

SIMPLY SEATRADE



DECEMBER 2022

COLOFON

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FROM THE EDITORS

We are honoured to present you with the 2022 edition of Simply Seatrade. After two years of fleet – and office wide anniversary celebrations 'corona style', we are almost back with both feet on the ground. Not without sharing the occasional Seatrade anniversary picture though. Simply because we can't get enough.

What else do we have in store for you?

- We invite you to take a walk down memory line with our highly valued business partner and friend for years, Mr. Sadaya Ohno.
- Join an interesting coming together with two English gentlemen, explaining a bit more about Geest Line and the long-standing relationship with Seatrade.
- You might have spotted our 'promotion bonanza' posts on the socials. Manager Crewing Kor Wormmeester will dig a bit deeper into the successful career development program of Seatrade.
- Get a behind-the-scenes impression of our latest new building project.
- Learn more about shipping finances and our Norwegian Executive Director of the Board of Seatrade Mads Ellefsen. Both remained, till now, a bit of a mystery.

- We stay in the far north, in Stockholm to be precise, to unravel another mystery. Did a Dutchman sink the Vasa?
- And lastly do not forget to check out the good old 'regulars' in our magazine.

What remains is a big apology from our side: last edition's puzzle page turned out too difficult and no correct answers were received. We hope to make up for it with better puzzles and by extending last year's special anniversary prizes: seven limited edition miniature ship models.

We trust that this magazine brings you an interesting read in the run-up to the year that lies ahead. A year in which we need positive thoughts. We are therefore secretly looking forward to the preparations for the next anniversary, only two magazines away. Simply because we can't get enough!

Yntze Buitenwerf
Danielle van der Eide
Mark Jansen
Anja Peters
Kor Wormmeester

MANAGEMENT CORNER

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When we issued the last edition of Simply Seatrade, we expected a return to normal in the year to come. Instead, the slow but steady easing of corona measures went hand in hand with the start of the war in Ukraine, affecting the whole of the European continent and beyond.

Living up to our slogan Always Moving Forward, we focus on the future and on our clients. This is what allows us to dare and to show the way. And in just over 70 years, we have become one of the world's leading names in specialized shipping and logistics, while also preserving the human values of a privately family-owned company. This is also what allows us to contribute to sustainable globalization, by means of more balanced trade, enabling both economic and social development, while respecting the integrity of all people and the planet.

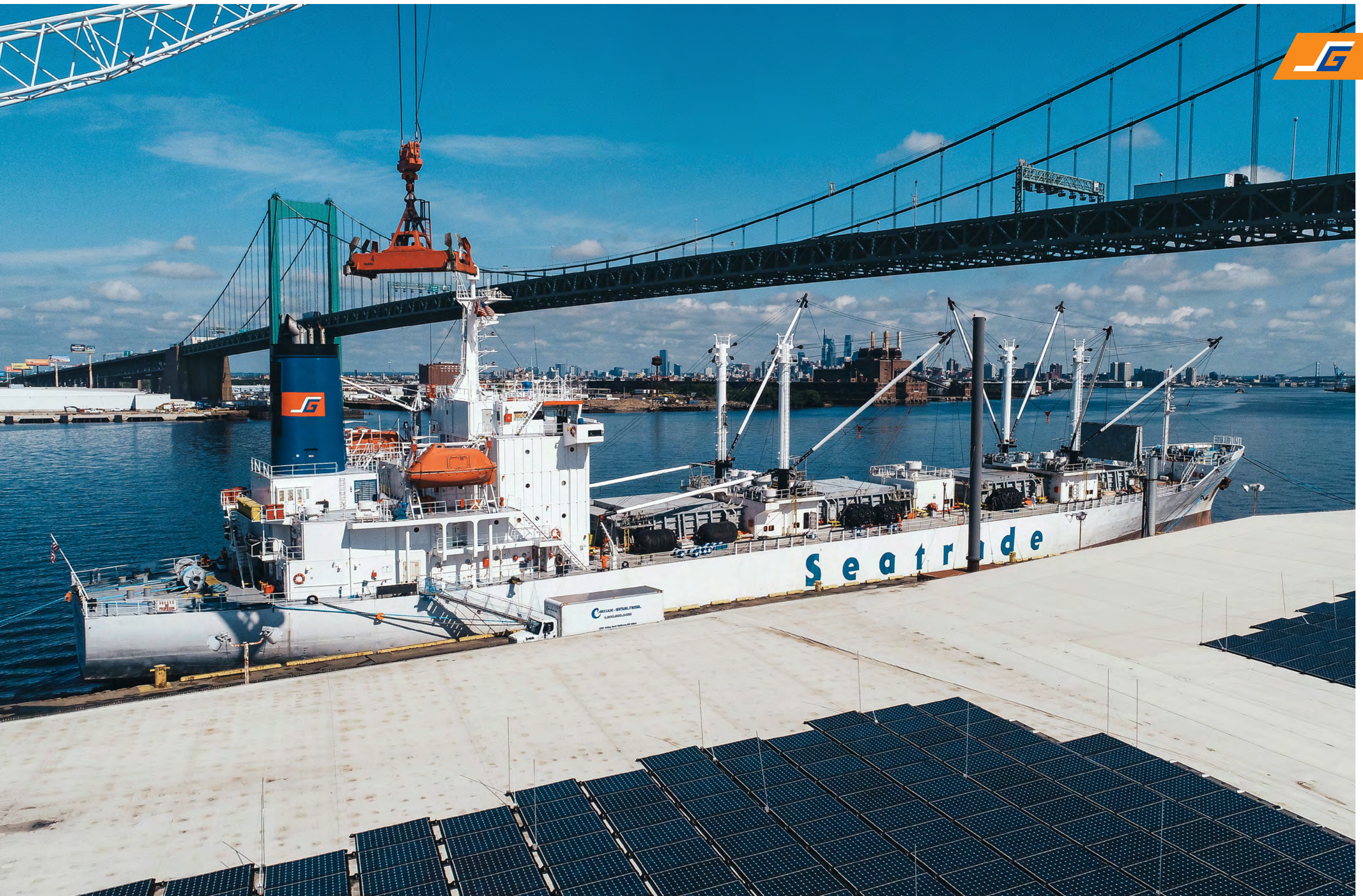
As a result of an expanding world market and favorable rates, Seatrade moved forward at high pace, supported by a multinational staff and cross border branch offices working perfectly together. One company workmanship at its best! Our Technical and Newbuilding Departments are studying and realizing new technologies to make our ships greener and design the ships of the future. We made the most of the post-corona vibe by finally celebrating

our 70th birthday in Seatrade's birthplace Groningen, participating in sporting events, strengthening ties with sympathetic initiatives such as Top Dutch Solar Racing and presenting ourselves at prestigious fairs in Berlin and Madrid. The best of all: our real-life get-togethers with customers, promoted crew and jubilee staff. Above and beyond, we were thrilled to announce the acquisition of four high-specification eco-design container vessel new-buildings of 1.800 TEU. A scale model of the first ship, Seatrade Chile, was spectacularly unveiled in an equally contemporary new building, Forum in Groningen.

