THESE TIMES WE'RE LIVING IN, WHERE OLD ALLIANCES SEEM TO BE TURNED ON THEIR HEAD AND NEW RELATIONSHIPS SEEM TO BRING NEW PROMISE OF WORLD PEACE. WE'RE STILL HERE AND HAPPY TO SHARE THESE UPDATES WITH OUR READERS. TAKE SOME TIME FROM YOUR HEETIC SCHEDULE AND SHARE IT WITH US.

FOR THE SEATRADE FAMILY, IT'S BEEN A TUMULTUOUS PERIOD SINCE THE LAST EDITION OF SIMPLY SEATRADE. SOME OLD FRIENDS HAVE LEFT US AND WE HAVE SEEN OUR BUSINESS CONTINUE TO EvOLVE WITH SOME OLD PARTNERS AND SOME NEW. THE NEWBUILDING PROGRAMME OUT OF CHINA CONTINUES, WITH THE INTRODUCTION OF NEW FREEZER VESSELS JOINING THE FLEET. WE EXPLORE THE STATE OF OUR WORLD AND THE POLITICS OF TRADE WARS. WE RECALL THE FAIRS ATTENDED AND THE PARTIES AND CELEBRATIONS TO COMMEMORATE GREENSEA'S 5TH ANNIVERSARY, ANLIN SHIPPING'S 20TH ANNIVERSARY AND THE ANNUAL JUBILEE PARTY. THE MV SANTA LUCIA'S REFUGEE RESCUE STORY REMINDS US, EVERY ONCE IN A WHILE, THAT WE'RE ABLE TO PUT BUSINESS ASIDE AND SERVE A GREATER PURPOSE AS GOOD CITIZENS OF THE WORLD.

FROM THE EDITORS

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FROM THE EDITORS

It's strange times we're living in, where old alliances seem to be turned on their head and new relationships seem to bring new promise of world peace. We're still here and happy to share these updates with our readers. Take some time from your hectic schedule and share it with us.

For the Seatrade family, it's been a tumultuous period since the last edition of Simply Seatrade. Some old friends have left us and we have seen our business continue to evolve with some old partners and some new. The newbuilding programme out of China continues, with the introduction of new freezer vessels joining the fleet. We explore the state of our world and the politics of trade wars. We recall the fairs attended and the parties and celebrations to commemorate GreenSea’s 5th anniversary, Anlin Shipping’s 20th anniversary and the annual Jubilee party. The mv Santa Lucia’s refugee rescue story reminds us, every once in a while, that we’re able to put business aside and serve a greater purpose as good citizens of the world.
During an exciting prelude to summer, when all eyes have been on a royal wedding, the Football World Cup in Russia (where the Dutch are not present for once) and American-North Korean rapprochement, Seatrade has been in full motion as well. Herewith an update on what keeps us busy both as a company and industry-wide.

A changing environment and a changed business model require a changed company structure. Over the past months, overcapacity in the market for the larger segment and only little sign of recovery has initiated a group-wide restructuring. With a more compact fleet, the number of employees versus the number of vessels demanded balancing, sadly also including some redundancies. On the other hand, the compact fleet brought an improvement in Pool results owing to a substantial decrease in waiting days.

2018 is shaping up to be a healthier year for the group compared to 2017. In contrast with the first quarter reports of the large container operators we have seen clear signs of improvements in the small-mid size specialised reefer segment since the third quarter of 2017. This positive trend has continued into 2018 and is meanwhile also noticeable in the large segment as a result of a much better equilibrium between fleet size and demand.

The severe impact of increasing bunker costs has traditionally had a twin effect on the market. On the one hand it increases the voyage cost, which is partly recoverable through bunker surcharges, and on the other hand it does facilitate economic growth in areas that are part of our typical trading routes.

On a more general note it is worth mentioning that demand in the reefer segment continues the positive development we have experienced for decades. The large container lines mainly consume the growth in volumes while Seatrade focuses on the niche segment of higher paying products such as tropical fruit and demanding logistics operations such as high-seas transshipment.

This strategy will protect us from the ongoing erosion of the mainstream reefer market, which fed by the parade of newly built ultra-large container vessels continues to apply pressure on freight rates.

While both tonnage and forecast cargo share for the specialised reefer mode will continue to reduce in coming years, it will continue to ship a disproportionate share of the reefer cargo as a result of both operational and customer preferences. In this spectrum we are convinced that the demand for the FDD concept will continue to increase in coming years and that high specification specialised reefer logistics will remain in demand going forward.

On a more negative note we unfortunately have been directly affected by the increasingly unsafe situation in West African waters. We strengthened the ties with Green Shipping and GreenSea, when we put our heads together and agreed on implementing extensive measures to further warrant the safety of our crew and ships.

We faced a court case that came with considerable media attention, on which we will elaborate later in this publication. However, when the going gets tough, the tough get going. After the delivery of mv Juice Express on 12 March, the vessel proudly set sail to the Americas. The Juice Express meanwhile completed her maiden voyage with a cargo of juice for Tampa, Florida.

Talking about strategy and vision, our in-house developed freezer programme is well underway with the launching of freezer-twins Orange Sea and Orange Spirit, soon to be followed by Orange Stream and Orange Strait. Delivery is expected in monthly stages as of end September, satisfying our appetite for beneficial smaller tonnage. Somewhere within this ‘newbuilding vibe’ we have a Seatrade Colour Class ship, mv Seatrade Green, coming into play: number five of the series.

Our shipmanagement branch also entered into various new relationships. Swedish shipping company Holy House accommodated mv Crown Emma and mv Fegulus with our fleet and a new project called Searus, focusing on the Russian market, came into life.

The in-house team of Atria Learning and Development has been successful in creating new standards of behaviour-oriented learning and development for (future) crew. By turning learning into actions onboard and ashore Atria provides for maritime professionals with hands, head and heart.

With these developments and the continuous support of our Seatrade family members and friends, the door to a promising future has opened. After all, tomorrow is another day!

The Management
Most of you will have heard of the refugee crisis around the Mediterranean, and the thousands of people trying to cross the sea by boat, some more seaworthy than others, and a lot of the ‘passengers’ being unable to swim. Some might be fleeing their country for political reasons, escaping from war or repression, others might try to come to Europe as they could have been told you get money for doing nothing and roads are paved in gold. How disappointed they will be when reality hits, ending in detention centres for asylum seekers and the risk of being returned to their country of origin; that is if they actually survive the crossing.

Over the years several of Seatrade’s reefer vessels have been called to assist in emergency operations to rescue people at sea. Sometimes people from yachts in distress, crew from other commercial vessels, and yes, also people risking life and limb attempting to reach a better life some place else.

Our Santa Lucia, managed by Triton Schiffsahrts GmbH and under the capable command of Capt. B. Patino, was en route from Puerto Bolivar (Ecuador) to Al Khums (Libya), with a full cargo of fresh green bananas under deck. The vessel was called in not once but twice in a matter of days to assist in rescue operations in the Mediterranean, in close cooperation with Maritime Rescue Coordination Centres (Tarifa and Roma). Here are the stories:
Event 1, off Tarifa

July 29
10:50
Santa Lucia duty officer spots, in position 35-53.5N, 006-23.5W, inflatable boats with refugees on board. This is immediately reported to Tarifa Traffic. The Santa Lucia is instructed to hold her position for assistance and is informed that a rescue helicopter and a rescue boat will be despatched to vessel's position.

11:28
The rescue helicopter arrives. Santa Lucia is again instructed to keep a good look-out and stay close to one inflatable boat until the arrival of the rescue craft.

12:04
Rescue craft “Salvamar Arcturus” arrives and rescues the refugees. Santa Lucia is cleared and continues towards her destination.

July 31
Tarifa MRCC forwards a compliment to master, officers and crew for their assistance and cooperation.

Event 2, Off Al Khums

August 1
09:30
Santa Lucia receives a call from MRCC Roma that inflatable boats with refugees are in the vicinity of the vessel, position 33-07.0N, 014-04.9E.

10:30
Inflatable boat with refugees is spotted. Position is reported to MRCC. The vessel is instructed to keep her position and standby for further instruction.

11:00
Santa Lucia has to call MRCC Roma (as per earlier instructions) and is ordered to pick up the refugees (approximately 50 persons) and hold for further instructions.

13:00
Santa Lucia informs that she has 119 refugees on board (99 men, 14 women and six children). In addition the vessel reports there are eight deceased persons in the rubber boat.

Appropriate action is taken by the vessel as it relates to Large Scale Rescue Operations. Food and water was provided to the refugees after their boarding. Nationalities of the rescued people are said to be Gambia, Ivory Coast, Guinea and Cameroun. The EU rescue forces are in the vicinity for further instructions.

14:00
The master reports that apparently there were four inflatable boats with refugees. The EU rescue forces are first proceeding to assist the people from other boats. Thereafter they will come to the Santa Lucia to take the 119 persons off.

17:00
Santa Lucia starts transfer of refugees to the rescue forces.

19:30
All refugees are off the Santa Lucia and the vessel is cleared to proceed to her discharge port where she arrives 1.5 hours later.

The Master, Officers and crew of the Santa Lucia showed outstanding performance when it came to assisting people in distress at sea, and received a commendation from their flag state for these rescue operations.
Seatrade has a long tradition of celebrating the anniversaries of its seafaring staff. Venue for many years has been lakeside restaurant "De Twee Provinciën" in Haren. As they say, never change a winning team!

Friday 1 June, we celebrated the retirement of Captain Steensma and the 25th jubilee of Captain Karelse together with families, friends, seafaring and office staff, retired colleagues and other relations.

Following inspirational company updates from Mark Jansen, Managing Director of Seatrade’s shipmanagement branch and Group President Yntze Buitenwerf, Crewing Manager Kor Wormmeester paid tribute to the guests of honour in his very own, entertaining, way.

The festivities continued with a lot of catching up with (old) colleagues and friends whilst enjoying some lovely food and drinks. Cheers!
In each Simply Seatrade we present a vessel managed by any of the pool members; the ship’s particulars and the present crew will be introduced. This issue we turn to mv Elvira, managed by Reederei Triton, interviewed in November 2017.

MEET THE CREW
We asked each of the crew these 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?

Different ranks, different culture, different hometowns, but gathered as one and treated like family.
1. I am a German citizen living on the west coast of Sweden in a small place called lur (about 1 hour drive north of Gothenburg). I live on a small farm together with my wife and 2 daughters. On the farm we have 2 horses, a dog and lots of forest. During winter time I am spending a lot of time in the forest with chainsaws and tractor cutting trees and producing timber. As we live close to the coast we also enjoy the Archipelago where we do kayaking and swimming. During summer my place is visited by many tourists from all over Europe.

2. I started sailing when I was 16 years old in 1987. My first Seatrade vessel I joined in April 2016.

3. There are no favourite vessels as all vessels have their positive and negative sides.

4. The best part of my job is the feeling when the teams are pulling in the same direction (both office and vessel teams) and things are moving in the right direction. I like the interaction between working with people, technical stuff and nature (the sea, wind, weather, etc).

5. I have no direct favourite port, but I consider my farm and house in Sweden where my family is as my “home port”, and of course this is the best place in the world.

1. I saw the light and grew up on the island of Marinduque, famous for the Moriones Festival. Most people earn their living through farming and fishing. Come and visit our place and explore the beauty of our eco-tourism.

2. I started sailing in 1991 on one of the vessels chartered by a Swedish company. Since 2003 I'm working on Seatrade/Triton managed vessels.

3. Any E-Type vessel as they have the same operational equipment which is easy when familiarizing with routine jobs and responsibilities as per quality standard operation of the vessel.

4. This is my desired profession that can support and give my family a better living, and a challenging life when onboard the vessel.

5. Any port that can give the best internet communication access, because all boredom and heavy loads will fade once I communicate with my loved ones.

