to the crews onboard and ashore for the excellent cooperation and performance, Seatrade can look ahead to a fruitful future. He also likes to report that his wife was his best mate during all these events. Thank you very much!

**Anja Peters
& Mark Jansen**

NEW CREW



ANNA
Daughter of Mathias Verhaert
Seatrade Chartering



MOÏS
Grandson of Clarence Dykstra
PBT



LETICIA SOFÍA
Daughter of Luis Lista
Logistics Agency SA



STAN
Grandson of Patsy Michielsen
Seatrade Chartering



YOGESH
Daughter of Aditi Shenoy
DA Desk Dubai



JET
Granddaughter of Kor Wormmeester
Seatrade Groningen

MOST DELICIOUS OF FOODS

Story starts on next page.

In April this year the following press release was issued: “Seatrade Group (‘Seatrade’) and Jamaica Producers Group Limited (‘JP’) are pleased to announce the joint venture acquisition of Geest Line Limited. Geest Line has been the operator of one of the leading shipping lines in Europe serving the Caribbean and Latin America markets for over 65 years. Seatrade, headquartered in Curaçao, is a worldwide leader in reefer vessel shipping services. JP, headquartered in Kingston, Jamaica, is a publicly listed company with global interests in Caribbean logistics services, port terminal operations, specialty food and drink production and agribusiness”.

The renewed cooperation between Seatrade and Jamaica Producers made us realize that our partnership goes back for many years. With an office staff consisting of many ex-seafarers who sailed on the ‘JP’ line between the Caribbean and the Bristol channel Newport at that time, we all have very positive memories on the liner service calling the ports of Kingston and Port Antonio on a monthly basis. Time to get more acquainted with Jamaica Producers and its chairman Mr. Charlie Johnston.

Can you give us a short introduction when and under what circumstances Jamaica Producers was founded?

Jamaica Producers Group (‘JP’) was originally formed in 1929 as a cooperative of about 6,000 growers and initially called Jamaica Banana Producers Association (‘JBPA’). JBPA’s Articles required that in order to be a member you had to be a banana grower and a Jamaican. The cooperative lobbied with the Government of Jamaica (at the time Jamaica was a colony of Britain),

and they assisted the JBPA to finance four old meat ships which were used as banana carriers to Britain. These original ships were named the Jamaica Producer, the Jamaica Planter, the Jamaica Settler and the Jamaica Pioneer. Shipping expertise was provided by Jamaica Fruit & Shipping Company whose Managing Directors were Charles E. Johnston (my grandfather) and Sibrandt List (a Danish ship Captain who had sailed for United Fruit Company).

Charles E. Johnston became the first Managing Director of JBPA and set about convincing small independent banana ripeners in the UK to receive the cooperative’s fruit.



The organisation then became vertically integrated: growing, shipping and ripening & distribution. In the 1930s the cooperative was converted to a company with shareholders and in the 1960s it was listed on the Jamaica Stock Exchange. In the 1990s the company’s name was changed to Jamaica Producers Group reflecting its diversification in to new business sectors.

Have your family been involved with JP from the very beginning?

Indeed my family were founding shareholders of the company (Jamaica Fruit & Shipping Co.) and my grandfather and father served as Directors before me. I became a Director in 1975 and later was elected Chairman in 1986. I have always been an active Director and chairman, working very closely first with Managing Director of JP Group, Dr. Marshall Hall, and more recently with JP Group CEO, Jeffrey Hall since 2007.

