

# SIMPLY SEATRADE



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## COLOFON

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## FROM THE EDITORS

**A**s this year draws to a close, we are happy to present another edition of Simply Seatrade, one with an unmistakably festive air. With 2026 marking Seatrade's 75th anniversary, this magazine is our first step into what promises to be a memorable celebration year. Consider this issue both a reflection on our history and a preview of what's to come!

The cover sets the tone: a vintage-inspired design, in the spirit of the golden age of travel posters.

Inside, you will find a full-page visual of an artist's impression of Seatrade's to be built 2,800 TEU vessels, accompanied by an insightful article by our Technical Director Vincent Peeters about this state-of-the-art ship, offering a glimpse of tomorrow's fleet.

Naturally, no anniversary would be complete without looking back. Therefore, we are pleased to present a glimpse of the forthcoming Seatrade 75 anniversary book and, alongside it, a personal introduction to its lead author, our shareholder and friend, Mr. Karl-Heinz Hilbig.

We also look outward: an interview with Mr. Cor Radings of MTI, offering fresh perspectives on today's highly relevant topic of media communications and a Sponsor Hub feature on The Mission to Seafarers making a return to our pages more than a decade after their first appearance, to share once again their vital work in supporting crews worldwide. No issue would be complete, of course, without the traditional walk down memory lane with one of our relations that has been part of much of Seatrade's 75-year history: Mr. Antonio Alvarez.

So, as we prepare to salute 75 years in 2026, enjoy this issue as an invitation to be part of what comes next. And rest assured, you will be hearing plenty more about this milestone, one way or another!

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



# MANAGEMENT CORNER

1951 was full of shining moments. The United Nations inaugurated its headquarters in New York, the world's first jet airliner, The Havilland Comet, made its maiden commercial flight (hello 'jetset'!), and color television lit up living rooms. And in that same year, a small but ambitious company took its first steps. On 10 March 1951, a freezing cold Saturday in Groningen, the Netherlands, Seatrade was founded with a fleet of six dry cargo vessels, each carrying an iconic name: **Tempo, Paramount, Pacific, Oceaan, Europa, and Oranje**.

Fast forward almost 75 years and countless ships later, this bright venture has evolved into the world's leading reefer container operator in its field, now announcing the construction of two 2,800 TEU high-reefer container vessels at Huanghai Shipyard in China. Each will be equipped with more than 1,000 reefer plugs, making them the largest and most valuable vessels in Seatrade's history.

One might call that smooth sailing and, zooming in on the past year, we certainly had plenty of it. Deliveries of newbuilding vessels

of the Country Class type included Seatrade Colombia, Seatrade Panama, and Seatrade Curaçao, the latter two entering service as Chiquita Horizon and Chiquita Farmer, respectively. The additions of SVL Honduras, providing regular service in the Central America-US trade, and Greensea Lucena, added to Seatrade Shipmanagement and managed on behalf of our partner Greensea, further enhanced our worldwide operational capacity.

Just like the golden vessels from our early days have now become part of a treasured past, progress brings farewells. We have said goodbye to the Nederland Stream, Fuji Bay, Coppenname, Lagoon Phoenix, Nova Zealandia, and Water Phoenix, each making room for the next generation of ships.

Through it all, people remain the heart of Seatrade. This year, new colleagues, students, and trainees from all corners of the world contributed fresh energy and ideas to our offices.

Story continues on next page ▶



As Chair of the 360 Quality Association, the quality label for safe and reliable transport of perishables, we said goodbye to our long-serving Secretary General Herman de Knijf and welcomed Alison Hall, who brings 20 years of experience and bright ideas to lead 360 Quality into the future.

Looking ahead, preparations are already underway, not only for new vessel deliveries, but also for a milestone unlike any other: our 75th anniversary. This celebration will not pass quietly. With this edition of Simply Seatrade, we proudly launch our anniversary logo, and soon a heritage book will be released, telling the story of 75 years of ships, people, and global trade that began in 1951.

As we close 2025 and set sail for 2026, we do so with gratitude for the past, pride in the present, and confidence in the future. Seventy-five years on, much has changed, the UN has more than tripled in member states, commercial flights are an inseparable part of everyday life and color television has given way to streaming from a mobile device. Yet the pioneering spirit of 1951 lives on in everything we do.

For Seatrade, what began with six golden ships, today drives a flourishing legacy with a multiplied fleet that is always moving forward!

## The Management



# KARL-HEINZ HILBIG, ALL ROADS LEAD TO SHIPPING

**For many of you, the person featuring in the following article is no stranger. Indeed, Karl-Heinz Hilbig is a prominent name in the world of shipping and not just because of his varied career in the sector but you will find out more about that later. Because Karl-Heinz is well known in the shipping industry, and inextricably linked to Seatrade, we thought it would be nice to let our readers find out a bit more about him.**

## The early years

For young Karl-Heinz, it was never a question of

"do I want to go into shipping when I grow up" as much as "when can I start sailing". Having grown up in Bremerhaven in a family of seafarers where the men all went into commercial shipping and the women married commercial seafarers it was no wonder Karl-Heinz followed in these watery footsteps. His father was an engineer at Norddeutscher Lloyd and when he was a boy, Karl-Heinz spent quite some time on board of his father's ships. After such an introduction into shipping, it was no surprise that Karl-Heinz joined Hapag-Lloyd in 1973.



MV BAVARIA was part of a sextet that was deployed by Hapag-Lloyd in the Far East service.

Three of the ships were used as training ships of the shipping company (painting by Robert G. Lloyd).



In front Karl-Heinz Hilbig as 2nd Officer on the bridge of the HONGKONG EXPRESS, which was a sister ship of the NEDLLOYD DELFT and NEDLLOYD DEJIMA. The service speed in the Far East run was 26 knots, maximum speed 32 knots.

He signed on as a cadet on MV BAVARIA a general cargo liner bound for Indonesia.

In 1978 Karl-Heinz obtained his master's licence in Bremen and between 1978 and 1981 took on various roles at Hapag-Lloyd's subsidiary Kosmos Bulkschiffahrt and Mobil Oil. Between 1981 and 1984 he was seconded as ship-planner by Hapag-Lloyd to EMEC in Leiden, the Netherlands. His wife Angela, also from Bremerhaven, joined him not only for this, but for all future adventures as well. Not only did they have their home cities in common but, just like Karl-Heinz, Angela also comes from a family dedicated to the shipping business. Given this heritage, it is not surprising that their daughter Mareike, born in 1985, followed in their footsteps.

## The Dutch connection continues

Between 1984 and 1988 Karl-Heinz was a senior lecturer at the Maritime College in Cuxhaven where he could pass on his extensive knowledge to the next generations of seafarers. During the vacation periods Karl-Heinz sailed as captain for a Hamburg based shipowner. He then made the transition to Hanseatic Shipping Company on Cyprus where he spent 15 months as Director Crewing. He was very surprised when he received a phone call from Heinrich Schoeller, the owner of competing shipmanagement company Columbia, asking if

he would be interested in reviving a struggling reefer shipping company called Primplaks BV as Managing Director. The Hilbigs decided to accept the challenge and the family moved back to the Netherlands in December 1989.

During this time, Karl-Heinz encountered Seatrade for the first time during a pool meeting at the Familie Hotel in Paterswolde. Although he felt a bit like a fish out of water, being the only non-Dutch person there, it did not prevent Karl-Heinz from establishing an excellent relationship with Seatrade. After spending five years at Primplaks, which soon had changed its name to Columbia Shipmanagement (Netherlands), Karl-Heinz began to look toward the future once more. The Hilbigs decided to establish their own shipping company and in 1994 Triton Shipping in Leer was founded. The family moved to Leer and bought their first vessel called MAREIKE.