6. Keep safe, stay fit and be responsible to your chosen profession. The future lies in your hand.

1. I come from Villaba, a small town situated in the northern part of the island of Leyte. Well, our town was the hometown of the famous Imelda Marcos, the wife of the late President Ferdinand Marcos. They owned a mansion and a golf course enclosed by mountains. It was famous at that time, sometimes called “Little Malacañang”[ed. Malacañang is the name of the Presidential Palace in Manila]. Now the mansion is maintained by cousins of Imelda, and called “Tacloban Golf Club”.

2. I started sailing in 2008 on this very vessel, mv Elvira. I was on a Seatrade cadetship programme.

3. My favourite vessel is mv Humboldt Bay. She was an old lady, but I learned so much about maintenance, operating the derricks and some other stuff pertaining my job. I worked there for two contracts as ABOT and OIC-Nav and it was a memorable and productive experience.

4. To travel most parts of the world, to meet and greet other people and learn some of their languages and culture, while earning some money for my family.

5. St. Petersburg, Russia. I have been there three times and I enjoy most of my shore leave in their historical places and tourist attractions.

6. Safety First. Don't let bad feedback affect you in a wrong way, but make it your foundation to learn from your mistakes and to achieve greater glory in your career. And always practice what you learn from your seniors about your job.

1. I am born in USSR, in Elets City, Lipetsk region. I lived in Norilsk City, Taimyr peninsula; Yuzhno-Sakhalinsk City, Sakhalin Island and in many other cities of the great USSR. Now I am living in Odessa, Ukraine. It's a beautiful city located on the coast of the Black Sea. Odessa is a sea port, the biggest in Ukraine.


3. Mv Elvira is my first vessel and my first experience on a reefer vessel.

4. I like to get more knowledge from new types of ships and machineries.

5. My favourite port is Odessa, because I started sailing first time in my life from Odessa as an engine cadet in 1985.

6. My main advice to all beginners - to unify theoretical and practical knowledge.

1. I come from Villaba, a small town situated in the northern part of the island of Leyte. Well, the name says it all.

2. I started sailing in 2007 as a cadet on this very vessel mv Elvira.

3. Mv Elvira, because it is where I started my career as a seafarer.

4. What I like about my job is that I get to know people with different culture and dialects.

5. Valparaiso, Chile. Well, the name says it all.

6. Always think of safety.
1. I’m from Tanauan, Leyte, Philippines. My home province is located on the mid-eastern part of our country, facing the Pacific Ocean. My hometown is known for its skim boarding sports, once called the skim boarding capital of our country. My province may be the least urbanized region in the country, but it is still the best place for me.

2. December 2014, days before New Year I first joined and worked onboard a ship and that was also my first contract on Seatrade managed vessels.

3. No specific vessel, since the vessels I’ve worked on, were almost similar in built, but they still have their own uniqueness, and each of those vessels gave me some good memories, which makes it difficult for me to choose what would be my favourite vessel.

4. What I like most about my job is that I learn while I earn. Second is the experience and journey which only men at sea can relate to.

5. My favourite port would be port of Gisborne in New Zealand, because I like the ambiance and the peacefulness of the place.

6. My advice is to find a good mentor who will guide you in your progress, be proactive and learn to respect your seniors. Lastly is to have fun in your chosen career.

1. I come from the Philippines and currently live in Las Pinas, Manila but I was born and raised in the small town of Palompon on the west coast of Leyte, about a hundred kilometres south west of Tacloban City. This cosy little town has some things for you to offer. First of all, because of its remarkable location along the seashore it has an abundance of different varieties of fresh sea food, but food resources are not limited to its shores, this place also has a local delicacy named “salvaro” made from wheat flour mixed together with coconut, baked using a coconut husk to heat up the top of an especially designed oven. This place is also known to have a beautiful small island called “Kalanggaman” with a snow white like sand bar. And lastly, I am proud to say that this place also has one of the top maritime higher education institutions (MHEIs) in the Philippines, the Palompon Institute of Technology, which is a government state college where most of its maritime cadets are selected under the Royal Association of Netherlands Shipowners (KVNR) PIT cadet programme to train onboard ships of the KVNR members.

2. I started my cadetship with Spliethoff way back in 2003; we were the second batch of the PIT cadetship programme to train onboard ships of KVNR members after I graduated marine engineering studies at Palompon Institute of Technology. I was already 29 years old at that time when I started my sailing career as an engine cadet on board a Dutch flagged general purpose cargo vessel. Then six years later in 2009 I joined the Seatrade fleet of Avior Marine Inc., as a third engineer on board mv Fortuna Bay, the first vessel I sailed on with Seatrade.

3. Honestly, I do not have any specific favourite Seatrade/Triton vessel. I like every Seatrade/Triton vessel that I have sailed on. Sailing with different vessels means different experiences, problems, solutions and learning new possibilities. Acquiring knowledge at each challenge is what I like the most.

4. Frankly speaking, the compensation is really good to provide my family a better life and is one of the reasons why, in the first place; to be able to roam around the globe is just the bonus. Seafaring is a very challenging career, working and meeting people with different cultures is one thing, malfunctioning of machineries or associated systems, proper planning of maintenance and crew resting hours are also another thing and even weather conditions can also be a challenge sometimes, but at the end the day breaking through these challenges is also quite fulfilling.

5. I would say North America and European ports mainly because most internet connections at these ports are much better and for twenty American dollars I’ll be able to communicate with my loved ones for hours on a video call. Secondly, taking a shore leave on these ports is more or less safer, I would say.

6. For the young generation who choose seafaring as a career, be mentally and physically prepared. This kind of business consumes your brain power and sometimes, but at the end the day breaking through these challenges is also quite fulfilling.
1. I am from Buenavista, Palompon Leyte. Buenavista is the farthest Brgy of Palompon Leyte. The way of living here is simple, quiet and the people are friendly. There are no landmarks like buildings etc. I can proudly say that we have clean and beautiful beaches with white sand and crystal water. Most people rely on fishing.

2. I started sailing in 2005 as engine cadet on board Seatrade’s mv Eagle Bay.

3. All ships that I sailed on are my favourites.

4. Dealing with the different machineries onboard gives me the more interesting part of my profession as marine engineer.

5. Portsmouth, UK, because it’s walking distance from the city just a few minutes from the ship to the city proper.

6. Think safety first. Your own safety begins with you. Ask if you're in doubt because asking is better than to make mistakes. Love your job. Work willingly, work with your heart, be cooperative and respect others.

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1. I am from Bicol, Region V. It’s a nice place with lot of trees.

2. I started working at sea in 2002, and in 2006 I joined Seatrade vessels.

3. Luzon Strait is my favourite Seatrade vessel, because it is very simple.

4. Doing maintenance of the vessel as part of making the vessel and cargo safe.

5. Ports in the US, because they have internet in the port and also nice places.

6. Engage the brain first before starting to work.

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1. I come from Iloilo City, Philippines. Iloilo is celebrating the Dinagyang Festival every January and there is more fun with other parties.

2. I started sailing in 2009 as wiper on my Maersk Sheerness managed by R.B.S. I started sailing on Seatrade’s mv Polar Stream as an oiler in 2012.

3. My favourite vessels are Cala vessels because I'm comfortable with the accommodation because every cabin has its own toilet and shower. I also like E class vessels because it is well maintained by the crew.

4. As a seafarer what I like most about my job is that I learned how to speak different languages and I met different nationalities also. And I got to travel the world for free.

5. My favourite ports are Paramaribo, Suriname and Moin, Costa Rica, because they have good internet access and it’s much cheaper than in other ports or countries. Internet connection helps me to communicate easily with my family.

6. Love your profession as a seafarer and take good care of yourself and always remember safety first before you do your job. And don’t forget your duties and responsibilities.

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1. I am from Valencia, a part ofOrmoc City. Leyte. In my place there are a lot of sugar cane plantations and also you can see the biggest geothermal power plant.

2. I started sailing in the year 2013. I was on one of the cadetship programmes of Seatrade back then.

3. My favourite vessel is Elvira because on this vessel I learned a lot about my job and to be more responsible in handling machinery and also other stuff.

4. I like to fix stuff and challenge myself in doing tasks at hand.

5. New Jersey, USA because of the cheap electronic gadgets and strong Wi-Fi signal.

6. My advice to the young seafarers, take pride in your job and be responsible, both as an individual and as a team, and good luck.

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1. I come from the island of Catanduanes in the Bicol Region, one of the smallest islands in the Philippines. If you go to my province you need to ride a RoRo vessel, about 3 hours sailing, and when you arrive you can see many beautiful beaches on this island. My province is also known for surfing.

2. This is the first company I have worked for, and I started sailing on Seatrade managed vessel in 2012 as wiper onboard Nova Florida.

3. All vessels that I've worked on here in Seatrade were my favourite because every vessel gave me different experiences in my life and knowledge related to my profession.

4. What I like most about my job is maintenance, troubleshooting and overhauling.

5. Any convenient port where I can go ashore so that I can see how beautiful the country is.

6. My advice to young seafarers is to work hard, love your job, believe in yourself and be strong, especially during bad weather and study hard to achieve your goal.

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1. I am from Cavite, Philippines. It's a good place. That's all I can say.

2. I started sailing in 2015 as a cadet on the Fortuna Bay and now here on mv Elvira.

3. Mv Elvira because more crew and recreational things onboard.

4. What I like about my job is I get to travel to different countries and meet other people.

5. Any port with good signal and internet access is my favourite, because communication with your family and the person you love is very important to me as a seafarer.

6. Just enjoy the things you do onboard and always think about your safety and the safety of your fellow seafarer.

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1. I am from Bicol, Region V. It’s a nice place with lot of trees.

2. I started working at sea in 2002, and in 2006 I joined Seatrade vessels.

3. Luzon Strait is my favourite Seatrade vessel, because it is very simple.

4. Doing maintenance of the vessel as part of making the vessel and cargo safe.

5. Ports in the US, because they have internet in the port and also nice places.

6. Engage the brain first before starting to work.
1. I was born in Pasay City, a very busy and crowded place in Metro Manila. We lived there until my elementary days, and we moved to the province of Camarines Sur in Bicol region. It is a peaceful place and it's like an escape for me from the noisy and crowded place where I used to live. There you can watch the sunset and sunrise from above the mountains and climb a tree and jump into a very clean deep river. It is indeed a very nice place. Now during my college days we moved again to Cavite.

2. I started sailing last February 2017 for my first contract here at Seatrade as an Engine Cadet on mv Emerald.

3. All the ships that I've joined are my favourites, because Emerald and Elvira are likely the same: they both have a main engine, generators and propeller.

4. What I like about my job is that I'm learning a lot from my superiors, not only in theory but also in practical experience and I can see and help how the complex and critical problems are being solved by us as a team. Not just man power is important here in our profession, but also we need to have presence of mind and analytical thinking for our own safety and security. I love my job as a cadet because I need to be constantly active and improve my skills and self-confidence. This is my passion and I love dealing with engines and machineries.

5. I don't have a favourite port, but I like the port in Paramaribo, Suriname, because I remember the first time I entered and cleaned the scavenging space (hehe), I love going inside and cleaning while singing a song while thinking of my girlfriend (hehe). What I like most in Suriname is that they have cheap cleaning while singing a song while thinking of my girlfriend (hehe).

6. To my fellow young seafarers, it's better to work onboard when you are inspired, go and find the love of your life before it's too late, but don't forget to read more manuals and study, and don't ever touch steam pipes with your bare hands. Pay respect to everyone onboard and always be cooperative to them because they are forming the crew of a high-performing team and they are turning the company's values into action. Accept criticism properly because there is always room for improvement. Safety First!

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1. I come from the province of Bohol where you can find the unique formation of hills that only be found in the Philippines known as the ‘Chocolate Hills’.

2. I started my seafaring career when I sailed with the Queen Mary 2 as utility galley back in 2006. I started sailing on a Seatrade managed vessel in 2016 when I was onboard the Fortuna Bay.

