2012 has been a year with a great variety in stories. Major sporting events alternated with important elections; we added 'Arab Spring' and 'debt crisis' to our daily vocabulary; were introduced to a particle called 'Higgs'; witnessed a sound barrier-breaking space dive; and saw a very explicit novel called Fifty Shades of Grey beating all records.

All this happened against the background of a worldwide financial collapse that affected all of us. At Seatrade, we put up a good fight that has resulted in a return to more positive market prospects.

In response to the very poor 2012 market, 70 specialised reefer vessels with a total capacity of 26 million cubic feet were sold for demolition. The market is meanwhile trending towards equilibrium whilst almost all major container lines have announced serious rate increases for all their reefer cargo. This can be considered as a strong indication that the rates they charged over the past few years, in an attempt to win market share from specialised reefer, were unsustainable.

Seatrade strongly believes in the need and effectiveness of specialised logistics by offering a reliable ‘Direct, Dedicated and Fast’ service to its customers.

On a shipmanagement level, we were pleasantly surprised with the KVN Shipping Award nomination for the lengthening of our Atlantic Reefer and mv Pacific Reefer. Although we did not win the award, the project in all its exceptionality has been attracting a lot of international attention. It is with good reason that Seatrade’s Grey beating all records.

A sneak preview into our shipmanagement branch reveals the fleet-and-office-wide implementation of the renewed Seatrade Standard. Following the outcome of the Management Review, various other meetings and audit findings, it was felt that vessel performance optimization deserved extra attention. Technical-operational office staff and ship’s crew will be familiarized with the new Standard in various ways: during onboard visits, workshops and interactive presentations. We strongly believe that working along the same lines will lead to less incidents, less deficiencies, less cargo claims and a general improvement of the company KPI’s.

On the commercial side we will continue to invest in our strategy to increase our role as a global specialised logistics provider. With offices virtually all around the world we are able to assist our customers locally with global services.

Whilst most shipping markets are in rough seas facing major challenges we foresee a balanced market for the years to come. The trade in perishable products is expected to grow 4-5% annually and will be in need of appropriate transportation. Depending on the required transit time customers have the choice of Airfreight, Specialised Logistics or mainstream Container Services. Seatrade is committed to the specialised sector and is looking confidently forward to the challenges of a new year.

With good reviews on innovation and performance and your continuous support, we trust that 2013 will produce some wonderful stories for Seatrade. Just as much we wish for your book to be filled with good health and fortune.

Seasons Greetings and a Happy New Year!

The Management
The ocean covers the majority of our planet’s surface, yet comparatively few people have the opportunity to spend time on or in it. Yet fewer people spend time studying its chemistry, biology, or physics. Its vast size makes detailed studies very difficult. Working with people in the commercial shipping industry does help collecting data that would otherwise not be possible to get.

In December 2001, I joined Seatrade’s mv Santa Lucia on the Geest Line charter, for a voyage between the UK and the Caribbean, to install and test a new scientific instrument measuring sea-surface carbon dioxide (CO₂) in the Atlantic. This was my first of several voyages on a commercial vessel, after numerous voyages on research vessels. The voyages were absolutely fantastic, a superb experience that is now shared by several of my students. For a scientist such as me, it is a great privilege to sail on a commercial vessel, to meet people a scientist otherwise does not encounter, and to learn about the work seafarers do to ensure that we do not absorb some of this infrared radiation and warm the atmosphere.

The work is part of a global scientific effort to monitor the carbon dioxide (CO₂) in the Atlantic. This was my first of several voyages on a research vessel. The voyages were absolutely fantastic, a superb experience that is now shared by several of my students. For a scientist such as me, it is a great privilege to sail on a commercial vessel, to meet people a scientist otherwise does not encounter, and to learn about the work seafarers do to ensure that we do not absorb some of this infrared radiation and warm the atmosphere.

THE OCEAN

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WHAT ARE WE DOING?
The work is part of a global scientific effort to monitor the change of CO₂ in surface waters of the world’s ocean. This is done by instruments installed on commercial vessels trading along regular routes. Measurements in the North Atlantic had already been done in 1994 and 1995, between the UK and the Caribbean, to measure CO₂ (called “anthropogenic CO₂”) in the atmosphere, becoming part of the global carbon cycle. Crucially, the addition of such fossil fuel derived CO₂ is an addition to the natural carbon cycle, as the carbon in fossil fuel is otherwise locked up deep in the earth for millions of years, away from the active carbon cycle. Measurements of atmospheric CO₂ started in 1958 at Mauna Loa in Hawaii by David Keeling1 and now repeated all over the world, do indeed show the resulting atmospheric increase of CO₂. Not all anthropogenic CO₂ stays in the atmosphere -- approximately half is taken up by ocean and land, with only the other half staying in the atmosphere CO₂ absorbs infrared radiation. The sun’s radiation hits the earth’s atmosphere and surface, from which some is re-emitted at longer wave lengths in the infrared region of the spectrum. CO₂, and other radiatively-active gases, absorb some of this infrared radiation and warm the atmosphere.

WHY ARE WE DOING THIS?
Carbon, one of the chemical elements making up all material of our world, actively cycles through the planet’s atmosphere, land, and ocean. The burning of fossil fuels, in e.g. combustion engines, produces CO₂ that is released into the atmosphere, becoming part of the global carbon cycle. Crucially, the addition of such fossil fuel derived CO₂ (called “anthropogenic CO₂”) is an addition to the natural carbon cycle, as the carbon in fossil fuel is otherwise locked up deep in the earth for millions of years, away from the active carbon cycle. Measurements of atmospheric CO₂, started in 1958 at Mauna Loa in Hawaii by David Keeling1 and now repeated all over the world, do indeed show the resulting atmospheric increase of CO₂. Not all anthropogenic CO₂ stays in the atmosphere -- approximately half is taken up by ocean and land, with only the other half staying in the atmosphere CO₂ absorbs infrared radiation.

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1 See e.g. http://scrippsco2.ucsd.edu/
Marine Science
A decade of observing surface pCO₂ in the North Atlantic

Measurements of course reveal substantial seasonal fluctuations. In 2007, we also proved that the surface ocean CO₂, and therefore the uptake of atmospheric CO₂, varies significantly from year to year between Europe and the Caribbean. In 2009, we then showed that this is also the case for the majority of the North Atlantic and also in other ocean basins.

Since then, the big question is what is causing this variability. We do know that e.g. ocean currents change over time; this affects ocean temperatures and hence marine physics and biology and hence the carbon cycle. Of course, this begs the question of what is the cause of the changing currents. As chemistry, physics, and biology all inter-linked and affect the carbon cycle, understanding the nature around us, and to improve predictions of the future, measurements such as ours are crucial.

Such measurements would not be possible without project funding, of course. It would, however, be totally impossible without the support of people and companies in the commercial shipping industry I have always found this support, and feel privileged to have been able to do this work, a gratitude that is shared by my scientific colleagues around the world. And we do hope that this fascinating work will continue in the future.

Our findings so far

Our main funding
CarboOceans, EU programme between 2005 and 2009 (http://www.carbooceans.org/);
CarboChange, EU programme between 2011 and 2015 (http://carbochange.biu.org/);
UK Ocean Acidification Research Programme, UK programme between 2010 and 2015 (http://www.oceanacidification.org.uk/);

Further information
Our groups web site at UEA:
http://fmgacweb.env.uea.ac.uk/mbc/;
Atmospheric CO₂ measurements at Mauna Loa, Hawaii: http://scrippssco2.ucsd.edu/;
The International Ocean Carbon Coordination Project: http://www.ioccp.org/;
A video of the effect of ocean acidification, made by the Plymouth Marine Laboratory, UK: http://www.youtube.com/watch?v=_BPS8ctWwZs.

Containers vs. break bulk
When quality matters

This article contains a reprint of an article written by the Myth Buster and published by the 360 Quality Association, and is printed in Simply Seawatch with their kind permission.

The Myth Buster has taken on newspapers and container lines in the most recent issues of the newsletter of the 360 Quality Association.

The association, of which Seawatch is a founding member, is an alliance of specialist reefer shipping lines and seaport terminals specialised in the handling of reefer cargoes. Its aim is not only to maintain the high standards established in the chain, but also to continuously improve the quality of handling, storage and transport of reefer cargoes.

The below article appeared in the seventh issue (September 2012).

When the Myth Buster was leafing through various web pages the other day he spotted the above headline on the Maersk site. Well, when the word ‘quality’ is mentioned, his attention is drawn! The article starts by stating that break-bulk operators would like the reefer world to believe that loading chilled cargo on their vessels was better for the quality of chilled reefer cargo than loading in reefer containers. It then gives a number of reasons mainly surrounding cool chain integrity to build to an ending crescendo stating “It is obvious that the quality of the cargo will be best when loading in refrigerated containers”!

Well, this puzzled the Myth Buster. Whereas extensive tests by the New Zealand marketers of kiwi fruit ZESPRI have shown that the air/temperature circulation through the palletised fruit in containers is inferior to that provided by specialist reefers, he did not think specialised reefer operators made such comparisons nowadays between container and specialised shipments of bananas. The recent specialised reefer new buildings built over the last few years ALL have concentrated not only on underdeck pallet capacity, but also to providing considerable on deck container capacity, specifically for the carriage of bananas in containers. This has allowed the large banana companies to enjoy their economies of scale by maximizing their cost advantages producing very low per carton of fruit transportation cost. A good example to support this argument is the news that Fyffes have extended their long term charter agreement with Star Reefers (aka Siem Shipping) for four vessels that they have had on charter since launched five years ago for another two years, with Fyffes’ option for a further one year. Now that is a commitment to the specialised reefer mode!

