

SIMPLY SEATRADE



DECEMBER 2024

COLOFON

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FROM THE EDITORS

As we began to dive into preparations for this year's Simply Seatrade, the summer was only just beginning to really bloom. The Olympics in Paris kicked off with a spectacular start after we had already enjoyed sporting highlights during the Copa América and European Football Championship 2024. Argentina and Spain won the respective cups, the Dutch fans took first prize for enthusiastically moving 'van links naar rechts (from left to right) ...'

Of another outstanding category is our brand-new Sponsor Hub: in this edition we invite you to cycle along with a Seatrade colleague and an old friend. We are also excited to share a photo report from Seatrade Blue hosting a special guest on board. Must-read: the insightful story on the evolution of a modern ship's bow by Vincent Peeters. And do not forget our regular feature on a tropical surprise that Seatrade helps jump from the land into your hand.

As always, we take time to celebrate the warm relationships we have built over the years. Jog down memory lane with Hans Vos and get introduced to Menno van Gorcum of Seatrade Rotterdam and Edward Zwitter of KNRM. Interesting: a sparring session with some of Seatrade's talented newcomers. Kor Wormmeester will explain about a unique,

EU funded, alliance between German and Dutch educational and maritime institutes and companies.

Train your brain with our long-standing favourite puzzles and have a chance to win one of three Seatrade smart watches to enhance your workouts!

We want to thank you for the incredible photo contributions we receive throughout the year(s). Entries from as early as January -or before- may only now appear in our magazine, on our socials or in other commercial expressions, yet they will always be put to good use. Next to your heart-warming, cheerful or educational stories, your photos help keep our socials, the web, and this magazine healthy and vibrant!

Whether moving 'van links naar rechts' or taking a well-earned rest, with a Simply Seatrade full of facts, photos, and fun, we hope to have brought about a small victory of our own for you to fully enjoy!

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



MANAGEMENT CORNER

The Dutch phrase 'Oud en Nieuw' marks the celebration of the turn of the year. If we translate this to English, we arrive at the core of our experiences this past year: a blend of the Old and the New, which defines much of what we have accomplished together over 2024.

The year 2024 is still in full swing, and it is impossible to reflect without facing the current global challenges. The ongoing war between Russia and Ukraine, together with the growing tensions in the Middle East, has not only affected our daily lives, but has also had a significant impact on the global economy and global trade. These developments have a direct impact on logistics and therefore on our traditional reefer trade.

In these challenging times, adaptability is essential. Logistics and reefer companies, like ours, must find innovative solutions to mitigate the impact of these global challenges. This can include diversifying supply chains, strengthening partnerships and investing in new ships and technology to increase efficiency.

Despite the current challenges, it is important to look to the future with confidence. Our industry has proven to be resilient, and with the right

modernisation, strategies and collaboration, we can weather these turbulent times. Companies that can adapt quickly and innovate will be better positioned to take advantage of new opportunities that arise in the future.

This year, our fleet renewal has seen significant progress. At the time of writing, we have proudly welcomed three new vessels into service, with five more on the horizon. Seatrade Chile, Seatrade Peru and Seatrade Ecuador are not just new ships; they represent our commitment to economic and environmental innovation. As part of our ongoing efforts to strengthen our position and realize future opportunities, we have made the decision to sell five of our Colour Class container vessels. These vessels have been trading, as from the start, in the New Zealand trade and will continue to do so but going forward under ownership of CMA CGM.

We also gradually said farewell to several of our older reefers. While it's never easy to say goodbye to vessels that have been with us for so long, it's essential as we embrace a more modern and fuel-efficient future.

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The end of an era, but also the beginning of a new chapter. In this spirit, we have revitalized a number of grown-up vessels in drydock. Cala Pula, Cala Pino, Orange Stream, Orange Strait, Seatrade Green, Orange Sea and Whitney Bay were given a fresh coat and a new lease on life, led by Cold Stream: this grand lady went up for her 6th Special Survey! Well-travelled Pia Express was purchased to team up with Juice Express on the trade between the US and Costa Rica.

Of course, our world does not run on vessels alone; the human touch remains crucial. From the captains and crew on board to the teams ashore, every link in the chain plays a role. It is the people who ignite the technology, solve problems and implement innovations. Their commitment and creativity make the difference, especially in challenging times.

By investing in our people and fostering a culture of collaboration and growth, we ensure that we excel not only now, but also in the future. With this in mind, we welcomed many new faces to our fleet and our offices, we participated in sports activities, fit challenges and (pub) quizzes. Our Groningen office saw the expansion with an additional wing reflecting the dynamic environment we strive to foster. The blend of experience and youthful enthusiasm, physics and brain moves us forward, always!

As we celebrate the turn of the year, we also honor those we have lost, reminding us of the importance of cherishing both our memories and the moments yet to be made. With our fleet growing stronger and our team vibrant as always, we step into the future with confidence, ready to embrace the opportunities and challenges of 2025!

The Management



Photo by Jaco Wolmarans



A STORYTELLER'S DEDICATION

Once upon a time there was a little boy called Edward who dreamed of becoming Captain on a KNRM rescue boat. Although this dream did not quite come true, in a roundabout way Edward Zwitter did fulfil his dream when he joined the KNRM as an intern 26 years ago. The internship turned into a parttime job and the parttime job turned into a fulltime one as 'storyteller' Edward calls it. Having studied journalism and information, Edward discovered that his strengths lay in giving a voice to the KNRM rescue workers who do not like to talk too much about what they do, which they see as doing what has to be done: rescuing people in distress at sea in all kinds of (weather) conditions. Edward put his skills to use in writing about this and making people more aware of what the KNRM does.

After persuading the no-nonsense KNRM management that hosting a gala event for the maritime sector could be a very good idea, Edward organised the first KNRM Reddersgala together with his (now) partner Jeanet in 2005. The Reddersgala is the annual close of the season event that has become a major event for all involved, from the KNRM to the guests to the staff at the venue where the gala is hosted. Edward and Jeanet are still both involved in the organisation of the gala event and their combined dedication to the KNRM means that they have decided to prioritise the KNRM gala over the further renovation of their newly bought home: that's what we call dedication to the cause!