3. My favourite Seatrade vessel is mv Elvira, because I find it more than a ship: It is somewhat like a happy community floating in a wide vast ocean. I feel more comfortable on this vessel because of the unity and harmonious atmosphere.

4. As a seafarer, see the world for free and to speak different languages and meet other cultures.

5. The port in Barcelona, Spain. It is because of their wonderful tourist attractions and their tasty traditional delicacies and I was able to learn a little of their language.

6. To the young seafarers, just love your career and please don’t forget to think of your safety first before doing something.
1. I’m from Makati City. Makati is one the busiest cities and the central business part of Manila, where you can find many buildings and establishments. Though it’s known as a place to work, we also have the best malls to hang out on a weekend, party at different clubs, jam in different bars or watch a good movie on a Sunday. We do have the same routine every week: a hectic week, and cosy weekends.

2. This is my first time sailing and my first Seatrade managed vessel, mv Elvira.

3. Probably mv Elvira because it’s my first vessel. All of my crewmates and officers are very welcoming and helpful to me. They always teach me all the things I need to know as a seafarer especially now that I’m starting my career as one. They teach me all the safety precautions and on how can I improve myself as a seafarer. We all have a good time here, and we are also very open with each other. Different ranks, different culture, different hometowns, but gathered as one and treated like family.

4. First is the opportunity given to me to travel the world for free, next is my job: a real test of my skills and how can I handle different situations. It helps me become more responsible and urges me to study and work harder and harder everyday.

5. As of now it is Turbo, Colombia, because of the fast and reliable internet connection which allows me to communicate with my family and friends, also to research some of the things I need to know regarding this profession, and to download movies, music and other stuffs.

6. To all young seafarers like me, my advice is not to waste the opportunity given to us. Always push yourself to the limit and never hesitate to ask questions from your crewmates or officers before you do something. It’s better to be safe than sorry. And always give your ample time studying and stay happy. Always remember that a smooth sea never made a skilful sailor. Keep dreaming and aim high. Happy Sailing!

1. Marinduque is my hometown, a small province and we call it the “Heart of the Philippines”. There is also a tradition for a warm welcome for tourists that we call “Kalutang and Putong Group”.

2. I start sailing with Seatrade in March 2013 on mv Esmeralda, where I spent my 12 months of cadetship.

3. Mv Esmeralda is my favourite vessel in Seatrade, because it is where I started to learn about safety, maintenance and navigation.

4. Being a seafarer, it is to travel the world, discover different cultures and learn to speak their languages. Onboard the ship everyday is very challenging when it comes to work.

5. Davao port, because it really feels like home in my own country and I’m proud to be a Filipino. The views of beaches and mountains are very refreshing. “It’s more fun in the Philippines”.

6. “Safety First” bear it in your mind, be active all the time when it comes to work and continue learning.

All across the globe, when hearing the sounds of it being 1 April, we immediately think of “April Fool’s Day”, filled with fake news and sharp humour. In this case, on 1 April 2018, Anlin Shipping (Pty) Ltd turned a full 20 years old. Or like we would refer to it, as 20 years young.

Starting up in 1998 was tough. Anlin, with the advice and support of Seatrade, played a leading role in South Africa, guiding the producers and exporters from a single controlled shipping structure to as we know it today, a multi-channel network of logistics and shipping. Shipping just over 219,000 pallets of deciduous and citrus in the first year, to suddenly touching the 450,000-pallet level, going into its seventh year.
ANLIN CELEBRATES ITS 20TH ANNIVERSARY!

During the last 20 years, people came and people went and all of them have contributed in their own manner, to the success and the strength of Anlin. Passion, perseverance and also careful and cautious behaviour, describes Anlin best. Anlin would not have been here today, if that spirit had lacked during the past two decades.

After experiencing tough, difficult and also some fantastic moments over the past 20 years, building friendships and relationships, there was no better way than to celebrate such a milestone by hosting in typical South African style, a "lekker braai", for all our friends, business colleagues, producers, farmers and customers.

We were also very privileged to have had Yntze Buitenwerf and Alex van Drimmelen from Seatrade; joining the festivities. A fine evening with good food, great company, music, dancing and enough wine for the connoisseurs!

Thank you all, for your pivotal role in the shaping of what is till today, Anlin Shipping!

Charles Gantz
Anlin Shipping
Seatrade is not only a specialised reefer carrier of perishable goods. We also train our sea-based crew and shore-based staff according to the latest developments of our in-house training team of Atria. We do not only focus on the transport of your cargo, we also focus on the development of our workforce. This will in return not only improve the individual performance but will also strengthen the entire team leading to the increased level of service our customers enjoy.

We live and work in constantly changing environments, providing training and development opportunities since employees seem to drive engagement. The reality is that workforces have also changed over recent years. How training is addressed must change, too.

Coming from the maritime world where managing projects, leading highly diverse workforces and driving transformation is daily business since decades, we at Atria deliver training differently...

To master the daily business challenges of the 21st century, we focus on the development of soft skills and professional expertise. At the centre is our innovative learning instrument TOPSIM-Human Element in Shipping Simulation (HEISS). We are working together since several years with the German branch office of Tata Interactive Systems (TIS). TIS is recognized as a leader and market mover in providing learning solutions and performance support design. Having worked with over 70 Fortune 500 companies, TIS provides expertise to help improve people performance through best-in-class learning solutions and integrated analytics.

As international partner, we have further developed our portfolio and offer tailor-made learning events applying top-notch TOPSIM management simulations, making training for professionals exciting and actionable at the same time!

**What are Management Simulations?**

Management simulations are seen as “flight simulators for managers”. The approach is built on the common practice in high-pressure industries like the military, aviation and shipping, simulating a possible reality as risk free learning environment. Nowadays, it is also being used as a major learning tool for management education and managers within “Learning Organizations”.

**Atria: Transformation of Training**

How we combine the strengths of two worlds
Workshops are intense, highly interactive and mostly conducted by the participants themselves. The facilitators empower the group with brief inputs concerning the theory related to the different phases of the workshop, and moderate debriefings or discussions. However, the deep learning happens when participants experience the simulated reality and make decisions based on rational inquiry, exchange of experience and intuition within their teams. During debriefings, they present their decisions, analyse the results and get feedback from the rest of the group.

With retention rates between 70 and 90%, simulations are by far the most effective tools for creating high-impact learning events!

Managing Projects
Due to the importance of project work in business practice, project management has developed into a job profile of its own. The goal of project management is to successfully complete projects, and to comply with cost and time budgets at the same time. We simulate the real-life challenges and goal-related conflicts faced by a project manager, and thereby provide a realistic environment for developing essential project management skills including the application of best-practices and tools.

In this way, project managers and coordinators, as well as project team members are challenged to further develop professional and interpersonal competencies in order to:
- Manage projects with disruptive incidents and multi-dimensional, goal-related conflicts
- Apply selected project management procedures and tools
- Identify and formulate key factors and organisational requirements for successful project management
- Identify the possibilities and limits of linear project management

The topics covered are:
- Project structuring and planning
- Project management tools: work breakdown structure, critical path analysis, project reporting, creating milestones
- Risk management during projects
- Cost and profit contribution margin analysis

Leading People
Developing high-performing teams became the responsibility and is a key success factor for any company. We focus on the challenges of employees and team leaders, who have to manage and implement changes together. Our interactive learning design provides the starting point for experiencing change by understanding, acting and feeling - consequently closing the gap between knowing and doing!

Management and other employees at all levels are challenged to:
- Successfully implementing changes in dynamic and diverse environments
- Explore why change leadership is essential for the successful implementation of change
- Master the five phases of implementing behaviour-oriented change
- Transfer their leadership experience into their own business reality

The topics covered are:
- Change leadership, addressing change content, process and people dynamics
- Recognising and understanding resistance
- Planning and implementing targeted communication measures
- Understanding and managing the emotional responses of those affected
- Creating a team culture of learning and engagement

Transforming Business
Breaking a strategic business approach down into operational actions is essential for any professional function. We simulate a situation which gives professionals the chance to manage a business themselves and see how their decisions affect results in a highly competitive market. Their decisions range from production, sales and finance to human resources and administration; providing an understanding of the broader business picture as well as the interrelatedness during operations.

Competing on a virtual market, professionals are challenged to balance strategic and operational decisions based on:
- Creating a competitive marketing mix
- Planning production capacity and taking the necessary investment decisions
- Recognising the effects of business activities on liquidity and assets
- Understanding the structures and objectives of accounting

The topics covered are:
- Business administration terms and indicators
- Fundamentals of marketing
- Staff demands planning
- Accounting tools and reporting
- Annual financial statements
- Business transformation tools, e.g. Business Model Canvas
- Transformation strategies

Consequently, we at Atria do not talk about training anymore. Combining the strengths of development in the maritime world and 21st century learning tools, we create action-oriented learning and development events, leading to immediate results at the workplace!

Roman Heil
Atria
As prehistoric hunter gatherers came to track herd migration and recognise seasonal patterns that sustained their tribe, they also learned the value of protecting that very sustenance. The concept of food as both weapon and spoil of war is as old as mankind. Governments have and continue to use it as a means of currying favour or punishment. Today, we see first-hand evidence in places as far flung as Venezuela and North Korea, where seemingly the government chooses to allow segments of the populace to starve to support autocratic policy and iron-fisted control of society. The history of the 20th century is littered with the memories of the millions who perished to orchestrated famine. History writes horrific remembrances of the millions who were starved to death under the Red Famine (under Stalin), the Great Leap Forward (under Mao Zedong) or at the hands of the Khmer Rouge in Cambodia.

As long as there has been combat, sieges have been used as a tool of war - cutting off supply lines to force combatants to surrender or starve. Napoleon Bonaparte is credited with the quotation, “An army marches on its stomach”. Safe food meant strong troops and power to Napoleon. His troops suffered more from hunger and scurvy than combat. In 1795, to be sure his men had safe rations, the French government under Napoleon offered a 12,000-franc prize to anyone who could come up with a food preservation method.

Nicolas Appert, the Parisian confectioner and distiller who ultimately claimed the prize, spent more than a decade discovering that boiled foods placed in airtight glass containers would not spoil. In 1810, Peter Durand, a British merchant who received the patent for the tin containers that were forerunners of the

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1) Nicolas Appert discovered boiled foods placed in airtight glass containers would not spoil;  
2) Canning jar as used by Nicolas Appert;  
3) Peter Durand came up with sealed tins for food preservation;  
4) Economic protectionism was a major factor in beginning the Gin Craze.
cans used today, further refined the concept. Appert’s discovery provided the first reliable method for preserving many different types of foods for extended periods of time so that they could be used by troops on deployment. Some even say the method gave Napoleon a strategic advantage. Napoleon, as an artillery officer, was well versed in the importance of logistics in keeping an Army in the fight. On top of encouraging the development of canning, he also kept his armies from advancing faster than supply caravans could support.

While war continues to rage in many corners of today’s world and starvation continues to plague both victims of their own and conquering powers, food as a tool of war has become more sophisticated in a global economy. We often see these implemented instead as trade embargoes, restrictive trade regulations or imposition of favourable trade tariffs and free trade agreements.

**Cabotage Laws**

The word cabotage finds its origins in the French word, caboter - meaning to sail along the coast. The term cabotage was originally a shipping term, but now it also covers aviation, railways, and road transport. The word is often used to refer to the transport of goods or passengers between two points in the same country by a vessel or an aircraft registered in another country. The term is used in the context of “cabotage rights”, the right of a company from one country to trade in another country. For example, in the USA, the Merchant Marine Act of 1920, also known as the Jones Act, requires that all goods transported by water between U.S. ports be carried on U.S.-flagged ships, constructed in the USA, owned by U.S. citizens, and crewed by U.S. citizens and U.S. permanent residents.