If the final statement of the Maersk web story is true then one wonders why the entire banana industry have not changed to containers. The Myth Buster has many friends in the banana industry and posed the question.

The overall opinion is that the quality of bananas loaded in containers and/or below deck has no difference on quality, especially with the banana majors that have multiple vessels loading at production ports every week. The key to preserve a product of excellent quality mainly depends on pallet unitization, good packaging specs and packing materials, and proper agricultural practices set forth by highest QA standards. Multinationals are no strangers to containers since the specialised fleet composition is a good mixture of product below deck and
CONTAINERS VS. BREAK BULK
When quality matters

containers, some multinationals have "container reefer ships" due to their supply chain set-up but ultimately all have the ability to deliver a good quality product leaving the use of Container Lines mainly for destinations where volumes simply do not justify use of specialised reefer as result of volumes but, the KEY factor for the banana industry is "transit time and consistent arrival".

The specialised reefer carrier excels in delivering product on time on the core banana trades, unlike container lines where on time reliable services are not the norm. Depending upon which Container Line, you can have from 60% to 80% on time arrivals in any given year. Furthermore, customers require consistent arrivals, especially in markets where more often than not, the Container Lines will miss an arrival due weather, transshipment connections, etc. Skipping one arrival and bringing twice the volume in a given week happens also with the Container Lines. As everybody knows, banana prices are very sensitive, not only to economic conditions, but also heavily impacted by arrival volumes where price can easily collapse when these inconsistent arrivals to the market occur. It has been seen that over and over again receivers/shippers will prefer to pay a premium on freight over container lines when it comes down to maintain the supply chain and commitments to customers. Transit times are most important not only for the quality of the bananas but also shelf life. No matter how advanced container technology is today, when specialised reefer services can transport bananas with transit times that container lines cannot offer there is no doubt that quality of bananas arriving to markets is ALWAYS better on specialised reefers than that on container lines.

The driving factor for using container lines has been basically cost driven where they have brought down prices that now the very same industry recognize as unsustainable. Obviously the now admitted unsustainable pricing admitted to by some Container Lines has placed Specialised Reefer Owners in a bad position over the last few years (as has been hammered home on a regular basis by the Reefer Industry publication Reefer Trends).

Another risk factor with shipping on the Container Liner services by the banana industry is that the Container Line business models are mainly based on dry-cargo and not reefer cargoes. A perfect example of this is the unilateral decisions by Container Lines to change their service strings with complete disregard to the banana shippers. For example, Maersk have increased their transit time on their Ecuador - St. Petersburg service up to 25 days with no apparent regard for the wishes of the Ecuador shippers. The result, BANEX (the foundation upon which Maersk built their ECCUBEX service originally) is now back into specialised reefer ships on the service implemented by Star Reefers with 17 days transit to St. Petersburg from Ecuador where now they can bring product consistently week on week. It has just been reported that from the East Coast of Central America to the US Gulf that Maersk have simply cancelled their service for being uneconomical with effect from the end of September. Small shippers and/or retailers that were sourcing bananas direct from growers won’t be able to bring their product now. There were many heralded announcements by Container Lines of banana services from Ecuador and East Coast Central America but these have not proved so popular due transit times of up to 30 days which is claimed to prejudice fruit quality. Rock bottom freight rates being offered by Container Lines cannot win over quality issues.

It could be very interesting if insurance underwriters could disclose the amount of claims on bananas shipped on container lines (numbers may surprise the market) for arriving in bad conditions. It’s all very well for Container Lines to hark on about their uninterrupted cold chain but it is not always the case when cargoes are stuffed at the port of loading and unstuffed at port of discharge into the same facilities used by specialised reefers.

To sum up, QUALITY is not just carriage and out turn condition of reefer cargo. It also refers to schedule integrity and reliability. That reliability also extends to pricing. This goes especially for the banana industry. In the good old days when "men were men and freight rates were freight rates" the major banana players, the so called Multinationals built and bought their own tonnage. In this way they knew what their biggest cost in their logistic chain, namely shipping, was for the ensuing 10-15 years. Nowadays the multinationals like Del Monte and Fyffes tend to achieve this by medium to long term time charter. Other banana companies seem to be backing the Container Line service routes. It probably comes as cold comfort to them to hear of Maersk’s protestations that their reefer rate structures are unsustainable! How can you plan/budget for the future when your service provider admits that considerable freight increases are required to maintain their continued investment in reefer transportation?

The Myth Buster

You can find the newsletters on www.360quality.org under 360 Quality News. If you wish to subscribe to the newsletters, please send a message to Simply Seatrade's editorial team or get in touch with the Association directly on info@360quality.org.
THE SEATRADE STANDARD
Improving vessel performance through uniform standards

In this constantly changing world of increasing outside pressure, short communication lines and dependency on automation, at Seatrade Groningen and Triton we took a close look at our company's structure and performance. We came to the conclusion that vessel performance needs extra attention. Closely related is our wish to further improve on safety and the way we interact with each other. That is why we renewed the 'Seatrade Standard'. This new and improved 'Seatrade Standard' will help us to have a better understanding of the actions we take every day and how they influence the world, our company, our surroundings and our safety.

Mark Jansen, Managing Director of Seatrade Groningen, explains: "We feel there is a lot to combine both onboard and ashore. This is why Vincent Peeters, Kor Wormmeester and myself represent the company for a clean ship, a friendly crew and a good condition of the cargo, well representing the company. We need extra attention. Closely related is our wish to further improve on safety and the way we interact with each other. That is why we renewed the 'Seatrade Standard'. This new and improved 'Seatrade Standard' will help us to have a better understanding of the actions we take every day and how they influence the world, our company, our surroundings and our safety.

Mark Jansen concludes: "For Seatrade's shipmanagement it is not only important that each vessel and her crew reflect the Seatrade image, it is important for all staff, both onboard and ashore. This is why Vincent Peeters, Ker Wurmmeester and myself organized a series of workshops in The Netherlands, Russia and the Philippines for all shore staff and onboard management. We will keep updating you about the 'Seatrade Standard' which we trust will benefit all of us."

THE SEATRADE STANDARD
As an aid for performance improvement, the 'Seatrade Standard' offers a clear framework to work within.

- Commit to safety conscious and environmental friendly practices
- Communicate openly and effectively within a culture of tolerance both onboard and ashore
- Convince by performance, take pride in your job and be responsible, both as an individual and as a team
- Continue improvement and development of employees and vessels
- Care for a clean ship, a friendly crew and a good condition of the cargo, well representing the company
- Combine a cost conscious attitude with high commercial awareness

Urk is a small fishing village on the border of the IJsselmeer in the centre of the Netherlands. In 1919 a dike from the mainland ended this town's island status. In square metres Urk is the smallest municipality in the Flevoland province, but the Urker fleet is one of the largest and most modern, consisting of 130 ships with 900 crew. The Urker fishermen picked up the challenge of adapting to the changed circumstances and became very successful at fishing on the North Sea.

Why am I sharing this freshly obtained knowledge here with you? We were there: on 8 September 2012 a team of five brave runners of Seatrade Antwerp participated in the Fish Potato Run, which celebrated its 23rd edition of what has become one of the most famous running competitions in this area.

1825 runners from all over the Netherlands - and at least two amongst them came from Belgium - gathered at the charming Urker Harbour for an 8-mile run. After a welcome speech from a politician (due to election time), warming up dancing (but it was already warm enough) and a last quick visit to the toilet, the running crowd took off at 14:00 sharp for a long hot run on a dead straight road with only one curve.

It was hot, so hot, and already after the second mile thoughts that usually only cross one's sporting mind halfway through, started teasing my overheated brain. "What am I doing here, why did I not train more?" Only seeing others suffer too, gave me the spirit to keep on running.

Hellen, a friend of Gerben who volunteered to join our team because we were one runner short (thank you, Hellen), passed me. I tried to focus on her flashy barefoot 5-finger running shoes. The shoes look like "feet gloves", the latest in footwear, complete with articulated toe pockets. Anyway, she passed me, and all of a sudden I felt the need for new running shoes with toes.

Wout was far ahead; he trained, he was motivated: I overtook him last year in the last mile, this year he was taking revenge. I sometimes recognized his white hair, jumping up and down at the rhythm of his feet, but I could not reach him.

Halfway, in Tollenbeek where the 4-mile runners joined in... there was an angel with a garden hose, cool water, all the way down. The runners, one by one rushed through this open air shower. Breasts up, belly in, my inner coach instructed, this now unofficially became a wet shirt parade.

The last mile towards Emmeloord, the potato capital, is jogging in the clouds, even though at first the Poldertoren, where the arrival is, does not seem to come any closer. The whole town is out in the streets, cheering and inciting, pulling this last bit of energy out of our bodies. "Do not stop, you are almost there", guiding us to the finish as we are all Ussain Bolt.

Passing the finish, the organizing crew welcomed us with energizing drinks, water, dextrose and first aid if necessary. We all made it within the time limit. Gerben felt like having a beer. Philip preferred a chair and lots of water. We got together and went to pick up the highlight of this day, the purpose of our martyrdom... no cup nor medal, but a 2.5 kilo bag of potatoes!

