FROM THE EDITORS

In this edition of Simply Seatrade, we offer you up a taste of the blues. No, we’re not offering a review of that quintessential American musical genre. Nor are we pondering that malaise often accompanying the transition to those long winter nights in the Northern Hemisphere. The blues we speak of are in fact the world’s favourite super food - the blueberry. While you sit down to enjoy a heaping bowl of nature’s delicious bounty, you’re welcome to join us as we offer up travel tips to New Bedford and Manila. While in Manila, we’ll visit with a crewing office and join at a seminar. And while we’re on the subject of travel, we’ll take a look at the history and development of trade shows and fairs, and please join us on a road trip from Antwerp to Banjul.

You’ll read about how our colleagues on the ship management side have been busy refreshing their websites and learn about the implementation of a new Management and Leadership Development Program for Officers, and a Captain providing valuable advice to young seafarers. Along the way, you’ll find all your favourite, regular features. Happy readings and the Editorial Team wishes you all a happy and healthy 2015!
Another year has gone by. A year that appears to have passed faster than ever. The pace of new technological and scientific developments seems unprecedented. We are able to make payments with our mobile phones, wear ‘smart’ glasses, deploy humanoid robots, cycle on solar energy generating lanes and even hitch a ride on a comet.

All these new insights could not prevent old conflicts from resurging, new ones from arising and a deadly disease from breaking out. The tragic events caught hold of an increasingly globalizing world and sometimes even directly affected our lives. For us at Seatrade it means a continuous monitoring and accurately instructing of crews and visitors of ships trading in the vicinity of Ebola affected or war zones.

In this changing environment specialised reefer operators have been and are searching for their competitive edge, their distinctive features and their ability to re-invest in a renewed world both logistically, environmentally, financially, politically and competitively.

We are convinced that the need for the FDD concept is manifest. In fact it is what we have done since the establishment of our industry, but the market requirements for our Fast, Direct and Dedicated services have become more evident as customers are in need of fresh and tasteful produce which often cannot be delivered by the mainstream container lines. In the end it all boils down to adding value to the products that we carry.

In this fast-moving world of technological change, Seatrade shipmanagement does not lag behind. We are exploring the possibilities of internet onboard ships and are in the process of speeding up (inter)office internet connections.

The new websites of the Seatrade Shipmanagement Group (www.seatrade.nl and www.reedereitriton.de) went live. Along with the contemporary design, the sites have been made adaptive to most (mobile) internet devices. Check out the team pictures to see with whom you are dealing and keep in direct contact by connecting or ‘liking’ us on LinkedIn!

The ongoing substantive development of the Seatrade Standard is reflected by a colourful and more cognitive presentation which, in our opinion, will enhance understanding and performance. As replacement for Triple-S, the new design will increasingly pop up during seminars and on social media. ‘Consense’, our new QMS system, is now fully operational. The digitalization of quality procedures is user friendly and facilitates a substantial reduction of paper.

Competence and dedication of our office staff and crews resulted in successfully passing the office ISM/ISO audits and improving accident and port state control records.

There is currently little activity in the dry-docking field with only mt Lioba and mv Whitney Bay being kept up in Viana do Castelo and Dubai respectively. More movement is taking place on the “Kiwi-project”: The innovative reefer container newbuilding saw new findings resulting in technological add-ons and is now well underway. Keel laying is expected in February 2015. Once topical we will keep you posted on the progress through our website(s).

In the Final Countdown to the seasonal celebrations our fleet is busy delivering fish, fruit and meat in time for the traditional dishes and celebrations around the world. We wish you a fast, direct and dedicated Christmas and may the New Year bring happiness and wisdom to the world!

The Management
Triton’s website went online in 2000, with the Seatrade Groningen one following three years later in the same design. Both websites have fulfilled their duties for almost 15 years. Within those 15 years a lot has happened in the world that produced the World Wide Web, Apple, Facebook and smart phones with an unlimited number of apps.

What would we do without Internet? Remember the time when having a mobile phone was still something extraordinary? We just cannot imagine going back to an offline world!

While we are shifting away from printed media, with the exception of Simply Seatrade of course, the online representation of a company becomes ever more important. What do you do when you have just heard about a company or product in the news or offline from your friends? Exactly: you google it! And that is where we detected a problem: When you googled Triton Schiffahrts GmbH or Seatrade Shipmanagement B.V. you ended up on two websites that missed the moment to step on the digital train. You had to read the long introductory text or click yourself through the menu in order to find out that the Seatrade Shipmanagement Group offers technical shipmanagement and crewing services for your vessels. There was no teaser to enter the page; nothing was moving, the pictures not appealing and it was not instantly clear what the group is doing. The effort was too large, as people are lazy and need information that is nicely prepared in small pieces and easy to digest. At least when it comes to websites!

It was time to change the online representation and speak up. Seatrade and Triton had no reason to hide; the shipowners of this world had to be made aware what services Seatrade offers. And more importantly, the Seatrade Shipmanagement Group has to be a tangible company, fully transparent. The easiest way to show this is to display your greatest asset: the people!

In line with the marketing activities to increase the brand awareness of the Shipmanagement Group, a representation was needed that revealed the same compassion, energy and loving spirit with which the services are introduced verbally offline by our employees.
NEW WEBSITES ONLINE
Shipmanagement companies Seatrade and Triton receive an online make-over

Half-a-year of designing, approving, writing and hard work
The project team set to work in week 8, 2014 when two design offices in Groningen were selected and invited to the Seatrade office in week 10. We wanted to present the designers the company, its services, the people and the atmosphere in the office. Their task was to present design proposals for a brochure and two websites (Triton and Seatrade Groningen), however, without understanding the company, its service and wishes for presentation this task would be difficult to accomplish.

In week 11 the two Dutch design companies pitched their ideas what the new corporate identity of the Shipmanagement Group could look like. In addition, in week 13 one German designer also presented his ideas. The decision was made to go with one of the Dutch designers because their sketches and evaluation of the group matched our ideas best.

We were looking for the following:
• combine conservative shipping with colourful and fresh design
• modern and timeless design
• easy software that our staff can maintain the site
• display the lively passionate company we are all working for
• show the human factor; Seatrade’s greatest asset is its people.

In week 16 the designers kicked off to produce designs for an updated Seatrade Shipmanagement Group company brochure, a fresh Seatrade Groningen homepage and also an updated Triton homepage. The Seatrade website was supposed to be completed first. Afterwards the same design/format could be copied for Triton with a different colour pattern, different pictures and new content. The idea 15 years ago to have the same design for both companies was not bad; both companies belong to the same group and do share more than only a similar online representation.

During summer the office also designed two advertisements for different newspapers and magazines.

In week 34 the company brochure went off to the printers and 750 pieces were delivered beginning of September. Not only was the content, order of articles and overall design changed multiple times, also the design of the cover page was adjusted throughout the many rounds. The final printed version shows the Magellan Strait off Tauranga.

Beginning of October both the Seatrade Groningen and Triton websites were delivered by the designers. After a last check of the content, both websites went online one by one in October.

The domain names of both websites have not changed:
www.seatrade.nl
www.reedereitriton.de
We hope you enjoy the new design!

Mareike Hilbig
Triton Chartering Hamburg
TRADE FAIRS & CONFERENCES

As members of the Seatrade family, we are spread across the globe and involved in all facets of the international perishable logistics industry, together with maritime trade and more specific sub-industries - we represent a potential trade show audience that encompasses hundreds of annual trade fairs.

An international trade show web directory lists a total of 1248 international shows under the "food and beverage" category, with another 1527 listed under "agriculture and forestry", 236 listed under "meat, poultry and seafood" and another 336 listed under the generic "logistics and transport" heading. The U.S. Department of Agriculture's Foreign Agricultural Service recommends a total of 22 international and 39 domestic shows for calendar year 2015. One could spend a full year doing nothing but attending fairs and trade shows.

For Seatrade's commercial staff, there may be a half a dozen or so key fairs that are attended each year. Shows in Russia and the Far East have grown in importance over recent years, while Latin America is fast becoming an important home of industry-specific fairs and conventions. Many fairs are regional in nature, while others might be as specific as one dedicated exclusively to Ecuadorian bananas.

This writer counts at least four large trade shows on the annual calendar, with numerous other local or regional events attended as time and budget allow. With our particular history and knowledge of the perishables transport industry, Seatrade management and staff are often sought as a speaker or panellist for an exhibition-related seminar.

Fruit Logistica in Berlin in early February and the Brussels Seafood Show in April have become must-attend events for much of the Seatrade family. Fruit Logistica has grown from humble beginnings to a show that draws more than 60,000 visitors from some 140 different countries and more than 2600 exhibitors annually. There is, perhaps, no other fresh produce-specific trade fair that encompasses the breadth and variety of commodities and countries represented under one roof.

Formerly known as the European Seafood Exposition/Seafood Processing Europe, Seafood Expo Global/Seafood Processing Global (aka, the Brussels Seafood Show) is the largest seafood trade event in the world. The event attracts more than 25,800 buyers and suppliers of fresh, frozen, packaged and value-added seafood products, equipment and services. Attendees travel from 150 countries to do business at the exposition. No other event in the world provides seafood professionals with direct access to qualified buyers and suppliers from all over the globe representing all aspects of the seafood industry.

The world's largest food and beverage fair is apparently too large to be held annually and is instead held every other year in Cologne, Germany. The first "Anuga" took place in 1919 in Stuttgart as part of a national gathering organized by Germany's specialist food retailers, and was a relatively small scale affair, involving approximately 200 exhibitors, and without any participation from foreign businesses. It was sufficiently successful to persuade the organizers to make the food fair an annual event, to be linked with the annual meeting of the nation's Specialist Foods Retailers' Association (Reichsverband deutscher Feinkostkaufleute).

Initially a different location was selected each year, with the event being held in Munich (1920), Hannover (1921), Berlin (1922) and Magdeburg (1923). The first Cologne Anuga was held in 1924, attracting 340 exhibitors and around 40,000 visitors. It was probably the largest Anuga during the inter-war period. The success of the 1924 event was partly the result of the professionalism with which it was conducted, but there was also a political dimension, with Cologne economically cut off from the rest of the country by foreign military occupation. The success of the 1924 Anuga could be presented as a demonstration against the British occupation, and the fair was described in the program as a patriotic gesture (eine "gute deutsche Tat").