Major maritime nations worldwide have a long history of devising laws and regulations to promote and protect their own merchant marine. In decades, and even centuries, past, a strong maritime industry was a nation’s foundation for both military and economic security. Even in the modern, high-tech world, ships carry over 90 percent of international trade, and the merchant marine remains an important national resource for the transportation of cargo and personnel for defence purposes.

One common approach to promote and protect the maritime industry has been to prohibit foreign vessels from participating in domestic, coastal (or “cabotage”) shipping. Most, if not all, nations with a seafaring history have so-called cabotage laws that require ships engaged in coastal trade to be domestically built, owned, and operated. The United States is no exception. U.S. laws define coastal trade, in general, as the transportation of either passengers or cargo between two points within the United States. In general, no foreign vessels may engage in such trades.

In recent times, the variety and complexity of shipping and other maritime activities along our coasts and in the nearby ocean have multiplied. Past policies and definitions no longer apply unambiguously to many of these offshore operations. New laws, regulations, and interpretations are in place that include some specific activities and exclude others from the concept of cabotage law. Some new policies have extended U.S. jurisdiction over ocean zones adjacent to its coasts. The United States now claims jurisdiction over all fisheries (except highly migratory species like tuna) resources within a 200-mile conservation zone, and all seabed mineral resources on the continental shelf off its coasts and beyond to any point where extraction is feasible.

In 1983 a U.S. Presidential proclamation created a 200-mile Exclusive Economic Zone (EEZ) consistent with that established by many other countries who are parties to the international Law of the Sea Convention (the United States is not a signatory). In 1988, the President issued a proclamation that extended its territorial sea from 3 miles to 12 miles. According to an interpretation by the U.S. Customs Service, this proclamation was for international purposes only and does not affect the definition in cabotage laws of a 3-mile territorial sea.

Within this framework of change, advocates of the U.S. maritime industry have made proposals to expand the concepts of cabotage law or to more carefully define the coverage of existing laws to limit “unfair” foreign competition that has inevitably expanded its presence. These proposals are subject to considerable debate because several industry sectors could experience economic effects from policies that restrict international competition.

The Agricultural Transportation Coalition (AgTC) - a trade association that counts as its membership some of the largest agricultural exporters and producers in the U.S. - has “grown to become the principal voice of agricultural exporters in U.S. transportation policy.” According to The Journal of Commerce. Since 1987, the AgTC and its founder, Peter Friedmann have lobbied for changes to the Jones Act, as a means of better facilitating U.S. agricultural trade and exports. The group believes that the restrictive nature of cabotage laws, as relates to the cost of long distance trucking in the USA and servicing U.S. states and territories outside of the contiguous lower 48 - i.e., the continental United States. This issue starkly came to light, after the impact of Hurricane Maria on the island of Puerto Rico, a U.S. territory, and the attempt to get much needed aid to the island’s inhabitants (U.S. citizens) as quickly as possible. While Washington briefly lifted Jones Act restrictions on the island, the island’s needs far outweighed the capacity of the small number of ships that were able to slot into that small window of opportunity and the U.S. flag fleet fell far short of providing the urgent requirement for drinking water and other supplies. Months later, the island was continuing to struggle with shortages of urgent supplies and close to one year later, still faces power shortages and outages.

**Trade Wars/Embargoes**

The history of trade wars goes back as far as the late 1600s, when the British King William of Orange put steep tariffs on French wine. The King wanted to encourage the British to make and drink their own liquor. Lacking the raw materials for large scale production of wine, the Brits turned to gin. For the next 50 years, England was in the grip of the so-called gin craze. Gin provided an alternative to French brandy at a time of both political and religious conflict between Britain and France. Between 1689 and 1697, the Government passed a range of legislation aimed at
restricting brandy imports and encouraging gin production. Most importantly, the monopoly of the London Guild of Distillers was broken in 1690, thereby opening the market in gin distillation. The production and consumption of English gin, which was then popular amongst politicians and even Queen Anne, was encouraged by the government. This encouragement was shown in the reduced taxes on the distillation of spirits. Additionally, no licenses were needed to make spirits, so distillers of spirits could have smaller, more simple workshops than brewers, who needed to serve food and provide shelter for patrons. Economic protectionism was a major factor in beginning the Gin Craze; as the price of food dropped and income grew, consumers suddenly had the opportunity to spend excess income on spirits. By 1721, however, Middlesex magistrates were already decrying gin as "the principal cause of all the vice & debauchery committed among the inferior sort of people".

Our daily news is bombarded with stories of threatened or potential trade wars, as governments balance the delicate tightrope of free trade vs. protectionism. In 2014 the United States, European Union (EU), and several other countries imposed economic sanctions on Russia in response to its annexation of Crimea and support for separatist rebels in eastern Ukraine. Prior to the 1990s, the use of economic sanctions to challenge the behaviour of foreign governments was rare as the target country could easily turn to the cold-war adversary of the sanctioning country to avoid their effects. With the end of the Cold War, sanctions, usually comprehensive in nature restricting economic relations across the board, became a major foreign policy tool. Because comprehensive sanctions had severe negative impacts on ordinary citizens, the international community has shifted its approach to "targeted" sanctions that penalise specific individuals and organisations as well as non-essential sectors, such as petroleum or financial services as opposed to essential goods such as food and medical supplies. The sanctions on Russia follow this pattern freezing assets and restricting transactions of individuals, banks, and firms allied with Russian President Vladimir Putin as well as trade in goods related to the petroleum industry and military arms.

In response to these actions, the Russian government banned the importation of agricultural and food products, including fruits, vegetables, meat, fish, and dairy products, from the Western countries that had imposed the economic sanctions. Both the Russian ban on imported food and the U.S. and EU sanctions have been extended to at least the end of 2018. Russia has become an important player in global agricultural markets. In 2016, it was the third largest wheat exporter after the EU and United States. Russian food and agricultural imports are much greater than its exports of these commodities. According to the European Commission, 19 percent of Russia's agricultural exports were destined for the EU, while 42 percent of its agricultural imports were from the EU in 2013. The impact of the Russian ban on EU agricultural exports to Russia resulted in the fall in the value of EU agricultural exports to Russia 53 percent from the levels reached in 2013.

The effects of the Russian ban on U.S. agricultural exports had fallen by almost 80 percent by 2016. The Russian ban has eliminated its imports of some of the more important commodities exported to Russia by the United States, including poultry, beef, and pork, while reducing significantly other important U.S. exports, such as those of tree nuts and live animals. On the other hand, the Russian market has long been less important for U.S. food and agricultural producers than is the case in the EU. While 2013 Russian imports represented about 10 percent of total EU agricultural exports to countries outside the EU, Russian imports from the United States have historically accounted for less than one percent of total U.S. agricultural exports.

Given the relative insignificance of Russian purchases of U.S. agricultural products, the import ban has caused little harm to the U.S. agricultural sector. For the EU, on the other hand, Russia is the second most important market for agricultural products after the United States and the import embargo has been of greater consequence there. In 2015, European farmers protested low prices brought on, in part, by the Russian embargo. By one estimate, the Russian import ban is costing EU farmers about 5.5 billion euro in lost exports each year.

In addition, given the importance of European food imports for Russian consumers, the import ban has had serious domestic consequences. Russian consumers are facing increased food prices and shortages of specialised food items. According to data from the World Bank, consumer prices in Russia rose by almost 26 percent between 2013 and 2015 and much of this increase was due to higher food prices. Within just three months of the start of the import ban, Russian food prices had increased by 10 percent. The Russian economy was also set back in 2014 by the drop in oil prices, as petroleum is Russia's leading export. Finally, these adverse economic developments caused the Russian ruble to depreciate by 58 percent between 2014 and the end of 2016 making all imported goods more expensive. The recent increase in oil prices has benefitted the Russian economy and strengthened the ruble.
Trade embargoes and sanctions, of course, are not always self-imposed. A United Nations agency recently reported that the long-standing U.S. financial and trade embargo on Cuba had cost the country’s economy $130 billion over nearly six decades, coming up with the same estimate as the island’s communist government. Though the U.S. government softened sanctions to allow for shipments of food and medicine under the guise of humanitarian aid, Cuba has struggled since the collapse of the Soviet Union.

Embargoes have been used against the repressive government of North Korea, as a means of pressuring the government to stop development of nuclear weapons and exporting weapons systems/technologies - as well as its practice of cyber hacking. We know that tact has so far failed in stopping the Kim government’s continued march towards membership in the nuclear “club.” Instead, the harsh trade policies have strengthened the resolve of the government and diverted financial resources to continued military strengthening, while malnourishment and starvation plague much of the population. There are some who believe the recent change in diplomatic posture by the Kim regime is a result of having achieved a bonafide nuclear arsenal and a need to turn attention now to pacifying the populace through improved economic conditions and access to imported goods.

The fickle nature and process of the current U.S. president and administration, regarding trade and trade wars leaves the entire world on edge and roils financial markets. While Mr Trump seems to believe it’s easy to win a trade war, his recent decisions on imposing punitive duties on steel, aluminium and automobiles have yet to achieve the intended results and have instead put at risk large U.S. export markets for agricultural commodities.

The relationship between China and the U.S. is a tangled and tricky one. Because China exports far more in goods to the United States than it imports, China simply doesn’t have as much room to keep up with escalating American tariffs, especially given the Chinese government’s desire to cushion its citizens from higher prices for food staples.

Moreover, China has in the past proved willing to use a wide range of government powers to achieve commercial objectives - from campaigns against out-of-favour companies in state media to selective, stepped-up regulatory enforcement. And if things really get nasty, the United States and China are financially intertwined in ways that China could seek to exploit - though not without creating risks for a country holding $1.2 trillion in United States Treasury bonds.

The Americans put tariffs on steel and aluminum; China responds by taxing American pork. The Trump administration’s plans to tax $50 billion worth of Chinese imports are met with threats by the Chinese to subject $50 billion worth of American products to the same. But just because matters have been calibrated thus far doesn’t mean they will stay that way. American financial markets have been swinging wildly in recent weeks as investors revise their predictions for what might come next.

As President Trump often notes, the United States does run a large trade deficit with China - especially if you look only at goods, and don’t count the value of services. That means that if China seeks to match tariffs on goods, a classic tit-for-tat approach, China runs out of “tats” pretty quickly.

In 2017, the United States imported $506 billion in goods from China while exporting only $131 billion in goods to China, according to data from the Bureau of Economic Analysis. “It mathematically means that China can’t match the U.S. dollar for dollar,” said Brad Setser, a senior fellow at the Council on Foreign Relations. So, for example, if the Trump administration follows through on the president’s suggestion to consider expanding the tariffs to cover $100 billion more of goods, it would strain the Chinese government to respond in a dollar-for-dollar manner.

China has already imposed tariffs on the easy stuff: luxury goods like American wine and liquor, and agricultural goods that are considered luxuries within China, like almonds and pistachios. It is unlikely there will be uprisings in the streets of Shanghai if Kentucky bourbon gets more expensive. But in the latest round, China has said it will raise tariffs on American soybeans. That is
likely to cause President Trump political problems in farm states, but it also risks raising food costs within China. It's a fair bet, then, that China views remaining options as even more problematic for the prices of staple goods or the country's industrial strategy. In other words, for China the low-hanging fruit is gone. If this trade battle continues to escalate, China will have to bear a greater cost.

Making life difficult for American companies in China as retaliation in a trade war need not be formal and widely publicised. American automakers who make cars in China might find their local joint-venture partners squeezing them out. Regional governments might send safety inspectors to plants of American companies so often as to disrupt production.