All these events and much more passed by on our socials one time or another. So, follow or join #teamseatrade media on LinkedIn, Instagram or Facebook and send your pictures or stories to socialmedia@seatrade.com.

Our sincere thanks for standing by our side and for going that extra mile, and thus contributing to our exemplary performance. We could not have done it without you. To conclude, we would like to express a simple wish for you, your families, the world: peace, health and happiness. Sometimes 'normal' is more than enough...

The Management



AN INTERESTING COMING TOGETHER

On the day the Dutch public transport was brought to a standstill due to a nationwide strike of railway staff, we travelled from high up in the North, to the deep South for a meeting with the Managing and the Finance Directors of Geest, Peter Dixon and Chris Roberts at the office of Seatrade Chartering. These experienced travellers were not daunted by the strike and made their way from the airport in Amsterdam to Breda by rental car. The pleasant conversation, which took place in the coffee corner of the restaurant area, took us through the history of Geest and its connection with Seatrade through the years.

The Dutch connection

The history of Geest, as told in brief by 'company historian' Chris Roberts, starts with the Dutch Van Geest brothers who formed a horticultural business in Spalding in 1935. This also reveals a roundabout family connection between Mr. Roberts and Geest as his brother's father-in-law did a lot of secretarial work for Geest. During the early years, the Van Geest brothers turned their attention from flowers to fruit and vegetables and ultimately bananas. Because Fyffes controlled all the bananas in Colombia, the brothers went to the Windward Islands where they bought a small company that grew into Geest PLC, paving the way for Geest to become a household 'banana-name' in the UK. In the early fifties, the Geest Line brand became the company's deep sea shipping identity providing ships to transport the bananas grown on the Geest Bananas plantations in the Windward Islands and

Costa Rica and general freight and passenger services from the UK.

On a personal note – Peter Dixon

Mr. Dixon started his career at the British shipping company Blue Star Line and moved through the ranks to become Captain. After his seagoing career, by then Captain Dixon, started working ashore in the Middle East and Dubai for five years, as General Manager for the Middle East and the subcontinent. This was followed by a return to London where the daily commute made him decide to leave, thus starting his relationship with Geest in January 1995. Initially as Chartering and Operations Manager when the PLC company sold off the banana sector in 1996 it coincided with a move to Jersey, as shipping director. He then moved back to the UK and started work in the Southampton office. Around the same time Chris Roberts, whose first job was to close the Jersey office (!) and the Benlux office (in the same office block as Seatrade), joined the company. He took over from Mr. Salmond as Managing Director in 2010. Captain Dixon, happily married with two grown up daughters, no longer practises cart racing as he did in his younger days but does still enjoy motorsports as a spectator. Golf, which he has enjoyed playing on and off for over 30 years, is now his active sport of choice.

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The beginning of the partnership

Geests relationship with Seatrade goes back to the 1970's with COA's to supplement Geest's own fleet of vessels as volumes from the Windward Islands grew. Communication has changed a lot since those days as the recent joining of Seatrade and Jamaica Producers, which was facilitated by Geest, was mostly done via Teams which made for an interesting coming together of the companies.

Also worth noting is that Captain Dixon worked together with Seatrade's Eik Schuster 30 years ago at Star Reefers. Eik was a young management trainee coming from Hamburg Sud. They worked together at the London office, both left in different directions and are now back together again.

On a personal note – Chris Roberts

Mr. Roberts trained as an accountant for what was Deloitte and is now PWC. After training and qualifying in London, he moved to Southampton. His move outside the professional practice took him to De La Rue – a company that literally prints money! His job at the time involved a lot of worldwide travelling and although he enjoyed his job, it was difficult to combine with his young family at that time, so he moved first to a construction company and later to BASF. In 2001 he started at Geest and the rest is history. Mr. Roberts, married with three children, enjoys sailing, especially on his own sailing boat with which he sailed to a Jersey board meeting in early 2022. Although this trip, which he made together with his eldest son and a friend, went well, he did also experience some more exciting moments at sea as one time his mast fell off (due to metal tiredness) when he intended to sail around the UK on his own. Luckily the coast guard came to take him back in.

Bananas, bananas, bananas

Geest controlled the entire banana chain on the Windward Islands, from growing, managing the farms, transportation, shipping, ripening, and selling to the supermarkets. Banana production peaked in the Windward Islands in the early 1990's and as a result of changes in the European Union system Geest controlled almost 50% of the banana licences issued allowing fruit to be imported without paying duty. Production started to decline and Geest PLC decided to sell its banana interests, Geest Bananas Limited and its associated shipping brand Geest Line. Both Fyffes and the Governments of the Windward Islands were interested in buying Geest: Fyffes because they were bringing in fruit from Belize and wanted access to the licences and a chance to reduce ripening capacity in the UK and the Windward Islands because they saw the potential for generating money. This common interest brought about the joint venture between the Windward Islands and Fyffes who bought Geest Bananas from Geest PLC in 1996. They traded until last year (2021) when the JP and Seatrade joint venture came about.

The governments of Dominica, St. Lucia, St. Vincent and Grenada owned a company called Winfresh which owned shares in Geest. When Winfresh went into administration, the liquidator needed to sell the shares in Geest and Fyffes decided to take the opportunity to sell its 50% share at the same time.

As Geest's focus concerning bananas was very much on the Windward Islands, it was a household name there as well as in the UK because the bananas were sold in the supermarkets with the Geest label. This was strengthened by the fact that, when the UK joined the European Union, the government saw Geest as an entity that could support the islands that were becoming increasingly independent. They wanted the islands to have an industry and Geest was just that industry.

A royal visit

The relationship with Seatrade's current management (Yntze Buitenwerf, Walter Wildoer and Mark Jansen) goes back around 20 years but when chartering ships from Seatrade started in 2000, the primary contacts were Alex van Drimmelen and Gusta Noren. Negotiating with Gusta, who took care of the Geest account for several years, was best done during lunch time as he always said he needed food and was keen to get things done at lunch time. These were good meetings which were also a lot of fun.

At the start, Mr. Van Overklift and Mr. Pepping were also very much involved and both Mr. Dixon and Mr. Roberts were lucky enough to be taken out on Mr. Pepping's yacht Athos during race meeting at Cowes in the year of the late Queen Elizabeth II's golden jubilee. Although she was due to come on board this did not happen, but merely watching her walk by was already a special moment for which Yntze Buitenwerf was also present.

Change in business culture

Today's visit is, of course, mainly to discuss the business plans with the shareholders who are also at the Breda office today. According to both gentlemen, there has been a notable change in business culture compared to the past. Today's management approach is hands-on and involved. The current shareholders want to be involved and understand the business and the plans.

A different sort of service

A special mention and thanks go to the crew on the Geest vessels over the years, particularly to the Dutch masters. Several of them have really helped the business as they showed commitment and were commercially minded in finding solutions to day to day problems. It is clear they quite enjoyed the Geest service and developed a very close relationship with the Geest staff.

Homeward bound

After having left the gentlemen in the hospitable hands of our colleagues in Breda, we struggled our way through the traffic jams towards the North. Navigated by a very civilized English-speaking lady, we looked back on the pleasant conversation with two charming gentlemen. Indeed, a truly interesting coming together.