## The Seatrade connection continues

About 18 months later, Geert Pepping visited the Triton office in Leer and asked Karl-Heinz if he was interested in purchasing a reefer vessel. This resulted in Triton buying the FIONA and the MYSTIC. It also kept the connection with Seatrade alive. So much so that in November 1998 Geert Pepping again reached out to Karl-Heinz, this time to ask if he would consider the position of interim Managing Director in Groningen for the duration of the restructuring that was imminent. Although they had the challenge of running their own shipping company, they decided that Karl-Heinz would take on the intriguing role and Angela would stay on as Managing Director of Triton in Leer. A few months later Seatrade's owners asked Karl-Heinz whether he would stay on as Managing Partner once the restructuring was over. Karl-Heinz accepted the offer and remained as Managing Partner until 2007. Two years later after a drastic change in Seatrade's ownership the Hilbigs reclaimed shares in the company. Meanwhile daughter Mareike is at the helm of the Hilbig family holding company.

Story continues on next page ▶



Two generations: Mareike Hilbig Kaulvers and Karl-Heinz Hilbig.

#### Karl-Heinz Hilbig - the author

Karl-Heinz Hilbig is not only a seafarer, but he is also an author. What started in 2019 as an idea for a picture book to commemorate 25 years of Triton, turned into something quite different: a 112-page book called *Die Reederei Triton in Leer*. Karl-Heinz had not planned on writing another book soon after this one but the discovery that the last book about German reefer shipping dated from 30 years ago, ending

with the sentence "there is no German reefer shipping anymore" prompted him into further writing action. As the founder of the largest reefer company in Germany at that time, Karl-Heinz felt a need to put the record straight and prove the last statement in that book wrong. The result was the bilingual book *Die deutsche Kühl Schiffahrt / German Reefer Shipping*. This book was published by Koehler Verlag in 2020.

One thing leads to another of course so when Heinrich Schoeller saw the books, he asked Karl-Heinz to write not one but two books for him. Because of the very good relationship they still shared Karl-Heinz accepted the challenge without hesitation. He teamed up with Dirk Fry, retired Managing Director of Columbia, and both books, *Columbia Shipmanagement* and *Schoeller Holdings*, were published by Koehler Verlag in 2022.

He might, after that, have thought to hang up his quill but Seatrade CEO Yntze Buitenwerf had other ideas when in December 2023 he casually



The four predecessors of the Seatrade 75 book.



The Seatrade yacht crew after a successful race, left to right André Atema, Mareike Hilbig Kaulvers, Mark Jansen, Mads Ellefsen, Karl-Heinz Hilbig, in front Bero Vranic, Hrvoje (Hero) Petrovic on board of SY LOUISE.

mentioned that it would be nice to have a book to commemorate 75 years of Seatrade in 2026. Karl-Heinz agreed to help with this but with a writer's team this time. And so it was that the author's team, consisting of Karl-Heinz Hilbig, Yntze Buitenwerf, Mark Jansen and Daniëlle van der Eide came into being. As the majority of this team had to combine the book-writing activities with their regular jobs, it can sometimes be a challenge to gather all information needed but rest assured: the book will be finished by the time Seatrade turns 75!

As one of the authors, Karl-Heinz would like to mention that in the process of creating a commemorative book such as this there are many people who contribute in some way but who are not explicitly mentioned in the book. This does not mean the assistance is not appreciated but simply that it is not always possible to mention everyone. On behalf of the team of authors and indeed the Seatrade management:



Seatrade 75, the anniversary book cover.

**Anja Peters  
Mark Jansen**

**SEATRADE**  
75 YEARS OF TRADITION, DEDICATION AND INNOVATION  
KARL-HEINZ HILBIG · YNTZE BUITENWERF  
MARK JANSEN · DANIËLLE VAN DER EIDE

# A CENTURY OF CARE AT SEA

## SPONSOR HUB

**W**"Will Seatrade once again sponsor the main prize for the annual Mission to Seafarers Christmas tombola?" As the days grow shorter, each year these familiar first words come from Philip Gray, our trusted partner and friend at FDD Logistics.

As Vice-Chairman of the Mission to Seafarers in Antwerp, Philip has been actively involved with the organization since January 2014, contributing his expertise to support seafarers' welfare in the region. In addition to his role in Antwerp, Gray has also played a key role in fostering the partnership between Seatrade and the Mission to Seafarers.

The annual Christmas Bazaar -a special one this year, as 2025 marks a milestone: 100 years of the Mission to Seafarers in Antwerp- will take place on 29 November 2025. It remains the Mission's cornerstone fundraising event. The highlight of the day is the tombola raffle, made possible through contributions from supporters like Seatrade. Donations, whether a prize, a voucher, or a financial gift, help sustain the Mission's welfare activities throughout the year.

*"This year, 2025, we come together to celebrate 100 years of our Mission to Seafarers in Antwerp and give thanks for what has been, for what is, and for what is yet to come. As we look back, we are reminded of the work that has been done in all circumstances during the past 100 years. There have been dark days and fears for the future; there have been days and times of great promise and joy. Today it is our time, and our commitment to the seafarers remains the same."*

*(MTS Appeal Letter 2025)*



The first-prize winners of the tombola receive a fully arranged visit to Groningen, including hotel accommodation, a museum tour, and a visit to the Seatrade office. Over the years, we have had the pleasure of welcoming guests such as Frank and Martine Cooreman, whose stay coincided with another of our sponsorship activities -the presentation of the Top Dutch Solar Car at the Stadspark, right next to the Seatrade building- as well as the inquisitive and enthusiastic Dora de Ruijter and Kit Ping, all of whom share a strong connection with the Mission to Seafarers.



Founded in 1856, the Mission to Seafarers is a global Anglican charity dedicated to the welfare of the world's 1.89 million seafarers. It provides spiritual care, practical assistance, and emotional support to crews of all faiths in over 200 ports worldwide. Through chaplain visits and seafarer centres, it offers comfort, communication, and advocacy for those facing hardship at sea or in port. Entirely funded by donations, the Mission remains a trusted lifeline for those who spend their lives at sea.

Our first connection with the Mission began over a decade ago. In the 2014 edition of Simply Seatrade, we published our first feature on the Mission to Seafarers in Antwerp and met the Chaplain at that time, Father Brian Millson. Back then, the Seatrade Chartering

Story continues on next page ▶



The Welfare Shop with Kit and Sharmini on the left.

office was also located in Antwerp, which made the encounter particularly meaningful. It offered a genuine insight into the Mission's purpose and its people: those who bring care, faith, and companionship to seafarers of every nationality and background. Father Millson's work included visiting vessels, delivering practical support, offering a listening ear, and even joining voyages to experience life at sea alongside the crew.

Today, the Mission to Seafarers in Antwerp continues to serve as a vital support network for crews calling at the port. Over 120 ship visits are made each year, offering practical support and emotional care. More than 1,200 fresh doughnuts and 1,000 Christmas gifts are distributed annually as small but meaningful gestures of appreciation.

Pastoral care and crisis support are provided both onboard and in Antwerp hospitals. Transport is arranged for over 8,500 seafarers to and from the Antwerp Seafarers Centre, where around 4,000 seafarers each month enjoy a safe space to relax, connect with family, and shop for essentials.

The current Port Chaplain of the Mission to Seafarers in Antwerp is Rev. June Mark Yañez. In addition to his port chaplaincy, he serves as Assistant Chaplain at St. Boniface Anglican Church and ministers to the Philippine Anglican community through regular Eucharist services in Tagalog. His work extends from shipboard counselling to hospital visits, embodying the Mission's principle of care without boundaries.