In 2011 Anuga was open over five days, during which 154,516 trade visitors were welcomed to 6,409 trade stands representing 97 countries. In 2013, Anuga welcomed approximately 155,000 visitors to 6,777 trade stands.

THE BUSINESS OF TRADE FAIRS

The trade show industry is big business. According to an April 2011 article in MEETINGSNET.COM magazine, the trade show industry in the USA is larger than the auto industry. The U.S. meetings business supported 1.7 million jobs and generated $263 billion in spending in 2009. Trade shows and conferences directly generated $14 billion in federal tax revenue and $11 billion in state and local tax income in 2009 – contributing $106 billion to the nation's GDP. These figures grow exponentially, when looking at the history and growth of the trade fair industry worldwide.

Whether you are a local home and garden show with a couple of dozen stands drawing a few hundred attendees or a mega
industrial expo with hundreds of exhibitors and tens of thousands of attendees, trade fairs have become a ubiquitous marketing tool embraced by virtually every industry across the globe. Trade fairs are very much an important part of the modern marketing lexicon. This form of marketing or advertising is often called experiential. By definition, experiential marketing is a form of advertising that focuses primarily on helping consumers experience a brand. That consumer could be a home owner looking for new kitchen cabinets, a government purchasing agent looking for a new fighter jet or any myriad of combinations in between these extremes. The end product may be a service or a commodity.

While traditional advertising (radio, print, television) verbally and visually communicates the brand and product benefits, experiential marketing tries to immerse the consumers within the product by engaging as many other human senses as possible. In the end, the goal of experiential marketing is to form a memorable and emotional connection between the consumer and the brand so that it may generate customer loyalty and influence purchase decision. Trade fairs allow marketers to share this hand-on experience directly with end consumers.

THE DEFINITION OF TRADE FAIRS, EXPOSITIONS AND EXHIBITIONS

The roots of the modern phenomenon of trade fairs, exposition and exhibitions can be traced back to their language origins. In colloquial speech the concepts are used interchangeably.

The word “fair” comes from the Latin “feria” meaning “holiday” as well as “market fair”. This, in turn, corresponds to the Latin “feria” which came to mean religious festival. The Middle English word “feire” meant a gathering of people held at regular intervals for the barter or sale of goods. From this we get the present day definition of a fair, i.e., a period gathering for sale of goods, often with shows or entertainment, at a place and time fixed by custom.

The word “exhibition” was mentioned as early as 1649. It is a derivative of the Latin word “expositio” meaning displaying or putting on a show. Exhibitions are not just collections of interesting objects brought together at a certain place and time. They are human activities, human enterprises, undertaken for definite reasons and in order to achieve certain specified results. They are a form of human exchange, whereby the promoters and exhibitors on the one hand communicate with the visitors on the other. Exhibitions differ from fairs in four major ways:

First, exhibitions were usually one-time events. They did not enjoy a recurring life cycle. However, while fairs ran for a short period time, many exhibitions ran for months, some for a year or longer.

Second, exhibitions were housed in permanent facilities built specifically for them. Starting in the 18th century, the practice of building a facility for the express purpose of housing an exhibition was the precursor of the exposition/convention centre industry.

Third, although fairs were held regularly, they were not highly organized events. Over time, religious and later civic leaders did take control of the ground where fairs were held (usually public lands). Exhibitions, on the other hand, were highly organized events. They were initially created by government departments or committees for the purpose of promoting trade.

Finally, exhibitions differed from fairs in the very way in which business was conducted. Goods were bought and sold at fairs. At exhibitions, commercial activity or selling of the displayed goods was not usually involved. However, inherent in displaying the goods was the hope of stimulating future sales. Today, this is how most exhibitions still operate.
THE TYPES OF EXHIBITIONS

Within the spectrum of exhibitions held today locally and across the globe, there are the following conventional categories:

World’s Fair – EXPO:
This is the generic name of various, large expositions held since the mid-19th century. The official sanctioning body is the Bureau International des Expositions or BIE. Expositions approved by BIE are universal and specialised, lasting from three to six months in duration. Universal expositions encompass universal themes that reflect the full range of human experience. Universal expos usually have themes based upon which pavilions are made to represent the country’s interpretation on that theme. For example, the theme for the Expo held in Yeosu, South Korea - which opened 12 May 2012 and ran until 12 August 2012 - was “The Living Ocean and Coast” with subthemes of “Preservation and Sustainable Development of the Ocean and Coast,” “New Resources Technology,” and “Creative Marine Activities.” The next scheduled universal Expo will be hosted by Milan, Italy, between 1 May and 31 October 2015 under the theme “Feeding the Planet.”

Trade Fairs:
These have been the primary marketing medium of exporting countries. Initially, trade fairs were horizontal in their organization, with various products and/or services in specified industry groupings. A vertical organization is more commonplace today with the exhibits being confined to one industry or a specialised segment of a specific industry. Buyers are usually business members of an industry and often must be pre-qualified to attend the fair.

Trade Shows:
These are business to business events. Companies in a specific industry can showcase and demonstrate their new products and services. Generally trade shows are open to the public and attended by company representatives and members of the trade press. Historically, these shows were conceived as purely an advertising forum to promote new goods or services. Over time this has evolved into a forum where products and services are sold and contracts are negotiated.

Consumer Shows:
These are events that are open to the general public. Exhibitors are typically retail outlets, manufacturers or service organizations looking to bring their goods and services directly to the end users. A consumer show, or public show, is an event that serves specific industries or interests, held for a particular duration of time. They include home shows, car shows, computer and technology shows and many others.

Mixed Shows:
These are a combination of trade and public show. Exhibition organizers tend to open their trade shows to trade and public visitors. Trade visitors are allowed to enter the exhibition on special days, while other days are open both to the trade and the general public.

Virtual Fairs:
With the advent of the internet, the demise of traditional fairs was considered inevitable; with the possible advantage of eliminating usual trade show time constraints, space factors and long-distance travel. However, it is now clearly accepted that traditional fairs cannot be replaced by virtual ones. Face-to-Face contact remains a significant privilege of traditional fairs. Nevertheless, the internet has very much affected the organization of fairs. Exhibitors and visitors take their information from the net to decide if they will participate in an exhibition or not.
In many industries, there are a considerable number of related fairs available each year that must battle for attention. Budget and time constraints often limit participation to a specific number of shows annually, forcing the fair organizers to compete to remain relevant.

**TRADE SHOW HISTORY**

Exhibitions have been around since ancient times, being used by civilizations such as the Egyptians, the Romans, the Phoenicians, the Greeks and the Chinese. They would hold exhibitions in market squares and bazaars where tradesmen would travel to meet with the makers of cloth, dye, and silverware. The first exhibition centres are believed to date back more than 2500 years, as archaeologists have found remnants of cross trade in areas along the eastern Mediterranean coast. From there, the concept appears to have spread west and north. As interaction between countries and cultures increased, new markets evolved and this brought with it demand for new and interesting products and services. New trade routes became essential and this led to the industrial revolution – which dramatically changed the way business was conducted. Tradesmen began to offer a range of products for sale, instead of just one and they started selling mass quantities of goods.

The “Great Exhibition” was the first international exhibition of manufactured products and was enormously influential on the development of many aspects of society including art and design education, international trade and relations, and even tourism. Following a series of increasingly popular public exhibitions, which attempted to educate the public’s taste by showing the best of British manufactured goods, Henry Cole visited a similar exhibition in Paris. He decided to persuade Prince Albert to make the next British exhibition in 1851 an international one, in order to expose British design to foreign competition.

This was not universally welcomed. It faced opposition from people who wanted to keep out foreign competition and from those who objected to building in Hyde Park (their one success was to force the organizers to agree that it be a temporary site). The design of the building was offered to open competition, and the eventual winning design by Joseph Paxton was opened on schedule on 1 May 1851. Queen Victoria and Prince Albert presided over the grand opening ceremony. The Great Exhibition was estimated to have been attended by over six million people, during its five-month run.

Modern trade fairs follow in the tradition of trade fairs established in late medieval Europe, in the era of merchant capitalism. In this era, produce and craft producers visited towns for trading fairs, to sell and showcase products. From the late eighteenth century, industrial exhibitions in Europe and North America became more common reflecting the technological dynamism of the industrial revolution. In the 21st century, with the rapid industrialization of Asia, trade shows and exhibitions are now commonplace throughout the Asian continent, with China dominating the exhibition industry in Asia, accounting for more than 55 percent of all space sold in the region.

At Fruit Logistica in Berlin Seatrade is one of the many co-exhibitors in the 360 Quality stand, one of the perks of being a member of the association
THE GERMAN FAIR TRADITION

Leipzig, Germany has a history of fairs that dates back to the Middle Ages. A fair held at Leipzig is first mentioned in 1165. In 1190 Otto the Rich, margrave of Saxony instigated two trade fairs in Leipzig, at Easter (Jubilate) and Michaelmas. No other fair was to be held within one mile (1.6 km) and the bridges and streets were freed from tolls. The Michaelmas fair was held at the church of St. Nikolai, built in 1176.

By 1268, all foreign merchants travelling to or living in Leipzig got safe conduct for their persons and their goods, even if their rulers were at war with Saxony. In 1380, Leipzig got the privilege to force all passing merchants to offer goods for sale. A third fair was founded by Friedrich II of Saxony in 1458. It had an Imperial privilege.

In 1507 Emperor Maximilian I made all Leipzig fairs imperial and banned any fairs within a 15-mile radius of the town. By the 18th century, Leipzig became the centre for trade with Polish and English goods. It was called the marketplace of all Europe. In 1895, the old Jubilate-fair was replaced by the modern "muster-messe", dominated by factory owners presenting samples of their goods. In 1920, the technical fairground was opened in the southeast of town. It included 19 pavilions in 1940. After the Second World War, Leipzig fell within the territory of East Germany, where it became one of the most important trade fairs of Comecon, and a meeting place for businessmen and politicians from both side of the Iron Curtain. The Council for Mutual Economic Assistance was an economic organization from 1949 to 1991 under the leadership of the Soviet Union that comprised the countries of the Eastern Bloc along with a number of socialist states elsewhere in the world. The Comecon was the Eastern Bloc’s reply to the formation of Western Europe. The Comecon was the Eastern Bloc’s reply to the formation of Western Europe.