Danielle van der Eide & Anja Peters



Peter Dixon (l.) and Chris Roberts (r.)



With shareholders in Breda



Chris Roberts (l.) and Peter Dixon (r.)



THE SHIP THAT NEVER SAILED

Museum visits can be dull at times. Starting off wildly enthusiastic but halfway through thinking 'how much longer' or 'should I not get into this object, really study it. Just like the people around me do?'

Sound familiar? There are alternatives. Open-air museums where a traditional way of life is exhibited. And museums that tell a story. Those with a 'learn, enjoy, or both, as you walk through it' feel, stimulating the senses, by seeing, hearing, and participating.

The Vasa Museum in Stockholm, taking you on the tragic story of a ship that never sailed and a search for the truth, has just all of that.

The story

The Vasa, a warship, ordered by King Gustavus Adolphus of Sweden, was intended to be a masterpiece of naval engineering with 64 guns and capacity to fit 300 soldiers. Tragically, the ship sank minutes into its maiden voyage less than a mile from the harbor in 1628. It sank in full view of a public assembled to see off their navy's -and Europe's- most ambitious warship to date. A light gust of wind toppled the ship over on its side and water pouring in through the open hatches of the lower gun deck did the rest: the ship capsized leaving up to 30 people dead and spectators horrified.

What happened? The main reason the Vasa sank is as clear as day: the ship was badly

proportioned and unstable. Like a needle, too much ship above water, too little under water and too heavily built.

After the tragic sinking of the Vasa, the Swedish Navy started an investigation wanting to know who was responsible. Many, of what we today would call VIPs, involved in the contracting and building of the vessel came under scrutiny. The suspects: a King, a Captain, an Admiral, a Shipbuilder and a Site Manager.

The King

The Vasa was built under strong time constraints and a series of confusing orders imposed by King Gustav II. He was under pressure to strengthen his naval forces that had already suffered from severe setbacks in a time of war and colonization. Besides that, the Vasa was simply meant to impress. When the King learned that a large ship with two gun decks, instead of one, was being built in Denmark, the original, more traditional, architecture of Vasa made place for a more complex one carrying the added weight of the extra guns in a cramped space built for 12 guns only. He also ordered that the ship be outfitted with hundreds of heavy oak carvings which raised the center of gravity and further contributed to the instability of the Vasa.

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Guilty? The King was not a specialist, to say the least, but more importantly, as a royal was automatically above all suspicion.

The Captain

On that tragic 10th of August, Captain Söfring Hansson sailed with the gunports open and the guns out to fire as a salute as the ship left Stockholm. He only ordered the lower gundeck ports closed once the ship began to take water, by then it was too late.

Guilty? Hansson argued that that fatal day he had a sober, well-instructed crew and the guns were lashed well. He claimed that the ship had been too unstable to sail anyway. A stability test of about one month earlier, involving an Admiral, proved just that...

The Admiral

Because of limitations in ship calculating at the time, ship’s captains had to learn the operational characteristics of their ships by trial-and-error testing. A stability test ordered by Captain Hansson demonstrated the vessel’s instability to the Swedish royal Navy’s Heads of Procurement, (Vice) Admiral Klas Fleming. Hansson had thirty men running from one side of the ship to the other almost capsizing the ship at the quay. Admiral Fleming, acting as contact to the King, choose not to act upon Hansson’s suspicions.

Guilty? The ship was not good, to the point of danger, but the King could not and should not be disappointed: Vasa had to go into the water! Fleming argued that he only carried out the will of the King.



In October this year, the Dutch King and Queen Willem-Alexander and Queen Maxima visited the Vasa Museum during their state visit to Sweden and the Swedish royal family.

The Shipbuilder

Because of their knowledge and experience in building ships, many Dutchmen were working in shipyards in Sweden. Shipbuilder Hendrik Hubertsen (Henrik Hybertsson) signed a contract with the King to design and oversee construction of four ships which would include Vasa. The contract only contained the specifications of the length of the keel and the width. As was usual at that time, builders did not use construction drawings. After the keel was laid, the rest of the building work was based on relative proportions. There were as such no modified plans. Hendrik had also never built a ship with two enclosed gun decks. At completion of the Vasa in 1928, Hubertsen had already delegated the construction of the structure to shipyard master Hein Jacobsen after falling ill.

Guilty? Hubertsen died shortly before the launch, he could not defend himself nor be punished anymore.

The Site Manager

So, was it site manager Hein Jacobsen (Hein Jacobsson) then? On the contrary, Jacobsen had in fact widened the ship after taking over responsibility for the construction. At that stage of building, Vasa could not be widened more than a foot and a half, though.

Guilty? Jacobsen did the maximum achievable and stated that he completed the ship as directed by Hubertsen.

Despite numerous criminal investigations, nobody was convicted. The lack of political courage, the lack of communication and the lack of documentation within a repressed system remained untouched. The Navy concluded that the sinking of the Vasa must have been God’s will.

Danielle van der Eide

A MUSEUM WITH A HEART

The Vasa Museum in Stockholm is literally built around the Vasa. The ship was recovered in 1956 well preserved in the cold, oxygen-poor water of the Baltic Sea in the sheltered harbor. The only surviving ship of its era. In 1990, after nearly thirty years of restoration and conservation, the museum opened its doors to the public.



With the ship in full sight throughout, the earlier made ‘needle’ claim is evident. You are right away drawn into the story of the Vasa, the builders and the earlier mentioned VIPs. And Vasa’s crew. Studies of skeletal remains and reconstruction resulted in a few of them emerging from the past in a most dignified way. In the exhibition, we learn their height, age, diet (one especially skinny and short man was a vegetarian) and medical history (sadly often injuries sustained from fighting or abuse).

All of them obviously shorter than today, yet uncommonly short because the period was amid something that we now know as the little ice age. There were also women and at least one child onboard, supposedly as guests. Remarkable, as in those days women on merchant and military ships were considered to bring bad catch or bad luck...

The museum gives great insights into life onboard and Swedish maritime history in image and sound under the ever-close watchful eye of impressive Vasa. An experience with the right feel, a museum with a heart.

A WALK DOWN MEMORY LANE:

SADAYA OHNO

On a bright day in October, we had a very pleasant conversation with, perhaps, Seatrade's most loyal customer. His background in anthropology and philosophy may not be the most common route into shipping but everyone who knows Mr. Ohno will admit that this is in no way a drawback.

At the start of the interview, Mr. Ohno expressed his worry that the past two Corona years, in which travel was severely restricted, had caused his English to deteriorate. This worry proved to be unfounded. Indeed, our attempts to pronounce his company's name in the correct Japanese way were far more challenging.

Toei Shipping: the early years

Toei Shipping was founded by Mr. Ohno's father in 1970 and in the early years of the business, he had two reefer vessels built in Shin Kurushima: Western Reefer and Pacific Reefer. Most reefer vessels in Japan at that time were employed in transporting frozen commodities from motherships, anywhere in the world, back to Japan so Mr. Ohno's father chartered his two reefer vessels to Salem in Sweden because he wanted to go into the fruit business. Gradually the business expanded. Three small reefer vessels were bought from Nissui and 60 seafarers, who all made promotion when they joined Toei Shipping, were hired as crew for these vessels. In 1977 a time charter contract was made for seven years for the newbuilding project that resulted in the vessel Tama Rex. At this time the company had seven ships.