The Mission's Chairman, Sharmini Jacobs, who has been most helpful in the preparation of this article, shares her journey:

*"I became a member of the Mission in 1985, when Rev. Charles Babb was the Chaplain of the Mission to Seafarers. My first role was helping out at the Christmas Bazaar, running a Mother and Child stand. That changed when they discovered I could cook, which led to me managing the food stand - serving warm meals such as soup, Shepherd's Pie, rice and curry, and afternoon teas with cake and coffee or tea. Since then, I have remained in charge of this stand. During Covid, the Seafarers' Welfare Shop was looking for volunteers. Since then, Kit (ed. Ping) and I have been working there every Tuesday evening from 18:30 to 22:00. At the last Annual General Meeting, held on 16 May 2024, I was elected Chairman, a responsibility I have embraced with diligence and perseverance."*

At Seatrade, we deeply value the dedication of Ms. Jacobs and all volunteers within the Mission to Seafarers, and we are proud to support the organization in its vital work for seafarers, reflecting the same commitment we show to our own crews at sea.

*This Season of Giving support your local Mission to Seafarers. Even a small donation can provide emergency supplies, transport, accommodation, or communication access for crews in need. Find your local Mission at [www.missiontoseafarers.org](http://www.missiontoseafarers.org).*

**Sharmini Jacobs  
Danielle van der Eide**



Members of the MTS committee, including Philip Gray (left) and Father Yanez (center).

Outside view from the Welfare Shop.



# A FRIEND IN NEED IS A FRIEND INDEED

**S**eatrade celebrates its 75th anniversary next year and, as is inevitable in such a long history, there are also some dark pages in Seatrade's history book. As many of our readers know, it is not always smooth sailing on the world's oceans which can pose threats to the crew onboard our vessels.

Naturally most shipping companies, including Seatrade, take all possible precautions to prevent this and to keep the crew and vessels safe. In the event that an incident involving a Seatrade vessel and its crew should occur, the first concern is, of course, always for the welfare of the crew. This means that in such trying times, the focus of all involved at Seatrade is, naturally, on the crew and keeping them safe. In addition, during such an event the company could also be facing potentially, significant media interest. For this reason, Seatrade is grateful to be able to call in the support of trusted experts when it comes to dealing with the media in such difficult times: MTI Network.

That is why, for this edition of the Simply Seatrade, we thought it would be a good idea to introduce our readers to Cor Radings of MTI Network. Mr Radings is Regional Director Europe at MTI Network located in Rotterdam. Mr Radings started out as a journalist before becoming a corporate communications director with Royal Nedlloyd and P&O Nedlloyd. In 2001 he made the transition to MTI Network where he is now a senior partner advising clients during high profile incidents in the shipping and offshore sector. He is also, by now, the trusted Seatrade sounding board for difficult questions involving third

parties, social media etc. Although this is not an official capacity, it does signify the special relationship of trust that has developed between MTI and Seatrade through the years.

That is why we have invited Mr Radings to introduce MTI Network to our readers.

MTI Network specialises in discreetly advising international companies in the shipping and energy sector in case of unexpected events that, can potentially, have a major impact on the reputation of a company. This includes marine incident but also other aspects of crisis such as piracy and Red Sea attacks, protests by NGOs and harassment and bullying within the company. In most cases it involves situations in which the company in question faces significant media exposure at a challenging time. The role MTI performs at these times is to provide advice and support on media and reputational management and general communication advice regarding the event.

MTI has 26 offices worldwide including three main regional centres in Europe, Asia and America and can be reached 24/7. Most employees have a background in either media or shipping and some a combination of the two.

The main role of MTI is to act as a conduit between the (shipping) sector and the general public. In this position MTI operates almost as a metaphorical bridge between the two worlds. On the one side the mainstream media

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that every now and then may find it difficult to fully understand the specific nature of the shipping industry and on the other side shipowners who sometimes struggle to grasp the dynamics of a fast-moving news cycle.

The objective from MTI's side is to help in bridging that gap by assisting shipowners to swiftly issue well-balanced and relevant information into the public domain.

In addition to this, MTI also offers training for frontline staff and the executive management of the companies they represent. At times a representative of MTI or the company's management acts as spokesperson but office staff and crew also must be trained in dealing with questions from third parties. For this purpose, they offer training and crew seminars, which includes the responsible use of social media as these days that is often the first source of information for families of any affected crew. Another part of the training is the increase in mis-and disinformation caused by AI generated images which can, potentially, harm a company.

MTI has a fleet of 13,000 vessels, including the Seatrade fleet. They are involved in approximately 1,000 incidents per year (averaging three per day). These can be smaller incidents or issues but also include high profile cases sometimes leading to an influx of more than a thousand messages or media queries per day which they can help the shipping company to manage.

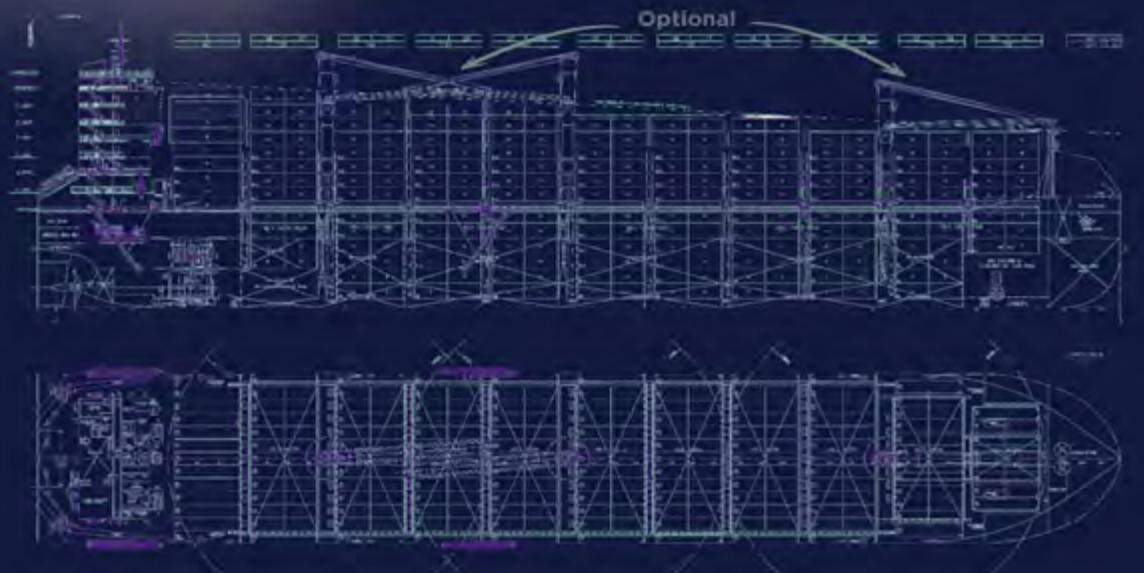
Through the years of working together, both in good and some unfortunate bad times, MTI and especially Mr Radings, have become the trusted spokesperson and sounding board for Seatrade. That is why we consider Cor Radings to be a friend indeed!