Since 2005, Edward's role changed from 'storyteller' to manager of the business relations and during this time he has been actively building up a community around the

KNRM. This has paid off as the Reddersgala is an event that the maritime sector views with great sympathy and is eager to attend. Some of the reasons for wanting to attend are recognised by the management of Seatrade: a sense of collective responsibility from the maritime sector toward the KNRM; maintaining one's own network in the industry and just having fun at an excellently organised event.

All in all, Edward can easily imagine himself doing this for another 25 years as there will always be new challenges to face within a dynamic environment.

The KNRM past – present – future

The KNRM celebrates its 200th anniversary this year as it was founded in 1824. During these 200 years there have been many technological changes and advances, which the KNRM shares readily with other maritime rescue organisations as part of the International Maritime Rescue Federation. Many maritime rescue groups are part of this federation and by sharing knowledge and expertise, they can make sure everyone can benefit from what other groups have learned or developed. In keeping with this, materials that may no longer be appropriate for the KNRM, for example a rescue boat that is about to be decommissioned, will be distributed among other members of the association.

Three things that have not changed since 1824 are the pillars that the KNRM was founded on: the service they provide has to be free of charge to those benefitting from it; the KNRM members must be volunteers

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and the organisation must remain free of governmental subsidies. The latter is not an anti-government sentiment but has more practical roots: governmental subsidies (for the KNRM at least) would impair the functioning of the organisation as there would be an amount of money handed over at the start of the year which, certainly in the case of the KNRM, would mean having to make cuts on the material and equipment used by the volunteers and that is something they will never compromise on.

Currently the KNRM has 130 private donors and several 100 corporate donors enabling them to give the volunteers the best possible equipment. The 1400 to 1500 KNRM volunteers, by the way, still receive a 'fee' of € 1,25 per callout. This is also a remnant of 1824 when a fee of fl 2,50 was instated as compensation for 'loss of income' to entice local men who lived along the coast to help rescue people in need instead of gathering up any goods that might wash ashore from the stranded vessel and selling them on. These days the volunteers pool their KNRM income to have 'bitterballen' on a night out with the team.

The mission statement of the KNRM (safety and home) will not change but the organisation understands things have to change regarding sustainability and inclusivity. Both are challenging in their own ways, but the organisation is already busy with implementing this.

The financial situation

On the surface, the KNRM may look like one of the richest organisations in the maritime world, but this is not quite the case. The KNRM exists by the grace of the donations they receive but many of these come from people who make a substantial donation towards new rescue boats. These are, without a doubt, always welcome and much appreciated. This does mean, though, that this money remains in the bank until the current fleet is due to be replaced. Therefore, the KNRM still needs and values all donations to keep up the day-to-day running of the organisation.

One poignant example of a donation for a rescue boat is the story of Mrs Belinfante who came to the KNRM office saying she wanted to donate a rescue boat provided she could name the boat. This was of course agreed to but when

asked about the name, Mrs Belinfante said she did not know and that was why she came to the KNRM: she wanted the boat to be named after the KNRM rescue boat that brought her, her brother and 40 other Jewish refugees to Britain to escape the Nazi-occupied Netherlands. And so it came to pass that the new boat was named 'Zeemanshoop' (Seaman's Hope).

Working area KNRM

The working area of the KNRM covers the areas where the coast guard is responsible for search and rescue. The KNRM and the coast guard made the agreement that the KNRM will be the implementing organisation, positioning a rescue boat and boathouses in the relevant areas:

- Noordzee
- Waddenzee
- IJsselmeer
- Markermeer
- Randmeren
- Oosterschelde
- Westerschelde
- Veerse Meer
- Lauwersmeer

Seatrade and the KNRM

The link between Seatrade and the KNRM may seem like a fairly obvious one but even the former seafaring management was surprised to learn that the radio medical service that is also used by the Seatrade vessels in case of need, is run by the KNRM. This tipped the scales from merely being sympathetic to the KNRM to wanting to take a more active role in the form of more substantial donations, attending the KNRM Reddersgala and taking part in the Captain of Sales. This increased involvement with the KNRM as well as the KNRM's mission were the reasons the editorial team of Simply Seatrade felt it was time to draw our readers' attention to this commendable organisation.

Anja Peters
Mark Jansen



SPONSOR HUB

This year, we participated in several projects that reflect our belief in the importance of social responsibility, cultural heritage, and repurposing. Some of the initiatives we supported include traditional local events like ‘Skutsjesilen’, ‘Gronings Ontzet’ and the ‘Harlingen-Terschelling rowing race’. We also took part in border-crossing humanitarian projects, such as donating old computers to Nigeria and providing the prize for the Mission to Seafarers tombola. And, of course, the ‘KNRM’ (check out the interview with Edward Zwitter!).

Given that we, lowlanders, are renowned for our cycling skills, in this first Sponsor Hub, the spotlight will be on our Manager of Port Operations, Bram van den Broecke, and an old colleague, Karin Govaert. They took part in two separate charity cycling events – sponsored by Seatrade – and in return generously shared their experiences.

Bram

“In December 2023, my daughter-in-law Liselotte, a doctor and researcher at the Antoni van Leeuwenhoek (AVL) Cancer Institute, invited me to join her hospital team to climb the Alpe d’Huez by bike to raise funds for the Koningin Wilhelmina Fonds (KWF) in support of cancer research.

Alpe d’HuZes has been organized since 2006, with more than 5,000 participants each year climbing the Alpe d’Huez, a mountain in the French Alps, either by running, walking, or biking. Over the years, millions have been raised for cancer research and to improve the quality of life for people with cancer. The road to the top is 14.5 km long and consists of 21 turns. The elevation gain between start and finish is 1,100 meters with an average gradient of 8.1%.

Starting in January 2024, I focused on two key goals: finding companies willing to donate in exchange for a company logo on our team

shirt and training on the mountain- and racing bike. With the support of Seatrade, Seatrade colleagues, family, friends and other relations in my network, I managed to raise the necessary funds for our team, AVL 9, now proudly wearing a mostly maritime-themed shirt.

After that, I started following a 10-week training program made by the Dutch Cycle Federation, with three weekly sessions building endurance, strength, and power.

On June 1, I left the Netherlands and stayed at a campsite close to the village of Allemond, located about 10 km from the foot of the Alpe d’Huez, preparing by climbing mountains in the area like Col d’Ornon, ‘only’ 11 km long and 5.7 average ascent. This taught me to pace myself for the challenge ahead.