Entry into shipping

Now one might expect that the move into shipping was inspired by his father's choice of business, but this was not quite the case. Although Mr. Ohno did ask his father's help in getting a job, the decision to find one in shipping, or indeed a permanent position at all, was mostly motivated by his father-in-law when questioning him about his plans for

his daughter and their future. The socially engaged young Mr. Ohno at that time had no plans to get a permanent job anywhere anytime soon but his father-in-law made him see things differently. After trying in vain to get a job through the regular channels (at that time still the old-fashioned telephone) he asked his father's help and ultimately got a position at the commercial department of Nissui where he worked from 1977 until 1985 when he joined his father's company.

Mr. Ohno's entry into the world of shipping also formed the start of a long-lasting friendship with Mr. Taki Ikeda who started at Nissui as well at that time, working on a project concerning the vessels Disko Bay and Goose Bay, formerly Asama Maru and Ikoma Maru.

Joining the family business

In 1985 Mr. Ohno joined Toei Shipping because his father's health was deteriorating. One of his first projects in the family company was the newbuilding of the vessels Tama Hope (1986) and Tama Star (1987) at Nippon Kai Heavy Industries and buying the Disko Bay and Goose Bay from Nissui which were subsequently chartered back to them. The entire ship management was done in-house, including the crewing side, which is where they encountered some problems after a time. In those days, the vessels were manned by Japanese crew only. For their vessels, however, Toei Shipping had decided to man the Disko Bay and Goose Bay with 100% foreign crew and the Tama Hope and Tama Star with mix of Japanese and foreign crew. This ultimately resulted in Toei Shipping outsourcing the ship management side of the business. The experience with this company was not satisfactory and when the contract came to an end, Mr. Ohno, who was by then in charge of Toei Shipping, decided not to renew the contract but to start a new relationship with Seatrade.

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The Seatrade years

Toei Shipping came to Seatrade in 1993. This did not come out of the blue, in his Nissui days Mr. Ohno had already had contact with Dammers before this became Seatrade so the name and company were not completely new to him. Also, some years previously, Mr. Ohno had met Harry Taatgen of Seatrade on the stairs to Mr. Ikeda's office, weighed down by several kilograms of ships' drawings only to discover Mr. Ikeda was not available. This did, however, lead to a fortuitous and pleasant lunch meeting between Mr. Ohno and Mr. Taatgen which left Mr. Ohno with a very positive impression of Mr. Taatgen and, by association, Seatrade.

It was also Mr. Taatgen who inspected the Toei vessels before the ship management deal was finalised. Although the vessels were perhaps not, at that time, in the very best general condition, he did see the original design and concept of the vessels was good and it would be worth the time, investment and effort to get them fully operational again. This project took three to four months in Rotterdam and Klaipeda and was supervised by Ed van Vliet, Jos Hendriks, Piet IJzerman and Henk Hauer. It was indeed worth it and Mr. Ohno is adamant that he did, through the years, earn back the investment in this overhaul project. Both vessels sailed in the Seatrade pool for around three years before they were sold.

The vessels

In December 1995 a new building contract was signed for what would be the Discovery Bay, keel laying was in March 1996 and delivery of the vessel in 1997. In the meantime, the Disko Bay and Goose Bay had been sold and in 2000 the Tama Hope, Tama Star and the Santa Catharina also came to Seatrade for ship management. Cor Jonker was the first superintendent of these vessels.

During the years the Tama Hope and Tama Star were sold to Chinese parties and in

2018 the Santa Catharina and Discovery Bay went, commercially, to another party but the ship management has remained at Seatrade and Mr. Ohno is still very satisfied with this. He appreciates the quality, seriousness and honesty of doing business with Seatrade as well as the open and clear communication.

It has been done in this way since Mr. Ohno came to Seatrade and has not changed in any fundamental way. From Seatrade side it has to be said that Mr. Ohno is always willing to listen to clear, well-argued cases when repairs, modifications etc. have to be carried out on one of the vessels. So, it is safe to say that for nearly 30 years now, the relationship between Toei Shipping, Mr. Ohno, and Seatrade is a highly valued one.

On a personal note

In case our readers were wondering, Mr. Ohno had known the girl mentioned earlier since they were both 15 and no more than classmates. By now, they have known each other for 55 years, are still happily married and have two children (a son and a daughter) and one granddaughter together. There may also be those who wonder if the anthropology and philosophy studies have been helpful in the shipping business. Opinion on that is somewhat divided but it has to be helpful in this business if, on a cold and grey day in Klaipeda, you are able cheer people up by accurately linking staff members to their animal counterparts.

Suffice to say that a meeting with Mr. Ohno is never boring and we are always glad to welcome him at our offices (and not just because he brings delicious chocolates with him when he visits).

Anja Peters & Mark Jansen

A NEW COUNTRY CLASS



With the acquisition of two high-specification reefer container vessels (Seatrade Chile and Seatrade Peru), continuation of Seatrade's newbuilding program was launched in 2022. Moreover, in early November Seatrade announced that the company has agreed to confirm two more options (Seatrade Ecuador and Seatrade Columbia). Consequently, the newbuilding order has been extended with another two optional 'Country Class' vessels.

The Newbuilding Department of Seatrade Groningen has been heavily involved in the review of the 3D model, plan approval and technical agreements. For certain parts of the vessel also the seagoing staff have been invited to give practical input in the review process.

The new Country Class is being built by Huanghai Shipbuilding Co., Ltd yard which was founded in 1944 and currently has 2,100 employees. Huanghai has a mixed ownership structure: 80% is held by the employee shareholding committee composed of all employees and 20% by the local Rongcheng Public Assets Management Company. The shipyard is located at the east of Jiaodong peninsula, Shidao bay and close to the Shidao port in Shandong province China,

about 30 km away from Weihai international airport, 90 km away from Weihai downtown, and 150 km from Yantai City.

The 1800 TEU specialized reefer container vessels currently under construction at Huanghai Shipyard are oceangoing container vessels with a two-stroke diesel engine, a fix pitch type propeller, rudder with bulb and a bow thruster. The new Country Class will follow the Colour Class in way of colour layout e.g., the top side of the vessel will be blue with a white Seatrade logo on the side.

Main dimensions

Length over all	: abt. 172.00 m
Length between perpendiculars	: 169.00 m
Breadth (moulded)	: 28.40 m
Depth to main deck (moulded)	: 14.50 m
Draft design (moulded)	: 8.50 m
Draft scantling (moulded)	: 9.70 m
Deadweight at design draft	: abt. 19,000 mt
Deadweight at scantling draft	: abt. 23,900 mt
Speed at design draft	: 18.7 kn
Total reefer container sockets	: 639

Story continues on next page ►



Steel cutting ceremony of Seatrade Chile ▲
3D Tribon model of 1800 TEU reefer container vessel Seatrade Chile ►
Model test at sea trial condition and speed of 18.5 knots ▼



The main engine is of the make MAN B&W 6S60ME-C10.5, HPSCR, Tier III, two strokes, single acting electrically controlled fuel injection system, crosshead, direct reversible, turbocharger type and fulfilling the IMO NOx Tier III emission limitations.