When the British military government in Allied-occupied Germany wanted to hold a trade fair, they had to find a replacement for Leipzig. An aircraft works south of Hanover was deemed suitable for this purpose and so Hanover Fair, then named Exportmesse 1947 was first held in 1947 to promote the economic recovery. Today, Messehalle Hanover features 496,000 square metres of covered indoor space, 58,000 square metres of open-air space, 27 halls and pavilions and a convention centre with 35 functions rooms. It is the world’s largest exhibition ground.

According to the trade show industry experts, expodatabase.com, 75 percent of all leading international trade fairs are held at German trade show venues. In fact Germany accounts for four of the world’s 10 largest exhibition facilities, with Hanover at number one, Frankfurt at number two and Cologne and Dusseldorf at numbers four and five, respectively. If that’s not enough exhibition space, Munich, Nurnberg and Berlin have facilities that rank in the world’s top 25.

GETTING THE MOST OUT OF YOUR TRADE SHOW EXPERIENCE

While most of us attend any number of trade shows and fairs annually, we often do it with little forward planning and forethought. A 2011 Entrepreneur magazine article provided a top ten list for getting the most out of trade shows.

1. Review the speaker list. Are these thought leaders you respect?
2. Look at the attendee list. An online registration page will often show you who has signed up.
3. Check out the seminar list. What are the topics? A single great session that answers business questions you have could make the whole trip worthwhile.
4. Consider renting a booth. Yes, it costs a bundle. But a booth can be a home base for your team and it can leave a big impression on attendees.
5. Schedule appointments. If there are important people to see, don’t wait until you get to the trade show to set up a time to chat. Arrange with a schedule.
6. Eat lunch for two hours. When I want to meet a lot of people at trade shows, I hit the food court around 11:30. I sit down at a table, and then as others sit down, chat them up. I often stay until 2 p.m. or so. People are a captive audience once they sit down and most are pretty amenable and friendly when they’re at lunch.
7. See booths systematically. You can save a lot of time and shoe leather if you have a logical game plan for visiting booths.
8. Wear comfortable shoes and clothes. You want to project positive energy, so make sure you don’t have tired feet or a pinching waistband.
9. Watch your liquor consumption. I think everyone who’s ever been to a trade show has a story about watching an executive who got too drunk at a mixer event. Keep it professional, even in the events “off hours.”
10. Follow up and connect. The real work starts when you get home. If you just throw all those business cards in a drawer, the trip may well have been a waste. Find creative ways to follow up -- connect on LinkedIn or Twitter, send prospects an interesting article. Develop ways to stay in touch that go beyond saying, “Why don’t you buy something from me?”

We hope to see you in Berlin or Brussels, if not at a fair in your part of the world.

Howard Posner
Seatrade USA
SHIPS PARTICULARS
MV SANTA CATHARINA

Call sign: C6RL4
Flag: Bahamas
Home port: Nassau
LOA: 143.00
Beam: 21.80m
Keel laid: 24 March 2000
Delivered: 10 October 2000
Built at: Kitanihon Shipbuilding, Hachinohe, Japan

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 Santa Catharina, managed by Seatrade Groningen.

MEET THE CREW
We asked each of the crew these six questions:
1. Where do you come from? Could you tell us a little bit about this place.
2. When did you start sailing in general and when did you start sailing on Seatrade managed vessels?
3. What is your favourite Seatrade/Triton vessel and why?
4. What do you like most about your job?
5. What is your favourite port and why?
6. What is your advice to young seafarers?

1. My birthplace is Licab, Nueva Ecija, a small town northwest of Manila. Nothing much to talk about in this town since it was all surrounded by green fields. My birthplace is in the province where rice farming is very important. Maybe this is one reason, that even at a young age after finishing elementary school I chose to live and continue my studies elsewhere. I was dreaming of something new from the very beginning.
2. My first vessel with Seatrade actually was the Oceanic Ice way back in 1991. Then I joined and stayed mostly on reefers owned by Jaczon and Cobrecaf until Seatrade took over all their vessels. I was on the Breiz Klipper at the time.
3. Santa Catharina. Since I started working as chief officer here, I began to love her not just with my body, but with my heart as well.
4. Being a master, I most like the commercial side of the job. With the continuous support, advice and updates from the fleet, I continue to learn e.g. many legal things.
5. Davao or any port in Philippines. No place like home as they say. It is a chance to invite and show to your family what your second home is really all about - the ship itself where you spend most of your life.
6. Study hard, work hard to become master of your profession.
1. I grew up in the Visayas region, eastern part of the Philippines, province of Eastern Samar. It faces the Pacific Ocean and is a perfect spot to view the sun rising over the horizon. Naturally blessed with wild forests, this place serves as the habitat of endangered species especially the Philippine Eagle or locally known as “Agila”. Eastern Samar is also rich in fish that is guaranteed to be fresh and delicious.

2. I started sailing in 2006 as deck cadet onboard the Nova Klipper. From then on and up to the present I still serve on Seatrade managed ships which I consider an important factor in my entire seafaring career.

3. For me, a vessel can only be my favourite if a good relationship among the crew is present and if there is unity and teamwork during unexpected bad situations; that at the end of the day, everybody is still happy and inspired.

4. What I like most in my job is doing the ship stability planning and calculations since it gives me natural amazement on how to ensure the ship’s safe and sound condition against any sea conditions.

5. I like all US ports because we can go ashore and buy goods for a cheaper price.

6. My advice to young seafarers is to always hold on to your dream. If you want to achieve something, work hard for it and be strong to face challenges in all aspects because your own future lies in your hands too.

1. I was born in Isabela but I grew up in Laoag City Province of Ilocos Norte, Philippines. It is located in the most northern part of the country and popularly known as “Sunshine City LAOAG”, in the air waves due to its beautiful scenic view at sunrise and natural sand dunes.

2. I started sailing in 1973 as cadet engineer. I sailed on various ships like general cargo, container vessels and chemical tankers until I joined Seatrade as Chief Engineer in 1993. My first vessel in the fleet was mv Honolulu, with the first Dutch Captain I sailed with Capt. Harry Huiberts. Proudly sailing now with various Seatrade reefer vessels and working with ground staff for 21 years.

3. Santa Catharina of course, because this vessel is one of my longest service contracts in the company. A typical ice classed vessel that can sail anywhere in the seven seas and strong enough to withstand natural weather and sea conditions. Equipments and machineries are working very well.

4. Firstly, I like my job because I like working with engines, maintenance and trouble shooting makes your brain spin and busy. Secondly, like teaching others technically so they will be successful engineers. Besides sailing is fun: visiting places all over the globe is one advantage of seafaring.

5. Philadelphia, USA. The place has so many historical values. Nice!

6. Work by heart with loyalty. Full understanding with your job will make you proud to be remembered by your colleagues. Care for your profession as seaman to achieve success but do not forget to reciprocate such kindness in terms of service. In short always be pro-active.

1. I grew up in a small town in Eastern Samar, General Macarthur. Primary livelihood is fishing because it lies on the Pacific Coast; one of the reasons why I am sailing, navigator by nature.

2. I started my seafaring career in 2005. My first vessel assignment as a cadet for a year was the old lady ‘Arctic”, small yet beautiful. It was a great experience.

3. Prince of Waves. Maybe because of the trade, Davao. The combination of cranes and derricks at the same time amazes me.

4. Navigation. Laying courses on charts and choosing the best land fall is challenging.

5. Davao. It feels like home. Hope to be back there on one of the ships.

6. Strive harder! Listen to the advice from your colleagues on board, you will learn more from them. Be safe always… Pray.
**IN THE PICTURE**

**mv Santa Catharina**

1. I am from Oas, Albay in Bicol Region, Philippines. This place has a historical volcano known as “Mayon Volcano” well known for its perfect cone. The livelihood of the people there is mostly farming.

2. I started sailing on a Seatrade/Triton vessel on December 2003 - mv Tama Star - as an engine cadet.

3. For me all the Seatrade ships that I have sailed on I enjoyed working onboard and with my fellow crew mates.

4. I love the challenges and the pressures may arise to perform and finish the task without being delayed. And I like to visit other countries and to travel around the world for free, meeting different people with different dialects; I can learn their dialects.

5. Philadelphia, USA is one of my favourite ports because I can buy all my needs at a cheaper price compared to other countries. And also in the port there is free wi-fi onboard where I can communicate with my loved ones. The place is also nice to unwind.

6. Respect yourself so that others will respect you too. Focus on your job while onboard; always think about your personal safety on the ship and working environment. Be flexible at all times, follow and respect your superior and crew mates; when in doubt always consult your officers.

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**Dondon N. Rito, 2nd Assistant Engineer**

**Alfredo D. Carbajosa, Bosun**

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**mv Santa Catharina**

1. I am from Ormoc City, Leyte, Philippines. Ormoc is derived from “ogmok”, an old Visayan term for lowland or depressed plain. It is a port city and is the largest city in Leyte by land area. Ormoc City has plenty of attractions to offer: Lake Danao, Lake Hanagdad, Alto peak, Tongonan Hot Springs National Park, Leyte Golf and Country Club, Pineapple Plantation, Centennial Park, Cave in RM Tan and the Saints Peter and Paul Parish Church. Ormoc City also boasts the biggest Geothermal Power Plant in Southeast Asia. The people in Ormoc are called “Ormocanos”; we are known as friendly and hospitable people.

2. I am one of those lucky individuals who sailed on Seatrade/Triton vessels since August 2010 during their annual selection of cadets in our school and I have been continuously on Seatrade managed vessels since.

3. My favourite vessel is the Prince of Waves. Because this is where I began my first battle to conquer all the challenges of a seafarer, and it is also her that I learned a lot of things related to onboard life. And she also developed me to become a competitive seafarer. And one reason to like her was the trade from America going to Philippines during my stay onboard.

4. What I like most about my job is the fact that I am one of those who helps to strengthen the economy of a certain country. The shipping industry helps different states by transporting cargoes from one location to another. It is because of us that a product not available to a country will become available to them. We are crucial to the economy. Seafarers run those massive ships through rough seas with thousands of risks just to serve the global trade. Though I sacrifice my social life and face risks and extreme hazards, at the end of the day I just think that what I am doing is a job which can help not only me but also my family and the world.

5. Every ports that belongs to my own country is my favourite port because there is no other feeling that can compare to being near your family and love ones.

6. To my fellow young seafarers, I will just leave some quotes “Patience is a virtue,” “Time is Gold,” “Don’t do unto others what you don’t want others to do unto you”. Do have respect in yourself so that others will in return. Above all have faith in our Saviour. Good luck!