On June 6, around 3:30 a.m., I took the bike and set off to the village of Le Bourg d’Oisan for the official start. The atmosphere was good, with 5,000 participants in a squad slowly moving in and through the village. After the mayor’s speech, we moved towards the first ascent of the day which took me 1 hour and 30 minutes. At the top of the mountain we were greeted by cheering families and live TV coverage and streams. After a short break with a bite and a drink, I joined Liselotte for a – bit heavier – second climb. With the support from spectators and the event’s energy keeping us going, we reached the top within the exact same time.

Around 14:00 p.m. we went down for a third climb, yet halfway the descent the weather changed dramatically. Heavy rain accompanied by thunderstorms made the route dangerous. We safely made it down, whilst the event was stopped. Given the conditions, I decided not to continue when it resumed.

Story continues on next page ►



Team AVL 9 (without Bram) with all sponsors.

By the end of the day, an impressive €18,017,606 was raised and I personally managed to collect €9,209 for KWF and the Antoni van Leeuwenhoek Cancer Institute. Many thanks to Seatrade and all other sponsors for making this possible."

Karin

"Simply Seatrade...?" (Karin)

"Yes, Simply Seatrade, can you write a short story of your team climbing the Passo Dello Stelvio for Simply Seatrade...?" (Yntze)

"Well, let me tell you. Simply, or in other words 'in a simple manner', 'an easy way'. It was this word that caused my confusion, to put it mildly. As there is no simple manner and surely no easy way to conquer the Passo dello Stelvio from Bormio. It takes 40 scenic hairpins, 1,533 altitude meters and a climb of – on average – 8% to reach the top at

2,760 meters. And yes, it is true: 'the greater the suffering, the greater the reward'. The view at the top is breathtaking. But the real reason that reaching the top felt like a reward, is because our team was part of a Dutch initiative called 'Stelvio for Life'.

Stelvio for Life is an annual event held on the Stelvio Bike Day, the day that the Stelvio Pass and the Umbrail Pass are closed to motorized transport. This year 14,500 cyclists, hikers and runners reached the top from three different sides. Stelvio for Life accounted for 556 participants. The goal of the Dutch initiative is to raise money for targeted cancer treatment. Today, the DNA of tumor tissue of over 50 hospitals in the Netherlands is sequenced and used for research.

So yes, working up a sweat with this in mind enriches the experience, eases the pain, and unravels emotions. A true reward!

Simply Seatrade, I vouch for that! Yntze and Danielle made it very simple, one mail, one phone call and we got ourselves another beautiful logo on our shirt, jointly with seven other maritime companies (a 'wet suit'). Thank you!

This edition, Stelvio for life raised Euro 1.1 mi for targeted cancer research. Our team, TEAM TOP counting 34 heroes, contributed a stunning Euro 67k. Let's round it off with the following challenge: at the 30th of August 2025 a Seatrade business team will conquer the Stelvio. And if you manage to do this, I promise, I will join once more (one last time...!)"

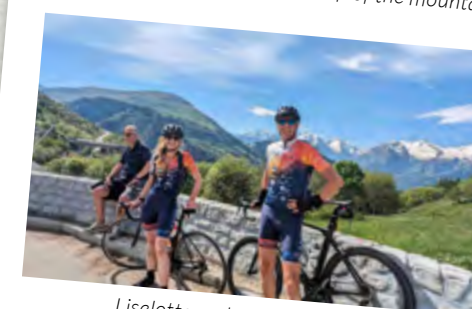
Bram at the Col d'Ornon.



Queuing up in the village.



Scene at the finish on top of the mountain.



Liselotte and myself in one of the bends.



Total amount collected.



Lady cyclists.

FROM SHORE TO SEA: EXPLORING THE NEXT GENERATION

At a lively Friday afternoon drink early autumn, the enthusiasm of three young colleagues about the 'YOUNG KVRN' event they participated in, sparked our curiosity. Especially as (most of) us Millennials, Xennials, Generation X and Babyboomers would not have made it onto the -under 35- guestlist.

Anouk explains: "through this initiative of the Royal Dutch Shipping Association, we strive to connect young professionals in our membership, inspiring each other along the way with a much broader focus on shipping."

Igor describes the event as "a collection of young professionals shaping the future of shipping... with speeches, panels, and time to exchange experiences and the occasional beer."

For Brian, "as a bookkeeping employee, it was a rare chance to explore different perspectives and share viewpoints with other young professionals."

For Vincent it was "a great opportunity to interact with other people in the shipping industry... the new generation that will eventually take over."

This made us decide to open the floor to more young professionals, from shore, sea and KVRN itself, inviting them to share their experiences of working in the shipping industry. And what about the generational face off?

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Anouk



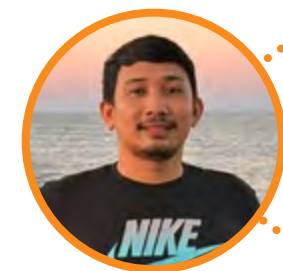
Brian



Denis



Igor



Irish



Mark



Pien



Vincent



Yente

WHAT IS YOUR FUNCTION AND HOW DID YOU CONNECT WITH SEATRADE ?

Anouk > “My connection with Seatrade comes through my role as a policy advisor for climate and environment at the Royal Association of Netherlands Shipowners (KVNR). As Seatrade is one of our esteemed members, I am regularly in contact with Seatrade’s specialists in the field of environmental topics.”

Brian > “My function within Seatrade is Assistant Teamleader Accounting Operations, handling the bookkeeping for our commercial office in Breda. In 2021 I was actively looking for a job and through an agency connected to Bauke-Jan Stuursma (son of) I got in contact with Seatrade. Shortly after I started in a newly established team.”

Denis > “I’m a Chief Officer in other words, I’m that guy who has multiple tasks on board, including cargo carriage and maintenance. I was looking for practice in 2019 as Deck Cadet when Avior Kaliningrad accepted my CV and invited me to m/v “Whitney Bay” to complete my practice.”

Igor > “I’m the Energy Analytics Officer at Seatrade. This means I’m responsible for the efficient and sustainable usage of energy on all of the Seatrade vessels. I accidentally stumbled across Seatrade via a Randstad job application but since I got in, I’ve become a happy member of the Seatrade family.”