**Anja Peters  
Mark Jansen**



# SEATRADE NEW 2,800 TEU

## Reefer Container Vessels Series



### Main Particulars

- Length overall abt. 199.88 m
- Length between perp. 196.48 m
- Breadth moulded 32.25 m
- Design draught, Td 11.00 m
- Deadweight at Ts abt. 35,000 t

### Cargo Capacity and Equipment

- Container on deck (13 row / 8 tier) abt. 1,756 TEU
- Container on hold (11 row / 6 tier) abt. 1,000 TEU
- Container (8'6") total (Solas visibility) abt. 2,780 TEU
- Electric sockets for Reefer Containers 1,065 plugs  
(On Deck 559/In Hold 506)  
optional / construction ready
- Crane

### Tank Capacities

- VLSFO/ULSFO/bio fuel tanks abt. 2,500 m<sup>3</sup>
- MGO tanks abt. 600 m<sup>3</sup>
- Cruising range (M/E and all reefers):  
- at NCR based on fuel oil abt. 12,500 nm

### Machinery Main Components

- Main Engine MAN 6G60ME-C10.5, EcoEGR 13,000 kW
- SMCR
- Diesel generators 4 x 2,100 kWe, AC6.6kV  
6MW, Fixed type, P&S
- AMP
- Bow thruster 1,400kW

### Key Features

- EEDI Phase 3
- IMO NOx Tier III
- M/E, A/Es and boiler could operate on VLSFO, ULSFO, MGO and bio fuel
- Container dangerous goods on deck and in holds

### Classification Notation

ABS +A1, (E), Container Carrier, SH, SHCM, +AMS, +ACCU, TCM, NOx-Tier III, UWILD, CPS-B, BWT, HVSC, CSC, CLP-V, ENVIRO, RRDA, IHM, LSC, CR, Methanol Fuel Ready Level 3(S), CRC(SP), RW  
Flag: convenient flag

### Energy Efficiency Particulars

- Service speed at Ts, NCR, (with 15% sea margin) 18.0 kn
- ME DFOC at NCR (Tier II/III) abt. 44.6/45.7 t/d
- Rudder Full spade, twisted leading edge
- ESD S-Bow, Rudder bulb, boss cap fin
- ER fans, SW cooling pumps VFD

*Disclaimer: The information provided in this technical outline is for reference purposes only and is subject to change without notice. While every effort has been made to ensure accuracy, the publisher assumes no responsibility for errors or omissions.*

# FRONTRUNNER IN INNOVATION

**A**t Seatrade, innovation is part of everything we do, and our latest fleet developments are no exception. At the time of this issue, six 1,800 TEU vessels have already been delivered and are in full operation, with numbers seven and eight currently under construction. Three of these vessels are chartered by Chiquita.

They sail westbound, fully loaded with 600 reefers operating at maximum capacity and outperforming, in both fuel efficiency and performance, any other vessel that has ever sailed these trades. This exceptional performance was enthusiastically received by the market, prompting an extension of the series to twelve firm vessels, now known as the New Country Class.

Yet, the market's appetite for greater reefer capacity on certain routes quickly became evident. This inspired Seatrade management, together with the Newbuilding and Design team, to develop a new generation of 2,800 TEU vessels capable of carrying more than 900 fully loaded reefer containers. That's 900 reefers with 22 pallets each, an impressive total of 19,800 pallets!

The design is entirely new. After comparing a range of existing concepts, we arrived at the Seatrade optimum in terms of intake, speed, hull resistance, and operational flexibility. The vessel's beam is limited to 32.30 meters, allowing seamless Panama Canal transit through both the new and old locks. Cargo holds are dimensioned for 40' high-cube containers in all positions, eliminating dead space entirely. The initial design does not include cargo gear, though structural preparations and positioning for three cranes have been incorporated.

Electric power on board is provided by high-voltage generators (6,600 V), allowing for thinner cabling and minimizing energy loss across the vessel's length. The propulsion engine is equipped with an EcoEGR (Eco Exhaust Gas Recirculation) unit to meet IMO NOx Tier III emission standards. Even when operating in Tier II mode, the EGR remains active, further reducing specific fuel oil consumption. This results in the lowest fuel consumption currently available on the market.

The vessel is fully fuel-flexible, capable of operating on various fuel types, including biofuels. Additional features include a bow hood (protecting forward containers from wave impact and reducing wind resistance), variable frequency drives on major electrical consumers, and installed AMP (shore power connections). The hull has also been structurally prepared for a future retrofit to green methanol fuel.

A vessel like this is not yet available on the market, and we take pride in being a frontrunner with this design in the reefer container vessel segment.

Firm orders for two of these vessels have already been placed, with an option for four more. The specification is signed, and the next step will be detailed design and plan approval. The contractual delivery of the first vessel is scheduled for the fourth quarter of 2027.

This new class of vessel is named the City Class, with the first two ships announced as Seatrade Amsterdam and Seatrade Berlin, because even the greatest city begins with a strong keel.

**Vincent Peeters**



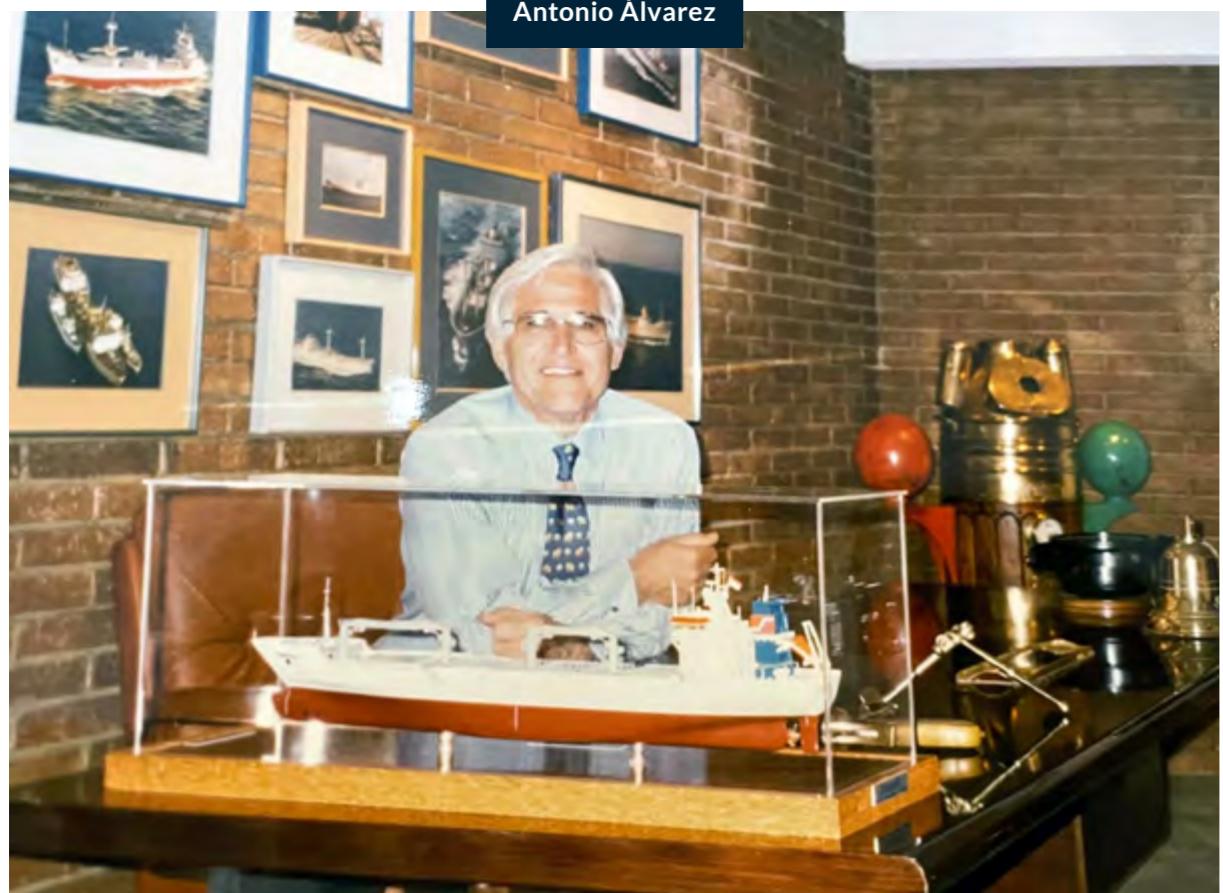
# A WALK DOWN MEMORY LANE: ANTONIO ÁLVAREZ

**A**ntonio Álvarez, founder of Hispafrio, specialist in maritime transport with a focus on reefer cargo and long-standing partner of Seatrade, invites us to follow the path that shaped both his own maritime journey and the story of Hispafrio, ultimately leading to Seatrade. With roots in seafaring tradition and a passion for refrigerated transport, he takes us on a stroll down memory lane.