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**Dennis B. Goron, Able Seaman / Officer Trainee**
1. I come from Cebu, Philippines. Mine is one of the most developed provinces in the Philippines and known as the "Queen City of the South", 167 surrounding Islands and we have nice beaches, luxury hotels, restaurants and disco bars. It also has good guitar makers.

2. I started sailing in year 2001 on a ro-ro passenger vessel, and in 2008 I started sailing on Seatrade managed vessels.

3. My favourite vessel is mv Comoros Stream because it was my first Seatrade vessel and it has a good stability. I have so many memorable moments of that vessel because we had good teamwork and a good relationship to each other; we treated ourselves as true brothers onboard.

4. Obviously seeing the world for free, crossing oceans, meeting different races and the salary.

5. My favourite port is Valparaiso, Chile because it is a nice place to unwind, with friendly people, cheap wine and telephone calls, and in walking distance from the ship.

6. My advice to young seafarers is to strive more to achieve your dreams. Always think about safety because life on board is risky; focus your mind on the job. Push yourself to learn and study hard. Be patient and friendly to other crew members onboard. Pray to God always.

1. I come from Ibajay, Aklan where the panoramic beauty of beaches can be found, especially the "Boracay Island" which is considered to be the most famous beach in the country.

2. I began sailing in 2007 as Ordinary Seaman and joined a Seatrade vessel in 2009 onboard the Spring Bob

3. My favourite Seatrade vessels were Spring Bob and Spring Panda because these had swimming pools where we could take a dip; some quiet time to relax and refresh from a heavy work day onboard.

4. I mostly like meeting other people and travelling to other places. I dreamt of becoming a seafarer as I wanted to see how beautiful our world is. Sometimes, I try to learn other languages so I will be able to communicate with other people I meet.

5. I have been to Puerto Bolivar in Ecuador and I like that port because the people are so friendly and welcoming. We can go ashore also and stroll around the place.

6. To our young seafarers, I just want to emphasise that seafaring is really a noble job. If you have been given an opportunity, treasure it and give your best shot because many young men dream of chances too. So work hard and enjoy being a seaman.

1. I come from Taguig City, Metro Manila, Philippines. It is a beautiful and nice place.

2. This is my seventh time to sail on a Seatrade managed vessel. In 2007 I started my onboard experience on mv Comoros Stream.

3. I have no favourite vessel. Because for me, all port are the same.

4. Nowadays people need to be practical, so what I like most about my job is the salary, next to seeing the world for free and visiting other places.

5. All ports are my favourite, because all port are nice.

6. My advice to young seafarers is enjoy sailing and do your job, think positive and advance and above all, safety first.

1. I come from Palompon, one of the oldest and biggest municipalities in the province of Leyte, Region VIII. It is a coastal municipality and a large island in Eastern Visayas and compasses 50 Brgy. Palompon has the number one existing tourist spots in Region VIII today which is the "Kalanggaman Island", yet to be discovered for its amazing views and tourist spots. The people here are friendly and hospitable, it is rapidly increasing its business areas but still manages to maintain the fresh air and clean ambiance.

2. I started sailing on Seatrade vessels in 2010 on mv Tama Star. I was a cadet on that vessel, I was thankful that I was lined up to that vessel, because my one-year experience on board trained me how to be a good Engineer. All I can say is being a first timer it was a good experience to be on that ship.

3. My favourite Seatrade/Triton vessel is mv Agulhas Stream. It's because on that vessel I enhanced my knowledge not only on maintenance of machineries but also the use of controlled atmosphere.

4. I like my job most when there is maintenance of machineries because I learn more about the techniques and procedures. Secondly I like my job because I can go any place.

5. My favourite port are Wilmington and Philadelphia because we can go ashore and buy food, clothes and gadgets. In that port also we can easily communicate with my family with the use of internet.

6. My advice to young seafarers is this kind of job is good and we can earn more money, but we need to be knowledgeable and hardworking.
IN THE PICTURE

mv Santa Catharina

1. Albuera Leyte is a very nice place and peaceful.
2. I started sailing in October 1996, and on Seatrade/Triton managed vessels since 2011.
3. I have no favourite vessel. I only say one thing: all Seatrade/Triton vessels are good for me.
4. All fitter jobs.
5. I have no favourite ports. All ports are good for me.
6. All I can advice to the young seafarer is to learn how to work safely and always ask the officers before starting a job.

Jose Ronito P. Oloya, Fitter

1. I come from Ormoc City, Leyte. It is a city with mountains, valleys and coast where you can find lots of fresh foods. Somewhere in the middle where I reside, you can experience the fresh air from the mountains and the breeze from the sea, especially in the morning where the sun rises from the East.
2. I started sailing on 5 March 2014 on mv Santa Catharina. This is the first vessel in my career as a seafarer.
3. As a first timer, my favourite would be Santa Catharina, because I know her more than any other Seatrade/Triton vessels.
4. What I like most about my job is the feeling of success after a long hard day at work and the experience I gained.
5. My favourite port is Philadelphia, USA because of the good facilities they have in the port, and a wide and peaceful place outside the port.
6. As a young seafarer myself, I can only advice you should be diligent and alert in whatever you do. Attitude and respect is the key to teamwork. Learn by heart even from your mistakes and be thankful to God in everything in you with humility.

Ronald L. Larida, Deck Cadet

1. I come from the town of Norala in the province of South Cotabato. Situated north of the Allah River, the shortened word Norala was then formed. This place is a prominent source of export-quality rice, which later on bagged its title as “Rice Bowl of South Cotabato”. Every March, the “Kamayadan” festival is held to highlight the town’s good harvest throughout the year.
2. Actually, this is my first time to sail the vast and blue oceans onboard a Seatrade ship as Deck Cadet. I joined the ship last December 2013 at Philadelphia, USA.
3. My favourite vessel is mv Santa Catharina because this is the ship where I began my first journey as seafarer. Also, this has provided me a great learning avenue as I venture into gaining skills and experience.
4. I like navigational watch keeping because it deals mainly with bringing the ship safely to its destined port.
5. My favourite port is Freeport, Texas because the port facility itself is good and organised and we can go ashore to buy foodstuffs and goods at a cheaper cost.
6. Since I am also new to this profession and I am still in the first stage of creating a career, all I can say is never give up and keep focus on to what you want to achieve in life. Be friendly and be open to new ideas.

Jerico R. Sumatra, Engine Cadet
1. I come from the province of Bohol in Philippines. We can find there the beauty of “Chocolate Hills”, “Man made Forest” and experience to see a Tarsier and taste the sweet calamay.

2. Actually my training just started six months ago here at Seatrade. This is my first time sailing. I like all Seatrade vessels, because the most important thing is, I have a job and earn money to support my family.

3. MV Santa Catharina is my favourite vessel: this is like a home for me. My first experience of being a seafarer started here.

4. The port of Philadelphia is the one I like because the place is good, people are nice and big stores are near by.

5. My advice to my fellow young seafarers is to study hard, never stop learning and apply it by working hard.
The Mission to Seafarers, founded in 1856, is a society of the Anglican church and is entirely funded by voluntary donations. Our chaplains provide Christian services, spiritual support and opportunities for prayer and quiet reflection. We serve seafarers of all beliefs and work in partnership with other faith groups to meet their spiritual needs, whatever they may be.

Our chaplains visit hundreds of vessels a day in ports around the world to provide a friendly welcome and offer help, support and advice. We have seafarers' centres in well over 100 ports offering refreshments, television, books, recreational activities and a chance to spend time away from the ship. Our centres provide telephones and wifi internet for email and Skype calls. We print and publish six international news digests for seafarers, entitled The Sea.

As many ports are located in industrial areas kilometres away from towns, shops and amenities, we provide transport so seafarers can make the most of their brief time ashore. When a seafarer has not been paid, is working in substandard conditions, being bullied or has been the victim of wrongful arrest, our staff can intervene and put them in touch with professional support and legal advice through local expertise and contacts.

In Antwerp we meet up with Father Brian Millson, the local Mission to Seafarers' Port Chaplain, who visits about 80 ships per month. “On most visits I talk with the seafarers, provide them with up to date newspapers in their own language, magazines, pamphlets, port information, religious material and details about the free bus service to the Seafarers' Centre”, Father Brian explains.

The Mission to Seafarers in Antwerp works in partnership with the Apostleship of the Sea (AOS), with the British and International Sailors Society (BISS) and the German Seaman’s Mission (DSM). “We are an ecumenical team and we support each other. We work together visiting ships, being on duty at the centre, along with helping out with sports events etcetera,” Father Brian continues.

The Stella Maris (the Catholic Seaman’s Mission) maintains the Antwerp Seafarers' Centre based at Italiëlei 72. Transport is provided each evening for the seafarers and over the last few months about 1,500 have been visiting the centre each month, a 65% increase over last year. “We have rather a lot to offer at the centre. There is a café and bar, a gift shop, pool/billiards table, table tennis, television, and a library with books and DVDs. For keeping in touch with loved ones at home we have telephones, computers and wifi. Some sailors make use of our money transfers, so they can send money home to their families without paying huge transfer costs. The centre is a welcome home away from home and a respite from their time at sea.”

Whether caring for victims of piracy, providing a lifeline to seafarers stranded in foreign ports or simply providing a space to relax and a listening ear, the Mission to Seafarers is on hand night and day to support the world’s 1.5 million seafarers.

Since this is the Season of Giving, why not support your local Mission to Seafarers? A small donation can help provide emergency supplies as well as accommodation and transport for crews in need, or provide a phone card and internet access to contact a loved one back home. Contact details for all Missions to Seafarers around the world can be found on www.missiontoseafarers.org
Earlier this year we offered Father Brian the opportunity to witness life at sea for a few days. This is what he wrote about the experience in the Mission to Seafarers newsletter:

A VOYAGE

At the end of September I had the opportunity to go on a three-day trip with the reefer ship mv Atlantic Klipper from Antwerp to Dunkirk and Radicatel near Rouen. This ship is one of 70 ships belonging to the Dutch company Seatrade, which is the largest of the refrigerated ship owners. I boarded at about 15:00 on Friday as planned departure was 16:00, but more cargo was showing up and we were back to a 22:00 departure. However, lock congestion meant that our journey down the Scheldt didn’t start until 01:30 Saturday. I spent Friday evening getting to know the crew. We had a half dozen Dutch Officers and Cadets, a Russian Chief Officer and 14 Filipino ratings. The Chief cook was Filipino, but prepared European food for the Officers’ Mess and Filipino food for the Crew Mess.