I plumped up my story just the tiniest bit... but fact of the matter: it was fun to participate, very well organized, and we ran in a fantastic atmosphere. We will certainly return next year, on the second Saturday of September in Urk!

Hellen, Gerben, Wout, Katrijn and Philip, with their 'trophies'

Hellen, Gerben, Wout, Katrijn and Philip, with their 'trophies'

Hellen, Gerben, Wout, Katrijn and Philip, with their 'trophies'
On 31 October, the port of Tarragona hosted the opening of ASA Lines’ short sea Ro-Ro service between this Catalonian port and Vado Ligure in Italy.

Operating on a twice weekly rotation in each direction, the company employs the RO-PAX Scandola. The service is geared towards trucking companies and intermodal logistic operators, which benefit of reducing the time drivers spend on the road as well as minimizing the environmental footprint, saving costs such as fuel, wear and tear, highway tolls, breakdowns, etcetera.

The line has become popular with independent trucking companies which can also make certain their drivers take their statutory rest while they travel with the vessel.

By choosing Tarragona and Vado Ligure, ASA Lines ensures easy and non-congested access to ports and terminals, and the service has a natural cargo generating hinterland, although cargo originating as far as Portugal and Turkey has also found its way to this newly created intermodal short sea link.

The president of the Spanish Road Transport Federation, Mr Marcos Montero, welcomed the initiative which is seen as key towards the future of intermodalism in Europe and the only way forward to gain sustainability and competitiveness. Mr Juan Carlos Pardo of Transpaís SA, a trucking and logistic family company and member of the Astre group stated that up to 10 per cent can be saved by his company through using the short sea option against the road link between Catalonia and North Italy.

The Scandola is a 1850-lane metre RO-PAX with accommodation for up to 60 drivers. Local agents in Tarragona are Messrs Arola and in Vado Ligure Messrs CSA, whilst Hispafrío in Madrid also acts as sales agent. The service is managed by Seatrade on behalf of ASA Lines BV.

www.asalines.com
Over the last two years a quiet revolution has been taking place in the transportation of highly perishables cargoes from Ecuador and Peru. From humble beginnings Seatrade and their working partners George Hammond PLC in Dover have developed a service, offering what is now regarded as both express and yet cost effective for arrivals into both the UK and Continent.

For many years shippers and their European customers have been at the mercy of container lines and their frequently erratic scheduling. In a business where arrival deadlines are paramount and delays can have serious consequences to the quality of produce on arrival, the ability to serve customers in a sector which is highly time sensitive is highly desirable.

Recognising their ability to provide such a service Seatrade reinstated sailings out of Ecuador in 2011. This offered both under deck and container capacity and elected Dover as the UK port of discharge.

The arrival of the first containers on this service with plantains and bananas for UK receivers and flowers in transit for Holland within their terminal area. Then, on behalf of Seatrade, Hammonds also arrange both the immediate onward transport to Holland in reefer trucks and customs clearance documentation allowing duty free (T1) transfer. This cargo would otherwise have not arrived in Rotterdam or Flushing until later that week given the vessel’s current rotation via Hamburg.

This concept is not new to Hammonds. The unique geographical position of Dover being the nearest UK port to the Continent, combined with the continuous ferry and Eurotunnel service to Calais and Dunkirk has resulted in similar transfers being undertaken on weekly basis for other clients. This had mainly been into Northern France and Belgium with occasional deliveries to Holland as well. It was the seamless success of this particular operation which provided a new marketing opportunity for Seatrade to pursue.

Around this time the Seatrade Ecuadorian service was starting to attract the attention of a cost conscious and time sensitive business sector, while over the border in Peru shippers were facing similar problems with the container lines and their scheduling.

The vessel’s scheduled arrival is for a Saturday night discharge, which means that by Sunday morning the container contents would have been unstuffed under the total control of Hammonds within their terminal area. Then, on behalf of Seatrade, Hammonds also arrange both the immediate onward transport to Holland in reefer trucks and customs clearance documentation allowing duty free (T1) transfer. This cargo would otherwise have not arrived in Rotterdam or Flushing until later that week given the vessel’s current rotation via Hamburg.

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Ever alert to any opportunity, Seatrade extended their Ecuadorian Rayo sailings and offered a container-only service from the Peruvian port of Paita to the same European ports.

Interest was immediate but suspicion in some parts of the world means change does not come easily. However, the reputation of this new service quickly proved itself especially with its ability, given the quality of vessels Seatrade uses on this service, to keep to their schedule be it for UK or continental ports.

2012 has seen a major increase in containers being shipped from Peru especially into Dover. This has been driven on two fronts, firstly by the realisation within the trade that Seatrade now offer not only a serious but credible and most importantly reliable alternative to the container lines. Secondly continental cargo interests now understand the benefits to be achieved by bringing cargo into Dover on a weekend with the prospect of Monday delivery into a destination of their choosing anywhere on the near continent. Hammonds, working closely with specialised hauliers, have now established this effective continental link service delivering fresh produce into France, Belgium, Holland and Germany.

Up to now commodities transferred to the continent include bananas, flowers, asparagus, mangoes, papaya and other similar exotic produce. In recent weeks we have seen the arrival of the first Peruvian grapes for this season which demonstrates how this service has become firmly established within what is one of the most competitive business areas in the shipping of fresh produce.

Such has been the success of this service it has caused a reconsideration, as to whether the already credible traditional reefer vessel with an extended container capacity becomes a more reliable option than the container lines.

Being ahead of market thinking and with this concept in mind Seatrade have already had two of their vessels lengthened to accommodate their move into what could be termed as services offering the ‘best of both’ for their customers: the ability to carry volume cargoes under deck, but with a more than adequate capacity on deck to accommodate various types of produce, which demand different temperature and carriage regimes.

As we move towards 2013, the objective for all is to build on and increase throughput of these container cargoes and enhance and add value to the service offered to shippers and receivers to ensure the true potential available is realised.

James Ryeland
George Hammond PLC
**IN THE PICTURE**

**MV COPPENAME**

In each Simply Seatrade we present one of the vessels managed by any of the pool members; the ships particulars and the present crew will be introduced. This issue we turn to mv Coppename, managed by Seatrade Groningen B.V.

**MEET THE CREW**

We asked the following questions:

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

### 1. Shurto Sergei, 2nd Officer
- **From:** Vladivostok (Russia)
- **Advice:** Always think safety and take initiative.

### 2. Dutkevich Alexander, 1st Engine Officer
- **From:** Ukraine
- **Advice:** Try to get skills and try to know more about their profession. Try to get a good education for the future.

### 3. Khimenko Dmitry, 1st Engine Officer
- **From:** Russia
- **Advice:** Try to get skills and try to know more about their profession. Try to get a good education for the future.

### 4. Gillegao Arnel C., Fitter
- **From:** Philippines
- **Advice:** Choose a good company and choose a good ship.

### 5. Bolanito II Juanito C., Engine Cadet
- **From:** Philippines
- **Advice:** Study hard and respect others.

### 6. Manalo June, AB
- **From:** Philippines
- **Advice:** I am too young to give advice to young seafarers.

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**SHIPS PARTICULARS MV COPPENAME**

| Call sign: | PJYM |
| Flag: | Curacao |
| Homeport: | Willemstad |
| LOA: | 108.81 m |
| Beam: | 16.42 m |
| Hull Capacity: | 212,102 cbft |
| Keel Laid: | 5 October 1989 |
| Delivered: | 26 March 1990 |
| Build at: | Hayashikane Dockyard co., Ltd., Japan |

**1. I come from Vladivostok (Russia), this is a beautiful town for me.**

**2. I started sailing in 1993, for Seatrade in 2008.**

**3. All vessels are my favourites.**

**4. I like everything in my job, because I love my job.**

**5. My favourite port is where my family is.**

**6. Always think safety.**

**1. Petropavlovsk-Kamchatsky.**

**2. Started sailing in 1983.**

**3. Coppena.**

**4. The satisfactory general condition.**

**5. Visits to many ports and countries.**

**6. Very interesting nature.**

**1. Malevany Sergei, Master**

**2. Zhurov Sergey, Chief Officer**

**3. Zabrokh Nikolaev, Chief Engineer**

**4. Bolanito Ill Juanito, Engine Cadet**

**5. Gillegao Arnel C., Fitter**

**6. Manalo June, AB**

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**1. I come from Philippines: this is a beautiful country for me.**

**2. I started sailing with Seatrade.**

**3. I don’t have a favourite vessel.**

**4. I like mooring operation.**

**5. I like my job.**

**6. I am too young to give advice to young seafarers.**

**1. bcaco City, Philippines.**

**2. Most Seatrade vessels are almost the same.**

**3. I started as a seaman in 1991 and joined Seatrade vessels in 2002.**

**4. I like my job.**

**5. I like the country of my heart.**

**6. Always think safety and take initiative.**
For the past quarter century, I have, by choice, lived and raised a family deep in the heart of the Atlantic hurricane belt. From June through November each year, we are reminded daily of this fact. Newspapers publish special hurricane preparedness guides each year, reminding us of how to gather up the resources for a survival kit and learn about the latest evacuation plans. TV weather reporters seem to have an extra hop in their step during the season, as they explain things like barometric pressure and spaghetti string models - showing off their latest Doppler radar gadgets. Weather fronts and developing systems become a regular topic of conversation. We become tuned into whether or not this is an El Niño year and what implications this might have on the number and severity of storms.