SMCR : abt. 11,800 kW

CSR : abt. 10,030 kW

The electric generating plant consists of four sets of diesel generators (with 4-stroke engines) and total power of 4 x 1,100 kW. Prior to the building process at the yard, the

model tests program took place at HSVA in Hamburg to verify efficiency of the bow shape, hull lines, rudder and propeller.

The generation of eco design, high-specification reefer container vessels also cover Bureau Veritas notations: CLEANSHIP and GREEN PASSPORT(EU). On top of that (specially to increase comfort of the crew) the notation COMF-NOISE3 will be integrated to the design process. The vessels are Biofuels ready and an upgrade to Methanol prepared notation is under discussion with the yard and classification society.

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

On 21st October 2022, the steel cutting ceremonies were held at Huanghai shipyard to kick off the construction of Seatrade Chile. The ceremony was attended by the Seatrade site representative, classification

society (Bureau Veritas) and shipyard representatives. Currently, the yard is proceeding with steel works and Seatrade's lead representative is taking care of a smooth progress of the current newbuilding projects.

It is expected that around 30th November 2023, Seatrade Chile will be delivered.

Jarek Cisek



MADS ANSGAR ELLEFSEN

HISTORY CATCHING UP

M

Mads Ansgar Ellefsen has been involved with Seatrade for the past 20 years and we thought it was time to introduce him to all of you.

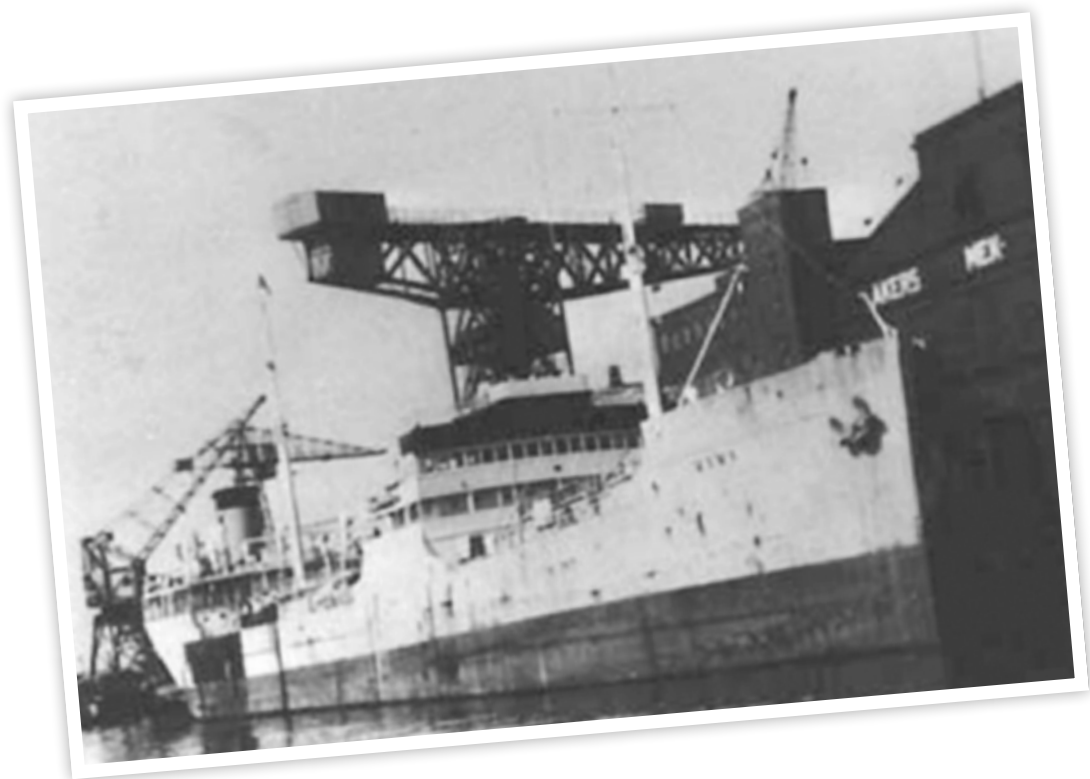
Having been born and raised next to the sea on the south coast of Norway, Mads made the very conscious decision early on not to go into shipping as most of the men in his family were in this line of work. His father was a shipbroker, working in sale and purchase, and both his grandfathers were Captain on board seagoing vessels, also during the war years.

During this period, his maternal grandfather (Mads Ansgar Danielsen) sailed on M/T Vivi until the end of the war and had some, no doubt, daunting experiences. Being stopped off Curaçao by a British cruiser and ordered -for your safety and that of the crew- to divert your route because your country has been invaded and is no longer safe, must have been disconcerting. Equally distressing was, undoubtedly the fire that broke out on Vivi in February 1945 while at anchor in New York.

Not wanting to follow in his family's shipping footsteps, Mads decided to go into insurance and continued in this line of work for a year and a half before going into banking, at a shipping bank to be exact. After having done this for several years, he started a corporate advisory business together with several others. In his capacity as corporate advisor, he met Mr. Pepping and Mr. Van Overklift for the first time in April 2000 for an introductory meeting. He must have had the feeling then that this was the start of a special relationship as he saved a stub of his airline ticket all these years.

The relationship with Seatrade started at that time and has continued ever since. In his current role as Executive Director of the Board of Seatrade, Mads is mainly involved in corporate finance and business development.

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‘We-Seatrade’

What Mads likes most about Seatrade is that it is a very flat organisation, there are very short lines of communication and everyone feels that they are a part of the company. After all these years, he still enjoys being involved with Seatrade as something is always happening and there is never a dull moment.

On a personal note

Mads still lives by the sea in Arendal with his wife, who is an interior architect, and their cat. They have four daughters, who by now have left home. He has two small boats and enjoys gardening. Being at sea and working in the garden he considers the best way of recharging whenever that is needed.

Travelling

The Corona restrictions of the past two years had quite an impact on Mads who has an average of 150 work-related travel days

per year. One positive thing to come out of all that, however, is that it has become easier to have digital meetings. It has also made people, including the Seatrade frequent flyers, look more closely at the necessity of flying.

History catching up

Mads thought, when he embarked on his career in shipping, that he was the first one in his family to go to Curaçao, but his grandfather beat him to that in 1940 on the Vivi. It seems that although Mads did try to escape his shipping roots, he was not quite able to do this. Nor does he seem to want to, seeing as he still enjoys the work he does and the role he plays within Seatrade.

Anja Peters & Mark Jansen



Postscript: Team Seatrade, Gerald and Henk, became the proud winners of the Captain of Sales Award. We are very happy with the amount raised together with the other Captain of Sales participants for our rescuers at sea.

RESCUERS AT SEA

The past year Seatrade has tightened the ties with the KNRM, the Royal Dutch Rescue Company. The KNRM is a non-profit organisation that helps and rescues people in distress at sea and inland waters. Seatrade has committed to supporting the KNRM in multiple ways: as sponsor, as participant in a contest and even as volunteer on active duty.