In the 1970s, the Jamaican government under Prime Minister Michael Manley, nationalised our shipping line (JP Shipping Company), and our last owned ship, the Jamaica Producer II, was sold to Chinese owners. I personally fought to return JP to shipping and in the early 1980s, we succeeded in taking back the nationalised shipping line. However, we did this without owning our own vessels. As we were now ready to charter ships, Marshall and I were approached by Mr. Erik Musterd, a broker, who then put us in touch with Seatrade in Groningen. As an aside, Seatrade subsequently hired Erik and he handled our account until his retirement. We then met Messrs. Geert Pepping and Marnix van Overklift of Seatrade and chartered



our first four vessels. The very first ship provided was the m.v. Frost Pollocks, but this was on an interim basis until more suitable ships were secured, as this was a fish carrier – which had to be fully sanitised and de-scented before we could load our bananas – and we required fruit carriers. The Frost Pollocks was replaced shortly after with the Nautic and other ‘N’ Class ships including the Neerlandic.

Did the business model of JP change a lot over the years?

The answer is yes and no. No, in that we have remained in the fruit business and in the shipping and logistics business. But yes, it has changed a lot as we no longer own ships, nor are we in the ripening and distribution of bananas in the UK. Today, Jamaica Producers has operations in Jamaica, the United Kingdom, the Netherlands, the Dominican Republic, the United States and Cayman. Our businesses are divided in two main divisions, Food & Drink (F&D) and Logistics and Infrastructure (L&I). In our F&D division we are the market leader in the production of fresh juice in northern Europe (Hoogesteger BV); we are the largest growers of bananas and pineapples in Jamaica (JP Farms – mainly for local consumption);

we are manufacturers of rum cakes and confectionary (Tortuga International Holdings Ltd. – the leading Caribbean cruise ship souvenir), and a leader in the production of tropical snacks in the Caribbean region (JP Snacks). In our L&I division we operate the leading multi-purpose terminal in the Caribbean (Kingston Wharves Ltd.) and the UK’s leading full-service Caribbean-focused logistics company (JP Shipping Services Ltd.) serving both private and commercial customers.

In the nineties, JP exported mainly Cavendish bananas from Jamaica and the so-called typical Jamaican produce always formed an important part of the cargoes, are these cargoes still being exported?

After being affected by five hurricanes in four years, Jamaica Producers ceased exporting bananas to Europe in 2008. Today, some of our produce grown on our farms in Jamaica is still exported, but in reefer containers and in much smaller quantities. At present Tortuga Rum Cakes are our largest export from Jamaica.

Can you explain a bit about the early days of the cooperation between Seatrade and JP?

Our relationship with Seatrade was always a good one and a strong one. This was demonstrated early on when, having chartered the four ships, Hurricane Gilbert decimated Jamaica (and our banana plantations) in 1988. The Prince of Tides was actually on its way to Kingston

when Hurricane Gilbert hit and sheltered off of the Dominican Republic. After the storm, it sailed into Kingston and became an invaluable command centre for our shipping and banana operations, as we had no electricity or telephone service on the island. We used the ship to communicate with the outside world and were able to source bananas from Colombia to replace bananas in the UK. There were no bananas in Jamaica, and we could not produce any for another six months, but we negotiated with Marnix, Gerry and Erik for the charter hire of all four ships to be suspended until our bananas returned to production. This was a huge benefit to Jamaica Producers that solidified our relationship with Seatrade over the years. At the end of every charter, we did go to the market, but Seatrade always found a way to give us the best solution.

The present relationship between JP and Seatrade is of a different magnitude involving the Geest line. Could you elaborate a bit on this new cooperation?

Our Managing Director, Jeffrey Hall, had been keeping an eye on the Geest operation for a number of years, and obviously, so was Seatrade. Geest has been a long-term important supplier to JP’s Caribbean logistics business and as a result we had developed a strong respect for what the Geest management team had managed to achieve over the years. Jeffrey and our Group Finance Director, Alan Buckland on our side, and Yntze Buitenwerf and Mads Ellefsen of Seatrade got together and made an offer to purchase Geest, with the



two companies owning 50% each. The deal was successful, and I have the privilege of serving as the first Chairman of this new era for Geest Line.

Do you have a story or anecdote related to JP and Seatrade which you would like to share with us?