Historically, tropical storm systems and hurricanes have wreaked havoc on coastal communities up the entire Eastern Seaboard and Gulf of Mexico. Virtually every coastal community has a story about the famous storm of such-and-such year, where local historians can recite the number of deaths and recount the local destruction. The overwhelming majority of annual storm activity takes place along the Southeast and Gulf coasts. In Tampa, we are constantly reminded of the implications of a direct hit on this region. The storm surge could put most of downtown under two or more meters of water and coastal communities could be wiped out.

In relative terms, we have been quite lucky. The last major storm to hit Tampa directly was in 1921. In the past decade we’ve seen major storms make landfall immediately to the south and north of us, while other major systems have passed by to the east and more notoriously to the west. We sit on pins and needles waiting for the latest updates from the National Hurricane Center, focusing on the cone - that projects out the potential path of the storm - for the coming three days. We secretly pray that storms pass over Cuba or Jamaica, where we’ve learned that the mountains can weaken a storm system.

Massive and deadly storms in the past 10-15 years - storms such as Andrew (South Florida), Mitch (Central America), Ike (Texas) and Katrina (New Orleans) - have redefined what we now consider the destructiveness of mega storms.

THE MAKING OF A SUPERSTORM

In late October of 2012, Hurricane Sandy - which had already left a path of death and destruction as she made her way across the Caribbean, met up with a large cold front developing in the U.S. Northeast, to create a perfect storm scenario. Sandy developed from a tropical wave in the western Caribbean Sea on October 22, quickly strengthened and was upgraded to Tropical Storm Sandy six hours later. Sandy moved slowly northward toward the Greater Antilles and gradually intensified. On October 24, Sandy became a hurricane, made landfall near Kingston, Jamaica, a few hours later, re-emerged into the Caribbean Sea and strengthened into a Category 2 hurricane. On October 25, Sandy hit Cuba, and then weakened to a Category 1 hurricane. Early on October 26, Sandy moved through the Bahamas. On October 27, Sandy briefly weakened to a tropical
Sandy affected 24 states, including the entire eastern seaboard from Florida to Maine, and west across the Appalachian Mountains to Michigan and Wisconsin. Sandy is estimated in early calculations to have caused damage of at least $20 billion. Preliminary estimates of losses that include business interruption surpass $50 billion, which would make it the second-costliest Atlantic hurricane behind only Hurricane Katrina. The death toll from the storm is reported to be in excess of 200. The city of New York and the region have begun to give serious study to the feasibility of storm surge abatement systems such as dikes and flood gates, projects that would take decades to construct at a cost well into the billions of dollars.

Have we reached a new normal aim terms of storm severity and frequency? Are we now living in an era of Superstorms? Is global warming to blame for Superstorm Sandy?

Unfortunately, there are no easy answers. Climate change is measured in terms of observed changes in temperatures and weather patterns across broad swaths of territory over long periods of time. Scientists are reluctant to attribute any single weather event to man-made global warming, some will say that Sandy was strengthened by the climate crisis. In part, it’s because Sandy involved a highly unusual confluence of weather events, some of which may have resulted from a widely documented rise in global ocean and surface temperatures. Waters in the mid-Atlantic, for example, are unseasonably warm, which may have made the storm stronger. It might have headed harmlessly out to sea if not for a rare blocking pattern caused by a high-pressure system near Greenland, which may have arisen because Arctic temperatures are going up.

But more important than the exact causes of Sandy’s fury is the fact that it was so predictable. Climate scientists have warned for years that we can expect more extreme weather events such as storms, cyclones, droughts and floods as the greenhouse effect takes hold. They have predicted that rising sea levels would cause severe flooding in low-lying areas and erode coastlines. These predictions aren’t just theoretical worries about the future; they appear to be happening now. “Anyone who says there is not a change in weather patterns is denying reality,” said New York Governor Andrew Cuomo days after Sandy struck.

The causes and effect associated with Sandy and other mega storms that have struck the USA over the past 20 years are not uniquely a USA or Caribbean problem. Rising sea levels combined with development along sensitive coastal regions put millions of lives at risk each year. The hammer blow dealt to New York by Sandy should raise the alarm for coastal mega-cities in Asia which are more exposed but less equipped to deal with such threats, experts say.

The rise of cities on a coastal arc - from China to the Arabian Sea - is luring millions in search of a better life. “These cities are undergoing a very rapid expansion and they are not only exposed to sea-level rise, they are also exposed to tropical cyclones,” according to Bob Ward, director of policy at the Grantham Research Institute on Climate Change and the Environment in London. Ward believes that a lack of urban planning and low-quality housing leaves these people particularly vulnerable and exposed.

A 2007 OECD (Organization for Economic Co-operation and Development) study identified 20 port cities which, in terms of population, would be most exposed to coastal flooding by 2070. Fifteen were Asian, with the first eight places headed by Kolkata, followed by Mumbai, Dhaka, Guangzhou, Ho Chi Minh City, Shanghai, Bangkok and Yangon. The other Asian cities were Haiphong (10th), Tianjin (12th), Khulna in Bangladesh (13th) Ningsbo (14th), Chittagong (16th), Tokyo (18th) and Jakarta (20th). The remaining five were Miami (9th), Alexandria (11th), Lagos (13th), Abidjan (16th) and New York, which rated 17th.

Several factors combine to make the new mega-cities so vulnerable. One is a rise in mean sea levels, which according to the study’s model, will be around 50 centimeters by 2070 as warmer temperatures cause oceans to expand. Second is the threat, or wind-whipped storm surge, from cyclones, which dump vast amounts of rain. The conclusion of the report is that the impact of superstorms is hugely amplified when cities strip away their natural defenses and people are allowed to settle in places of risk. Aside from the physical damage and loss of life associated with superstorms, the insurance industry has also weighed in on the subject. On 17 October 2012, the giant German reinsurance company Munich Re issued a prophetic report titled “Severe Weather in North America. Globally the rate of extreme weather events is rising and nowhere in the world is the rising number of natural catastrophes more evident than in North America.”

From 1980 through 2011, weather disasters caused losses totaling...
**SUPERSTORMS**

US$1.06 trillion. Munich Re found a nearly quintupled number of weather-related loss events in North America for the past three decades. By contrast, there was an increase factor of 4 in Asia, 2.45 in Africa, 2 in Europe and 1.5 in South America. Human-caused climate change “is believed to contribute to this trend,” the report said. Global warming “particularly affects formation of heat waves, droughts, intense precipitation events and in the long run most probably also tropical cyclone intensity,” Munich Re said.

**LESSONS FROM THE PAST**

The tally of Superstorm Sandy’s destruction and ultimate cost is far from complete. There has been speculation that tidal surges up rivers and tributaries may have released toxins that long ago settled deep into the muck on those river bottoms. The region has been an industrial centre for more than 200 years and environmental considerations have changed drastically over that time. Future clean-up of river deposits may have to be added to Sandy’s tab.

As coastal growing increases and sea levels rise, we don’t know what’s ahead of us in terms of destructive superstorms and their ultimate cost in lives and resources. From someone living on the front line, I can assure you that the spectre of such storms has increased exponentially over the past decade. Science is a long way from pinpointing when and where these storms will strike. While some may argue the cause and effects as relates to climate change, we know empirically that the climate is changing. A look back at eight of the most destructive storms in history, should give us some pause to reflect on how we can better prepare for the future.

**BHOLA CYCLONE (1970):**
Most often considered the deadliest of cyclones in history, Bhola hit Bangladesh and West Bengal on 12 November 1970. While reports vary on the death toll, it is estimated that the storm claimed the lives of 300,000-500,000 people. It formed over the Bay of Bengal and intensified as it travelled north. At its peak, when it landed, the speed of the winds reached 185km/h. The category 3 storm wiped out entire villages, devastated islands and destroyed crops throughout the region which eventually led to civil war in Bangladesh.

**TYPHOON NINA (1975):**
Nina was a short-lived but intense super typhoon that caused catastrophic damage and loss of life in China after causing the Banqiao Dam to collapse. Over 1,000 people died because of the resulting floods, making it one of the deadliest tropical cyclones recorded in history. The collapse of the dam due to heavy floods also caused a string of smaller dams to collapse, adding more damage by the typhoon: sweeping away people, cattle, and crop; destroying over six million buildings, and affecting over 11 million people. It is estimated the tragedy cost the country over $1.3 billion.

**HURRICANE INIKI (1992):**
Iniki was the most powerful hurricane to strike the U.S. state of Hawaii in recorded history. Forming on September 5 during the strong El Niño of 1991–1994, Iniki was one of eleven Central Pacific tropical cyclones during the 1992 season. It attained tropical storm status on September 8 and further intensified into a hurricane the next day. After turning to the north, Iniki struck the island of Kauai on September 11 at peak intensity; it had winds of 335 km/h and was a Category 4 hurricane. Iniki caused around US$1.8 billion of damage and six deaths. At the time, Iniki was among the costliest United States hurricanes, and it remains one of the costliest hurricanes on record in the eastern Pacific.

**HURRICANE ANDREW (1992):**
The first hurricane of the 1992 Atlantic hurricane season, Hurricane Andrew developed from an Atlantic wave and intensified into a Category 5 hurricane by 23 August. Andrew struck Dade County on 24 August and wreaked havoc across the northwestern Bahamas, southern Florida and southwestern Louisiana. Andrew caused US$26.5 billion in damage - though the actual cost is estimated to be much higher than this number, closer to US$54 billion. Even though the death toll was relatively low at 25 deaths, the number of homes destroyed was approximately 49,000, with an additional estimated 108,000 damaged.