CASE STUDY: The Banana War

How quickly many of us forget that through much of two decades the EU and the USA fought a trade war over bananas. In 1999, U.S. President Bill Clinton imposed duties of 100 percent on $520 million worth of popular European products, such as Waterford crystal and Italian pecorino cheese. The duties were intended to punish the EU for disregarding a 1997 World Trade Organisation (WTO) ruling that it change its preferential policy favouring banana exports from countries in Africa, the Caribbean, and the Pacific. The EU resisted the ruling because banana production in Africa, the Caribbean, and the Pacific is not competitive with "dollar zone" production. Moreover, the EU argues that the 1975 Lome Convention entitles it to aid signatory countries in Africa, the Caribbean, and the Pacific -primarily former British and French colonies-for which banana production generates up to 70 percent of total export earnings and up to a third of all jobs. According to the European Commission, however, these countries accounted for less than a third of the 3.9 million metric tons of bananas annually consumed in Europe; Latin America accounts for over two-thirds.

More than six years earlier, the EU created a complicated quota system for banana imports that favoured former European colonies in Africa, the Caribbean, and the Pacific. The United States objected, charging that these quotas discriminated against bananas grown in the Central American "dollar zone" by U.S. multinational companies. In 1997, the WTO sided with the United States and ruled that the EU must change its preferential policy. Instead of complying, the EU made superficial adjustments to its banana regime, in effect mocking the WTO dispute settlement process.

The EU resisted the ruling because banana production in Africa, the Caribbean, and the Pacific is not competitive with "dollar zone" production. Moreover, the EU argues that the 1975 Lome Convention entitles it to aid signatory countries in Africa, the Caribbean, and the Pacific -primarily former British and French colonies-for which banana production generates up to 70 percent of total export earnings and up to a third of all jobs. According to the European Commission, however, these countries accounted for less than a third of the 3.9 million metric tons of bananas annually consumed in Europe; Latin America accounts for over two-thirds.

Sir Leon Brittan, EU Vice President, warned on 9 March 1999, that the banana dispute threatens the Transatlantic Economic Partnership, a joint effort with the United States designed to reduce bilateral trade barriers and improve cooperation in multilateral forums such as the WTO. Ironically, Brittan proposed this partnership. The Administration's decision also is damaging U.S. relations with Caribbean countries. On March 8, the 15 members of the Caribbean Common Market (Caricom) issued a statement deploiring the "unauthorised and illegal action [that] undermines the World Trade Organisation and threatens the economic survival, and social and political stability of several Caribbean countries." Caribbean leaders also warned that if banana exports to Europe ceased, the next cash crop would be illegal drugs.

The EU again amended its banana import regime in November 1999 by coming up with a transitional tariff quota that would be replaced by 1 January 2006 with a new system that would only impose customs duties and not have any quotas. This was rejected by the USA again and it began considering a novel way of imposing a punitive tariff on the list of products that would be periodically altered. With Bill Clinton leaving the scene, the USA never got to implement this novel method of imposing tariffs.

By January 2001, a WTO appellate body struck down the dispute panel's ruling on compliance assessment. The body said the panel had overstepped its jurisdiction and hence its ruling was not legally binding. The dispute kept stretching on with the WTO saddled with eight banana disputes. Finally, the EU and the Latin American countries signed a mutually agreed solution on 8 November 2012. The solution reportedly favoured big producers as the tariff was cut. The EU had to mobilise 200 million euros to help the ACP nations face stiffer competition in its market. The money was to be distributed over several years. But in the final analysis, U.S. firms Chiquita, Dole, and Del Monte had their way, gaining the most from the dispute.

Free Trade Agreements (FTAs)

The concept of free trade and free trade agreements would seem to be the polar opposite of trade embargoes, sanctions and punitive duties. Instead of penalising a trading partner, free trade advocates recognise that the economy is global and reliant on two-way trade of goods and services. Free trade agreements (FTAs) are agreements among countries to categorically remove barriers, such as tariffs, quotas, and levies. Each FTA is unique, and countries negotiate what kind of barriers to eliminate, depending on their own situations. Some industries are powerful enough to lobby for the maintenance of barriers to protect their own interests: the U.S. agricultural industry is an excellent example of this. Other barriers are eliminated altogether. Some barriers are phased out over time, to provide a buffer period for local industries to adjust to foreign competition. Nevertheless, FTAs are a means of making trade more seamless among countries, ultimately aiming to increase trade and overall economic activity. It is officially the mandate of the World Trade Organisation (WTO) to eliminate trade barriers through multilateral negotiations. The last set of talks, known as the Doha Round, experienced a breakdown years ago because of disagreements between India and China and developed countries over tariffs on agricultural products. The Doha Round never went anywhere and the WTO
has done a whole lot of nothing ever since. FTAs have emerged as an alternative. They are a way of achieving the same goal outside of the WTO, usually with a group of countries in the same region. NAFTA is an early example of this trend.

Passed in 1994, NAFTA opened the USA, Canada, and Mexico to greater trade relations with each other. By eliminating barriers and enabling the free exchange of goods, these three countries are more economically intertwined than ever before. This has led to a lot of economic opportunity. Many U.S. firms that once manufactured domestically have off-shored their labor operations to countries where labor is much cheaper than it is in the USA. FTAs like NAFTA facilitate this change.

With the promise of relaxed border controls in relation to economic activity, free trade makes it easier for companies to switch manufacturing operations to other countries. There are many who believe that this has directly contributed to the loss of good-paying manufacturing jobs for Americans. By offshoring labour and capitalising on the reduction of barriers to trade, and given low transportation costs, companies maximise profits. Labour is off-shored for several reasons and many economists argue that manufacturing labour would have been off-shored to low-wage countries with or without NAFTA. With globalisation, that dynamic is being played out across the world.

FTAs have done an enormous amount of good. They provide consumers with greater choices that are usually cheaper than the alternative. They also bring countries closer together economically. This benefit is hard to overstate. Economic activity between countries engaged in FTAs usually goes up: this increases investments, encourages mutual prosperity, and helps to develop industries in poor countries that would otherwise not be developed. There is also an argument that free trade leads to a more peaceful world: nations are less likely to go to war if they depend on each other for trade.

World politics have shifted dramatically over the past few years, as perhaps a hangover from the global financial crisis that began in 2008. Nationalism has replaced globalism in many corners of the world. Brexit and the election of Donald Trump in the USA are clear signs of this trend. A popular push towards protectionism is forcing many governments to review or renegotiate FTAs, while others are quickly looking to step into the gap left by those who prefer to reject free trade as a concept.

While lower level discussions continue to take place between Mexico, Canada and the USA over renegotiation of NAFTA, Mr Trump continues to espouse a rhetoric that demonises Mexican immigrants and immigration in general. While Mr Trump continues to push for the building of a border wall with Mexico, U.S. farmers are expressing serious concerns about lack of sufficient labour to manage harvest and packing operations - jobs typically done by seasonal migrant workers who enter the country under special visa programs.

As we continue into this great unknown of the connected world, the consequence of trade war will take on new and still unknown meanings. What this means for the international food industry is still to be written. How will companies such as Amazon, Alibaba and Walmart extend their reach around the globe, while delicately balancing local regulation and avoiding conflicts? What implications will this have on us, those involved in transportation and those who are end consumers? Will nationalism continue to drive political agendas or will the growth of middle class economies in places like Latin America, Africa and Asia drive the demand for more variety and more volume. Fifty years from now, much of the first world, or whatever that may be in 50 years, may be printing their food instead of purchasing it from a corner grocery or web portal.

Howard Posner
Seatrade USA
SEATRADE AT FAIRS
around the world

EXPOALIMENTARIA

A small Seatrade and StreamLines delegation joined our Seatrade Peru team at Expoalimentaria in Lima. The fair took place 27-30 September 2017 and hosted all parties involved in the international trade of food and beverages from Peru.

For the first time, our team of Seatrade Peru hosted an own stand. In the past, Seatrade had its booth within the Dutch country pavilion, which was no longer organised by the Dutch embassy.

The team took the chance to catch up with local Peruvian producers, European and American importers as well as the latest trends of super food.

FORO INTERNACIONAL DEL BANANO

Starting 2 October 2017, the Foro Internacional Del Banano took place in Guayaquil. A small Seatrade delegation attended the conference and show.

The Seatrade stand was organized and hosted by the team of Seatrade Ecuador.

The forum is organized by AEBe - Asociacion de Exportadores de Banano del Ecuador - to inform producers, shipping lines, importers and receivers of Ecuadorian bananas about the latest developments in regards to quality, certificates, port operations and export volumes.

The Seatrade team also used the opportunity to meet many of its current business partners as well as producers of the bananas shipped on board of our specialised reefer vessels.

PMA

For the first time, the Seatrade family of companies exhibited at the USA’s largest fresh fruit fair - the Produce Marketing Association (PMA) Fresh Summit 20-22 October in New Orleans. While Seatrade has participated in joint stands with partner port authorities in the past, this was the first time that we had our own stand, where we served Belgian beer from tap, to our customers’ delight.

Representatives from the main office of Seatrade and StreamLines were joined by colleagues from Costa Rica, Peru, the UK, Guatemala and Chile together with a contingent from the Seatrade USA team.
who served as hosts for the group. As usual several members of the group participated in the 5k charity run on Saturday morning.

The show was well attended and allowed Seatrade, StreamLines, Seacat Line and GreenSea to promote to both importers and exporters. The USA remains a major player in two-way fruit trades. The Seatrade family has been and remains active in the USA on trades from Chile, South Africa, Spain, Morocco, Argentina and Central America.

FRUIT LOGISTICA

The teams of Seatrade, StreamLines and GreenSea were accompanied by various colleagues of the agency network during Fruit Logistica in Berlin this year.

Starting Wednesday 7 February, the 360Quality stand, which we were part of, was visited by many terminal operators, shipping lines, importers, exporters and forwarders to discuss the latest developments in the fruit business. While the fair gives a good opportunity to discuss the start of year contracts for Seatrade’s and StreamLines’ liner services, Fruit Logistica also hosts spot charterers as well as contract of affreightment customers.

Since the Seatrade Group is active in many countries of origin like South Africa, Madagascar, Chile, Morocco, Spain, Peru, Ecuador, Costa Rica, Colombia, Honduras, Guatemala and the USA, a very diverse crowd was welcomed at the annual Happy Hour at the stand. We are looking forward to welcoming all partners again next year.

BREAKBULK

The world’s largest exhibition for project cargo and breakbulk shipments took place in Bremen this year. Normally this event is organized in Antwerp, Belgium, however, due to renovation works the event temporarily moved to Germany.

Together with its Dutch partner Hudig & Veder, Seatrade and StreamLines took part with their own stand. 30-31 May were two busy days of networking, acquisition and discussing of new business opportunities. Both the teams of Seatrade Rotterdam and Seatrade Hamburg were present to offer weekly liner as well as seasonal services and tramp routes to breakbulk cargo shippers and forwarders.
On 15 March 2018 the Rotterdam Court ruled on the Spring Vessel Court case; a ruling that has certainly disappointed us. A lot has been written about the case since. With this article we would like to elaborate a bit further on what has been reported in the press, including the wider context of the issue.

Back in 2012 some of our vessels reached the end of their life against the economical background of the shipping industry at that stage. The vessels left the European Union in normal trading condition fully certified, in normal trading condition with cargo on board. The vessels were eventually sold to recycling yards and/or cash buyers in Turkey and the Middle East, after they left European waters. The Dutch public prosecutor and court are of the opinion that the European Waste Shipment Regulations (EWSR) were violated.

Seatrade is disappointed that the Court of First Instance did not follow Seatrade's interpretation of the (complex) laws involved. Seatrade strongly disagree with the legal interpretation of the Court that a fully certified, seaworthy vessel should be considered waste and will study the verdict in detail. As it stands, it is very likely the company will consider proceeding to the The Hague Court of Appeal.

However, outside of the court proceedings there are a number of important points in relation to the complex issue of worldwide ship recycling which should be made. Seatrade believes the enforcement of the EWSR – which has not been designed to regulate the end of a ship's life - on a single company and its directors is certainly not the right instrument to encourage and promote safe and environmental friendly ship recycling.