Irish > “As second officer I am primarily responsible for safe route planning and maintaining bridge navigational equipment. The role of second officer is versatile, laden with responsibilities, and filled with tasks that make it easier to deal with the recommendations of and open communication with our superintendents and office colleagues.”

Mark > “Hi there! I am Mark Jim Gicana, currently I am practicing the rank of Third Officer on the Seatrade Fleet. I have been in the Seatrade Program since 2012, I was one of the members of Batch 12 from John B. Lacson-Arevalo Campus. I was able to connect to Seatrade from the recommendation of my school alumni and passing the screening and selection given by Capt. Pacaon. Since then, I’ve been an active crew member for Seatrade Fleet starting as cadet until now at my current rank.”

Pien > “My job at Seatrade is Crewing Coordinator, so I handle all crew related matters for our vessels. After my masters degree in HR I was looking for HR jobs and accidentally came across Seatrade on LinkedIn. Although not a HR role, the crewing coordinator position was still attractive to me due to the people-aspect of the role, and I believed this still aligned with my HR background.”

Vincent > “My function within Seatrade is Junior Superintendent. Responsible for the technical maintenance of our vessels. After finishing maritime school, I started as a maritime officer on board of general cargo ships. Through one of my colleagues I became acquainted with an agency that was looking for a Junior Superintendent for Seatrade. From there I was given the opportunity to join Seatrade.”

Yente > “I am one of the Fleetteam Operators at Seatrade. Together with my colleagues we make sure that all vessels in our management have valid certificates on board to comply with Classification and Flag-state regulations. Initially I applied for this position at Seatrade via Indeed(.nl) because I was actively searching for an opportunity to grow and learn on the job in a position that also offers some future perspective.”

WHAT ARE SOME FRESH OR INNOVATIVE IDEAS YOU BELIEVE COULD IMPROVE THE WAY WE WORK AND COMMUNICATE ?

Anouk > “Listen to young professionals when they come up with new ideas! Often, inspiring innovative solutions lie outside our comfort zone, and that’s exactly the sweet spot for real innovation. So, regard even the boldest or most ridiculous idea as a serious proposal.”

Brian > “When focusing on your own department, it can be easy to overlook the activities and challenges of colleagues with who you collaborate. It can be beneficial to spend a few days observing and gaining insight into what other departments do on a day-to-day basis. This could enhance teamwork and understanding between departments.”

Denis > “It will be good if you make an application where seafarers can see what documents they have, which ones they need, approximate date and vessel of next sign on.”

Igor > “Obviously a ship should only have one captain, however, gathering feedback and input from all layers of the organisation could be an interesting exercise. It is not uncommon that colleagues from different departments provide each other with invaluable insights.”

Irish > “We are in the age of what is aptly termed the digital era. Providing a fast and reliable internet provider both onboard the vessel and land-based offices is one of the most essential requirements for today’s fast-paced maritime industry. The main objectives for this are greater efficiency in operations, reduction of human error, minimizing risks, both safety and security and being able to offer a better quality of service overall.”

Mark > “From my experience, we need to have training on how to use basic office tools like Microsoft Word and Excel especially with officers and aspiring officers as it could speed up their paperwork thus creating more rest time for them.”

Pien > “Improve the way we work and communicate; I believe it’s vital to get to know your colleagues outside of the regular time sitting at your desk. Activities for teambuilding outside an office setting (in nature!) allows for teams to engage without the daily distractions of the workplace and could offer more insightful collaboration. Doing this on a larger scale with the entire company (such as the yearly outings, Christmas party, etc.) breaks a barrier between colleagues and as a result will improve communication within the company. The same is of course relevant on board; BBQ or sports challenges organized on board would be great tools for enhancing communication and breaking barriers between crew.”

Vincent > “When communicating either in the office or with the personnel on board it generally helps if you can see the facial expression. Considering the improved internet connection on board there are possibilities for video calling and this will ultimately improve communication and relationships with colleagues.”

Yente > “I think certain initiatives like the daily planking or other challenges can be a useful way to enhance the teambuilding and improve the overall communication within Seatrade.”

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Inspiring innovative
solutions lie outside our
comfort zone, and that’s
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**WHAT DO YOU BELIEVE
ARE THE MOST VALUABLE
LESSONS OR SKILLS THE OLDER
GENERATION OF EMPLOYEES
CAN PASS DOWN TO
YOUNGER COLLEAGUES ?**

Anouk > “It is crucial that we instil a sense of belonging to the maritime industry. Older generations can help younger colleagues become confident professionals by giving them the space to find their own way and sometimes make mistakes but reflect on the mistakes together. Pass on the lessons learned and share a passion for maritime. The future of shipping is determined every day.”

Brian > “In today’s technologically advanced world the younger generation may not have encountered the need to find solutions without technology. With the experience of the older generation also comes working with limited resources, which can offer the younger generation valuable problem-solving skills from which they could benefit.”

Denis > “Sometimes the older generation cannot explain something to you, because they do such things every time. They do not think about how do they do these things, they have a lot of experience, so in that case the best thing is to watch what they are doing and try to remember each step. Every person has their own style of work. I recommend watching and taking notes of what kind of actions you’d like to take to create your own style and what you do not need, because they are not working as well as you want.”

Igor > “Communication. Every industry and company is different, some people have particular (or even peculiar) styles of communication. Older generation employees have, through experience, become experts in navigating these communicative waters and should therefore be consulted regularly.”

Irish > “Seatrade is one of the most successful reefer companies in the maritime industry. Behind this success is a strong positive culture, great leadership, and passionate and committed colleagues, which is the older generation. A very big thanks to them. They are the very reason why Seatrade has a strong and indestructible foundation. With this kind of discipline, dedication, and commitment that will be passed down to the younger generation, it will be a great asset and provide more opportunities for the best result.”

Mark > “For me, the most valuable skill is to remain calm as much as possible in any given situation, be open minded for criticism and the willingness to teach the junior generation. A clear-headed leader will make the right decision and not be blinded by fear. As a human being we are not perfect, that from time to time, we could make mistakes and having an open mind for criticism could let us learn from the mistake or could even prevent it just by listening to the criticism or advice from another person. Lastly, we cannot pass on our knowledge accumulated over the years without the willingness to pass it down. Being a good mentor means a lot from the perspective of a learner as it allows them to be more proactive in learning more things.”