**HURRICANE KENNA (2002):**
A Category 5 hurricane, Kenna was considered the second most intense Pacific hurricane ever. On 25 October 2002 Mexico’s West Coast was torn apart with winds that were over 258 km/h. San Blas in Nayarit and Puerto Vallarta in Jalisco felt the worst of the hurricane’s effects, where over 100 people were injured and thousands of homes and businesses were damaged or destroyed. Almost all of the buildings in San Blas were damaged and hundreds of buildings were destroyed along coastal areas of Puerto Vallarta.

**HURRICANE KATRINA (2005):**
It forever changed New Orleans and the Gulf Coast in the United States. It is considered the costliest disaster in America’s history. The immediate damage was put at US$80 billion while the resulting financial implications were considered to be closer to US$200 billion. It claimed over 18,000 lives and hundreds more suffered from serious injuries. The storm surge rose to over 9 meters, putting almost 80 percent of the state of Louisiana underwater.

**HURRICANE PAULINE (2007):**
Over the years, Mexico has been witness to a number of natural disasters. But Hurricane Pauline was the deadliest of Pacific hurricanes to make landfall. Having developed out of a depression in Africa, it intensified into a storm by the time it paralleled the Mexican coastline. On 7 October, it reached its peak, with winds up to 217 km/h. But more devastatingly Pauline caused torrential rainfall along the coastline, which at its worst, reached 82 centimetres in Puente Iula. The relentless downpour resulted in disastrous landslides, killing over 250 people and leaving more than $300,000 homeless.

**HURRICANE IKE (2008):**
Ike was the costliest hurricane ever to impact Cuba, the third-costliest hurricane ever to make landfall in the United States and the costliest hurricane in Texas history. It was the ninth named storm, fifth hurricane, and third major hurricane of the 2008 Atlantic hurricane season. Ike was blamed for at least 195 deaths. Of these, 74 were in Haiti. Due to its immense size, Ike caused devastation from the Louisiana coastline all the way to Corpus Christi, Texas. In addition, Ike caused flooding and significant damage along the Mississippi coastline and the Florida Panhandle. Damages from Ike in U.S. coastal and inland areas are estimated at US$29.6 billion with additional damage of US$7.3 billion in Cuba, US$260 million in the Bahamas, and US$500 million in the Turks and Caicos, amounting to a total of at least US$37.6 billion in damage.

**WHAT IS THE DIFFERENCE BETWEEN A HURRICANE AND A TYPHOON?**

Hurricanes, cyclones, and typhoons are all the same weather phenomenon; we just use different names for these storms in different places. In the Atlantic and Northeast Pacific, the term “hurricane” is used. The same type of disturbance in the Northwest Pacific is called a “typhoon” and “cyclones” occur in the South Pacific and Indian Ocean.

The ingredients for these storms include a pre-existing weather disturbance, warm tropical oceans, moisture, and relatively light winds. If the right conditions persist long enough, they can combine to produce the violent winds, incredible waves, torrential rains, and floods we associate with this phenomenon.

Tropical cyclones in the North Atlantic are called hurricanes, tropical storms, or tropical depressions, depending on their intensity. In addition, there have been several storms over the years that have not been fully tropical which are categorized as subtropical depressions and subtropical storms. During the season, regular tropical weather outlooks are issued by the National Hurricane Center, and coordination between the Hydro-meteorological Prediction Center and National Hurricane Center occurs for systems which have not formed yet, but could develop during the next three to seven days.

Worldwide, tropical cyclone activity peaks in late summer, when the difference between temperatures at sea and surface temperatures is the greatest. However, each particular basin has its own seasonal patterns. On a worldwide scale, May is the least active month, while September is the most active. In the Northern Atlantic Ocean, a distinct hurricane season occurs from June 1 to November 30, sharply peaking from late August through September; the season’s climatological peak of activity occurs around September 10 each season.

Tropical disturbances that reach tropical storm intensity are named from a pre-determined list. On average, 10.1 named storms occur each season, with an average of 5.9 becoming hurricanes and 2.5 becoming major hurricanes (Categories 3 or greater). The most active season was 2005, during which 28 tropical cyclones formed, of which a record 15 became hurricanes. The least active season was the 1914, with only one known tropical cyclone developing during that year.

Howard Passey
Scotsdale, USA
REEFER TRENDS

Reefer Trends is an independent news information provider for the reefer shipping business, financed predominantly by revenue from subscriptions.

Established in 2003, Reefer Trends provides a number of services for users along the reefer logistics chain published on a Friday morning the Reefer Trends weekly charter market report is acknowledged as the benchmark publication for the specialised reefer business - the report tracks the charter market for reefer vessels as well as analyzing and commenting on factors, trends and variables that influence the movement of the market.

Often controversial, irrelevant and generally provocative the publication has become part of the furniture. Its mission is to inform, educate and entertain its readership; in doing so, on more than one occasion Reefer Trends has managed, albeit in the most part unintentionally, to test the sense of humour and tolerance thresholds of certain industry stakeholders.

The weekly publication also acts as a forum for discussion; asking as many questions as it offers answers or explanations. Finally, twice a year Reefer Trends publishes a profile of the reefer fleet, detailing S&P deals and demolitions – and newbuilds as and when they happen!

www.reefertrends.com is an online daily news service, covering developments in the global fruit, banana and logistics industries.

Subscribers include specialised reefer shipping companies and container line operators, ship owners, charterers, brokers, banana multi-nationalists, banana exporters in South and Central America, the Philippines and West Africa, terminal operators in Latin America, the US and Europe, the world’s leading shipping banks and broking houses, finance analysts as well as trade associations, cargo interests and fruit exporters and distributors in 35 countries on all continents.

Reefer Trends also provides sector reports and forecasts for operators, brokers and charterers and has acted as an expert witness in chartering disputes.

The publication rose from the ashes of the failed attempt by GoReefer to create an online trading platform for reefer charterers and ship operators. The specialised reefer business recognized the need for independent comment and analysis and was therefore supportive of the publication from the outset - both financially in terms of subscriptions and, more importantly, in the provision of information.

RICHARD BRIGHT, EDITOR

I started my professional career at London-based fruit importer Sydney Hart Ltd before moving to Fyffes and then taking time out to do an MBA. Between 1993 and 1999 I worked in the planning department at Capespan International as a Product Manager. Capespan was the ideal schooling for anyone who wished to learn about the factors that influence supply and demand for fresh produce on a European scale.

When the company restructured following deregulation of the South African deciduous and citrus fruit industries I jumped from the commercial cut-and-thrust of international fruit trading into journalism when I went to work for Market Intelligence Ltd, the company that publishes Eurofruit, Asiafruit and Americafruit magazines. After leaving the company in 2005 I began editing Cool Trends, the market analysis element of GoReefer’s web-based logistics solution.

When it became evident that a web-based interface could not replace the function of a broker, the GoReefer management permanently shelved the project in order to dedicate more time to building the third party logistics provider reference it has become today. I re-shaped Cool Trends into the more digestible 2-page weekly Reefer Trends update and added www.reefertrends.com.

The strength of the weekly report is as much down to those within the industry who took the time to educate and indoct in me the world of reefer shipping (and who continue to provide valuable perspective), as it is to the successful development of a niche. This by the industry, for the industry philosophy will continue to drive the editorial for as long as there is demand - I hope for a good many years. What are the chances?

MARKET

After enduring one of the most difficult periods in its history and an ‘apocalyptic’ February-to-April peak season in 2012 there are signs that the reefer business is emerging from a prolonged deep trough that resulted in an historically high number of ships being demolished in the first six months of the year. It remains to be seen whether it can once again scale the peaks of excitement achieved in the middle of the last decade, but there are certainly a number of encouraging signs.

One of the most significant consequences of the downturn in fortunes for the reefer segment is that the structure of the business has changed. Where once there were many ships tramping bananas, poultry, grapes, citrus and fish on an active spot market there are now very few spot cargoes. Instead operators and charterers have sought the relatively safe haven of liner agreements and Contracts of Affreightment. The reduction in number of spot cargoes has led to the gradual disappearance of intermediary reefer brokers.

What has encouraged reefer owners and operators to believe in a new equilibrium is the decision by the container lines, led by the world’s largest carrier of reefer products Maersk Line, to impose a US$1,500 per container General Rate Increase on all reefer container voyages from the beginning of next year. In pioneering the rate rise Maersk Line CEO Soren Skou said that the carrier’s reefer rates, including Bunker Adjustment Factor (BAF), had failed even to cover rising bunker costs over the last 18 months, let alone the rate of inflation over the past 7 years!

If the liner sector is serious about running the reefer side of its business profitably there will continue to be opportunities for the specialised reefer with its distinct competitive advantages, service and expertise. It remains to be seen whether the lines will be able to fully implement the general increase. Even if they cannot, the cumulative announcements alone will either have alienated charterers and cargo interests or alerted them to the danger of shipping all of their products in one mode. So even if they remain unaffected by this year’s General Rate Increase the long term charterers will surely want to retain a viable alternative in the interests of balance, even if specialised reefer rates also rise.

The specialised reefer sector will continue to shrink as the fleet ages and tonnage is not replaced - however, if this analysis is accurate, the rate of decline witnessed over the past four years will slow as the business becomes profitable once again. There is a good argument to suggest the transformation could begin as early as 2013.