There have been many stories over the years, but here are a few that I can share. One is that the Neerlandic was loaded in Pt. Antonio, Jamaica and ready to sail to the UK with a full load of bananas and for some reason, the generator failed. The ship’s engineers could not solve the problem and reluctantly asked the boarding agent to get help. He called me on a Friday evening around 7:00pm. I then called a local engineer who I had known for some time, who drove from Kingston to Pt. Antonio and in a few hours. I got a phone call to say that the generator had been repaired, which then enabled the main engines to be started and for the ship to sail. This saved what would have been a huge claim against Seatrade by Jamaica Producers, and in turn a huge claim against JP by the farmers.

Lastly, in 1993, Seatrade asked my first wife, Sakina Johnston, if she would be the godmother of the m.v. Cold Stream, Seatrade’s then newest vessel. Of course, she was honoured to accept. We all travelled to Japan, Tokyo and then on to Hachinohe where the ship was christened. It was a most memorable event. Sakina was tutored on how to cut the restraining cord and managed to do it flawlessly in one chop. The other highlight of the trip, however, was Erik and my duet karaoke rendition of “My Way”!

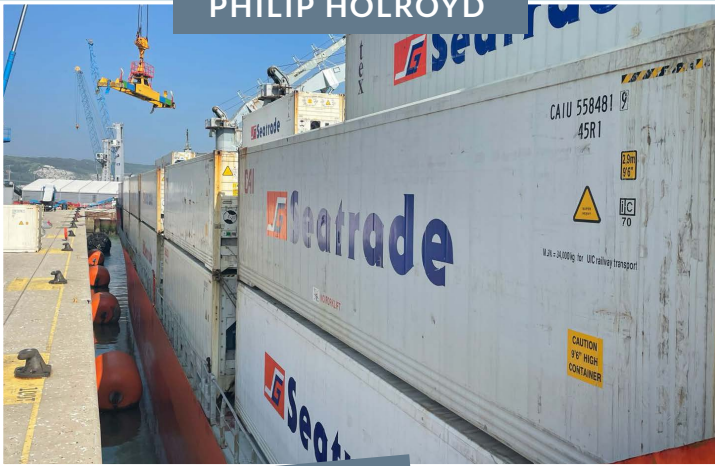
I – and indeed Jamaica Producers – have enjoyed a great relationship with Seatrade over the years, and I am confident that this new Geest venture with Seatrade will be mutually beneficial and that the relationship will continue to endure.

Lisa Johnston & Charlie Johnston



#TEAM SEATRADE

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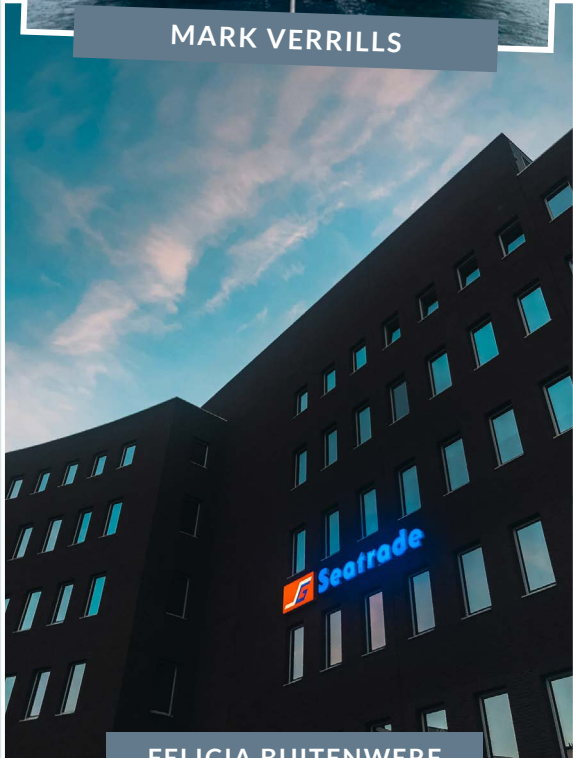
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FELICIA BUITENWERF

OLIVIA BUITENWERF



“You change the world by being yourself.”