"Looking back, it seems my future was always destined to be tied to the sea. My father, like several generations before him, was a fishing shipowner, and my maternal grandfather was

a captain in the days when a round trip to the Far East took a full year. I still remember the stories he told upon returning, and the special gifts he brought back. Thanks to him, at a very young age I already knew what a ship was and what life around it meant.

Although my family lived in Cádiz, I studied in Madrid. When I finished my studies and returned home at the end of June, eager to begin my summer holiday, I received a surprise. My father simply told me, "on Monday you start at the offices of the Association of Fishing Vessels". And that was the beginning



Antonio Álvarez

of my journey in the maritime business. Sadly, my father passed away shortly afterward, and my first steps in the industry were marked by both grief and a determination to carry on his legacy.

Back in Madrid, I later became involved with the merchant fleet, working at several brokerage firms. At each company I learned something new, but my greatest mentor was Ibrahim Mansour, the person who taught me the real essence of this profession. During that time, I specialized in reefer vessels and encountered many fishing shipowners, often friends or acquaintances of my father. Through those connections, I had my first encounter with Seatrade, when Geert Pepping and Eric Musterd were working with Dammers in Monaco.

Years later, I established contact with Vernicos Eugenides and had the opportunity to open and manage the Agencia Marítima Española EVGE office in Madrid. There I learned how to run an organization, manage budgets, and handle responsibilities firsthand. My career eventually spanned more than forty years, during which I witnessed remarkable changes, especially technological advances that have transformed the industry.

In 1980, I founded Hispafrio. I must acknowledge the crucial support I received from Marítima del Norte and from Jesús de Sendagorta personally. We also had a very close collaboration with YBARRA shipping company, thanks in large part to my good friend



Hispafrio office early days.

Juan de Ybarra. Additionally, we served as general agents for ELMA and for the Egyptian National Shipping Company. We began as a small team and, over the years, were joined by the company's current Managing Director, Javier Borreguero, a dedicated professional and a wonderful colleague.



Team Hispafrio early days.

Over the years, filled with both successes and mistakes (hopefully more of the first), we accumulated countless stories. It is important to remember that, when I started, there was no internet. Communications were handled by telex and telephone, and calculators were rudimentary. Preparing a voyage calculation was quite an undertaking. Moreover, we were the only Spanish company exclusively devoted to reefer shipbroking.



Team Hispafrio early days.

Every broker dreams of a small margin between owner and charterer that allows you to strike the perfect deal and you naturally tend to favor the owner, who pays the

Story continues on next page ▶

commission. Sometimes those dreams come true. I remember an urgent shipment we had from Brazil to Spain, which had to be loaded within ten days before the permits expired. Eventually, we found a spot vessel in Santos. The owner offered 105 dollars per ton, but I knew we could do better. After a short negotiation, we closed at 120 dollars and everyone walked away happy.

Another dream scenario unfolded with Seatrade vessels. We had a contract for frozen meat from Colombia to Spain, and Seatrade had a round-trip tuna contract from Dakar to Puerto Rico. But after unloading tuna in Puerto Rico, the holds smelled strongly of fish. Ventilation was not very efficient in those days and the turnaround time was short. The solution? Burning coffee in the holds and sealing the hatches for two days. When the ship reached the loading port, the hold smelled 'strange', but crucially, not of fish.

At that time, we also handled meat imports for the Spanish government from Argentina, Paraguay, Brazil, Colombia, Russia via the Baltic and Black Seas, and Romania. It was intense work and often chaotic. There were no computers, and everything had to be solved with pencil and eraser.

For our fifth anniversary, we held a reception at the office. We were astonished by the turnout of clients, friends, and even senior Navy authorities. It was a warm and unforgettable celebration, as can be seen in the photos.

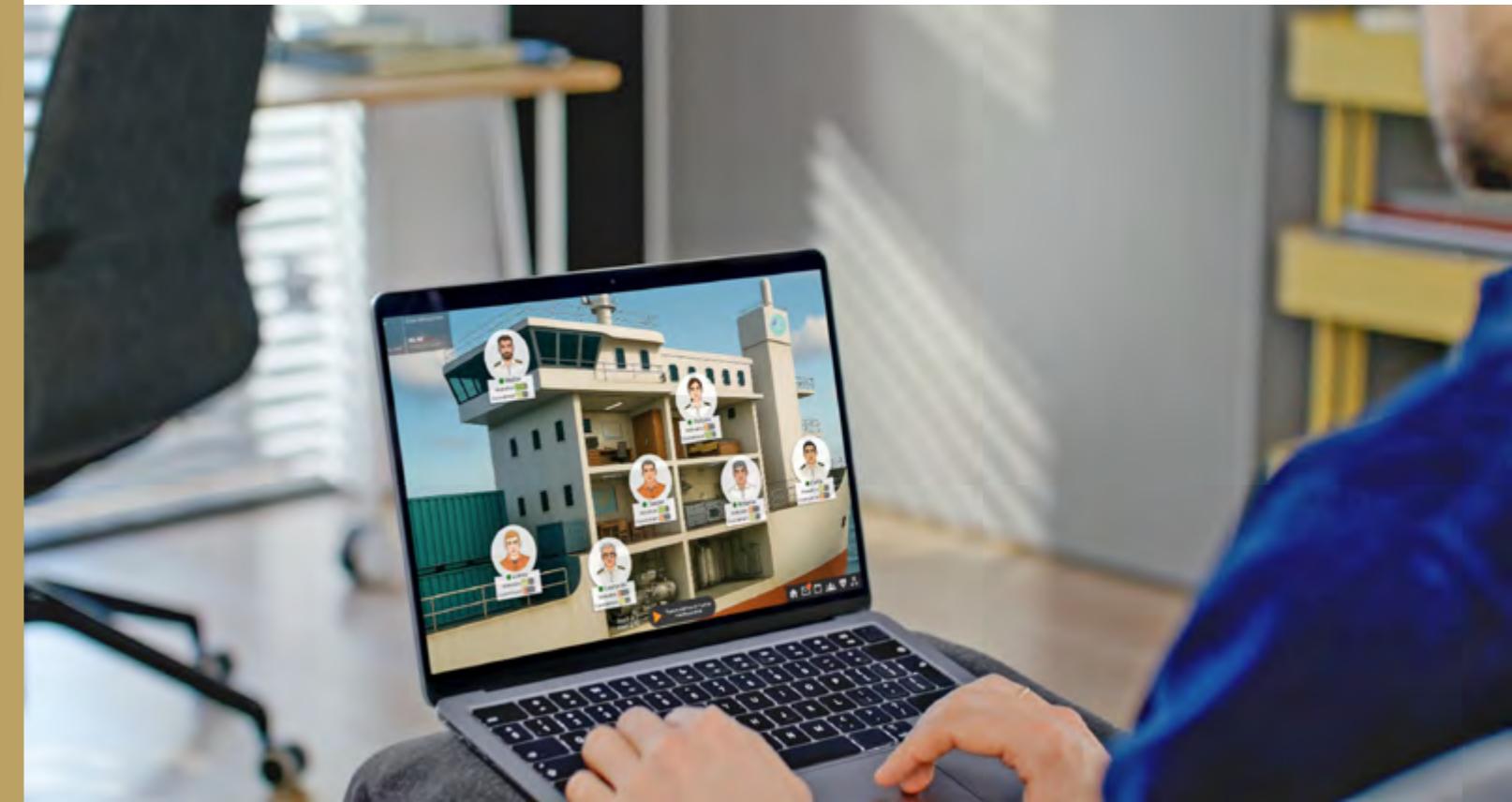
I truly enjoyed my work and spent twenty very happy years at Hispafrio. But when I turned sixty, circumstances led me to contact Seatrade and eventually we signed the transfer agreement. It marked the start of a new chapter, following a long and fulfilling story."