Richard Bright
Reefer Trends
It is a typical Thursday in September when I am picked up by Mr. Henk Kooistra at 09:20 at my home in Groningen, The Netherlands. You can feel that summer is over and the Dutch fall is coming; it is getting colder, there are some rain showers mixed with spells of sunshine. For me it is the sunshine that counts and that reflects my mood: I am thrilled, because today is the first day of my voyage to Suriname on board of mv esmeralda. It is going to happen; a boy's dream will come true: sailing across the Atlantic on a cargo ship!

It all started more than six months earlier when I decided to explore the options of taking a sabbatical leave for a few months. I had been working as a surgeon at the University Medical Centre in Groningen for almost 15 years and I felt it was time for a break-out.

I love my work and I could not imagine doing anything else, but I had started to realize there is so much more in life, yet life is flying by so fast. Working as a surgeon at a university medical centre is not a nine-to-five job and it can easily take up more than half of the 24 hours in a regular day, but so many other aspects of life remain unexplored; many dreams will not be fulfilled if I keep running in the hectic flow of daily life.

So, I decided to step out for a while. Not a break from my profession, which is simply a part of my life that I enjoy so much, but a break from the hectic Western way of living. Luckily, I received permission from the head of my Department (as well as from my wife) to take a three-month sabbatical and I got in contact with a colleague working in Paramaribo, Suriname who helped me to get a permit to work there for some time. Working as a medical doctor in the tropics has been something I have been thinking of since I went to Medical School, but the right opportunity simply had never crossed my path. Now the opportunity was there and I decided to go and work in Paramaribo from the beginning of October 2012 until January 2013.

The first thing that may cross your mind when planning a trip to a distant country like Suriname is buying an airplane ticket. For some reason that is not what happened to me. For my job and during vacations I have been flying so many miles to different places on the globe and that was not the way I wanted to get to Suriname.

Why wouldn't it be possible to combine two boy's dreams during my sabbatical? Why not work in a developing country in the tropics and get there by sea? Would that be possible? As a child I grew up in a village called Hellevoetsluis which is about 30 kilometres away from Rotterdam, the city with one of the largest ports in the world. My father used to work as a traffic coordination manager with a large container shipping company.

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So, when planning my sabbatical in Suriname I started to search the internet to find out if there was any shipping company that had a cargo line between the Netherlands and Paramaribo. It turned out that it was there right next to me! A large reefer
Enjoying meal times with Captain Solis and Chief Officer Strohmaier

Heading south to the open seas

The morning of the day we left the Netherlands, Mr Kooistra, a retired former employee of Seatrade, had driven me from Groningen to the Waalhaven in Rotterdam where he introduced me to Mr Kor Wormmeester who also paid the vessel a visit. The car ride to Rotterdam had been most enjoyable thanks to the stories Mr Kooistra was telling me about his life at Seatrade. This car ride with him had set the right tone for the rest of my trip. All the people at Seatrade have been so kind and helpful to me. They made me feel at home and part of the company.

When I boarded mv Esmeralda all crew members were very busy with loading the cargo and preparing for the departure, yet they all made some time to meet and have a short first chat with me. A special moment for me was when I met Captain Fidel Solis. He gave me a warm welcome and showed me my cabin, right next to the bridge of the ship. My father had come to say goodbye, together with my brother Erwin, his wife Gea and their kids and from the bridge we could see the cargo and containers being lifted into the cargo areas and on deck.

The first night after we had left Rotterdam, I stayed on the bridge until 01:30, looking at all the traffic around us on the busy North Sea. I received my first “lessons” in nautical navigation and was informed about the characteristics of a reefer ship like the Esmeralda. During the subsequent days I had a chance to meet closer with all the crew members. It was very interesting for me to see how sailors get more relaxed and at ease once they are at sea.

And now I am sitting here on the Esmeralda at 10°.44.5’N, 51°.29.9’W, just one more day away from the port of Paramaribo. It has been nine days since I left home and since the pilot guided us from the Waalhaven in Rotterdam, via the Nieuwe Waterweg, to the North Sea. Although my voyage is not over yet, I have enjoyed every bit of it so far! It was an emotional experience to sail on the Nieuwe Waterweg and pass Hoek van Holland and the spot where I had been standing as a little boy with my father so many times. Although it was dark already when we left Rotterdam, I could easily recognize the surroundings and I enjoyed every second of sailing towards the North Sea.

After passing the English Channel traffic lessened and everybody seemed to pick up his daily life at sea with dedication and joy. It struck me how friendly and positive minded all the crew members were. Of course I cannot compare with other sailors, but I must say I was impressed by the friendliness and hospitality I received from all of them. I am now convinced that sailors are a special breed, and you must have special characteristics to be a good sailor: willing to work hard, be safe and serving. Life at sea in a small community on board of a cargo vessel requires a certain amount of flexibility and perseverance, but also gives you camaraderie in return. For me personally it has been a unique experience to be away from my mobile phone, pager, emails and internet for almost two weeks. As a passenger it has been a unique and relaxing experience and it has given me a look into a life that I could only fantasize about before.

With respect to the medical facilities on board, I can only say I am impressed. All the essentials are there; emergency medical equipment, surgical instruments and sutures, medication, all one could possibly need on a vessel. I have seen the medical handbooks and I have spoken with Captain Solis and Chief Officer Max Strohmaier about how they would deal with urgent medical situations on board. Chief Officer Strohmaier took time to show me the small but well equipped hospital on board and I was positively surprised by his medical knowledge.

During the weekly security meeting, Captain Solis had asked me to do a medical emergency drill with the crew members. We pretended that the chief cook had been found unconscious on the floor of the galley and we went through all the steps one has to take to provide urgent medical care. Fortunately for Chief cook Erwin Torres he survived the drill and we were able to continue enjoying his daily treats!

I have learned a lot from the conversations I had with the captain and chief officer while they were taking watch on the bridge. Sometimes at daylight; sometimes at night when the sea and the deck cargo in front of us was lit by the moon and the stars. These moments were very special to me and will be engraved in my memory forever. Thank you, gentlemen, for your ever positive attitude, your time, and the many things I have learned from you.

To summarize my experience on board the Esmeralda, I am very grateful for the opportunity that Seatrade has given me to live my boy’s dream and to cross the Atlantic Ocean on a cargo ship. I am very thankful to Captain Solis and his crew for their hospitality and for making me part of their daily lives. I have great respect for all crew members: they are a bunch of great sailors with a positive attitude, despite being away from home for such a long time.

I have noticed that safety is an important issue on board and every crew member I spoke with is aware of this. More people on shore should be aware of what great and brave professionals are out there on the world’s oceans and seas, and how hard and conscious they perform their daily jobs.

Many thanks to all of you for this unique experience! So long and farewell!

Robert J. Porte
MEDICAL COMPETENCE OF SEAFARERS

The need for medical care has been a constant since the day the first merchant ship sailed centuries ago. At that time a ship at sea was alone. Depending upon location and other factors there was limited, if any, communication with other sea-going vessels or with shore-based medical facilities. If a crewmember suffered illness or injury it had to be managed by another crewmember.

Fortunately, for the health of all merchant seamen and others at sea, the world has changed. Modern technology allows for nearly continual ‘real-time’ communication between the ship and shore. With this, real-time access to medical consultation is nearly always available. Today’s world, serious medical problems underway will be managed via communication with shore-based physicians and other medical resources.

Though today’s shipboard health provider has new and expanded resources as compared to times past, some specific skills are required. He must know how to treat minor conditions independently, and also recognize when these minor conditions are a sign of something more serious. Further, to make effective use of shore-based consultation, the ship-board health provider must among other things, know how to do a complete history and physical, and communicate the findings.

To better delineate these needed medical competencies, the International Maritime Organization (IMO) in London adopted the International Convention on Standards of Training, Certification and Watchkeeping for Seafarers (STCW). In the STCW the minimum required knowledge of medical first aid and medical care are stated.

Every seafarer who is designated to provide medical first aid on board must be able to provide medical care to the sick and injured while they remain on board. He must have knowledge, understanding and proficiency of the following:

- Care of casualty involving:
  - head and spinal injuries
  - fractures, dislocations
  - wounds, wound healing and infection
  - management of acute abdominal conditions
  - dressing and bandaging

- Diseases, including:
  - medical conditions and emergencies
  - sexually transmitted diseases
  - tropical and infectious diseases

- Alcohol and drug abuse
- Dental Care
- Gynaecology, pregnancy and childbirth
- Disease prevention, including:
  - disinfection, disinfestations, de-ratting
  - vaccinations

- Aspects of nursing:
  - general principles
  - nursing care

- Hygiene
- Death at sea

At Seatrade all officers must be certified at first aid and the Master and the Chief Officer at medical care.

Every seafarer who is designated to take charge of medical care on board must be able to provide medical care to the sick and injured while they remain on board. He must have knowledge, understanding and proficiency of the following:

- Head and spinal injuries
- External and internal bleeding
- Pain relief
- Techniques of sewing and clamping
- Management of acute abdominal conditions
- Minor surgical treatments
- Dressing and bandaging

- Aspects of nursing:
  - General principles
  - Nursing care

- Hygiene
- Death at sea

At Seatrade all officers must be certified at first aid and the Master and the Chief Officer at medical care.

Saint Petersburg

Saint Petersburg is a (federal) city in the west of Russia, located on the Neva River at the most eastern end of the Gulf of Finland.