Pien > “Years of experience is the most valuable lessons the older generation can pass on to the younger colleagues. Older generations have seen it all and I believe they can teach us youngsters to not sweat the small stuff, meaning, life is too short to worry about the small things but instead work towards and see the bigger picture. This is something I am still learning from the older generations around me.”

Vincent > “At some point in their careers seagoing personnel were cadets. From that period the extensive knowledge is passed down from all the crewmembers to you. This is also the most valuable lesson: the vast experience and knowledge that can be passed onto the new generation. And not reinventing the wheel each time.”

Yente > “We could learn a lot from the work experience of the older generation and how they have handled certain hardships in their career. I think the younger generation can use their advice as a guideline.”

**Let’s not
reinvent the
wheel each
time.**

**The future of shipping is
determined every day.**



A WALK DOWN MEMORY LANE WITH: HANS VOS

For some, this article may be a walk down memory lane, for others an introduction. Whichever is the case for you, we thought it would be a good idea to take advantage of his stay in Europe and invite Hans Vos to the office in Groningen to catch up. Having spent the previous week in Madrid at the Fruit Attraction fair, the detour to the Netherlands was not that big for the Brazilian-based Hans so he accepted the invitation to our office in Groningen.

Hans Vos – the early years

For those of you who do not know him, Hans started at the Seatrade office in Groningen in 1991, having spent the first seven years after graduating from the Zeevaartschool in Delfzijl at sea as second and first mate. He was, by the way, in the same graduating class of 1984 as Yntze Buitenwerf and Captain Gerard de Vries, both of whom are, no doubt, known to many of our readers.

During those first seven years, Hans sailed on many types of vessels, including coasters, gas tankers and reefers. The reefers were his introduction to Seatrade as he sailed on several Seatrade vessels during his time at sea. Although he enjoyed the life and work at sea, he could not imagine himself doing that until his retirement, so he decided to look for work ashore.

Hans and Seatrade

While doing this, he came across a job opening at Seatrade and decided to apply by means of a self-confidently worded application letter which made such an impression that Mr Buitenwerf remembers it to this day. The

letter earned him a successful job interview with former classmate Yntze Buitenwerf and Mr Geert Pepping and he subsequently worked at the South America parcel service for three years (first in Groningen and from 1993 in Antwerp). At first he was responsible for the SA parcel service to the Eemshaven but gradually, it became clear that one country remained relatively unexplored: Brazil. At that time, Brazilian business was seen as risky and unreliable so not many companies, including Seatrade, wanted to trade there...but Hans tried anyway.

Having spent a marvellous holiday there with his brother some years earlier, Hans thought of Brazil as a great country with a lot of opportunities. And so it happened that more and more often he would secure a cargo for one of the Brazilian ports, which went quite successfully. Realising the potential market, the Seatrade management asked Hans to go to Brazil and 'look around'. So Hans went there for three weeks but, ever the adventurer, he decided to settle in Brazil himself in 1995 where he also met his wife to whom he has been married now for almost 30 years.

Between 1995 and 1999, he worked for a Brazilian agent to develop the Brazilian market with Seatrade. Lots of new opportunities came along and on one occasion, while booking a juice cargo to be loaded at Barra dos Coqueiros port he saw first-hand the famous Mr Zé Peixe (also known as Joe Fish – and whose real name was José Martins Ribeiro Nunes). Mr Peixe was a pilot who, rather than use a pilot boat to leave the vessels, would



swim back to shore! Check out this video of him diving from a Seatrade vessel's bridge wing.



Seanet

In 1999 Seanet International was founded but the close partnership with Seatrade remained. Until 2007-2008 when the rise of the container lines and the financial crises was the start of a period of less frequent cooperation. Since then Seanet has diversified its activities to agency work, supplying electronic temperature monitoring devices and assisting in salvage work. One such salvage case concerned the Goyen, which Mark Jansen remembers vividly.

During the years, there have been some other incidental jobs that were carried out on behalf of Seatrade and during the last few years, the cooperation has intensified again. This shows that, as Hans mentions, Seatrade is a common thread running through his life and career. Unfortunately, not just in a positive way as his brother Ad Vos, who was a Captain in the Seatrade fleet, tragically died on board the m.v. Mystic at the age of 36 in 1994 near the Azores while the vessel was underway to Flushing.

Since he started at Seatrade, Hans has valued the many opportunities offered to him to try new things such as setting up the trade in Brazil. The open and informal structure of the company as well as the direct lines of communication are also something he, still, values greatly.

It is probably safe to say that both parties still value each other and hope to continue the cooperation for many years to come.

Anja Peters
Mark Jansen



SCAN ME.



SEE THE VIDEO!

FROM BOW TO BOW OR... TO BULB OR NOT TO BULB

THAT'S THE QUESTION



M.v. Tempo



M.v. Christina

As Seatrade began building larger and faster vessels, the bow shapes of our fleet have continuously evolved. In this article, we take a look at the development of bow designs in our fleet over time.

Traditionally, the first Seatrade ships were not built for high speeds or long voyages, and they featured straight bows, see m.v. Tempo.

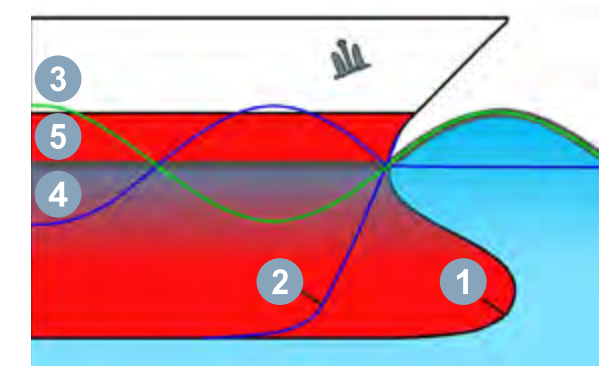
With the introduction of faster and larger vessels, the bulbous bow was incorporated into the Seatrade fleet in the 1970s, see m.v. Christina.

A vessel with a straight bow typically creates a bow wave as it moves forward. As both the speed and mass of the vessel increase, the bow wave becomes larger.