ZHAROV KIRILL



KENDRICK JASON GRIJALDO



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NONOGRAM

JAPANESE CROSSWORD

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FLEETLIST

Name	cbft	sqm	built
Aconcagua Bay	512,361	5,894	1992
Albemarle Island	108,451	1,236	1993
Atlantic Klipper	661,530	7,118	2011
Atlantic Reefer	597,139	6,804	1998
Autumn Stream	644,331	7,557	1993
Baltic Klipper	661,636	7,118	2010
Barrington Island	108,451	1,236	1993
Boyang Capella	304,841	3,368	2020
Cala Palma	720,000	7,781	2000
Cala Pedra	720,000	7,781	2000
Cala Pino	720,000	7,781	1999
Cala Pula	720,000	7,781	1999
Charles Island	108,451	1,236	1993
Cold Stream	456,785	5,217	1994
Coppename	212,102	2,453	1990
Cool Expreso	362,351	4,313	1994
CS Quality	104,637	1,127	2008
Discovery Bay	534,246	5,922	1997
Duncan Island	108,451	1,236	1993
Everest Bay	449,201	5,219	1989
Fegulus	526,141	5,849	1993
Fuji Bay	502,514	5,858	1990
Green Austevoll	265,770	3,233	1991
Green Bodø	265,770	3,233	1990
Green Brazil	376,994	4,510	1994
Green Chile	375,477	4,497	1992
Green Cooler	265,770	3,233	1992
Green Costa Rica	375,442	4,494	1992
Green Crystal	265,770	3,233	1992
Green Egersund	265,770	3,233	1990
Green Explorer	273,713	3,205	1991

FLEETLIST

Name	cbft	sqm	built
Green Freezer	265,770	3,233	1991
Green Guatamala	375,723	4,494	1992
Green Honduras	376,221	4,507	1992
Green Italia	377,100	4,519	1994
Green Karmøy	265,770	3,233	1990
Green Klipper	263,300	2,993	1991
Green Maløy	265,770	3,233	1990
Green Maveric	310,395	3,702	1993
Green Ocean	236,300	2,993	1992
Green Selje	265,770	3,233	1989
Hellas Stream	645,586	7,565	1991
Hsiang Hao	293,958	3,446	2018
Hood Island	108,451	1,236	1994
Italia Stream	645,586	7,565	1992
Juice Express	2018
Lagoon Phoenix	400,884	4,544	1993
Lombok Strait	626,011	7,341	2002
Luzon Strait	626,011	7,341	2002
Nova Florida	298,320	3,512	1989
Nova Zeelandia	238,985	2,684	1986
Orange Sea	322,173	3,381	2019
Orange Spirit	323,035	3,363	2019
Orange Strait	322,828	3,408	2019
Orange Stream	323,318	3,408	2019
Pacific Mermaid	540,572	6,075	1992
Pacific Reefer	596,925	6,803	1999
Prince of Seas	371,412	4,121	1993
Regal Bay	526,250	5,851	1993
Runaway Bay	516,227	5,852	1992

FLEETLIST

Name	cbft	sqm	built
Santa Catherina	463,986	5,140	2000
Seatrade Blue	2,200	650	2017
Seatrade Green	2,200	770	2019
Seatrade Orange	2,200	650	2016
Seatrade Red	2,200	650	2016
Seatrade White	2,200	650	2016
Sierra Lara	260,050	2,925	1996
Sierra Laurel	260,050	2,925	1998
Sierra Leyre	260,050	2,925	1997
Sierra Queen	398,470	4,736	1996
Swedish Stream	645,586	7,565	1992
Univision	2009
Water Phoenix	400,884	4,544	1992
Whitney Bay	449,175	5,208	1990
Yun Der	293.958	3.446	2018



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