The city was founded by Tsar Peter the Great in 1703 after capturing the city of Moscow. In 1924 after the death of Vladimir Lenin, the city was renamed Leningrad until 1991 when the name Saint Petersburg was reinstated after a referendum.

It is Russia’s second largest city after Moscow, reaching 5 million inhabitants. Recently Saint Petersburg is a major European cultural centre, an important UNESCO World Heritage site, and one of the main Russian ports for perishable imports.
The Grand palace
Opened: 10:30 – 18:00
The tickets office: 10:30 - 17:00
Costs: USD 1
Closed: Mondays

RESTAURANTS/BARS
Stroganov
Location: Kornevskaya na Ploschad, 4
Distance: 15 minutes by taxi from the port
Price category: medium-high
WiFi: yes
Restaurants: «Emelya»

Old Russian decoration of our restaurants as well as outstanding Russian cuisine.
Location: Dvortsovaya Sq., 2
Distance: +/- 3 to 4 hours
Costs: USD 25 taxi, USD 13 ticket, USD 6 photo fees, USD 6 audio guide.
Duration: +/- 3 to 4 hours
Closed: Mondays

Church Savior on the Spilled Blood
Kanal Griboedova, 2A
Savior on the Spilled Blood is an architectural landmark of central Saint Petersburg, and a unique monument to Alexander II, the Liberator.
Its features Russia's largest collection of mosaics (over 7,000 sq.m.), Italian coloured marbles, decorative stones from the Urals and Altai region, as well as a collection of Russian heraldic mosaics.
Location: Dvortsovaya Sq., 2
Distance: 15-30 minutes by taxi from different areas of the port
Costs: USD 25 taxi, USD 13 ticket, USD 6 photo fees, USD 6 audio guide.
Duration: +/- 3 to 4 hours
Closed: Mondays

Yusupov Palace
The Yusupov Palace is the only mansion of Saint Petersburg nobility created in fascinating comfort by talented 18th and 19th century Russian architects, sculptors and artists. It claims fame as the place where Prince Yusupov murdered the famous 'Shadow of the tsar family', Grigory Rasputin in 1916.
Address: River Moyka emb, 94
Distance: 15-30 minutes by taxi from different areas of the port
Costs: USD 25 taxi, USD 9 ticket, USD 4 audio guide.
Duration: +/- 2 to 2.5 hours

Erarta Modern Art Museum
The largest non-government museum of modern art in Russia.
Address: Vasilevsky Ostrov, 29 Linia, 2
Distance: 15-30 minutes by taxi from different areas of the port
Costs: USD 15 taxi, USD 10 ticket
Duration: +/- 2 to 2.5 hours
Closed: Tuesdays

Peterhof
Distance: 1 hour by taxi from the port
USD 60 taxi ride.
The Low park and fountains
Disposition: The Northern part of the Peterhof
Opened: 09:00 - 19:00
Costs: USD 9 (summer / fountain season). Free – from October till April.
Closed: no

Thermo King, a brand of Ingersoll Rand, is the world leader in transport temperature control systems for trucks, trailers, busses, rail cars and shipboard containers. Thermo King also manufactures auxiliary power units (APUs), which dramatically reduce engine idling, and generator sets (gensets), which provide a low emission, reliable source of electric power for refrigerated containers. All of Thermo King's products are backed by a global network of more than 865 dealers, which provides expert factory-trained service and a complete line of genuine and competitive parts.

The company’s beginnings date back to a hot summer day in 1938 and a customer’s need to keep cold a load of fresh chickens while transporting them to market. Joe Numero accepted the challenge, and with the engineering genius of Frederick M. Jones, the two launched Thermo King and began the age of modern transport refrigeration with the introduction of the first commercial transport refrigeration unit.

Ever since that day, Thermo King has been developing customer-focused transport refrigeration innovations that deliver efficiency, reliability and safety across the planet. That commitment to innovation continues, helping to grow businesses and improve lives now and into the future.

Thermo King began designing refrigerated containers in 1956, providing transport of food and medicines to American troops serving in the Korean War via ship beginning in 1957.

GLOBAL MARINE SOLUTIONS
Thermo King’s Global Marine Solutions group got its start in 1956 with the introduction of its first commercial container refrigeration unit. Since then, the group has been providing technological leadership through product innovation, sustainability, performance and energy saving solutions. Successfully introducing scroll compressor technology, the MAGNUM® and MAGNUM PLUS® reefer technology are class-leading. In fact, through years of field experience, Thermo King’s MAGNUM line of container refrigeration units has become the industry standard. Utilizing advanced technology and extensive research and development, the MAGNUM PLUS reefer has raised the bar for efficiency, performance, operability and reliability.

Thermo King’s genset line has been providing a low emission, reliable source of electric power for refrigerated containers since 2007. Also class-leading, the efficient 5G-3000 genset was the...
first to employ microprocessor control and energy-saving technology that can achieve more than 20 percent fuel savings over competitor gensets. In early 2013, Thermo King is raising the bar even higher with the SG-4000 genset platform. The new, customer-driven solution provides reliability, fuel-efficiency, low cost of ownership, and best-in-class performance while exceeding the toughest environmental regulations in place today.

The group introduced Advanced Fresh Air Management (AFAM+) technology in 2002, offering a cost-effective way to alter the environment of a refrigerated container to benefit – and extend – fresh product quality and transport times. The system maintains optimum carbon dioxide levels throughout a voyage, delaying fresh air exchange until required by internal container gas levels. This translates into faster product pulldown and fewer defrost events, creating a humidity-rich environment that dramatically enhances product quality.

Thermo King was born in 1938 when Joe Numero and Frederick M. Jones created the first ever-over-the-road transport refrigeration unit.

WORKING WITH THERMO KING

Thermo King Global Marine Solutions team at a recent gathering

Kay Henze is sales director, Global Marine Solutions and has been with Thermo King since 2007

SeATRADE AND THERMO KING

Thermo King and Seatrade first partnered in early 2008, when Thermo King’s MAGNUM container unit was introduced to the Seatrade fleet. By early 2009, 650 MAGNUM units were part of Seatrade’s reefer fleet. Today, a total of approximately 1,400 Thermo King units has been commissioned.

In 2012, Seatrade began incorporating Thermo King’s MAGNUM PLUS technology, which offers even greater flexibility than its predecessor with -40 degrees temperature capability, extremely fast pull-down, low fuel consumption, and reduced emissions. Also new is the incorporation of Thermo King’s AFAM+ technology, which effectively manages container humidity levels, protecting the life of sensitive products such as bananas, snow peas, green asparagus, and other fresh fruits and vegetables that Seatrade is responsible for transporting.

A total of 70 AFAM+ kits have been added into Seatrade’s fleet in Peru, where the technology is already positively impacting the company’s growing fresh product market. AFAM+ slows down product metabolism, which allows for longer transport times and extended shelf life.

Both Seatrade and Thermo King are focused on the customer, working diligently to provide innovative products and services that are efficient, cost-effective and environmentally-sensitive. This mutual commitment has made the growing partnership successful and rewarding. Thermo King is proud to work with Seatrade.

More information about Thermo King can be found at www.thermoking.com.

Kay Henze sales director, Global Marine Solutions

PROUD TO BE A LEADER IN CUSTOMER-DRIVEN INNOVATIONS AND SOLUTIONS

As the founder in transport refrigeration, Thermo King has always strived to lead by offering solutions that improve customer operations, reduce power consumption and environmental impacts, and make our world a better place. In the Marine industry alone, the company has introduced many ‘firsts’ that it is proud of:

• FIRST to introduce scroll compressor technology
• FIRST to introduce a cost-effective and energy saving modified atmosphere system
• FIRST to develop and commercialize microprocessor-controlled gensets
• FIRST to develop a variable-speed, adaptive system to drastically reduce genset fuel consumption
• FIRST to focus on energy saving reefer and genset solutions
• FIRST to exceed regulation requirements for genset emissions
In December fortunate children around the world tend to get more and more nervous as Christmas approaches: what will Santa bring them this year?

For Dutch and Belgian children the ‘nervous times’ start mid November when Sinterklaas sets foot on Dutch/Belgian soil from Spain, where he resides the rest of the year, in preparation of 5-6 December when children will receive their ‘real’ presents.

In the weeks leading up to Sinterklaasavond, or St. Nicolas Eve, they might put a shoe in front of a fire place or by a window in the evening and sing one of the many songs heralding Sinterklaas and his assistants Zwarte Piet (Black Pete). Come early morning they will find some sweets, or if they are very lucky, a toy in their shoe.

Well in advance of the ‘real’ Big Day, Seatrade’s children in Antwerp and Groningen were treated to a visit by St. Nick and his assistants on 24 November. For parents a great time to catch up and for kids a fun morning filled with activity and traditional sweets to line their tummies, in which butterflies nervously fluttered around in anticipation of ‘The Present’.

After ripping away paper and shouts of happiness at the discovered treasures, for each child the countdown continued until ‘The Real Big Day’. Ah, those lovely little capitalists in the making…
Between 19 and 21 September the Las Palmas Airbase in Lima, Peru hosted the fourth edition of Expomientaria. It’s said to be the biggest fruit fair in South America.

Seatrade Peru had a stand inside the Dutch Pavilion which was even visited by Peruvian President Humala upon opening the fair.

There was a huge outturn of exporters, producers and receivers of perishable canoes. Having only started in January 2012 the Seatrade Peru stand was very well visited and many grape, mango, and asparagus producers dropped by to secure several big export programs with us.