Saturday morning found us deep in fog and I was on the bridge and impressed with how the Captain guided the ship along. The pilot for Dunkirk arrived on ship by helicopter. While the docks look huge from the ground, from the ship one has an appreciation of the tight manoeuvring involved in approaching the dock. We arrived early afternoon and several members of the crew were able to get some much needed sleep while we were discharging. I was given a tour of the engine room by the Chief Engineer and was impressed with both the intricacy of the technology involved in the engine room and the enormity and power of the engines.

Early the next morning we departed for Radicatel. It was Sunday and the crew requested that I do a Holy Communion service. We had a dozen people in attendance. Just as I gave the dismissal there was an announcement that the pilot was arriving, this time by a fast boat. I went up to the bridge and watched as we entered the Seine. At Radicatel we took on more cargo and after a few hours the mission car was unloaded and I began the 5-hour drive back to Antwerp while the ship was about to begin its 24-day voyage to Tahiti.

The three-day trip was a real eye opener for me.

Father Brian Millson
Port Chaplain
Mission to Seafarers, Antwerp
The Seatrade Shipmanagement Group, in cooperation with Avior Marine Inc has launched its upgraded Management and Leadership Development Program - MLDP.2. The first seminar took place in Manila 21-26 September 2014. About twenty senior officers, as well as five office staff participated.

Captains, Chief Officers, Chief Engineers, Second Engineers and shore-based personnel from the European offices come together for one week to enhance their managerial skills. The top four officers of a vessel are in charge of running it. The vessel, which has a certain value, can be seen as a business entity with about 20 staff, fixed and flexible costs and many procedures in place. It takes certain skills, managerial knowledge, cultural understanding and assertiveness to manage this business. This is what the MLDP seminar teaches the officers and office staff. The attendance of the office staff is needed since running the vessel is a team effort: the goal is to optimize the performance of the ship, streamline the operations and commercial activities and in the end earn money for the shipowners. The exchange of information leads to an enhanced understanding of each other. It is the human factor that makes the difference on all vessels manned by the Seatrade Shipmanagement Group.

Back in 2008 the first version of the MLDP program was launched. The new, MLDP.2 seminar is based on the Seatrade Standard and its six pillars. The Seatrade Standard is the new Shared Mental Model of the Group that ensures that all crew, officers and employees work along the same lines. The six pillars are used to structure the seminar during its six-day duration.

While the European participants flew in from Amsterdam, Hamburg and Seoul already on Saturday evening, the Filipino attendants arrived on Sunday afternoon. While a few of us were still fighting jet lag (and did not manage to win until the last day of the seminar) we all met for the first time Sunday late afternoon. Four groups had been set up by the facilitators Mr Godo, Kor, Roman and Joost and after a first round of introductions and a short 'what are we going to do and learn' presentation it was time for dinner and a good night’s sleep.
Next morning the groups’ rather boring names 1, 2, 3 and 4 were renamed in Strikers, Lunar Tunes, Team Pacquiao and Ocean’s Six. While we were of course one large team during the week, it became clear during the case studies, exercises and of course the bowling that we were all competing with each other. We were fighting for stars, to be distributed by the four facilitators. The team with most stars at the end of the week was awarded with chocolate bars. Congratulations again to the winning team!

From Monday to Friday we managed to complete lectures, workshops, case studies, bare foot videos, games and presentations about all six pillars. While the lectures by Mr Godo, Kor and Roman were very informative and supplied the necessary background information to complete the workshops and case studies, one thing became very clear: it is good we are in shipping; constructing houses is definitely not our strong point.

One of the exercises on pillar 5 was to construct small paper houses. While we all meant well and tried to be cost conscious we just did not manage to build a house, at least not within five minutes. While some teams just failed in the organization, team work and coordination of tasks, others bought so much building material that they could have constructed a full village. Another fun exercise was the challenge to form a square with a rope on the floor. If you are a large team, can coordinate tasks and know what a square looks like, it is no problem. However, try it blindfolded - that’s a lot of fun (especially when you see it afterwards on video).

Mr Godo, the lecturer who has been with the MLDP since the start, did a fantastic job in walking everybody through each pillar. Useful management information, small videos and pictures highlighted each pillar’s role in the Shared Mental Model.

Especially the case study on mv Moon Bay sailing from Europe to New Zealand and back showed the emotion, dedication and motivation of the officers. The group discussions about how to save fuel, make use of the weather software and improve the trim were the most intense of the whole week.

One highlight of the week was of course the bowling on Thursday. A number of valuable lessons were learned that night:

- Bowling shoes look ridiculous on everybody
- There must be Filipinos with size 50 shoes somewhere
- First round heroes cannot keep up in the second round
- Speed is not important
- The quieter the person, the better the bowling
- Warming up does the trick
- Nobody of us has the potential to become a professional bowler, ever.

Special thanks to Kor Wormmeester, Godo San Juan, Roman Heil, Joost Mes, the Strikers, Ocean’s Six, Team Pacquiao and the Lunar Tunes for making this week a huge success and helping to introduce the Shared Mental Model.

Mareike Hilbig
Ocean’s Six
Triton Chartering Hamburg
Avior Marine Crewing N.V. is providing crew to the Seatrade Shipmanagement Group. One of their offices is Avior Marine Inc in Manila.

A day in the life of most employees in Manila starts with slugging it out with Manila’s notorious traffic. “The eight kilometres to and from the office can take anything from forty minutes up to one and a half hours,” says Avior’s Director Joost Mes, “but I should not complain as some office staff take double that time if they are unlucky and most have to endure the public transport system. It is just a miracle that staff arrives in time and with a smile. That smile against all odds is only possible in the Philippines.”

On the way Joost explains a bit more about Avior’s business. “As Avior we cover five main segments, reefer ships, bulk carriers, container ships, tankers and offshore. In reefer ships we are one of the biggest suppliers mainly because of Seatrade but this is only part of our business. We have about ten principals at the moment and with our size we can be flexible to their needs. Some want us to take over a large part of their crew management needs, while others only require us to recruit and process crew. We can work either way.

What sets us apart from most manning agents is our long-term approach to developing officers, a philosophy we share with Seatrade. At the moment we can fully man additional ships because of this approach and over time we can reduce recruitment needs for new principals. We also try to stay ahead of times in our approach to seafarers and staff. Our office is a great new workplace but also a comfortable place to visit for seafarers. We do a lot of our communications and recruitment over the internet, via social media or via our website’. (www.aviormarine.com)

Arriving in the office we run into General Manager Operations Jes Agbayani busy with preparations for the weekly operations meeting. Jes oversees all Avior Fleet teams. Making sure the teams work in line with the individual wishes of principals and in line with the regulatory framework of the shipping industry. Asked about the operations meeting he explains, “This meeting at nine thirty each Monday is a fixed moment in the week where all fleet managers come together to discuss the manning requirements and operational issues we see forthcoming”, Jes explains. “This meeting is then followed by meetings on P&I (medical cases) and IT/Admin so we have all this out of the way at the beginning of the week and all are working from the same sheet”.

Ops Meeting chaired by GM Jes Agbayani
After the operations meeting Training Manager Capt Rolando Pacaon is off to attend the five-day Marine Crew Resource Management (MCRM) for Seatrade Senior Officers. Capt Pacaon is in charge of all training conduction and development by Avior Academy, Avior’s training centre. "My days are filled with organizing training, conducting seminars, managing cadets and other training related issues." Asked about training involvement of the ship-owners Capt Pacaon states, "Of all Avior principals, Seatrade is investing most in training and development of its officers. Apart for the technical reefer trainings for engineers, Seatrade now is at the forefront of behavioural training for its officers. The MCRM training is one part of that and all about understanding the role of human behaviour and leadership in critical situations. The course is accredited by the UK Maritime Coastguard Agency and DNV. MCRM is one of the three components of the Management Leadership Development Program (MLDP) of Seatrade. The other components are Management and Leadership skills and the Seatrade Standard (of Operations)”, explains Capt Pacaon. "Our role is participating in the development and facilitation of those courses. Seatrade is also one of the participants in the Avior cadet program in which fifty cadets per year are selected to be developed into officers. Capt Pacaon concludes mentioning Avior’s recent accreditation by the Marine Industry Authority (MARINA) as an STCW training centre.

Back in the office we meet up with Avior President Mrs Edna Ranara and Manager Business Development/Recruitment Capt Rene Ranara who give us a tour of the Avior Office. “We moved into this office a year ago when we consolidated our offices in Makati and Alabang”, Edna explains. “We wanted a place where we could consolidate our operations, have room for expansion and a place that expresses our ideas of what manning business should stand for and reflecting the standards of our principals’. What is meant by that can be seen wondering around the office; a spacious light office of Western standards, a high quality waiting area and training facilities for seafarers. Rene adds “It does not make sense for a principal to claim they value and respect their crew when the manning agent premises and staff would not represent the same standards and values. That is what we are
trying to achieve here. This is a people business and our seafarers and our staff are our biggest assets”.

With one thousand seafarers on board Avior is bustling with activity most of the day. Seafarers reporting to be processed for departure, seafarers undergoing pre-departure familiarization or training, cadets for induction or family members for information and the daily stream of applicants. Edna and Rene hand us over to the fleet team handling the Seatrade Crew Fleet Manager Helen (Shen) Salem and her Crew Assistant Jill Perez who are just dealing with AB Joseph Estaya.

Asked about her work Shen explains, “we are in daily contact with Seatrade and Triton on lining up officers and crew and once approved we arrange everything from medical examination, contracts, travel, visa and documentation. As shipping is a 24/7 business across many time zones our work extends beyond the regular working hours and into weekends if required. We are also an important contact for the seafarers and their families. In good and bad times”.

Shen recalls the passage of Super-Typhoon Hayian/Yolanda almost a year ago to the day as one of the most recent bad times. “Many of Avior’s crew were affected and due to the severed communications links and power outages it took us about three weeks before we had everyone accounted for. Unfortunately we had three families affected by casualties and about one hundred families who lost their house. Luckily in the case of Seatrade crew we could do something back through the financial help granted by the Seatrade Yolanda Relief Fund. But apart from moments like Yolanda it is mostly good times”, Shen is quick to add.