As an established and leading shipping company we believe recycling needs to be looked at in a much wider context. This is an issue which for many years has proven to be an extremely challenging area for the shipping industry. We share some of the concerns of NGO's and others, but we are of the opinion that ship recycling requires a global approach with the commitment of not just the shipping industry but all involved parties, including regulators and national governments. Only then we will be able to create a worldwide level playing field, which will raise the working and environmental conditions at the recycling yards.

The EU, for example, is about to introduce a new European Regulation on Ship Recycling for European flagged ships. Whilst the EU list of approved yards can serve to raise standards of recycling and is a step in the right direction, it is not a global solution. We believe there is simply not sufficient capacity to absorb both small and bigger tonnage in the recycling yards in Europe and therefore it will be necessary to approve yards outside the EU which already meet the higher standards required. Rather than to exclude facilities based on their geographical location the only way to ensure health and safety of workers and environmental protection is to impose global legislation.

Therefore the shipping industry - including Seatrade - has been pushing for international legislation such as the Hong Kong International Convention which was already adopted in 2009 and developed with input from the International Maritime Organisation (IMO)-member states and non-governmental organisations.

The Hong Kong Convention is aimed at ensuring that ships when being recycled after reaching the end of their operational lives do not pose any unnecessary risk to human health and safety or to the environment. It also addresses the working and environmental conditions in many of the world's ship recycling facilities. The convention is a significant breakthrough and imposes requirements on the ship, the yard, the flag state and the national authorities. Once the convention has come into force, ships registered in signatory countries may only be recycled at facilities in countries that have ratified the convention, either in Asia, Europe or Turkey. While we believe it is critical that ship recycling is regulated by such international laws many IMO-member states, including the Dutch government, have still not ratified this important Hong Kong Convention.

Although there is still a long way to go we have since 2012 witnessed further improvements in the worldwide ship recycling industry resulting in higher standards relating to the safe and green recycling of ships. An increasing number of yards in Asia and in Turkey, including the yard where two of our Spring class vessels were recycled now have been certified according to the Hong Kong Convention with other recycling facilities following. Against this background Seatrade firmly believes that we need a stronger focus of member states, including The Netherlands, to ratify the Hong Kong Convention and seek for further certification of individual yards. This will stimulate both countries outside the EU and shipbreaking yards to raise their standards and make substantial progress in the area of safe and environmental shipping.

Being a well respected partner in the shipping industry we receive a lot of support from all major industry colleagues who are basically acting accordingly with respect to recycling of vessels. The verdict will eventually have an impact on the persons involved but will by no means affect the daily operation, management and ownership of the commercial, ship owning and technical organization.
Seatrade made a scapegoat in EU scrapping verdict

Seatrade chief executive Yntze Buitenwerf says charges brought against the group by Dutch prosecutors were politically motivated, which if applied consistently would mean ‘jails would be full of shipping executives’

SEATRADE chief executive Yntze Buitenwerf says the company was singled out unfairly by a Dutch Court for violating European Union waste laws, in what he claims was a politically driven decision rather than shipowner negligence.

In an exclusive interview with Lloyd’s List, Mr Buitenwerf noted how it was the first time in history that a shipping company had been convicted for sending ships from European waters with “the intention to be scrapped.”

Antwerp-based Seatrade, the world’s largest conventional reefer operator, was charged by a Dutch prosecutor in February for breaching the EU Waste Shipment Regulation for sending four vessels from the ports of Rotterdam and Hamburg in 2012 for ultimate scrapping in India, Bangladesh and Turkey. The Dutch prosecutor issued hefty fines and a 12-month ban against two company directors barring them from all shipping-related activity.

The four vessels in question were sold to another owner before they went to scrap, however, the punishment was handed out on the basis of Seatrade’s “intention” to scrap the vessels that fell afoul of EU regulation.

“Of the 800 to 1,200 vessels that are being sold off to be scrapped each year, these four ships are the only ones that have been found to conflict with this waste export legislation,” he said.

“It is 100% a political game that is being initiated by the Dutch government. We have been singled out unfairly.

“Historically we have hardly recycled any ships, because we normally sell the ships when they are 20 to 25 years old.”

Moreover, he says that the vessels had to be recycled having comfortably exceeded their shelf life.

“The law dictates whether you can scrap a ship or not. Today anyone can scrap a ship, not with the intention to be scrapped but with a decision to be scrapped.”

Mr Buitenwerf says it is the company’s duty to conduct itself in a proper manner, acting with a clean environmental conscience.

“We comply with the law and as a company have a very clear statement in which we want to do this in the most environmentally friendly way possible, based on the Hong Kong Convention.”

Although Mr Buitenwerf says this is not “heaven on earth”, he sees it as a step in the right direction.

“If these ships had to be recycled in Europe, with its small number of yards, all the ports would be congested. Scrapping is allowed and we and other big companies say they will only scrap based on the Hong Kong Convention.”

“Maersk, for example, recently said that it plans to recycle a large number of ships and will do this complying with the HKC,” he added.

Know your enemy

Nevertheless, the Seatrade verdict has certainly ruffled industry feathers.

Shortly after the Seatrade trial, a legal source told Lloyd’s List that shipping compliance with waste regulation in other European Union countries would come under greater legal scrutiny, while setting a precedent for a number of authorities investigating similar cases in the UK, Norway and Belgium.

“Now the whole world is shaken up, because everyone that has scrapped a ship in the last six years must have had an intention to scrap a ship. It is not like you pass the beaches of Alang and say: ‘Hey, look at this nice beach. Let’s beach her.’”, said Mr Buitenwerf.

“The jails would be full of shipowners right now if you apply the same ruling where we have been the only ones singled out,” he added.

With more than 10,000 ships sent to breakers since 2012, Mr Buitenwerf says a large number of shipping executives will be looking nervously over their shoulder.

And perhaps even more so after he revealed that telephone conversations between Seatrade executives were overheard by the Dutch public prosecutor for up to four months to determine whether scrapping was intentional.

“Of course we talked about it. We even put it in our company magazine because people had been sailing on these ships for a long time. People had good memories on these ships and we never made a secret out of it.”

Seatrade has learnt its lesson, though, and vigilance is top of the agenda.

“We now make sure we are aware of the enemy around the corner,” said Mr Buitenwerf.
Let's call her Irma. She is beautiful: curly little hairs, a copy of her mom Maria and the same eyes as her dad Harvey. She is bound to cause some serious damage during her life.

One thing is for sure: this is not how Irma was introduced to our lives. From the warm waters west of Cabo Verde, she took a decisive path, one to teach all of us a lesson in dignity and one to never forget.

On 4 September 2017, two days before Irma reached our beautiful island of St Maarten, the first real indicators came about, which showed that Irma was becoming a monster, with on her path amongst others the combined islands of St Maarten and St Martin. People started to prepare their houses, bars and hotels for the worst, not knowing how in the world you could get ready for the forecast conditions.

Then D-Day came and on that early morning of 6 September, all communication with the island halted. For the outside world it became as quiet as during the eye of this mega storm and this for days and days after Irma decided she had enough play time and moved on to pester other victims.

As bad and frightening as Irma was, only after she left St Maarten became more of a war zone. Instead of people helping each other, looters presented themselves and started robbing stores and houses (the first looters came out in the streets already during the eye of the storm!), leaving behind even more havoc. As if it wasn’t bad enough that people lost most of their belongings, the few things they possessed were also taken away. Police was helpless, so only when the Dutch military arrived, the situation started calming down. Tourists trapped in hotels were able to fly out; people started cleaning up their surroundings; the slow recovery process had begun... or so everyone thought.
The whole country held their collective breaths when Maria was announced, with one of the potential paths of destruction crossing St Maarten AGAIN. Needless to say, our beloved island was not ready for it, hence the only option we had was hope for the best. "Luckily", Maria spared St Maarten, but she decided to challenge amongst others Dominica and Puerto Rico. Unfortunately, like St Maarten with Irma, those islands were no match for Maria. Heavy flooding, destroyed houses and lives, nature did show off this hurricane season ...

MarSea as a company also took a big hit. Luckily Leonardo and Shawn did not suffer severe damages to their houses, but the office was hit hard, with months needed to rebuild everything. As I was on my honeymoon in Europe, I acted as a crisis centre to communicate with the lines we represent and make sure vessels were only sent to St Maarten with relief goods. It took us weeks to get back to our island and when arriving there, it felt like we had to start from scratch, like in 2014 when we started MarSea.

In some people, this bad situation brought out the worst, but the precarious conditions we were all facing did move many people to help and contribute. Through MarSea, relief containers were received to help us build up the office again and get us through the forthcoming months without water and electricity. On top of that, our principals Seaboard/Seatrade/SeaRed/StreamLines/ZIM also sent support for the people of St Maarten, which we will always be grateful for. Suddenly, ordinary meals like rice and chicken, bread with "choco" [ed. chocolate spread] and canned tuna felt like luxury 7-course dining experiences. All the little bits helped to keep us going and go that extra mile to get back on our feet.

Until the end of October, we worked from someone's home, trying to get the business going again and hoping water and electricity would soon be restored. Irma did not only test our homes and infrastructure, but also our patience and our minds. It showed the weak points of the island but also brought out the strong ones, with people showing resilience and refusing to leave their homes but eager to start building again, with a next hurricane season around the corner. Forever this will be remembered as SXM Strong.

Even though all of us were looking at an unknown recovery time, it seemed like we were running on automatic pilot, doing what we do best with less than limited resources. It made us to the team we are today.

At the time of writing it is end March and the island has seen new elections, new cars and new roofs, but still is facing a long road to be where we were before the Storm. Insurance companies are still playing their normal games; the port is not able to contain (yet) the congestion caused by Irma and infrastructural damages keep affecting power and water provisioning. With a new hurricane season looming, we cannot say with confidence we are ready yet.

We did receive positive news about the Dutch government freeing up the promised EUR 550M funds for the rebuilding of St Maarten, but as we still face political uncertainty and it remains unclear what the money is meant for, it is difficult to say where St Maarten will stand in one year.

As imports are and will be booming for the next couple of years, MarSea will surely recover from this hit. We just have to make sure we rebuild stronger and not cheaper, so we can safeguard the island from a new Irma.

As a team, we would like to again thank for all the support we received from around the world, all the kind words and messages, which will be forever in our hearts.

Tom Verlinden  
MarSea Services
Only in New Zealand!
Spotted in Tauranga, New Zealand, a container full of Zespri kiwifruit!
At which end of the rainbow would be that pot of gold? The Luzon Strait arrived in Hamburg sailing towards not one, but two rainbows!

Photos courtesy of Carsten Schryver of H.J. Schryver & Co. (GmbH & Co. KG)

Pacific Reefer spotted just off Flushing, the Netherlands
We are all aware that time flies, especially when you are having fun! At GreenSea we are having fun every day as we work with passion together with our crews and colleagues from all over the world to differentiate ourselves as the Number 1 small size reefer specialist. It feels as if these five years have passed in a blink of an eye: yes, GreenSea Chartering exists already for 5 years. Time to have a brief look back and celebrate the past, but also the future!

GreenSea Group NV with commercial agent GreenSea Chartering started its operations in the beginning of 2012. It all began once it became clear that the pool partners in former Hamburg Reefer Chartering would part ways and Green Reefers and Seatrade decided to create a new set-up, combining their strengths in the smaller segment. The partners agreed that GreenSea was to be an entire new company, with a fresh and young spirit. The mission which summarizes the spirit of GreenSea was (and is) stated as follows:

“GreenSea is all about dedicated shipping. We will not cater to just anyone, we cater to specialised clients. We work for clients who we can service better than any other shipping company. We believe in building strong and sustainable relationships as well as a sustainable fleet. That is why GreenSea delivers more than just your valuable cargo. We deliver peace-of-mind, the human touch.”