Experiments conducted by the US Navy in the early 20th century showed that a protruding, bulbous-shaped bow beneath the waterline reduces the size of the bow wave, thereby decreasing the vessel's resistance through the water.

This concept can be visualized in the following diagram:

- 1 Bulbous bow
- 2 Profile of a bow without a bulb
- 3 Wave created by the bulb
- 4 Wave created by the conventional bow
- 5 The cancelled waves



The bulbous bow generates a wave interference which is shown in green in the picture, which reduces or even cancels out the traditional bow wave 5. It is important to note that this effect is optimal at only one specific speed and draft, known as the 'operational speed and draft'.

[Story continues on next page ►](#)

In the 1960s, this concept was further developed for commercial vessels, beginning at the University of Tokyo and subsequently by marine research and design institutes worldwide, including the Maritime Research Institute Netherlands (MARIN) in Wageningen. Advances in computer modelling and faster computational speeds have since allowed bow designs to be fine-tuned to theoretical perfection. Examples of bulbous bows in the Seatrade fleet are m.v. Orange Stream, -Strait, m.v. Benguela Stream and m.v. Atlantic Klipper.

Since the financial crisis of 2008 and the subsequent rise in fuel prices, the shipping industry has focused on reducing fuel consumption by adopting slower speeds. This shift had an immediate impact on bow design, as many existing bows had been optimized for higher speeds. At the same time, it became clear that designing a bow optimized for one specific draft, the 'design draft', could negatively

affect performance when sailing in ballast or partly loaded, especially under stringent new emissions regulations.

Innovative designers, such as Groot Ship Design in Leek, developed the 'Groot X-bow' which could be introduced on our Juice Express. This bow shape is ideal for low-speed ships on fixed routes, especially those sailing in varying weather conditions, both with and against the wind and waves.

Bow designs have evolved even for faster vessels. A good example is our Country Class newbuild project, where the bow is optimized to achieve the best Energy Efficiency Design Index (EEDI) resulting in the lowest CO2 emissions per mile sailed, see m.v. Seatrade Ecuador.

In conclusion, bow design keeps evolving, and in an ideal world, bows would be made from flexible steel, allowing them to adapt to actual



M.v. Juice Express featuring a straight bow with no bulb.

operational conditions in real-time – like a shape-shifting superhero. We are not quite there yet. Just remember: the bow is like the face of the vessel, and the bulbous bow? That's its nose. As the saying goes, 'small changes in the

wrong place can ruin the whole thing'. So, let's be cautious with unrestricted experimentation... no one wants a ship with a runny nose. 😬

Vincent Peeters



M.v. Orange Stream and m.v. Orange Strait featuring a full bulb designed by Marin Wageningen for these relatively slow and wide-beam vessels.



M.v. Benguela Stream featuring a bulb typical for Japanese-built reefers, optimized for a full cargo, the so-called 'banana draft'.



M.v. Atlantic Klipper featuring a heart-shaped bulb, slender at ballast draft and more balloon-like at summer draft. Also notice the previous owners' Jaczon Scheveningen bow shield and the 'ice knife', a vertical steel plate between the bulb and bow as part of this vessel's ice-class design.



M.v. Seatrade Ecuador featuring a straight bow with a small bulb-shaped lower section.



M.v. Humboldt Bay after being hit by a passing tugboat while anchored in Douala, in 2015.





MENNO VAN GORCUM, WE SEATRADE

Many of our readers will know of, and indeed have frequent contact with, Seatrade Rotterdam which is a part of the Seatrade Group. For this reason, we thought it would be a good idea to introduce the managing director of Seatrade Rotterdam, Menno van Gorcum, to our readers.

Unlike many of those employed at the Seatrade Group, Menno does not have a family shipping background. His first passion was the police, and he completed the necessary application and admission courses and trainings for this. However, before entering the police academy an internship for his secondary education needed to be completed and took place at Europe West Indies Lines, being a three-month traineeship including spending time in the Captain's room, taking care of port agency and customs formalities and all other logistical matters pertaining to shipping and logistics. At the end of the internship Menno concluded that he liked this so much that he would like to pursue a career in logistics. He did this by working at EWL for 9 years. During his time there he carried out various tasks such as shipping clerk, customer service, customs formalities, sales and trade manager for the Caribbean. This last brought about Menno's first connection with Seatrade, since Seatrade started with a dedicated service to the Antilles and became one of the main competitors of EWL on this trade.

Having learnt a great deal during his time at EWL, in 2008 Menno decided to look for a new challenge. This was shortly before EWL filed for bankruptcy and Seatrade stepped into the former EWL export lines. Menno had, in the meantime started as trade manager for the Europe - USA trade at Mitsui OSK Lines (MOL).

After three years, however, he received a phone call from Seatrade to see if he was interested in taking up a position there, which he was. As this was something new for all involved, it was decided to treat the start-up period as a kind of two-year traineeship during which he again set up the sales department, shadowed the general management and completed a post-HBO (higher professional education) general management course. After the traineeship Menno became responsible for Seatrade Rotterdam as from 2012 onwards.

In 2018 the Seatrade Group decided to take over Seatrade Rotterdam. This takeover meant that the 'we Seatrade' feeling became much stronger for those working in Rotterdam. The company changed from being the 'shopkeepers' for the Seatrade lines to an independent entity within the Seatrade Group. The takeover also made Menno one of the youngest managing directors within the Group. This, says Mr Yntze Buitenwerf,

Story continues on next page ►



ties in with the generational changes that are taking place within the group, both at the level of personnel but also the business model and type of assets with the Group.

Drug prevention

Worth mentioning is that Menno, on behalf of Seatrade Rotterdam, was closely involved in the ‘declaration on the fight against cross-border organized drug crime’ to make, among others, the ports of Rotterdam and Flushing and the vessels that call it, safe places to work unhindered by organised drugs crime. The declaration in question can be found on the site of the Dutch government. This involvement in drug preventions schemes at one point resulted in a personal meeting with King Willem-Alexander who he describes as an admirable, well-informed and amiable man.

The past, present and future

During the years, several changes have taken place in the workplace. Telex is a thing of the past; typewriters are seen as museum pieces and computers these days do not respond well to being hit. These are things no one really misses but one of the things Menno does sometimes miss is the fact that there is less need for presence on board or in port for those at the Rotterdam office. Many things for which attendance on board used to be necessary have now been digitalised and this is one aspect that he sometimes misses.