**Antonio Álvarez**



A box of memories...

# HEISS 2 SETS SAIL



**A**t Seatrade, we believe in always moving forward. That means more than keeping up with change, it means driving it. Innovation has always been part of who we are, especially when it comes to setting people up for success both at sea and on shore.

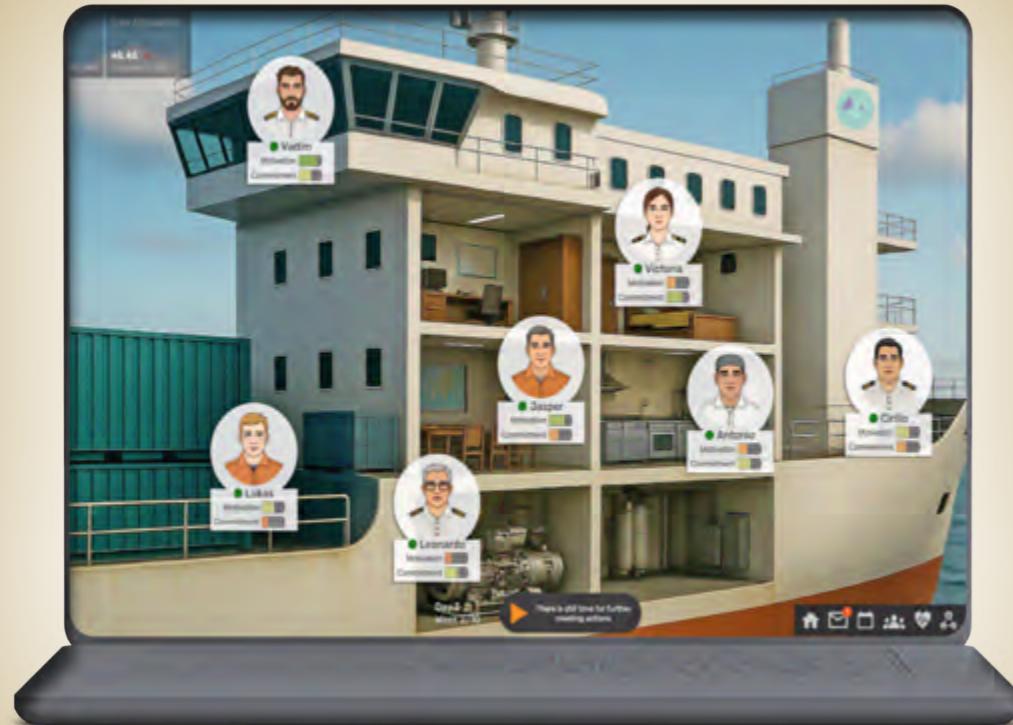
Ten years ago, together with Atria Learning & Development we created **HEISS, the Human Element in Shipping Simulation**, an impactful tool that allowed seafarers and maritime professionals to step into a realistic environment and explore how leadership choices shape crew spirit, performance, and safety. Since then, more than 1,000 participants at sea, ashore, and in maritime universities have experienced HEISS. Each session reinforced the same lesson: leadership learning only makes a difference when it

feels authentic, challenges assumptions, and provides space to practice.

Now, we are building on that foundation with **HEISS 2**. This new version is rooted directly in the Seatrade world: our vessels, our trade routes, our crews, and the real events and practices that shape operations.

For us, HEISS 2 is not only an impactful learning tool, but also a crucial part of career development at Seatrade. It gives people the chance to learn, test themselves, and grow in an environment where mistakes are safe and reflection drives progress. It sets people up for success and builds confidence for the challenges ahead.

Story continues on next page ▶



What makes us especially proud is the collaborative spirit behind this project. The Atria team is deeply involved in the creation, and we are working closely with Leaderfy, the software developers behind the simulation. The Crew resource management department has contributed their operational expertise to shaping the prototype. And our younger talent has already made their mark: one Seatrade intern designed the **visual look of the vessels**, while another worked on the **storyline and interventions** that bring the crew and scenarios to life. Together is better!

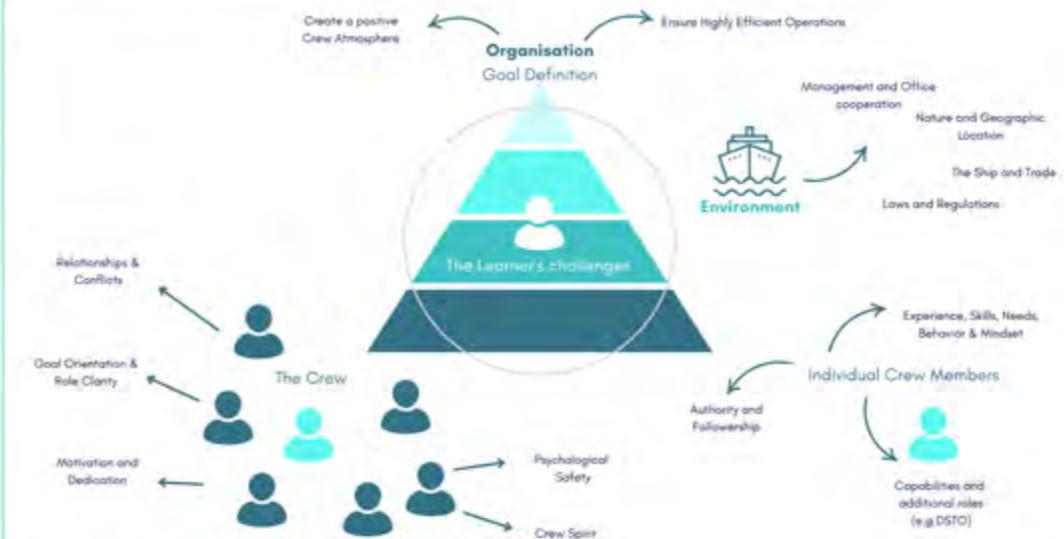
HEISS 2 takes participants on a simulated 20 week voyage where they step into the Captain's role and guide a diverse crew through everyday pressures, critical incidents, and unexpected events. With more than 150 leadership interventions to choose from, each decision shapes the atmosphere, performance, and safety of the crew while helping participants discover their own leadership style. For the first time, HEISS 2 will also be available online, both as a team-based exercise and a single player journey, offering flexibility for different learning paths.