In a short period around the end of 2011 all 40 Green/Seatrade vessels were delivered from the Hamburg pool into the GreenSea pool. A very hectic and stressful period for the newly formed commercial and operational team. First fixtures and negotiations were made in a Seatrade conference room (the banana room) which was used as start-up emergency office while the team worked hard to get the office in the North Trade Building up and running. In the meantime the 40 vessels, colleagues and partners worldwide expected business as usual, a challenging task. Once the team was installed in the new office, the long road of (re-)building long term customer relations and smoothening operations began and this brings us to where we are today.

Over the years trades have changed or disappeared and new opportunities have emerged. Sanctions and market protections are everywhere, but cargoes continue to find their way. Vessels have been sold and added, colleagues have left and joined us. The international crack down on Illegal Unreported and Unregulated (IUU) fishing has intensified and is strongly supported by GreenSea. It also led to new bureaucratic challenges which were overcome and turned into opportunities and unique selling points; the company successfully became the first Friend of the Seas certified shipping company in the world and joined the 360 Quality organisation.
We have carried each year about 600,000 mt of frozen pelagic fish all over the world and this is only a fraction of what we do. We are very active in tuna, squid but also in potato and fruit trades all over the world. In the first five years we have made some 1,400 voyages.

Looking at the GreenSea fleet now we see a much more diverse portfolio with a wider range of ship sizes. Last but not least four new build freezers will be added later this year. Perfectly designed vessels, tailor made to serve our core trades of pelagic fish, tuna, potatoes and squid. With our strong customer base and industry support we see a bright future for the small reefer segment, full of opportunities.

Of course we could not let our fifth anniversary pass by without celebrating this milestone! We contacted Seatrade’s experienced party planner Danielle van der Eide to assist us. She has proven to be of great help, and very soon we had a full plan in place. The party was to be held in Antwerp on 9 September 2017 together with our customers from around the world.

We were delighted to receive about 120 guests on this chilly but dry Saturday, and what better way is there to start a maritime party with a boat tour on the river Scheldt. Around 16:00 everybody was on board of the recently renovated Flandria and we started our 2-hour trip on the river, which provided for scenic views of the city. Meantime our invitees had the opportunity to enjoy five special Antwerp beers to be paired with local snacks. You can probably imagine that upon our return everybody was in the right mood to continue the party.

It was only a short walk crossing the quayside to The Shop, our party venue for the evening. Here all guests received an interesting maritime cocktail and soon thereafter the walking buffet was served. Managing Director Hans Mol took the opportunity by means of a speech to explain more about the freezer new build program and to thank our customers, employees and partners worldwide for their continued trust and support in GreenSea. Without their support we would not have been able to reach this fifth anniversary successfully. The concluding message given to everybody was: Keep up the spirit!

It did not take long for the dance floor to fill up while cover band “Back to the Groove” gave a great performance with various styles of music. The mixed crowd of customers, colleagues and partners showing their best dance moves, some more talented than others in the art of dancing, enjoyed themselves until late that evening.

We look back upon a very memorable day and evening and thank all the guests for taking the effort to join us.

Niels van Belzen
GreenSea Chartering
All of you who read this magazine regularly will know about Seatrade’s newbuilding programme and that part of that programme is the building of four handy-size freezer vessels. Through a few words and some pictures we will give you the opportunity to get more familiar with these new ships, how they are being built and their present status.

The vessels are being built at the shipyard of Guangxin Shipbuilding & Heavy Industry near Zhongshan. This city is known as the birth place of Dr Sun Yat-Sen, an important figure in Chinese history at the beginning of the 19th century. Zhongshan is located in the southern (sub tropical) province of Guangdong, in the Pearl River Delta and close to the large city of Guangzhou to the north and Hong Kong to the east.

GSHI Shipyard used to build mainly for the off-shore fleet, but due to the sharp decline of projects for the oil industries it changed to other markets, resulting in the contracts with Seatrade.

After a lot of preparations by Seatrade’s Newbuilding Department for the design and specification, the actual building started on 10 September 2016 with the steel cutting for the first vessel built under yard number GS15202. The subsequent vessels are numbered GS15203 to GS15205.

Out of the basic steel plates which vary in thickness, have an average size of 2 by 10 metres and are temporarily protected with shop primer, the cutting is done by a computer guided plasma cutter to get as much usable material out of one plate as possible. The separate pieces are welded together to so-called sub- assemblies and these are put together into block sections. Some blocks are joined together into even bigger blocks. When blocks are completed and inspected, they are put in a special workshop for grit blasting and after that moved to an adjacent workshop for painting.
When the coating is dry the blocks can be put together and a ship is formed. At this stage the building process moves from the workshops to the drydock. The milestone for the first block of the first vessel put into the dock took place on 8 May 2017.

As per Chinese custom all milestones and ceremonies are accompanied by fire crackers and incense burning to cast off evil spirits, and on this occasion a 'western' tradition was also introduced by putting a coin (in this case two coins, a Euro and a Yuan coin) under the keel for good luck and prosperity.

During the block building and onward works in dock, the various piping systems are manufactured and installed. In total well over 10,000 pipe sections are prefabricated per vessel, part of them PE piping.

In the mean time it was decided to name the vessels Orange Spirit, Orange Sea, Orange Stream and Orange Strait.

While at the yard the hull and superstructure are assembled, the various pieces of equipment are purchased, produced and some tested at the factory before shipment to the yard. For example the main engine, generator sets, shaft end propeller, switch boards and derricks are inspected at their respective factories before being put on transport.

All major equipment and machinery has to be in place inside the hull before the accommodation is hoisted into position. Around that time another major task is started, being the installation of all electrical cables. Onboard one vessel about 130 kilometres of cable is laid out.

With the accommodation welded, most equipment in place, the propeller with shaft, the rudder installed and aligned, it is time to float the ship for the first time. For ships number 1 and 2 this milestone took place on 9 April 2018. Ships number 3 and 4 remain in dock for the time being. The vessels are 115 metres long (overall), 18 metres wide and from keel to main deck 10.3 metres high.
With the vessels in the water all systems can be made operational and ready, and specifically for our vessels the insulation of cargo holds is started. A total weight of approximately 275 tons of insulation and grating materials will be placed on board each vessel.

The next milestone is when the vessel 'sets sail' for the first time for sea trials, but that is still in the future.

That completes the brief overview of the project until now. As it takes place far from other Seatrade work places, some things can be a bit different from elsewhere in our company.

Here the working language is Mandarin, and although very common and natural to more than a billion people for some it remains an incomprehensible language and script. Translations are kindly provided on and outside the work place but can still leave you a bit puzzled...

班后必须关电
断气
Must shut electric to snuff out after work

Smoking is forbidden in the offenders according to chapter processing.
Something that is not a common sight at most Seatrade offices is the workplace siesta: sleeping on the work floor (sometimes literally) during the long lunch break (2-3 hours depending on the season).

Making a short and clear statement is not always easy. Language barriers, however, do not occur when you celebrate your King’s birthday with Chinese colleagues.
Surviving traffic can also be a challenge, because below question from a driver’s licence test has one, theoretically, correct answer and three, practically, not entirely wrong answers.

**Example question**

From which side of the car in front should you overtake in this situation?

- a. May overtake from both sides of the vehicle in front
- b. Should overtake from the right side of the vehicle in front
- c. Should overtake from the left side of the vehicle in front
- d. Should overtake from the side of the vehicle in front with no obstacles

Other striking traffic observations are that the use of vehicle lights is not a popular option for quite some road users and that very few people actually seem to notice below traffic sign.

All combined this part of the Seatrade Newbuilding programme remains an exciting challenge!

Tienco de Vries
Seatrade Groningen

There’s a bug going around town. The wife is a school teacher and has been fighting a bad cough and low-grade fever for the past week. I’ve opted to sleep on the couch, to try to hold it off. That and a lot of Lysol seems to be doing the trick so far. Some of the office staff had kids home from school this week due to similar symptoms. While we haven’t had the dramatic weather fluctuations that a lot of the rest of the country has seen in the past few months - with extremes of warm and colder days - we have seen some unusually cooler days later into April and a very active allergy season. The air in an old building and no ability to open a window (on those rare days when it’s cool enough to do so) doesn’t help in knowing if it’s a cold, a virus or allergies.

By 3pm today, I found myself as literally the last person standing in the office. The rest had succumbed to the bug. Either that or found this a good excuse for an early start to the weekend. With the high season winding down, I don’t begrudge anyone from taking a bit of ‘me’ time, if they can manage. Normal office hours don’t really exist in this business anymore and we’ve been allowing most staff a work-from-home-day at least once a week anyway. On top of that, Fridays are often deadly quiet until about 4:30pm and then some major drama pops up. It’s like clockwork and often involves a requirement for some document to be signed by someone who is unreachable or some expensive operational decision that must be taken when senior management or decision makers are off the grid.

I’ve never been shy about making command decisions and am used to the fire drill by now. It’s slightly disappointing if nothing pops up since the adrenaline and extra caffeine go for naught.

I’ve been in this current position for going on 20 years and I was trying to think back to when I last called in for a sick day. Don’t get me wrong, I’ve missed days to attend to family in the hospital for surgery and for funerals. Honestly, though, I can’t recall a single time I missed coming to the office for an own illness. Going back to the job prior to this one and the 10 years spent there, I also can’t recall ever calling in sick.

I broke my hand a few years back. The doctor called it a boxer’s break. Let’s just chalk that injury up to a temporary lack of sensibility. The injury occurred in the office and I drove myself to the hospital and was back in the office two hours later. The break required surgery to insert a titanium pin. I scheduled that surgery for an early Saturday morning and was back behind the desk that Monday morning. On more than one occasion, I’ve gone straight to the office after a root canal.

I always encourage our staff to stay home, if they don’t feel well, as I don’t want to risk catching what they may be carrying. I’m sure that there were a few times when I came into the office carrying a bug and selfishly passed it on to a colleague. While admittedly not the right thing to do, I just have never felt bad enough to spend a day in bed or on the couch. Believe me, I do enough of that on quiet weekends.
Don't get me wrong, I don't believe that I'm blessed with a golden immune system. I grew up at a time when Marcus Welby MD was a weekly TV fixture in our household and every week I would swear to my parents that I had contracted the featured disease. Unless a limb was detached, or a stream of blood was flowing out of an orifice, my mother was having no part of taking me to the doctor. After a few weeks of complaining about constant stomach pains, my mother finally broke down and took me to the doctor. When the doctor prescribed that my mother administer an enema on me (I was probably 13 or 14 at the time), the thought of that alone quickly took care of the stomach pains.

Even when I was truly sick, I was rarely taken to the doctor. One time I contracted a case of hives that was so bad that it covered my eyelids - along with the 99% of the rest of my body. Three days into my mother's standard medical treatment of flat Coke and warm baths, the symptoms had worsened. When she took me to the doctor, he told her I should have been taken straight to the hospital. I spent two nights in the hospital.

Then there was the time while mowing the family lawn that I got frustrated with the mower and kicked it. Not a smart decision, as my foot slipped under the mower while the blade was running. The pain was intense and there was most definitely blood. My mother's suggestion was to wrap a towel around it and wait for my father to get home. Two hours later I was in the hospital again getting a dozen stitches. Luckily, I was wearing a pair of heavy leather sneakers and not canvas. Otherwise, they would still be calling me "nine toes."

In high school, I took a nasty fall on a wet staircase - just to paint the picture more clearly for you, this was the late 70's, when platform shoes were a thing for guys to wear - think John Travolta's shoes in Saturday Night Fever. It was a hard fall that was witnessed by a couple of teachers. The teachers insisted I stay on my back until an ambulance arrived and I could be taken to the hospital. They called my mother to come down to the roof of the building on to my face. Finally, she agreed to let me go to the hospital. I had a concussion.

I should be unstrapped and sent back to class. This discussion was taking place while a steady stream of rain was falling from the roof of the building on to my face. Finally, she agreed to let me go to the hospital. I had a concussion.