Gert-Jan Speld
Seatrade Antwerp

A bit of nostalgia:
Recognise this lady?
The ship was originally built as mv Jan Willem by Dammers & Van der Heide in 1977, and afterwards known as mv Dakota until her sale and exit from the Seatrade Pool in 2004. These days she carries fish from the Arafura Sea to Thailand.

With a combined Seatrade-GreenSea-Triton crew and skippered by Karl Heinz Hilbig the yacht “Louise” came in second in her class and fourth out of a total of 74 boats in Yardstick at the Schiffahrtsregatta 2012. The race took place from the German port of Schleimünde to the Danish port of Ærøskøbing from 24 until 26 August 2012.

Gert-Jan Speld
Seatrade Antwerp
We Have a Problem

It’s been one of those ungodly long days at work. The phone hasn’t stopped ringing, while you’re pushing out fire after fire. Coworkers are arguing with each other over ridiculously stupid things. A process server shows up at the door, handing you a subpoena. The computers go on the fritz once again and kick out quadruple copies of email messages from the past six months. You had to skip lunch because of a non-stop conference call. Any hope of getting to the gym to work off some of that frustration is quashed by the late panic call from a customer who needs a new set of documents issued before the morning and you’re the only one left in the office. The copy machine jams and the toner cartridge explodes all over your brand new white shirt.

By the time you stumble out of the office 13 hours after you left your home that morning, you want to do nothing but flop your butt down on the couch with a cold, adult beverage and watch something mindless flickering on the TV. If you’re lucky, maybe one of your favorite teams has a game that night and you can lose yourself in that diversion.

There’s a fender-bender on the route home, stretching your commute by another 45 minutes and the damned “check engine” light comes on once again. You’ve already had the piece of crap car in the shop twice before because of the warning light, only to be told that there was nothing they could do because the light wasn’t on when you brought it there. It’s kind of like when you spend weeks stressing over a strange lump on the back of your neck thinking you’ve got some terminal disease. The only problem is when you finally get to the doctor and point it out to him, it’s gone! Two days later you’re in the shower and swear you saw something mindless flickering on the TV. If you’re lucky, maybe one of your favorite teams has a game that night and you can lose yourself in that diversion.

Just then . . .

I can assure you that there is never a good time to hear these words uttered. This is more frightening than hearing, we need to talk. In your mind, you quickly race through all the possibilities:

• What did I do wrong now?
• What did (insert name of kid or pet here) do wrong now?
• Is she pregnant?
• Who is coming to visit?
• I didn’t lose my job, did she lose hers?
• Did I eat that last piece of cake?
• Was it my turn to pick up the (dry cleaning, dog from the vet, kid from school)?
• Did I forget to flush the toilet or leave the lid up again?
• Is my child (pregnant, expelled from school, gay, an alien)?
• Does her car need an (oil change, tire rotation, new engine)?
• Did a light bulb burn out?
• Did we get a letter from (the tax authorities, the police, a lawyer, a bill collector, an old girlfriend, a child I didn’t know I had fathered 20 years earlier)?
• Are we out of (milk, toilet paper, money)?
• Is this really a “we” problem or is it a “you” problem that you’re sharing with me?

Do I dare make a bedtime for the (bathroom, refrigerator, den) before I ask her what “our” problem might be? For the love of god, woman, I’ve just had a hellacious day in a god awful week in an otherwise sad and miserable life. Why must you torment me like this?

Maybe the doctor called and admits that he did feel that lump. I’m dying? I’m dying? Hey, maybe that’s not such a bad thing? Yeah, I can live with that. I can finally tell everyone what I really think of them. I can eat what I want. Do what I want. Say what I want. Yeah, this dying thing sounds pretty sweet. Hrm, I wonder how much time I have left. Maybe I can still make that trip to Hawaii.

FLOWSERS, A CHIOCE OF COLOURS

Flowers, a girl’s best friend after diamonds and lots of other expensive stuff.

I guess we have all once given our wives/girlfriends/relatives flowers, hoping the colour would match their newly bought dress or shoes. Well, for all of us guys who at that point did realize they chose wrongly and had to experience the ongoing discussion of “you don’t know me at all, you never listen to me”, please read this story as I am going to reveal the secret of choosing the right colour for the right girl.

If my visit to one of our well known flower customers in Colombia has taught me one thing, it is that logistics can be very colourful. The farm they run is located in the Region of Llanogrande, Antioquia (east of the city of Medellin) which makes for a drive of approximately 1.5 hours from Medellin centre. As one of the biggest flower exporters in Colombia, this farm is rather representative for the national flower industry.
FLOWERS, A CHOICE OF COLOURS

For flower producers, there are two starting points: Quite some of them import the flower bulbs from an area called Venhuizen, which is located north of Amsterdam. Historically, flower bulbs were mainly transported via air bridges, being picked up at the farm and dropped off at Schiphol, Amsterdam airport. Similar to the shift we see in the specialised reefer market to containerisation, the flower producers see the same change but then from air to sea.

And so StreamLines got involved in the flower business. Right now, we export flower bulbs from The Netherlands to Colombia, where the flowers go through the growing cycle after which they are imported back into the UK and the Continent. We have several customers who work according to this procedure.

It is of utmost importance that during transport, the container settings are monitored closely, as flower bulbs need between -2 and -0.5 degrees combined with humidity control. If these bulbs do not enjoy this refrigerated treatment for 14 days, they will not be able to grow into flowers.

Secondly, some producers start from scratch and works with baby flower stems. After growing in the field for about 10 weeks, the flowers go straight into a packing house which enjoys ambient temperature. Afterwards, the product is stacked onto pallets and placed into a cooling tunnel so to remove all field heat.

When done, flowers go back into the cooling space, where the corner boards are attached to the pallets and strapping is finalized. The only moment where the cold chain gets interrupted is when the truck arrives to pick up the pallets. Currently most farms have docking stations with too tight openings, so trucks have to move a bit forward when loading to enable the doors to open.

In Dutch they say “U vraagt, wij draaien”, which in English translates to “you name it, we got it”. And that’s a fact!
Look at the evolution of the Seatrade calendar, and it is a reflection of the way our company has been evolving over the years.

When in the mid 2000’s a calendar showed a fair amount of containers on deck, the shocked reaction from some was ‘but we are NOT a container company’. By 2010, showing a fully laden Comoros Stream leaving Tauranga with a mix of dry and reefer containers on deck, it seems the entire organization had accepted that containers were also a reality for a specialised reefer company like Seatrade.

While we are still dedicated to the specialised reefer mode of transport, containers are a perfect complement for the carriage of some cargoes. We can carry them on deck without compromising the under deck space dedicated to larger palletized consignments, thus offering transport possibilities to an even wider range of customers and cargoes.

The 2013 calendar may have raised a few eyebrows... Why a truck, and this vessel - which one, where, and she seems so empty?

The vessel questions are easily answered: This is the Pacific Reefer sailing from Shanghai, where she had just been lengthened to include two container bays under deck. This lengthening is quite innovative in this rather staid segment of shipping: suddenly the vessel is no longer just a specialised reefer with on deck container capacity, but she actually has dedicated container capacity under deck without having compromised her under deck pallet intake. The picture thus reflects the innovation Seatrade is always seeking.

Now the truck... Have we acquired a trucking branch? No, we have not gone that far (yet). However, like the media have been proclaiming for a while, the specialised reefer industry is not growing for a variety of reasons. At Seatrade we do not like to stand still, we like innovation and we enjoy offering services to our customers to make moving their cargoes easier. So, we do not offer mere shipping of the container; we will gladly organize transport from grower, whether this is a large banana plantation or a small flower growing finca in the back of beyond, to receiver, whether the latter takes delivery in a port, at a retail distribution centre or at a warehouse somewhere in the hinterland.

We will not stop at this; we will keep on moving forward, and sideways.

Seatrade, your logistics partner

Fiona Schimmel
Seatrade Antwerp

"With the diversity in ships that we have available Seatrade offers us flexibility when our volumes change."
Miguel, shipper
PUZZLE PAGE
Send in & win

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

TRIVIA
Did you read this Simply Seatrade?
1. What was the first Seatrade vessel to partake in the scientific measurements of CO₂ in surface waters in the Atlantic?
2. How often has Saint Petersburg changed name since its foundation by Tsar Peter the Great?
3. Between which ports does the Scandola sail?

JOIN THE COMPETITION:
Send us the Codes and/or the answers to the Trivia by E-mail, and try to win one of three Seatrade watches! Deadline for your response is 11 March 2013. The names of the winners will be published in the next issue of Simply Seatrade.

E-mail: simply-seatrade@seatrade.com

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

PUZZLE PAGE
Send in & win

FLEETLIST
Vessels operated by Seatrade Reefer Chartering

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The answers of the puzzle and trivia in the August 2012 issue were:
Puzzle: easy code = 965 / hard code = 596 / very hard code: 714
Trivia: 1) arils; 2) 14 (7-aside); 3) Puerto Limon, Santa Marta, Green Chile

Thanks for all the entries! The winners this time are: Pernera Ampo, Abie Seaman on White Dolphin (puzzle - easy), Dmitry Ivanov, Chief Officer on joint Frost (puzzle - hard), Erik Geeling, Nautilus (puzzle - very hard) and Benmark S. Caparosa, Deck Cadet on Comores Stream (trivia). They will all receive a beautiful Seatrade watch. The lucky winner of the iPod Nano is Barend van Wijk. Congratulations!

Send us your response to this issue's puzzles and win yourself!

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