That is also the reason why he still goes on board and to the terminals and depots with new employees to show them the engine room, bridge and all other aspects of the vessels to make sure everyone, including himself, keeps the connection with the ship and crew. Menno does see possibilities for further digitalisation however, in the form of AI. If used properly, this can be an asset to the business operations without necessarily leading to a loss of jobs. On an operational level, he sees the change from only specialised reefer vessels to more containerisation as a positive development for the business.

On a personal note

The drive for physical challenge has not left Menno since he decided not to join the police force. In his spare time he likes diving, skiing, as well as snowboarding. When on holiday with his family he likes to go camping with a trailer tent to spend time hiking (one of the few occasions on which he wears socks!). He is married and has three children: two daughters (aged 12 and 6) and one son (1). The latest addition to the Van Gorcum family, means that this edition of the Simply Seatrade features two Van Gorcum men: you can find a picture of son Moïs in the new crew section of this magazine.

Anja Peters
Yntze Buitenwerf

AN EPIC JOURNEY REVISITED

In March of this year, Thierry Meeùs, director of Mini-Europe, his daughter Vinciane and Edwin Briek of Seatrade waved goodbye to a miniature version of Captain James Cook at the port of Rotterdam. Aboard the Seatrade Blue, the tiny captain embarked on a thrilling three-month voyage, retracing the legendary route that Cook himself sailed centuries ago. An idea of the Meeùs family.

Captain Valentin Doronin and his crew guided their unusual passenger as they headed for the coasts of New Zealand and Australia, with the Seatrade Blue scheduled to return to Zeebrugge by the end of June. Captain Ruslan Kotov finalized the voyage and returned the miniature to the staff of Mini-Europe where Captain Cook would get his well-deserved spotlight on board of the Endeavour.

“It’s always fun to work on such requests,” says Hans van Zanden, Seatrade’s Operations Manager who welcomed the little Captain

back to Europe. “The British explorer James Cook was adventurous, and that same spirit runs in Dutch and Belgian blood. Especially at Seatrade, where most of our staff have sailed themselves. We were able to incorporate this request into the Panama Direct Service to operate 70-day loops between New Zealand and Zeebrugge during the kiwi season.”

While little Captain Cook did not discover new lands, he revisited iconic locations from his historic travels and experienced new modern wonders. Unlike the original Captain Cook, who crossed the Equator during his voyages, the miniature version was spared the traditional ‘King Neptune’ sailor’s ceremony. However, he enjoyed a front-row seat during the Seatrade Blue’s passage through the Panama Canal – an experience even the original Captain Cook never had!

[Story continues on next page ►](#)



Captain James Cook was an English explorer born in 1728. He is best known for his voyages in the 18th century, where he mapped many parts of the world that were unknown to Europeans at the time.

Cook joined the British Navy and became a skilled navigator and cartographer. His first major voyage started in 1768, when he set sail on the HMS Endeavour to the South Pacific. During this trip, he explored and mapped the eastern coast of Australia and made contact with the Indigenous peoples there. He also sailed to New Zealand, where he mapped both the North and South Islands.

Cook's second voyage, starting in 1772, took him further south to the Antarctic Circle, where he gathered valuable information about the polar regions. His third voyage, which began in 1776, aimed to find a northwest passage through North America. During this journey, he explored the west coast of North America, including parts of present-day Alaska, but did not find the passage he was seeking. Cook was killed in 1779 during his third voyage, in a confrontation with native Hawaiians at Kealahou Bay.

Cook's voyages contributed greatly to European knowledge of the Pacific Ocean and its lands. However, he and his crew sometimes imposed their own rules and customs on the local peoples they encountered, often with little regard for their cultures and traditions. This has led to criticism of Cook's approach, especially in light of today's understanding of colonialism and its impacts.

A visual timeline



It's official Captain Cook has signed on onboard Seatrade Blue.



From left to right Seatrade's Edwin Brick, Captain Valentin Doronin and Mini-Europe's Thierry Meeus and Vinciane Meeus.



The route!



What a difference with sailing on the power of wind in the olden days. Captain Cook + friends are impressed by the engine room below deck.



The little Captain and friends are supervising a safety drill onboard. Wonder if they had these in the mid 1700's...



Captain Cook's trainees onboard. From left to right Ecdt Boichuk N, Ecdt Seliverstov V, Ecdt Semeikin K.



Greetings from Papeete



Arrival Noumea, New Caledonia. The perfect place for our little Captain to brush up on his French!



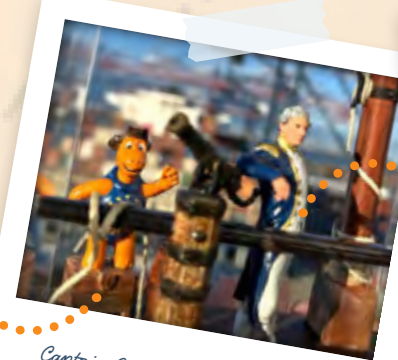
Brisbane! Home of, amongst many other things, James Cook University



Sidney!



With Ambassador Goffin.



Captain Cook @ New York berth!



Panama Canal!



Tauranga!



Back home with Hans van Zanden, Captain Ruslan Kotori, Thierry Meeus and Vinciane Meeus.



With Savannah pilots...



...and workout there after.



Enjoying a BBQ with the crew.



Exploring the vessel.



Tauranga!

Mini-Europe
Danielle van der Eide





HIGH IMPACT LEARNING

The readers of the Simply Seatrade no doubt remember the previous articles on Seatrade's efforts in Learning and Development and, as written in the 2023 edition, the 'Why' we do this. To save you some time in retrieving the article or stretching your memory, below again the 'Why'.

To create an environment to promote, to look ahead, to learn and grow all the time, so all of us can be successful which will benefit People and the Business result.

As we continue to experiment, it is becoming clear that we will need 'something' to assist in managing and delivering this new environment. In short, we need more diverse perspectives and input on the concept. That is why we were fortunate to be invited by Mariko GmbH to participate in an Interreg project. Interreg focuses on bringing people together to share innovative and sustainable solutions for regional development challenges. After a thorough application process, the project received the green light at the end of 2023.

In this case, it's a cross-border German-Dutch project funded by:



The vision is to develop a high impact learning platform, placing the employee at the center by providing consistent support throughout their career journey.