Now don't get me wrong. My mother was not a horrible person. She simply had a different sense of what constituted a medical emergency, and, in her defense, I tried to fake my way out of school many times as a kid - spinning in circles to make myself nauseous or holding an oral thermometer under a stream of hot water to try and fake a fever (she never did buy the +110oF fever). She was also a tough lady who survived multiple cancers, a heart attack, diabetes and serious internal injuries incurred as the result of an auto accident at the age of 78 - only to succumb to the MRSA virus contracted while in the hospital for the injuries from the accident. Maybe she knew hospitals weren’t safe places?

The hypochondria/TV show syndrome followed me into adulthood and continued into the era of House - the TV show that featured an exotic or rare medical condition that had to be diagnosed and cured in each episode. I can vividly recall doing a self-check to determine if I could possibly have one of these diseases.

That aspect of my personality seems to have dwindled over the past dozen years. These days I’m more reluctant to go the doctor unless it’s something that simply won’t go away on its own. I’ve had persistent disk/back problems and related pinched nerves for many years - something doctor’s call “tech neck”. I’ve tried spinal injections of cortisone, physical therapy, hypnosis, acupuncture and deep tissue massage. While all these treatments helped to some extent, time and exercise seem to work best - that and changes in posture and repetitive motion or simply putting the damned phone down.

I did have a real heart health scare about five years ago, that had me in the hospital for a couple of days (weekend, of course) and has resulted in me now being on blood pressure and cholesterol medications. These things come with age. Doctors always tell you that you need to reduce stress. Yeah, sure, let me quit my stressful job. There’s nothing stressful about that prospect. It’s not like we can simply choose to become yoga instructors and all our worries will disappear.

Entering 2018, I made a commitment to running a 5k race each month. I was never a runner growing up, so it’s been a challenge with occasional aches and pains. I’ve managed to get my time down below a 9-minute mile average speed. Strangely enough, I start each race thinking if I can make it past the first mile I’m not going to have a heart attack and drop dead. That’s an encouraging sign and I trudge through the other 2.1 miles. Last week, I even managed to earn a medal finishing second in my age group. If I can keep this up a few more years, I’ll be in the next age group and might find myself finishing first.

Illness and injury are a part of life. Maybe I don’t call in sick because of stupidity or dedication or fear? We are the only ones who can judge our own bodies and own capacity to endure, but then life is an occupational hazard.

Howard Posner
Seatrade USA
JOIN THE COMPETITION:
Send us the codes and/or the answers to the trivia by E-mail, and try to win one of four Seatrade watches, or even an iPod!

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 length cabling is laid on each of the new freezer vessels?
2. Who received 12,000 francs from Napoleon for his food preservation technique?
3. When did Anlin celebrate its 20th anniversary?

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 a 128GB iPod touch! Deadline for your response is 3 November 2018. The names of the winners will be published in the next issue of Simply Seatrade.

The answers of the puzzle and trivia in issue 01/2017 were:
Puzzle: easy code = 862 / hard code = 521 / very hard code: 731
Trivia: 1) Dunkirk and Tauranga; 2) Rotterdam; 3) Spot On Learning (or e-learning)

We once again received a fabulous response; thank you so much! The winners are Andrei Komov, ABOT Aconcagua Bay (puzzle - easy), Sergey Giletskiy, C/O Pacific Reefer (puzzle - hard), Helen Samtem, Avior Marine (puzzle - very hard) and Pavel Saprykin, 2/O Regal Bay (trivia). They will all receive a beautiful Seatrade watch. The lucky winner of the iPod is Andrey Chekalin, 3/E Timor Stream. Congratulations!
### Fleetlist

**Operated by Seatrade Reefer Chartering**

**- Reefer vessels-**

<table>
<thead>
<tr>
<th>Name</th>
<th>Cbft</th>
<th>Sqm</th>
<th>Built</th>
</tr>
</thead>
<tbody>
<tr>
<td>Baltic Klipper</td>
<td>661,636</td>
<td>7,118</td>
<td>2010</td>
</tr>
<tr>
<td>Atlantic Klipper</td>
<td>661,530</td>
<td>7,118</td>
<td>2011</td>
</tr>
<tr>
<td>Swedish Reefer</td>
<td>645,586</td>
<td>7,565</td>
<td>1992</td>
</tr>
<tr>
<td>Schweiz Reefer</td>
<td>645,586</td>
<td>7,565</td>
<td>1992</td>
</tr>
<tr>
<td>Italia Reefer</td>
<td>645,586</td>
<td>7,565</td>
<td>1992</td>
</tr>
<tr>
<td>Hellas Reefer</td>
<td>645,586</td>
<td>7,565</td>
<td>1991</td>
</tr>
<tr>
<td>Nederland Reefer</td>
<td>645,586</td>
<td>7,565</td>
<td>1991</td>
</tr>
<tr>
<td>Lombok Strait</td>
<td>626,011</td>
<td>7,341</td>
<td>2002</td>
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<tr>
<td>Luzon Strait</td>
<td>626,011</td>
<td>7,341</td>
<td>2002</td>
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<tr>
<td>Atlantic Reefer</td>
<td>597,139</td>
<td>6,804</td>
<td>1998</td>
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<tr>
<td>Pacific Reefer</td>
<td>596,925</td>
<td>6,803</td>
<td>1999</td>
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<tr>
<td>Royal Klipper</td>
<td>580,754</td>
<td>6,613</td>
<td>2000</td>
</tr>
<tr>
<td>Comoros Stream</td>
<td>580,754</td>
<td>6,613</td>
<td>2000</td>
</tr>
<tr>
<td>Polarstream</td>
<td>564,280</td>
<td>6,495</td>
<td>1999</td>
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<tr>
<td>Polarlight</td>
<td>564,160</td>
<td>6,493</td>
<td>1998</td>
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<tr>
<td>Emerald</td>
<td>548,718</td>
<td>6,244</td>
<td>2000</td>
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<td>Elvira</td>
<td>548,666</td>
<td>6,244</td>
<td>2000</td>
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<td>Esmeralda</td>
<td>548,643</td>
<td>6,243</td>
<td>1999</td>
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<td>Crown Emma</td>
<td>547,680</td>
<td>6,228</td>
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<td>Pacific Mermaid</td>
<td>540,572</td>
<td>6,075</td>
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<td>Timor Stream</td>
<td>535,112</td>
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<td>Eastern Bay</td>
<td>533,899</td>
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<tr>
<td>Mexican Bay</td>
<td>532,061</td>
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<td>1994</td>
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<tr>
<td>Fortuna Bay</td>
<td>532,061</td>
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<tr>
<td>Regal Bay</td>
<td>526,250</td>
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<tr>
<td>Fegulus</td>
<td>526,141</td>
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<td>Atlantic Acanthus</td>
<td>504,511</td>
<td>5,759</td>
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<tr>
<td>Santa Maria</td>
<td>463,963</td>
<td>5,140</td>
<td>1999</td>
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<td>Santa Lucia</td>
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<td>Cold Stream</td>
<td>456,785</td>
<td>5,217</td>
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<td>Runaway Bay</td>
<td>516,227</td>
<td>5,852</td>
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<td>Aconcagua Bay</td>
<td>512,361</td>
<td>5,894</td>
<td>1992</td>
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<tr>
<td>Humboldt Bay</td>
<td>508,551</td>
<td>5,854</td>
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<tr>
<td>Fuji Bay</td>
<td>502,514</td>
<td>5,858</td>
<td>1990</td>
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<tr>
<td>Everest Bay</td>
<td>449,201</td>
<td>5,219</td>
<td>1989</td>
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<tr>
<td>Whitney Bay</td>
<td>449,175</td>
<td>5,208</td>
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**- Specialised reefer container vessels-**

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<th>Built</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seatrade Orange</td>
<td>2,200</td>
<td>650</td>
<td>2016</td>
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<tr>
<td>Seatrade Red</td>
<td>2,200</td>
<td>650</td>
<td>2016</td>
</tr>
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<td>Seatrade White</td>
<td>2,200</td>
<td>650</td>
<td>2016</td>
</tr>
<tr>
<td>Seatrade Blue</td>
<td>2,200</td>
<td>650</td>
<td>2017</td>
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<tr>
<td>AS Fioretta</td>
<td>1,296</td>
<td>390</td>
<td>2007</td>
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<tr>
<td>Varamo</td>
<td>1,296</td>
<td>606</td>
<td>2007</td>
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**Operated by GreenSea Chartering**

**- Reefer vessels-**

<table>
<thead>
<tr>
<th>Name</th>
<th>Cbft</th>
<th>Sqm</th>
<th>Built</th>
</tr>
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<tbody>
<tr>
<td>Bay Phoenix</td>
<td>400,884</td>
<td>4,544</td>
<td>1993</td>
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<tr>
<td>Lagoon Phoenix</td>
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<td>1993</td>
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<tr>
<td>Water Phoenix</td>
<td>398,470</td>
<td>4,736</td>
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<tr>
<td>Sierra Queen</td>
<td>375,477</td>
<td>4,497</td>
<td>1992</td>
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<tr>
<td>Green Chile</td>
<td>371,412</td>
<td>4,121</td>
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<tr>
<td>Prince of Seas</td>
<td>362,351</td>
<td>4,313</td>
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<td>Cool Expreso</td>
<td>298,320</td>
<td>3,512</td>
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<tr>
<td>Nova Florida</td>
<td>265,246</td>
<td>3,144</td>
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<td>Breiz Klipper</td>
<td>261,262</td>
<td>2,961</td>
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<td>Sierra King</td>
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<td>Sierra Laurel</td>
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<td>Sierra Leyre</td>
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<td>Sierra Loba</td>
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<td>Nova Zeelandia</td>
<td>238,985</td>
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<td>New Takatsuki</td>
<td>237,136</td>
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<tr>
<td>Coppenname</td>
<td>212,102</td>
<td>2,453</td>
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**Non-Pool vessels managed by Seatrade Groningen B.V.**

**- Reefers-**

<table>
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<tr>
<th>Name</th>
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<th>Sqm</th>
<th>Built</th>
</tr>
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<tr>
<td>Cala Pino</td>
<td>720,000</td>
<td>7,781</td>
<td>1999/2007</td>
</tr>
<tr>
<td>Cala Pula</td>
<td>720,000</td>
<td>7,781</td>
<td>1999/2006</td>
</tr>
<tr>
<td>Cala Palma</td>
<td>720,000</td>
<td>7,781</td>
<td>2000/2007</td>
</tr>
<tr>
<td>Cala Pedra</td>
<td>720,000</td>
<td>7,781</td>
<td>2000/2007</td>
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</table>

**- Juice tankers-**

<table>
<thead>
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<th>Name</th>
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<th>Sqm</th>
<th>Built</th>
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</thead>
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<tr>
<td>Joint Frost</td>
<td></td>
<td></td>
<td>1979</td>
</tr>
<tr>
<td>Juice Express</td>
<td></td>
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<td>2018</td>
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**- Newbuildings-**

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<th>Name</th>
<th>TEU</th>
<th>Plugs</th>
<th>Delivery</th>
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</thead>
<tbody>
<tr>
<td>Seatrade Green</td>
<td>2,200</td>
<td>770</td>
<td>Sep-18</td>
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<tr>
<td>Seatrade Gold</td>
<td>2,200</td>
<td>770</td>
<td>2019</td>
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</table>

<table>
<thead>
<tr>
<th>Name</th>
<th>Cbft</th>
<th>Delivery</th>
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<tbody>
<tr>
<td>Orange Sun</td>
<td>300,000</td>
<td>2018</td>
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<tr>
<td>Orange Sea</td>
<td>300,000</td>
<td>2018</td>
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<tr>
<td>Orange Stream</td>
<td>300,000</td>
<td>2018</td>
</tr>
<tr>
<td>Orange Storm</td>
<td>300,000</td>
<td>2018</td>
</tr>
</tbody>
</table>

Status June 2018

All particulars believed to be correct but not guaranteed.