Apart from crew operations there is also a lot going on behind the scenes which is no less important. Finance & Admin Manager Jessica Alvarez and Assistant Manager Daisy Libuton give the payroll for all seafarers on board as the main example. "The monthly allotments we send home to the families are an important lifeline for those receiving it and we feel this responsibility. Timeliness is one of our most important objectives and I am happy to say we manage to achieve this. If we would not our telephone would not stop ringing. Then we closely monitor medical cases so our seafarers are back fit to work as soon as possible. With an average of 0.8% of seafarers under treatment we are well below the industries’ average”, Jessica explains. Avior President Edna Ranara adds, “For Seatrade we also have a back office team that maintains the VIS database and controls the worldwide input by agents into the Seacrew system. This is just an added service we offer”.

As it is getting later in the day activity quiets down and the last seafarers leave the office by 6pm. Some staff continues to work until offices in Europe close. At 10pm it is ‘lights out’ and the end of another day in the life of Avior Marine.

info@aviormarine.com
www.aviormarine.com
THANK YOU!

We all remember the horrifying images of the aftermath of super typhoon Yolanda/Hayian and the destruction it wrought in the Philippines a year ago. At Seatrade we established a fund which employees, customers and service providers could make donations to, with Seatrade's management then doubling the amount.

This postcard was recently received, which we are happy to share with you so you can see the difference your contribution has made to some lives!
A million words cannot thank you enough for your generous support to our organization. Nevertheless, we want to express our heartfelt appreciation of your generosity in helping us with our BTP projects.

Your unconditional support and commitment was incredibly helpful and allowed us to touch as much lives. Your contribution made a huge difference towards our common cause of giving direct assistance to Yolanda victims. Your assistance means so much to us and even more to our beneficiaries.

Know that you are the foundation of the following projects:

1. Distribution of 15,000+ relief goods
2. Complete rebuilding of 2 houses for elderly people
3. Distribution and installation of repair materials for 166 houses to poor people
4. Distribution of 600+ sets of school supplies to 7 primary public schools
5. Distribution and installation of roof materials for 3 elementary schools
6. Repair of 19 Banca (fishing canoes)
7. Vegetable farming with 38 participants.

The super typhoon devastated many of us but it reminded us that humanity and goodness strive in each and everyone. Thank you from all of us.

Bangon Tinabangay Palompon (BTP)
402 Mahini Street
Palompon, Leyte, 6538
Philippines

Seatrade Groningen B.V.
Laan Corpus den Hoorn 200
9728 JS Groningen
P.O. Box 858, 9700 AW Groningen
The Netherlands
Saturday 4 October
Antwerp to a little bit outside of Bordeaux

Our first day! Yesterday I spent boxing all our food, trying to get our stuff organized for the big challenge. I can’t believe we are going to do this. Last year I was still in school when they left and this year it’s me who will wave everyone goodbye at the Waalse Kaai in Antwerp.

It’s around 10 am when I arrive at Danny’s place to pick him up. Yesterday I was standing here too and to my surprise my teammate fixed us name stickers. Now on both sides of our car we proudly have our names with the Belgian flag next to it, it looks great!

When arriving at the Waalse Kaai a lot of people already gathered there and after a short team presentation it was time to get back to the cars and say hi to everyone who took their time to show up and be a part of this amazing day.

The engines were starting, all except ours! No, we didn’t have a problem or anything like that: Danny was just busy making a selfie with his girlfriend Sandra... How romantic, too bad for the timing though, I think I even pulled his arm. Sorry about that Sandra! Searched for my dad to give him a hug (since he went to the other side of the car instead of saying goodbye to me first!) Passing mum again so hug her again too and we were off! With a big smile on our faces, waving to everyone we knew (and didn’t know).

The group fell apart right after leaving Antwerp; everyone drove direction Brussels while we followed the car of Cor (organisation). Man, I got so annoyed with Danny, complaining that we are driving on our own now and not with the group. I was so bummed out. Until we called Cor asking what happened. He told us that, well... apart from us, all the cars kind of went the wrong way. Danny’s stubbornness and navigation skills are way better than mine it seems (DHL v Bpost?)

France: Took the wrong way, turned back, gave a homeless guy a can of Coke in a traffic jam in Paris; yep we were on a roll! One thing was a bit odd though: We didn’t see or pass or get passed by another team anymore, weird...? Three pit stops later (man I’m drinking way too much water), still haven’t seen anyone. Time to talk about our driving strategy (driving till we are tired). POITIERS! I can see the Futuroscoop! Driving down memory lane! While Danny looks at me like ‘why the hell you get so excited about a theme park’, I’m playing counter strike in my head and seeing people (in my head) I haven’t seen for ages.

Are we going to stop or drive some more? Not tired yet! We’ll keep on driving! Kilometre after kilometre, I’m laying KO on the passenger seat; Danny determined to get the first 1000 kms behind us. 12:45 am driving out of Bordeaux, time to sleep, low budget style: in the car!
Sunday 5 October
Bordeaux to Sotogrande

It was 4 am when the cold woke me up, a few failed attempts later I decided to get up and get ready to drive. After an SMS board check, quick breakfast, brushing teeth we are on our way. Driving in the dark was a nice change: When the sun is shining on our faces it gets so warm in this car without air conditioning. I have nothing much to tell about this part of the trip, except that it can be quite a challenge to sing along with songs quiet enough so I won't disturb Danny's sleep.

We were driving already in Spain when we decided to make some time for a decent breakfast along the highway. Taking out our blue picnic table that was gifted to us by my dad, it feels like a real holiday!

After playing every single car game we knew, having deep meaningful conversations and singing along (well... I was singing, Danny was trying to survive) with "The Circle Of Life" we passed the stop for today. A few teams were sitting outside when we decided to drive past and make our way to Sotogrande. We stopped at a nice restaurant along the way: This was a great time for us (and the car) to cool down and enjoy the daily special.

Maybe we miscalculated or underestimated what was ahead of us, but as the evening was coming closer we decided to call the hotel to ask if they still had a room free for 2 nights (find a camping place, setting up the tent just seemed way too much work as we were getting more and more tired).

An hour left and we would reach the hotel! Team Hallo with their ambulance drove passed us; I was envious when I saw how fast they were driving. Our Maverick is from 1994 and the hills are sometimes a little bit too steep, so yes we were a bit slower.

23:00 and we arrived! Paid, showered, sleep, that's it for today!

Day 3
Monday 6 October
Sotogrande

Rest.

Day 4
Tuesday 7 October
Ferry to Tanger (Morocco), then driving to Fes

Fes is our destination today, but there is still a lot of water and road to cover before we get there. After last night's briefing we decided to download the map of Morocco onto the GPS. It made us both a little bit nervous that we weren't going to drive in convoy to Fes.

It was still dark when we lined our cars up in front of the hotel, four indicators on, CB radio on and then the start sign was given by Cor. A short drive later we arrived at the ferry. After taking off our antenna, hiding our CB and some paperwork Danny drove our Seatrade car onboard.

The time on the ferry was spent on taking pictures, talking to other teams and of course waiting in line for a stamp in our passports. Only a few hours later we are on Moroccan ground, waiting in line again for the rest of the paperwork (importing the cars).

We are in Africa!

Morocco is beautiful; to me it was obvious that I would like our time here. We were driving in convoy to the supermarket when we passed a first checkpoint and yes, while everyone could keep driving, we were the ones getting stopped by the police. Thanks to the organization we were prepared and just had to hand over a paper with all our details already filled in, Danny's paper was kept while they handed back mine. Tsk! Sexism much?

Of course by the time we drove off we didn't have CB contact anymore. It was good that we had the GPS map taking over. I felt stressed trying to find the others while Danny said "we are on vacation Bieke, we'll get there!" He was right.

This wouldn't be the first time we lost the group; we did again along the way when trying to find our way out of the city. This time it was the traffic light that split us up, but we found them again at the fuel station some small curvy mountain roads later. A beautiful sunset brought us to our first stop in this lovely country. Our tent was set up, we ate dinner, took a shower and drank something called "appelflap" together with "Opa's on tour", a nice ending to a beautiful and exciting day!
Early in the morning we left with three teams to make our way to Maadid. We had the GPS so the Seatrade car would lead the way. Once we got out of a small town with a lot of new roads that were still unknown to the GPS we were in for a nice drive. Narrow curvy mountain roads were like a playground for me and as we were driving in front we were in charge of driving past vehicles first to then communicate over the CB if the road was clear or not. It all felt very professional and every time all three teams passed the obstacle it felt like a little victory.

Everything went smoothly and we even had time for a real Moroccan mint tea.

When we arrived at the camping it wasn’t even dark yet; we had time to set up our tent while our tajine dish was being prepared. Afterwards I had to search for the key, yes I lost the car key... sigh.... Even our neighbour’s team “Go for it” decided to help me out; in the end I found it on my sleeping bag in the tent. Uffffffff!

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Getting checked by the gendarmerie again, fully equipped to take everything out wouldn’t have been a big problem, but to take the seats off the top, no... not an option; those seats are only take the seats off the top, no... not an option; those seats are only off the car and this way on the asphalt to save some strength for the Mauritanian Sahara.

Our convoy became a little bit smaller when we went back off road after a small part of asphalt. There were no technical problems, just a part of Team Bresla decided to split up and continue their way on the asphalt to save some strength for the Mauritanian Sahara.

Since we had no problems today we arrived earlier than usual to our next stop which was no problem at all after the exhausting drive from yesterday. Danny, who drove this afternoon, fell on the bed and was asleep right away. Poor guy, we didn’t think the drive would be so short; otherwise we would have changed drivers earlier.

Dinner: Tajine with a cold Coke (I really got addicted to cold Coca Cola on this trip).

While three teams are going to play in the sand dunes of Merzouga we decided to have a nice sleep in. Yes I know, why aren’t we joining them? Honestly? First of all I didn’t want to take the risk; secondly the car had to be as light as possible, which means taking everything out of the car and worse off the car. To take everything out wouldn’t have been a big problem, but to take the seats off the top, no... not an option; those seats are only coming off at the end of our quest!

Lunch was being served when the three teams came back with a big smile on their faces, telling us all about their adventures. A little bit jealous? Yes maybe, but I still feel we made the right decision.

Our first off-road experience starts today! Potholes, humps and more potholes in the road; it was a painful experience because every time the back of our car hit the ground we felt the pain. Our backseats are on top of the car and this weight pushing the car down made every pothole in the road a challenge, high fiving each other when we manage to go through it without touching the ground.

A steep rocky road brought us down, close to the Algerian border. I’m still happy that I was the one driving when we had to drive down that road, it was so steep and challenging, especially for me because I was even too scared to drive onto the ferry, haha.