Let's give the floor to a few of our colleagues involved:

Mark Jansen (Managing Director Seatrade Groningen), how did the cooperation between Seatrade and the KNRM come about?

"The cooperation has always been there and was re-intensified two years ago after an overwhelming lobby initiative during the corona pandemic by Edward Zwitser (compliments) and we became co-sponsor of the new rescue boat in the Eemshaven. During my apprentice period on board of ships I was taught by the senior officers that saving lives at sea is for free and the rescuers going out to rescue anybody in need, are most of the time volunteers who are putting their own wellbeing on the line to help. Therefore, never ever pass by a sponsor miniature boat without donating! This motto is still fresh in my mind and I am always impressed by the dedication and perseverance of the rescuers."

Gerald Munjanganja (Line Manager Seatrade Chartering), what is the Captain of Sales contest?

"The Captain of Sales is a fundraising competition organised by the KNRM to raise funding

and awareness of the organisation. The event takes place in and around the Grand Hotel Huis ter Duin in Noordwijk aan Zee, on November 18, 2022. Here, the teams are given small assignments to complete and compete, with the goal of raising money for the KNRM. In the run up to the event, participants are given few to no details on what each of these small assignments will entail. What we do know is that the events are a combination of Expeditie Robinson, Sterrenslag, De Slimste Mens and will require the use of each team's network. Each assignment leads to prize money donated by sponsors. The successful completion of each assignment is how the challenges are won. The better a team does in each assignment, the more prize money they win. As a result, participants and supporters will see prize money added to each team throughout the day. The winning team, the team that raises the highest amount of money for the KNRM, is awarded the Captain of Sales title."

Claire Lusted (Fleetteam Operator, Seatrade Groningen), we were proud to learn that you, as one of our colleagues are volunteering at the KNRM. Could you tell us a bit more about your activities?

"At the moment, I'm still in the training phases, completing medical care, radio communication and navigation courses, but most importantly familiarising myself with our territory (the inland lake and waterways from Lauwersmeer and from the harbour of Lauwersoog, West to the sandbank Engelsmanplaat and East towards Borkum and the approach to Eemshaven, where

the next station's territory then begins). Knowing the local area with all its small and ever-changing channels and very few illuminated buoys can be tricky when navigating in the dark and only on the radar! We practice this throughout the year, come rain or shine."

Henk Rasker (Crewing Coordinator, Seatrade Groningen), as a former seafarer and one of the driving forces behind the Captain of Sales event, why is it so important that we support the KNRM?

"In fine weather, the sea is a beautiful place for pleasure and commercial shipping, but it can turn into a dangerous place in no time at all. When the weather outside is cold and stormy, people cozy up inside in front of the fireplace. But there are also those who brave the high waves and cold rains to save their fellow humans at sea. That is why I so appreciate the boat crews of the Royal Dutch Rescue Society. Simply because they are always committed to rescues at sea and in all weather conditions. Add to that the fact that the KNRM depends entirely on donated funds. They deserve our support, which is why I look forward to participating and donating at the KNRM Captain of Sales Event."

Thumbs up for a truly noble cause! We are therefore doubly pleased to announce that the KNRM and its dedicated Project Leader Mr. Edward Zwitser, will feature in next year's edition of Simply Seatrade. In the meantime, check out our socials for news and updates.

Danielle van der Eide



Mark



Gerald



KNRM sponsor miniature boat



Rescue operation



Claire



Henk

A CENTURY OF EXPERIENCE

Good day to you all.

I would like to share with you the story of a century of experience on board one Seatrade vessel. On the photo there are five crewmembers in the port of Moín, Costa Rica during a regular crew change happening everyday around the world.

These crewmembers are:

- Mr. Vladimir Ruzanov joined Seatrade on the SEACAT Line in 1998 as an AB and has by now been working as Chief Officer for many years.
- Mr. Andrey Shvetsov joined Seatrade on the SEACAT Line in 2006 as an OS and was recently promoted to Captain.
- Mr. Sergei Bilenko joined Seatrade in 1993 as a Chief Officer and has been sailing as Captain for more than 25 years now. He joined the SEACAT Line in 1998.
- Mr. Andrey Chasovskikh joined Seatrade in 2006 as 1st Engine Officer and has been working as Chief Engineer for many years now. He joined the SEACAT Line in 2010.

- Mr. Oleg Semidotskiky joined Seatrade as 1st Engine Officer and has been working as Chief Engineer for many years now. He joined the SEACAT Line in 2002.

As you can see, they have all been working for Seatrade for many years and they always return to the vessels. The thing that most unites these men, is the SEACAT Line (SEAtrade Central America Tampa Line) carrying orange juice in bulk and general cargo from/to Tampa, Florida – Moín, Costa Rica. The 25th anniversary of the Line will be celebrated in June 2023.

All crew members received their theoretical education at a Marine College or University and afterwards joined Seatrade where they continue to gain professional skills and experience. This is done on board different vessels as well as by attending various training courses and meetings.

Story continues on next page ►





All mentioned crewmembers spent many years successfully working on board MV Joint Frost (the vessel sailed in the SEACAT Line for 20 years) and gaining a great deal of experience in transporting orange juice in bulk. In 2018 they all joined the new MV Juice Express (whose 5th birthday will be celebrated in May 2023) and continued their successful career.

All the crewmembers who have been working with Seatrade for many years continue to pass on their knowledge to new generations of seafarers. This is one contributing factor for ensuring many more successful years ahead for Seatrade.

Of course, there are many more impressive examples throughout the Seatrade fleet of longstanding crewmembers. One such example is Bosun Mr. Aleksander Belotserkovets who has been a seafarer for 50 years now. Of those 50 years, he has spent 24 at Seatrade and he joined the SEACAT Line in 2006.

Let me wish to All of You Success and Many Bright Years in the Company!

Captain Sergei Bilenko

NEW CREW



MATILDE
Daughter of Roberta Scotto
Seatrade Italy



ARTHUR
Son of Mareike Hilbig
Seatrade Hamburg



LUIS DAMIÁN
Son of Priscilla Alvarado
Seatrade Costa Rica



JELTE JOHAN FRISO
Son of Floris-Jan Sturing
Seatrade Groningen



MARIANO DAVID
Son of Jose Valdivia
Seatrade Peru

SEALEARN: IT'S TIME TO START COOKING

Much of our life happens in patterns, so it's highly likely that a problem we meet has been encountered at least a few times before. Easy conclusion: no need to repeat mistakes!

Still, the past decades have shown that the way we used to look at human performance, based on cause and effects, doesn't bring the learning effect to move us closer to the prevention of serious problems and fatal mistakes. Real conclusion: looking at what went wrong doesn't automatically make you better!

Major advances in prevention largely come from a perspective focused on systematically building competency, not correcting weakness. The PDS, Personal Development System, was developed in 2010/2011 and launched in 2012. This way of looking at the competences of our crew is a huge improvement compared to previous years. However not all and especially the real learning / development did not take off as we need it to be. We learned:

**If you focus on results
you will never change.
If you focus on change
you will get results.**

An attractive digital learning experience is the basis to make us all future-fit for this world of automation and transformation. Digital learning does not mean learning on your phone, it means 'bringing learning to wherever the employees are'. It is a way of learning not a type of learning.