## Kor Wormmeester

**Did you know?**  
HEISS stands for Human Element In Shipping Simulation



## THE COMPLEX CHALLENGES IN THE SIMULATION



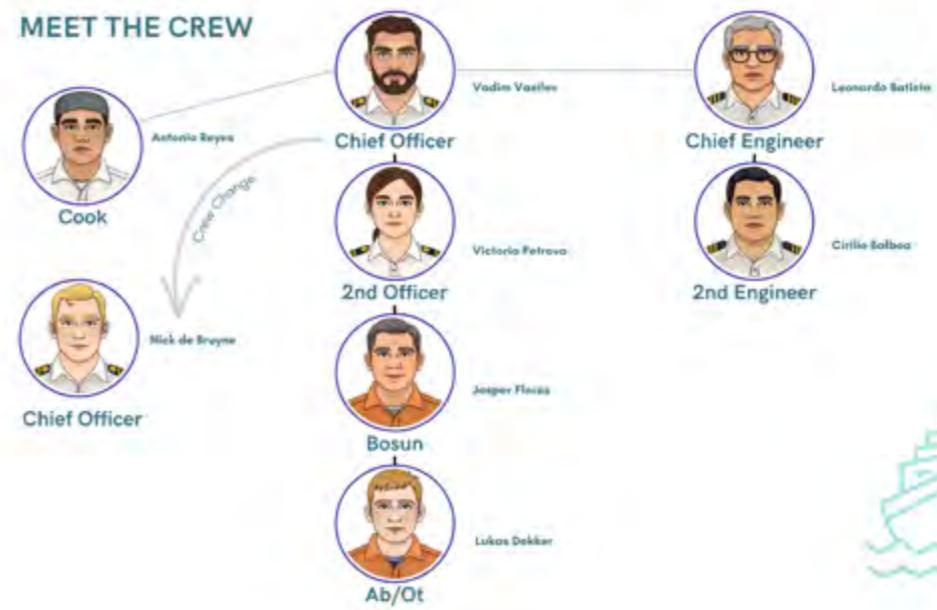
## M.V. Sun Bay

This information covers the first four weeks:  
Your voyage of M.V. Sun Bay is scheduled to begin on December 1st, loading of lychee cargo in Tamatave, Madagascar. From there, the vessel will sail through the Suez Canal, entering the High-Risk Area for piracy on December 7th, before continuing toward Port Vendres in southern France. During the transit through the piracy area, several preparation measures are planned, including implementing piracy procedures, onboarding a security team, strengthening the vessel, conducting drills, and maintaining regular reporting to the office for support. By December 15th, M.V. Sun Bay is expected to arrive in Port Vendres, where the lychee cargo will be discharged. After unloading, the vessel will continue its voyage to Flushing in the Netherlands, carrying a few remaining containers.



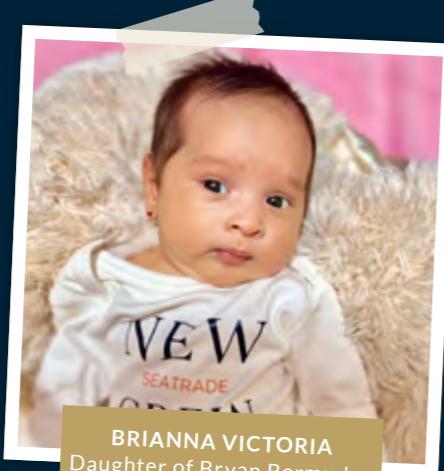
Built:	1995	cbt:	597,129	sqm:	5,016
FEU slots:	746	reefer FEU:	300	Pallets:	6,550
Draft (summer):	8.7	Cargo gear:	183 x 40ft CR 20ft CR 30ft CR		

## MEET THE CREW





# NEW CREW



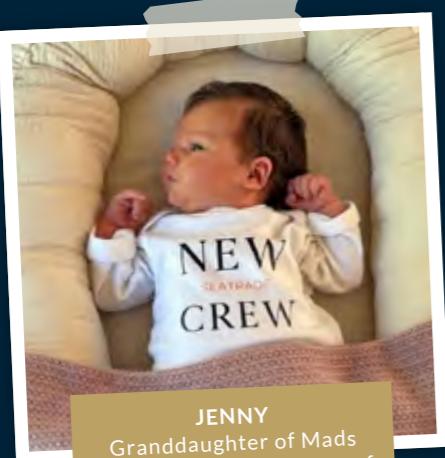
**BRIANNA VICTORIA**  
Daughter of Bryan Bermudez  
Seatrade Ecuador



**ELIN**  
Daughter of Chantal Kuil  
Seatrade Groningen



**GIACOMO**  
Son of Roberta Scotto  
Seatrade Groningen Italy



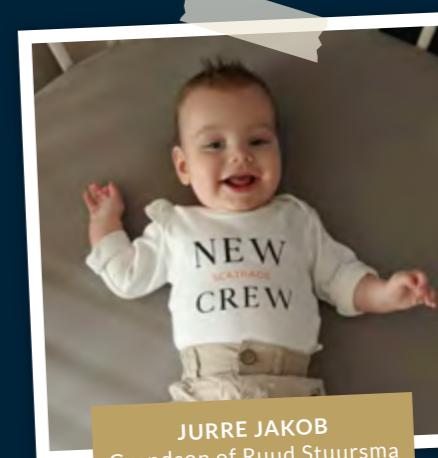
**JENNY**  
Granddaughter of Mads  
Ellefsean Seatrade Group of  
Companies



**DANIELA ABIGAIL**  
Daughter of Gladys Quispe  
Seatrade Peru



**JULES**  
Grandson of Bram van den  
Broecke Seatrade Chartering



**JURRE JAKOB**  
Grandson of Ruud Stuursma  
Seatrade Groningen



**LINA**  
Daughter of Emiel Provoost  
Seatrade Chartering



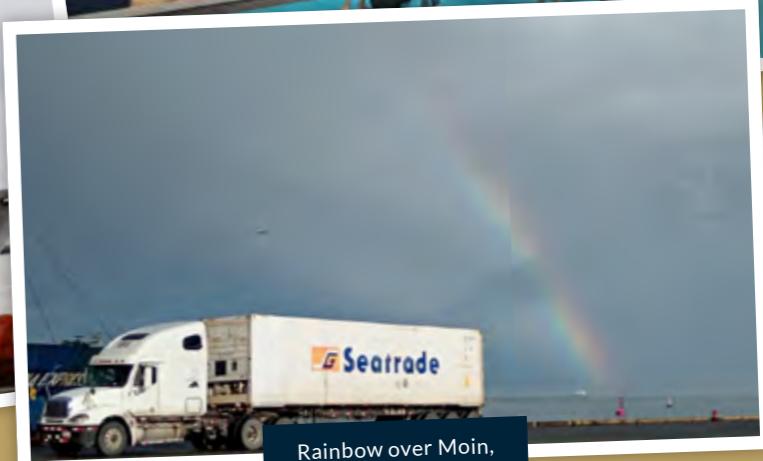
**HANNAH**  
Daughter of Priscilla Alvarado  
Seatrade Costa Rica