With our 4x4 set on we drove through loose sand; this was way easier on the car. I on the other hand wasn’t so relaxed about it, ever since my two times tilting the quad in the Namib desert I was feeling a tiny bit anxious when the car felt like losing its grip. I’d better get used to it!

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Gメディアr checked by the gendarmerie again, fully equipped to take us out if needed. Their uniform, long trousers, long sleeves, big boots, sure worked intimidating. I don’t envy them in this heat; must be nice someone finally passes here since we were in the middle of nowhere at the moment.

Continuing our way the landscape of rocks changed again in loose sand passing beautiful oases once in a while. One of those palm tree inspired oases was also our resting/picnic/checking cars place. When walking around in the oasis it felt surreal; I never thought I’d see one in real life. I never even knew it would look so perfect in real life!

All the loose sand and heat took its toll to the only motorcyclist of the group but there was no way back anymore, we had to push through. Also team “Let’s go for it” had some car troubles, but when there are troubles there is team ‘Art of Rescue’: there’s nothing they can’t fix, really!

Just when I thought there wasn’t an end to this desert, a sandcastle doomed up in front of us, our stop for today!

After a “Camelfie” and taking our bags to the Berber tent (our sleeping place) we are lining up on the buffet; after dinner it’s time for another briefing. The day ends with a Coke, nice view on the dunes of Merzouga and local music.
Saturday 11 October  
From El Mharech sand dunes to Zagora

An early morning on the program today: after breakfast we head out to Zagora accompanied by a few raindrops.

The day started with washboard roads, a lot of them, our Seatrade car already proved it could take a beating so we were pretty confident that we’d make it through. Rattling we continued our way on a quicker part of the road, it’d been evened out to (maybe in the far future) turn into an asphalt road.

Panic, when a scent of burned rubber entered the car. “Is it us?” I asked Danny; my words hardly spoken when bits of rubber fly around in front of us.

“Flat tire” is what the guys in the Pajero communicated; this was an understatement to say the least.

A lot of jokes were made: It was already the third time the guys in the Pajero had a flat tire and every time the same guy was driving. The shredded tire was taken by a local on a scooter, he tried to get bits of rubber off it but when it seemed too much work he just took the whole thing and dropped it off in the first house that he saw.

Not long after that we arrived at our camping spot, where they had cold Cokes and WiFi! After setting up the tent and updating our Facebook page, outside the wind picked up fast and everything around us became orange. A sandstorm!

Sunday 12 October  
Zagora sand dunes through Mhamid-Lac Iriki to Foum Zguid-Tata

We had a lot of road to cover today and probably would not make it to Tata before dark, reasons enough to get a very early start, but there’s always time for tea!

It didn’t take long before we reached the off-road track again; we passed a small village where the roads seemed to get narrower and narrower until eventually the asphalt stopped and dust took over. A beautiful sandy road brought us to the dunes of Iriki where we had lunch in a real Berber tent. I tried to take as many pictures on the way as I could, maybe a bit too much because the sand found its way inside the lens and that meant the end of my camera!

After dinner we drove off to Iriki lake, a dried up lake which made a perfect underground to pick up speed again. Loose sand, washboards, dried up lake; we almost had all grounds covered when a rocky road would be our biggest challenge of all. It wasn’t especially steep or anything: there were just rocks, a lot of rocks, on which we drove an average of 15 km/h and this for 40 kms! We were told to avoid the pointy ones which would kill the tires in no time, but they all seemed sharp and threatening.

We reached the asphalt road three hours later and the relief that everyone felt after making it through without a flat tire is indescribable.

A concrete parking at a hotel was our camping ground for the night, a little bit of a challenge to set up a tent that way. Rocks on the anchor points of the tent seemed to work perfectly fine and since it was Danny’s birthday today I made him an amazing spaghetti served with a glass of red wine.

Monday 13 October  
Asphalt from Tata-Akka-Bouizakarne-Guelmim-Laayoune

In the morning we left as a convoy but we arrived alone at our camping. We drove behind the boys when they had a flat tire again (again the same driver, how weird is that) and when they also got a fine for speeding we continued on our own.

It wasn’t that late when arriving in Laayoune where we stayed in a beautiful permanent tent with beds! Because we had stopped earlier at a supermarket, we didn’t join the others in the “restaurant” (a big tent) and had our own barbequed steaks with a little bit of sand.

We met up with all the teams (except the fire truck who was waiting at the Moroccan-Mauritanian border for us) in the big tent and couldn’t resist taking a dessert while listening to the briefing about what would happen in the next few days.
Tuesday 14 October
Coastal road Laâyoune - Aousserd Barbas

We were almost the last team to leave the camping ground today. Together with team “Let’s Go For It” we would drive all the way to Barbas today, which meant driving 800 km. The ocean next to the road was a beautiful sight, but we hardly had time to take it all in because we had to arrive at our destination before dark. Last year there had been an accident on this road during the challenge and I can now understand why. It seemed to me that they didn’t get measurements quite right when making this road: When a truck would pass you were forced to go off the road since it was too narrow to pass. Danny didn’t seem to mind though, man how can he drive like this and not loose his mind?! I was happy to see that, when I took the wheel, the roads got a little bit wider.

The only challenges we faced today were trying to stay awake and the toilet breaks (never knew what you would come up against when opening that door).

After kilometres of asphalt, camels crossing the road randomly we arrived at our motel. Once this would have been a state of the art resting place but today it was a simple motel with an oversized lobby/restaurant. It had WiFi, a warm shower, beds, food and most importantly: cold Cokes!

Wednesday 15 October
Aousserd (Barbas) to Guerguarat (Mauritania)

Mauritania, wow, this was a country I never had on my “what still to visit” list. A briefing to tell us what to do and most importantly what not to do when crossing the border made us a bit nervous as to what we would find at the other side.

A short drive later we lined up at the Moroccan side of the border post, papers were done, cars been checked and we could drive through. Between border posts there is always a little bit of “no man’s land” in this case it appeared to be a dumping ground for cars, tires, TV’s and even trucks. We were told to stay “on the road” because there could be mines everywhere. Well, let me tell you, there was no road; this was by far the saddest place I’ve ever seen in my life, it belongs to no one and that was noticeable!

When arriving at the Mauritanian side the customs didn’t seem too excited about foreigners having their trip of a lifetime. It took them forever to figure out if they should make us pay for importing alcohol or just confiscate it (and probably have a party later). They went for the second option; everyone had to unload their alcohol which later on disappeared in a little shag full of smiley faces. After getting hold on our visa’s we drove under police guidance straight to our camping space. It had walls all around and we were told not to leave the ground unless for going to the shop just around the corner. It is also on this camping where we arranged our insurance for both Mauritania and Senegal; all done, time for bed.

Thursday 16 October
Preparing for the Sahara and departure to national park Nouâmghar (sand slopes full Sahara), camping in the Sahara

Around 11 am the big doors of the camping ground opened to let us all out; we were ready earlier but had to wait for our police escort to accompany us. When driving out of town we saw seven army trucks next to the road: Apparently they will watch over our safety while we are playing in the big sandpit. I can’t keep my eyes off the AK-47 and with envy I look at the young boy holding it, even if it’s dangerous in Mauritania, this seems to be a bit much.

16 October is also the first day I notice how annoying sand flees are! Time to let the deet (mosquito spray) do its job! Did I already say it was a hot day (40°C)? We don’t have the privilege of having air co and since even the wind was warm there was no place to hide, so we just had to stick it out.

Driving through the Sahara was amazing though and when the sun went down we got stuck in the loose sand for the first time. Nothing more than a push was needed to help us on our way again. We don’t make it to the place we were supposed to spend the night, this due to the regular cars getting stuck in the sand often. Poor Espace of team T&T; this car was having the worst time and also its drivers Tom and Trees couldn’t wait to get out of this sandpit.

A lot of wind is spoiling our evening in the Sahara, we made half a circle with the cars hoping that it would block out some wind. The heat took the best of me: my head was exploding when we were setting up the tent and after a painkiller I immediately fell asleep.
Friday 17 October
Sand slopes full Sahara, camping on the beach

What a night! I woke up thinking “wow even through the tent I can see the stars” when almost directly after realizing that the top sail of the tent had blown away. Waking up Danny didn’t help much: He was like “oh no” and continued his sleep. Opening the tent I saw two pickets were still preventing the top sail from blowing away completely but I couldn’t be bothered fixing all that so I closed my bag and threw it on the sail, that’ll hold it!

It was not the first time this holiday that I got woken up by prayer; this time though it was just live next to the tent. On a side note: A morning toilet break when seven army trucks are stationed all around the camping ground is not an easy task (if you don’t want to be seen by anyone that is).

Anyway, today was about the same as yesterday: Cars getting stuck, the sun burning against our window.

Today we would sleep on the beach but the open water seemed nowhere to be found. When the motorcycle of team Bresla had a flat tire for the second time there was no way to get it fixed anymore. The army was nice enough to allow the motorcycle to be transported on the army truck for the rest of the Sahara. The temperature climbed up again, this time over 40°C and it’s the first time that our Seatrade car had troubles. Well I actually panicked before the troubles could start: The temperature of the car was going more and more to the red when I stopped and asked team “Art Of Rescue” for help. They told us to put the heating on the get all the hot air out and it wasn’t a joke. So there we were, heating on maximum, boiling sun on our faces, driving to Gambia didn’t seem the brightest idea at that time!

Not only the car was getting overheated, when we finally arrived to the beach Danny seemed to have lost all energy. It was a heavy day indeed; the Espace faced a few problems with their fuel pump so they had to get towed all the way to the beach (and later on to Nouakchott).

On the beach it was the first time my heart breaks for children asking food, all the children that we passed and demanded presents were kind of rude, so it made me more angry than anything else. These three boys asked for food, no present, so in a moment of weakness I gave them some rice.

When we arrived at the ocean the water was way too tempting to do anything else before getting in there. Again, the water was warm so not even that would cool us down a lot, though it felt good!

The wind made our “sleeping under the stars” desert experience impossible, so now it will be a beach one. Together with the two boys of team “1602” I decided to sleep outside with just a sleeping bag (since there were hardly any sand fleas) and let me tell you, it sounds more romantic than it is. The water that never stops hitting the shore makes so much noise that it’s hard to fall asleep. Nevertheless when waking up we found footprints of small animals all around us so we must have slept well!