In other words, this new era is not only a shift in tools, it is a shift to employee centric design. Shifting from *instructional design learning* to *experience design learning* which is simple and in the flow of work.

We developed Sealearn to create a platform to set YOU up for success! The Sealearn principle is based on continuous development and transformation of learned content in the workplace: learn on the app, apply it in the workplace.

Use it or lose it

We humans quickly forget what we learn. Conserving energy has been essential for human survival, as it allowed us to be more efficient in searching for food and shelter and avoiding predators. As a result, our brains quickly forget what we don't use. Incorporating new learning into your work is one way to retain knowledge. Another is spaced repetition, spreading learning out

over time e.g. material should be reviewed in gradually increasing intervals of roughly one day, two days, four days, eight days, and so on. This approach takes advantage of the psychological which demonstrates a strong link between the periodic exposure to information and retention. Studies show that by using spaced repetition, we can remember about 80% of what we learn after 60 days, a significant improvement.

Today's fast-moving business landscape calls for organizations and their people to adapt to changing circumstances rapidly, and to always be learning. What needs to change:

The Salt'n Pepper Approach

Let's envision a cook, preparing a new dish. He has ingredients of the highest quality and while cooking, they seem to connect and become one. And it already smells awesome. Now, he's facing the Salt'n Pepper challenge:

Not adding anything, the dish will taste 'okayish'. This is not what his customers want, so he will stop cooking that dish because even if he can improve it the customers will not order it again.

On the other hand, adding too much salt or pepper, can still destroy the overall dish experience, so the customer tasting it once will never visit the restaurant again. Well balancing Salt'n Pepper, the customer will

be delighted, spread the word, and the cook will have happy clients, a happy and growing team.

It's time to start cooking

The type of change that is needed to become a learning organization is transformation on organizational and personal level which means that organization and staff are:

- committed to a cycle of continuous learning and improvement;
- promoting a culture that enables and accelerates individual and team learning;
- continually testing their assumptions and transforming new knowledge into action.

This includes systems thinking (comprehending the big picture), personal mastery (doing the job well), mental models (critically questioning assumptions), shared vision (arriving at a collective purpose) and team learning (working together).

Login to Sealearn is easy: use your Seatrade company email address and date of birth as password. Seafarers login with their Seacrew ID number and date of birth.

Together, we have all the tools and ingredients, it's time to start cooking!

Kor Wormmeester



#TEAM SEATRADE

@ AQUALIMA BLUEBERRY FIELDS IN TRUJILLO, PERU WITH ENRIQUE HARTEN, GERT-JAN SPELD, IGOR SEMINARIO AND JUAN PULGAR.



WE DID IT! KLM URBAN TRAIL: A WARM WELCOME FROM THE BUITENWERF FAMILY FOR MARTINA TANGEN, DANIELLE VAN DER EIDE, GEKE VOS, CLAIRE LUSTED AND THEKLA HARBERS.



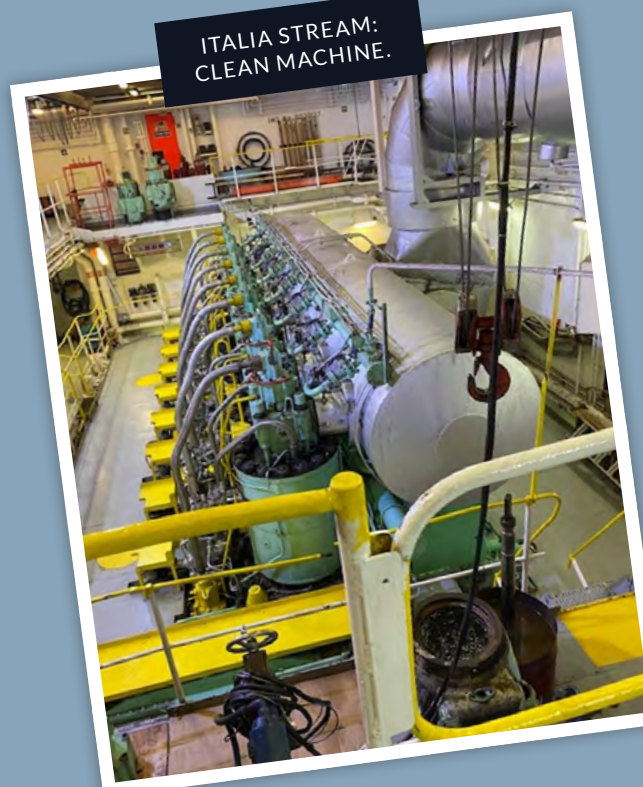
FLASHBACK! THE GREAT SEATRADE BIRTHDAY BAKE OFF WITH AVIOR MANILA.



@ FRUIT ATTRACTION MADRID.



ITALIA STREAM: CLEAN MACHINE.



LEOPARD PRINT IS THE NEW TREND! WITH GERBEN EERKES.

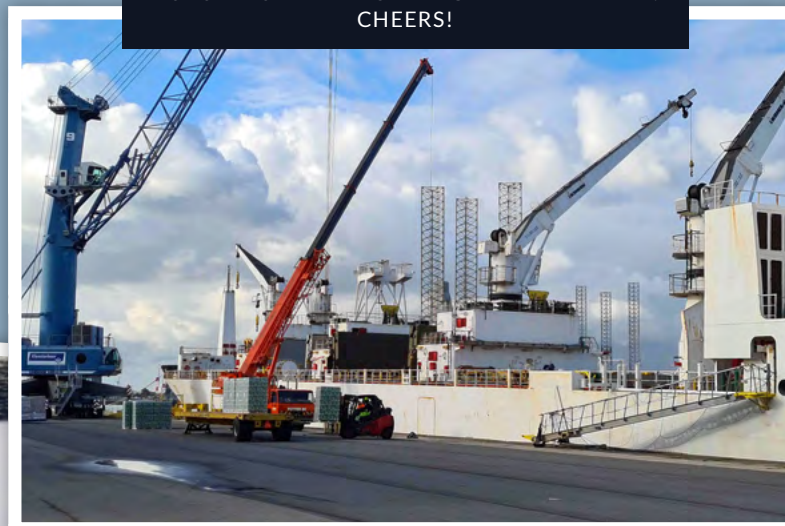


DANCING THE NIGHT AWAY SEATRADE 70 PARTY IN GRONINGEN.



“Every day is a new beginning.”

AUTUMN STREAM LOADING HEINEKEN BEER. CHEERS!



FLASHBACK! THE GREAT SEATRADE BIRTHDAY BAKE OFF WITH ATLANTIC KLIPPER.



UNVEILING OF SEATRADE CHILE BY GEERT AND INEKE PEPPING @ SEATRADE 70 PARTY IN GRONINGEN.



NEDERLAND STREAM, VELSEN GROTE HOUT.