# #TEAM SEATRADE

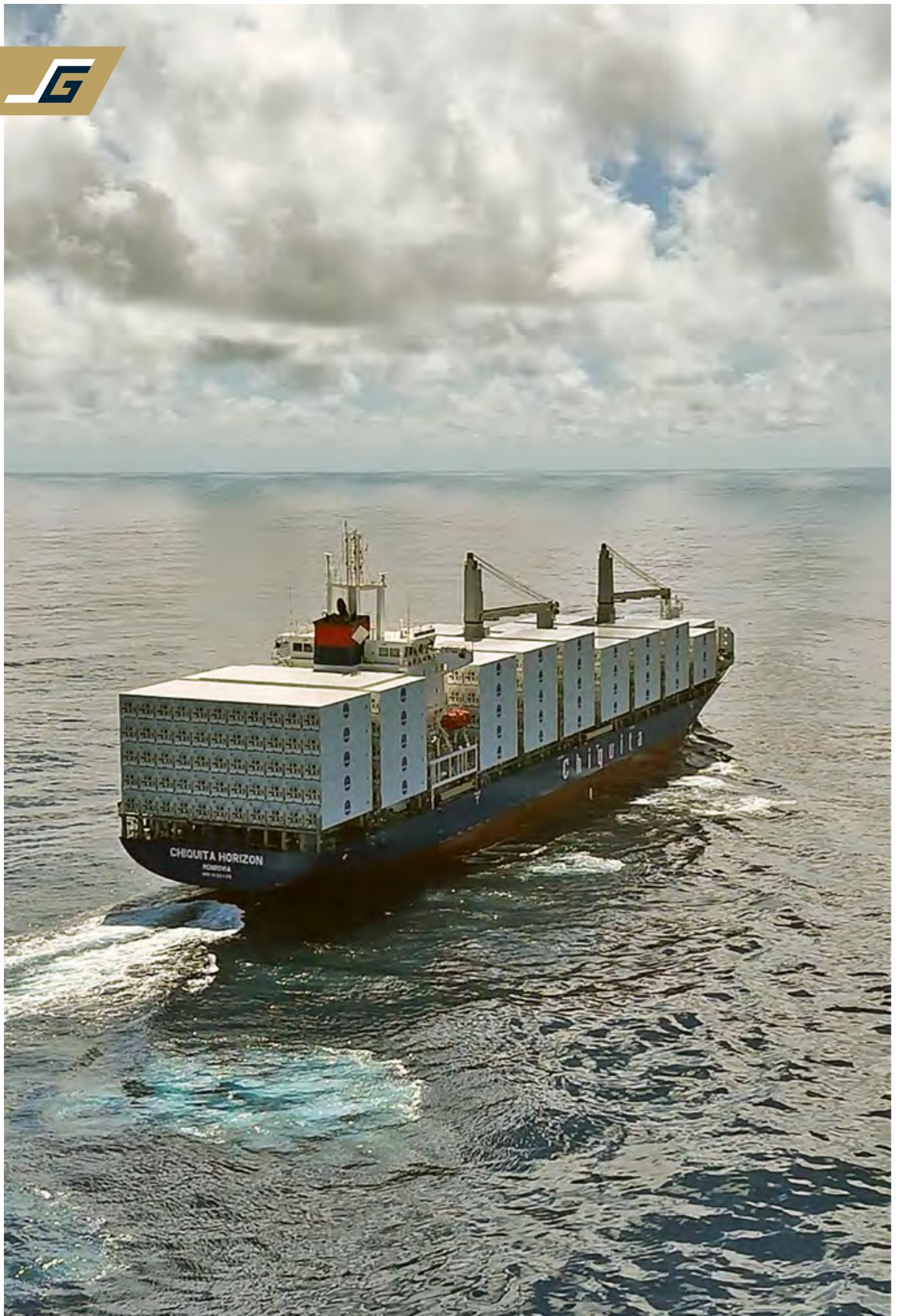


Community performance of The Passion at the school where Tom Bloembergen's wife teaches - Seatrade gear fits every role ;-)



The best things in life are free.





# PUZZLE PAGE

## R

### 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](mailto: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 2026. The names of the winners will not be published. The answers of the puzzle and trivia in issue 01/2025 were:

Puzzle easy code = 283

Medium code = 932

Hard code = 794

Rebus: Port to port we keep things afloat

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

# SUDOKU

### Easy

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

### Medium

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

### Hard

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

Story continues on next page ▶

# REBUS

01  7

F +  S=Z + N

02  13



03  22

R=P +  - RU

04  14

-IR + M +  N=GNE

05  2

N=L +  -RS

06  10

CR=D +  G=L > T=D

07  24

P=TA > A=E

08  3

S=V > T=U +  PP=B

09  11

W=M +  A=IA > E=CE

10  1

C=N > ND=V

11  26

U=O

12  4

T=O > -I +  -AR

13  20

S=FI > K=NC

14  18

B=C > L=E +  D=B > G=TI

15  17



16  6



17  5

EE=AN +  +  A=N

18  15

E=V +  -KN

19  21

O<sub>1</sub>=U > T=Y

20  19

P=R +  -Y + 

21  8

P=F > L=R

22  23

P=MW > T=RK

23  12

WH=SC

24  9

TO=E > U=IN

25  25

-B

26  16

J=H +  N=V

**SOLUTION:** 7 5

01 02 03 04 05

06 07

08 09 10 11 12 13

14 15 16 17 18 19

20 21 22 23 24 25 26 !





# BERRY GOOD!

FROM THE LAND TO YOUR HAND. SEATRADE OPERATIONS IN THE HEART OF LA LIBERTAD, PERU'S LEADING BLUEBERRY REGION.



ALWAYS. MOVING. FORWARD.

# FLEETLIST



NAME	CBFT	SQM	BUILT	NAME	CBFT	SQM	BUILT
Aconcagua Bay	512,361	5,894	1992	Hellas Stream	645,586	7,565	1991
Albemarle Island	622,632	7,317	1993	Hood Island	622,844	7,317	1994
Atlantic Klipper	661,530	7,118	2011	Italia Stream	645,586	7,565	1992
Atlantic Reefer	597,139	6,804	1998	Juice Express	...	...	2018
Autumn Stream	644,331	7,557	1993	Lady Rosehip	560,597	6,062	2008
Baltic Klipper	661,636	7,118	2010	Lombok Strait	626,011	7,341	2002
Barrington Island	622,844	7,317	1993	Luzon Strait	626,011	7,341	2002
Boyang Bering	307,610	3,403	2019	Orange Frost	293,958	3,446	2018
Cala Palma	720,000	7,781	2000	Orange Ice	293,958	3,446	2018
Cala Pedra	720,000	7,781	2000	Orange Sea	322,173	3,381	2019
Cala Pino	720,000	7,781	1999	Orange Spirit	323,035	3,363	2019
Cala Pula	720,000	7,781	1999	Orange Strait	322,828	3,408	2019
Charles Island	622,844	7,317	1993	Orange Stream	323,318	3,408	2019
Chiquita Farmer	2,200 TEU	...	2025	Pacific Mermaid	540,572	6,075	1992
Chiquita Harvester	1,800 TEU	...	2024	Pacific Reefer	596,925	6,803	1999
Chiquita Horizon	2,200 TEU	...	2025	Pia Express	478 TEU	0,773	1996
Cold Stream	456,785	5,217	1994	Prince of Seas	371,412	4,121	1993
Discovery Bay	534,246	5,922	1997	Regal Bay	526,250	5,851	1993
Duncan Island	622,844	7,317	1993	Runaway Bay	516,227	5,852	1992
Fegulus	526,141	5,849	1993	Santa Catharina	463,986	5,140	2000
Greensea Aracena	437,654	4,943	1998	Seatrade Chile	1,800 TEU	...	2024
Green Austevoll	265,770	3,233	1991	Seatrade Peru	1,800 TEU	...	2024
Greensea Bermeo	336,437	3,685	2001	Sierra Lara	260,050	2,925	1996
Green Brazil	376,994	4,510	1994	Sierra Laurel	260,050	2,925	1998
Green Chile	375,477	4,497	1992	Sierra Leyre	260,050	2,925	1997
Green Costa Rica	375,442	4,494	1992	Sierra Queen	398,470	4,736	1996
Green Crystal	265,770	3,233	1992	SVL Honduras	323 TEU		1999
Green Guatamala	375,723	4,494	1992				
Green Honduras	376,221	4,507	1992				
Green Italia	377,100	4,519	1994				
Greensea Lucena	437,654	4,943	2000				

G



Watercolor art - BALTIC ICE - Ronald van Rikxoort

SCAN ME.



SEE YOU ON  
THE SOCIALS!

**SIMPLY**  
**SEATRADE**  
ALWAYS. MOVING. FORWARD.