To impact the career and life of any individual by transforming organizations to learning organizations, becoming the best case of career development in the (maritime) industry.

A diverse combination of companies and organizations signed up for the project: shipping companies, education institutes and technical & innovation companies:



MyCaDO.ME in a nutshell



Together, we completed the Analyses Phase in which we created an overview of the challenges at hand, the industry-wide requirements, company requirements, ship-specific requirements, rank or role and the individual (the 'full' person). What we consider as the possible solution is a digital platform for:

- Creating and tracking personalized career development roadmaps;
- Covering training initiation to further professional qualification;
- Integrating employee, company, and framework condition requirements;
- Including industry standards, competency needs, and modern learning technology;
- Shifting from a push (HR-driven) to a pull mentality (worker-driven) for qualification decisions;
- Providing structure and guidance for shipping professionals in career path decisions.

It should be an Inspiring, Personalized, and Intelligent System that needs to run on its own, following a clear plan and staying in line with changes in society, business, and regulations for both individuals and organizations.

We are currently in the design phase, working towards a system that must be both practical and credible in the upcoming stages.



The finish line is in 2026, so stick around, there's plenty more to come!

Kor Wormmeester

The best things in life are free.



PUZZLE PAGE

Rebus

A rebus is a picture representation of a word. Each rebus puzzle box (1 to 15) portrays a common word to be filled out in the answer box. The highlighted boxes 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 three Seatrade smartwatches! Deadline for your response is 1 March 2025. The names of the winners will not be published. The answers of the puzzle and trivia in issue 01/2024 were:

Puzzle easy code = 199

Medium code = 391

Hard code = 727

Rebus: Where there is a sea there is Seatrade

We received a lot of responses; thank you for participating. The winners have received their prize.

SUDOKU

Easy

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

Medium

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

Hard

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

REBUS

- 1

24

10
- 2

22
- 3

3

20
- 4

7

28
- 5

9

4
- 6

21

27
- 7

13

14
- 8

17
- 9

23

2
- 10

5
- 11

16

1
- 12

19

15
- 13

25

6
- 14

18
- 15

11

26
- 16

12

8



Solution

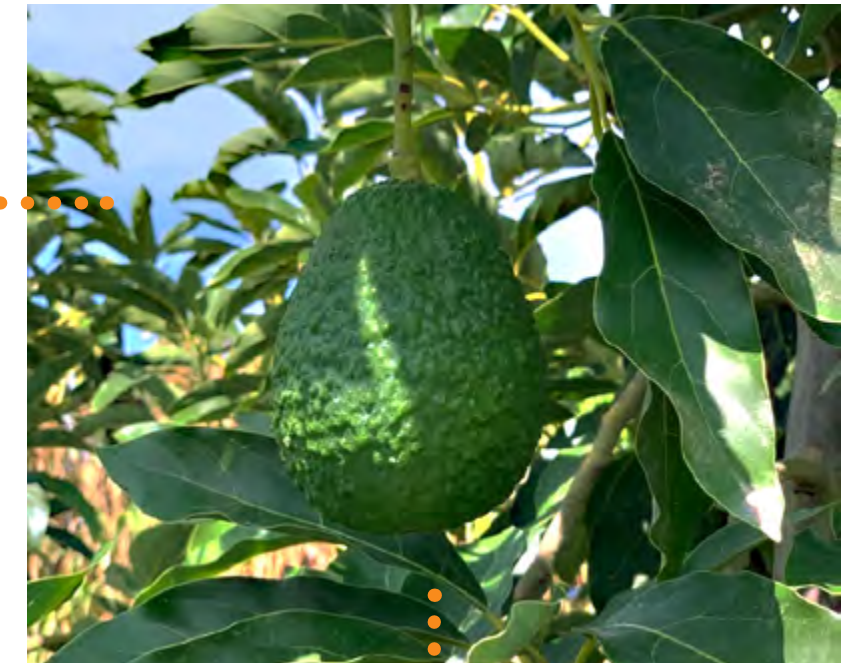
- 12345678910111213141516
- 171819202122232425262728





HOLY GUACAMOLE

FROM THE LAND TO YOUR HAND.
SEATRADE OPERATIONS IN SAN JOSE, PERU.



ALWAYS. MOVING. FORWARD.



NEW CREW



AMORAH THEA
Daughter of Melitziah
Candelaria, Seatrade Curaçao



BRIANNA VICTORIA
Daughter of Bryan Bermudez,
Seatrade Ecuador



DANIELA ABIGAIL
Daughter of Gladys Quispe,
Seatrade Peru



FRAN
Daughter of Chiel Famaey,
Seatrade Chartering



LAURINE MARIN
Granddaughter of Ruud
Stuursma, Seatrade Groningen



MOÏS
Son of Menno van Gorcum,
Seatrade Rotterdam

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
Discovery Bay	534,246	5,922	1997
Duncan Island	622,844	7,317	1993
Fegulus	526,141	5,849	1993
Fuji Bay	502,514	5,858	1990
Green Austevoll	265,770	3,233	1991
Greensea Bermeo	336,437	3,685	2001
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 Guatamala	375,723	4,494	1992
Green Honduras	376,221	4,507	1992

FLEETLIST



NAME	CBFT	SQM	BUILT
Green Italia	377,100	4,519	1994
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
Lady Rosehip	560,597	6,062	2008
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 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
Pia Express	478 TEU	0,773	1996
Prince of Seas	371,412	4,121	1993
Regal Bay	526,250	5,851	1993
Runaway Bay	516,227	5,852	1992

NAME	CBFT	SQM	BUILT
Santa Catharina	463,986	5,140	2000
Seatrade Chile	1,800 TEU	...	2024
Seatrade Blue	2,200 TEU	...	2017
Seatrade Ecuador	1,800 TEU	...	2024
Seatrade Green	2,200 TEU	...	2019
Seatrade Orange	2,200 TEU	...	2016
Seatrade Peru	1,800 TEU	...	2024
Seatrade Red	2,200 TEU	...	2016
Seatrade White	2,200 TEU	...	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
Water Phoenix	400,884	4,544	1992



SCAN ME.



SEE YOU ON
THE SOCIALS!

SIMPLY SEATRADE

ALWAYS. MOVING. FORWARD.