PUZZLE PAGE

Rebus

A rebus is a picture representation of various words which together form a phrase or a saying, which is the solution to the puzzle.

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 three 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).**

E-mail: simply-seatrade@seatrade.com

Send us your response to this issue's puzzles and win one of seven limited edition miniature shipmodels! Deadline for your response is 1 March 2023. The names of the winners will not be published.

The answers of the puzzle and trivia in issue 01/2021 were:

Puzzle medium code = 962

Hard code = 746

Extra hard code = 637

Rebus = Fair winds and following seas

Nonogram =



We received a lot of responses; thank you for participating! Unfortunately, no correct / complete answers were received as such we decided to extend last year's prizes.

SUDOKU

Easy

	7	9	5		6	8		
		8		7		2	3	
5				1		9		
9				6			2	
1	8			5	7		9	6
	5			2				4
		5		8				3
	6	1		9		7		
		3	7		1	6	5	

Medium

	7			3			9	
		2					7	
1	5			4				6
			7	8		5		2
	8		4		9		3	
7		6		2	1			
3				9			5	8
	9					6		
	4			5			2	

Hard

	2			4				1
8				7			9	
			6					3
	6		3					8
5			9	1				4
4			8				3	
9					6			
	5			9				2
1				2			7	

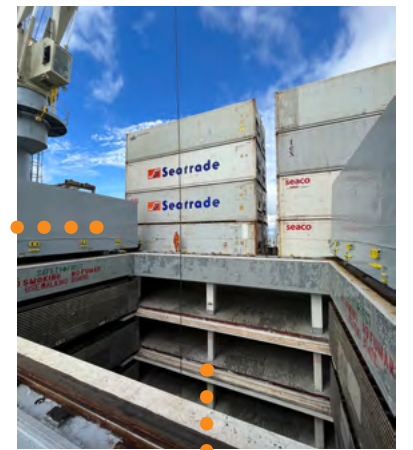
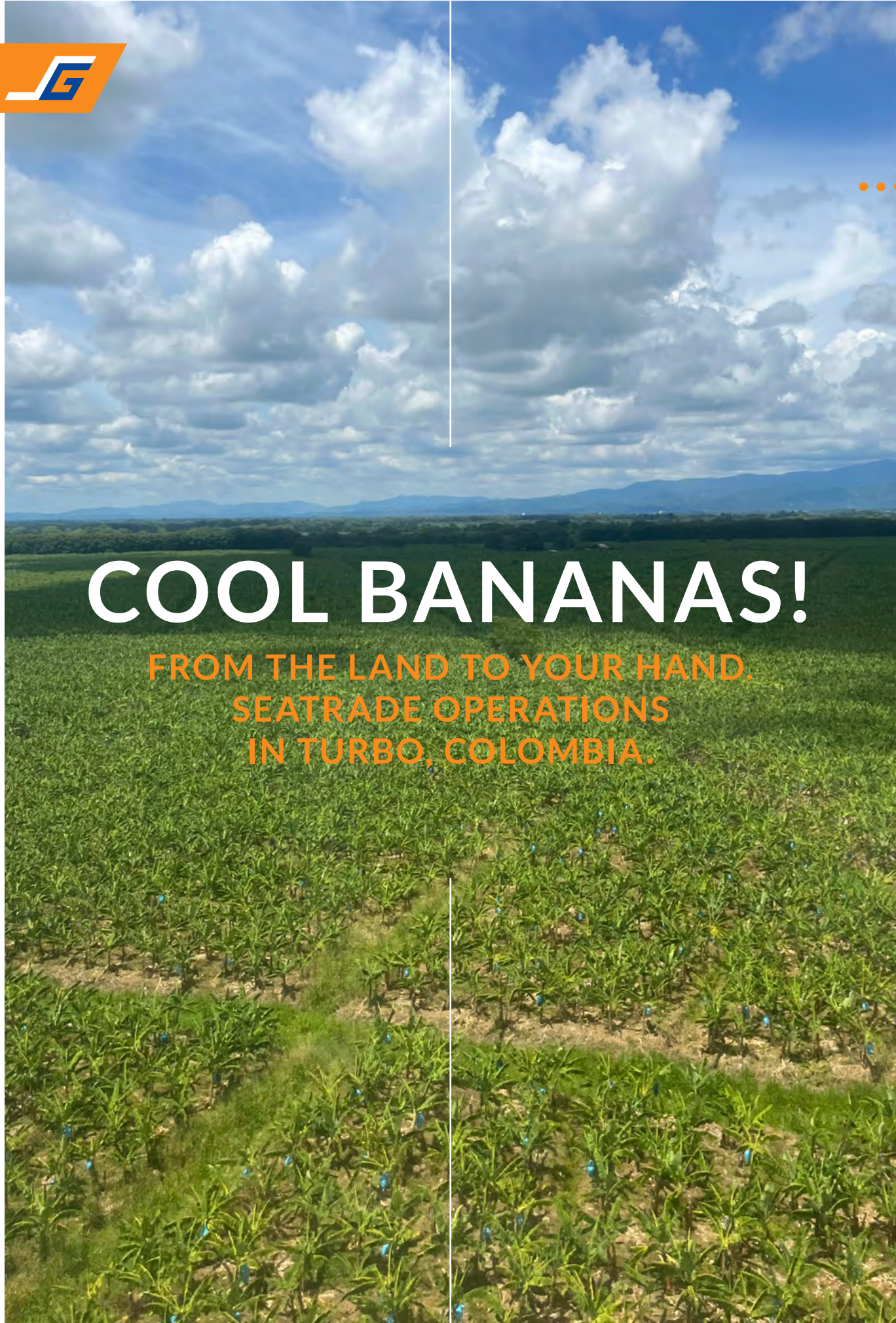
REBUS

e+-clo+y

t=s a -

ence+-clo

-tter+r=n



ALWAYS. MOVING. FORWARD.

FLEETLIST

NAME	CBFT	SQM	BUILT
Aconcagua Bay	512,361	5,894	1992
Albemarle Island	622,632	7,317	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	622,844	7,317	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	622,844	7,317	1993
Cold Stream	456,785	5,217	1994
Coppename	212,102	2,453	1990
Cool Expreso	362,351	4,313	1994
Discovery Bay	534,246	5,922	1997
Duncan Island	622,844	7,317	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
Green Freezer	265,770	3,233	1991

FLEETLIST

NAME	CBFT	SQM	BUILT
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 Maløy	265,770	3,233	1990
Green Maveric	310,395	3,702	1993
Green Selje	265,770	3,233	1989
Hellas Stream	645,586	7,565	1991
Hood Island	622,844	7,317	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
Nederland Stream	645,586	7,565	1991
Nova Florida	298,320	3,512	1989
Nova Zeelandia	238,985	2,684	1986
Orange Frost	293,958	3,446	2018
Orange Ice	293,958	3,446	2018
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 Catharina	463,986	5,140	2000
Schweiz Stream	645,586	4,565	1992
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
Water Phoenix	400,884	4,544	1992
Whitney Bay	449,175	5,208	1990

SCAN ME:



SEE YOU ON THE SOCIALS!

SIMPLY SEATRADE

ALWAYS. MOVING. FORWARD.