Saturday 18 October
Driving along the shore to Nouakchott

A short briefing that told us how to drive on the beach (try not to touch the water, but drive where the water has just been?) and we were off, with the towed Espace in front. It was approximately an 80-km drive on the beach followed by 130 kms of asphalt roads to the next fuel station. Hope we’ll make it!

Two hours later we drove through the dunes in search of a decent road, flat tires (they had to be flat so they would have more grip in the loose sand) in combination with washboard roads made me a little bit nervous. Just before driving onto the asphalt we filled up our tires again (as much as possible with those little compressors), the army trucks that accompanied us through the desert made way for a fresh load. This meant taking the motorcycle off the truck and trying to get it on top of the Opel from team “Bresla”. When we were all ready we continued our way to the capital of Mauritania: Nouakchott.

The sun is killing us still and when we arrived at the hotel with air co there was no way I was going to get out and find a camping ground somewhere. I needed a room and shower, now! After that we searched for a carwash to get all the sea salt off the car, filled it up at a fuel station and went back to the hotel.

Our day ended with a nice chat and a pizza in the hotel lobby; heaven!

Sunday 19 October
Driving in convoy to Diama (Senegal), continue our way to St.Louis

We learnt at the briefing that not all visas had been approved yet but “we would make it in”, the organization said. On our way to the border post Danny and I got into a big discussion; the high temperature is really taking a toll on us. We lined up in silence at the border post, wondering how long it would take this time. Rosso is the most hated border post of all but it all went quite smooth, even though it was on African time “nice and easy”.

It takes two ferries to cross all of our cars into Senegal. It’s 4:15 pm when we line up again to get our visas for opening the gate to Senegal. While we were waiting a man came out of the building and blew a whistle, everyone around us stopped and we all had to stand up. The border post where everyone was talking, yelling, laughing, walking, running, playing, fell totally quiet, it was like time stood still while the official slowly took the flag down.

The sound of a whistle was heard again and life continued...

7:45 pm the gates of Rosso opened and a last check point was passed. We are in Senegal; I can hardly believe it! We didn’t make it before dark but we made it in time for dinner, which was even more important! Tonight we are not setting up our tent, I’m sharing a room with three guys!
**Monday 20 October**

**From St. Louis to Dakar Lac Rose (Niaga Peulh)**

It was a hot night and this has nothing to do with spending the night with three guys! Our start today was planned at 10 am, plenty of time to shower, eat and buy some gifts for the family.

When driving through the streets of Senegal you can’t stop to notice the women here spend a lot of attention on how they look. The beautiful tailor-made dresses they have on made me feel like a bit of a slob.

At the fuel station we decide to drive on with team “Let’s Go For It” and the boys of “1602” in their Pajero. The baobab trees next to the road finally gave me the Africa feeling I’ve been missing and again the feeling of “we almost made it!” overwhelms me. I’m so proud!

We passed a huge sign saying “Lac Rose” and continued to Dakar until we finally noticed we were driving in the wrong direction. We decided to take a side road, “a shortcut”. We drove through the ghetto of Dakar, where a police car (fully secured) stopped us and asked us where the hell we were going. They told us to turn around and then to go straight on; a big confusing but we decided to listen to the last one and continued our ride.

Big eyes of children stared at us while we were driving the narrow streets until we finally found our way out and got on the right road to Lac Rose. It was a breathtaking sight when we arrived, beautiful little round huts (with air co) waited for us. A jump into one of the swimming pools was a refreshing change to the whole trip we made so far.

**Day 17**

**Wednesday 22 October**

**From Dakar via Karang (border Gambia) to Barra (ferry) via Banjul to finish at Hotel Lemon Creek in Bijilo**

Today is the day we had all been waiting for; we would finish our challenge in The Gambia!

First a (hopefully last) early morning, writing our name on the wall of the restaurant, packing everything to leave for the border and off we went. For some reason I thought it would be a short and easy drive, but that was far from the truth. We drove on a dusty bumpy road for ages and right when we thought this was the worst road ever, it was followed by an asphalt road full of potholes which were sometimes impossible to avoid. Zig zagging to avoid the holes, going off and on the asphalt, getting away in time for the oncoming vehicle but weird enough it was fun; maybe we felt a bit euphoric because it was the very last day.

When we finally arrived at the border post a lot of children swarmed around us. The Senegalese side made us cross to the Gambian side because it was getting ridiculous. The same would happen at the Gambian side, except this time kids offered to trade cold drinks for anything we could miss. We were in the middle of a transaction when all of a sudden everyone stepped into their cars to drive off, so hurrying we jumped into the car and followed the others.

Can you believe it? We are in Gambia!

We made our way to a ferry again, where we passed all the trucks waiting. I felt a little bit guilty I admit, but nothing to do about it! While waiting the cars were getting decorated and also our Seatrade car was getting orange balloons. We barely fitted with all our cars on the ferry and off we went, off to Banjul!

In Banjul we could drive under some arch which would only be used by important people, it was an honour!

There it was, Lemon Creek, a group of African singers and dancers were giving us a warm welcome. I was standing there, with mixed feelings, it’s done and I’m happy we made it but it’s done...
Thursday 23 October
Project visit and official participation document

Yes, already the day after arrival we were going to visit the projects we drove for, our project is one of them; the crisis centre for street children in Bakoteh. Beds for the little ones is what this shelter misses the most. The accommodation is very basic, but they have everything you need to live; it's clean and well... that's the most important thing.

They told us that this centre is more than "just" a shelter for street children. Abused girls find a bed and a warm welcome during their pregnancy and also elderly can find a home here when their families aren't able to provide the care that they need. Furthermore, Bakoteh Crisis Centre is the face behind the phone number "199" where child abuse can be reported.

Sunday 26 October
Final day: The auction!

This is by far the most important day of all, the auction; was all the effort we put in worth it? There were two people interested in our car, and we could only hope that they both really, really wanted it. We ended up with 203,000 dalasis which is about 3,700 euro, minus 15% costs for the auction that makes a total of 3,145 euro for the centre. Besides the money from the auction we also donated a part of our camping gear (cooker and gas bottle, three storage boxes, canned foods, mosquito net, ...).

The total amount of all cars (and motorcycle) at the auction was 1,529,550 dalasis (28,235 euro) that means 24,000 euro net (15% auction costs). With all the smiling faces around us we can only conclude that this challenge has been a success!

Best moment?
If you ask me what the best moment of my trip was, then I have to answer eating ice cream with the kids of Second Home Project. This project is a house where disabled children find a save heaven to come home to. They are taken care of 24 hours a day during the week and go home on weekends. Because the "Opa's On Tour" had a little bit of money left, but not quite enough to make a donation, they had this amazing idea to bring all the children together and eat ice cream at the strip. The kids absolutely loved it. It was so nice to see their smiling faces and when you see them sharing all the goodies together my heart just melts!

Bieke Nijs
Hope Bay transits Panama Canal 100 times

As vessels sail around the world, over the years they call a lot of ports and transit many canals. Vessels on liner services will of course have a higher frequency of calling at the same port or transiting the same canal.

The 18-year old mv Hope Bay was awarded a commemorative plaque for its 100th transit of the Panama Canal on 6 October 2014. It was presented by the boarding officer and humbly received by Capt. R. Reoyan.

Mr Li ShaoSong, President and General Manager of Zhoushan Haili Ocean Fishery Co and Walter Wildoer of Seatrade Reefer Chartering in a meeting at Shanghai where they are discussing the finalisation of the voyage of mv Prince of Tides that is chartered by Messrs Zhousan Haili Ocean Fishery Co.

New photo book of Seatrade pool vessels

In 2012 a first volume in the series “Nederlandse koopvaardijschepen in beeld” (Dutch merchant ships in focus), dedicated to the (part) owned fleet of Seatrade and Dammers & Van der Heide was published. Maritime author Dick Gorter now has completed a second volume, containing photos of nearly all other pool and vessels in management, since Scheepvaartkantoor Groningen started their first pool in the late 1960’s.

Of every shipowner a short description of its history and relationship with the various pools (Seatrade Reefer Pool, Hamburg Reefer Pool, GreenSea Pool and United Reefers Pool) is given, both in Dutch and English.

Many readers will remember reefers like the Sprinters of Castro/Vriesexpress, the Jol-vessels of Lauritzen/Oceaanvaart, the Southern-ships of Blue Peter, Falcon Reefer, Nidaros and Tinganes, the ships of Vroon, Jaczon, Primlaks, Anthony Veder and many others. Companies such as Columbia Shipmanagement, Chiquita/Great White Fleet, Thien & Heyenga, GF Group, Roswell, Oceanlink, Chartworld, Green Reefers, the many Japanese and Korean owners and many more are mentioned. This 360-page book includes a wealth of photos, nearly all of them in colour.

Available as of early December 2014.

Nederlandse koopvaardijschepen in beeld, deel 15, Seatrade 2, Pool- en managementschepen
Auteur: Dick Gorter
Uitgeverij De Alk - ISBN 978 90 6013 386 6 - Price € 29.90
NEW BEDFORD, MASSACHUSETTS
41o38’N, 70o55’W

Located on the south coast of Massachusetts on picturesque Buzzards Bay, the Port of New Bedford is the world’s most famous whaling era seaport offering a unique blend of fishing industry and recreational boating.

The port of New Bedford has been holding the title of America’s Top Fishing Port for 14 years in a row due to the high value of commercial fish landing, generating approximately USD 800 million annually to the local economy. For the recreational boater, New Bedford is probably the best-kept secret in Buzzards Bay, especially for its unparalleled marine facilities and services. New Bedford Harbor is home to all kinds of recreational watercraft, ferry service to Martha’s Vineyard (just one hour away) and Cuttyhunk, excursion boats, water taxis and cruise ships.

The history of New Bedford began four centuries ago and pre-dates the Pilgrims of Plymouth by 18 years. Four centuries of innovation, reinvention and fortitude colour the city’s past. The city’s vast fleet of whaling ships plied every ocean on the charts and brought the American flag into countless foreign ports for the first time. In 1841, Herman Melville shipped out aboard the whaleship, Acushnet. His experiences inspired him to write Moby-Dick, in which he describes New Bedford in great detail. In the days of anti-slavery agitation, the city was one of the major “stations” of the “Underground Railroad,” providing refuge for fugitives. Today, New Bedford presents a broad diversification in manufacturing, service, retail and tourism-related businesses throughout the city. Ranked the 7th Most Artistic City in America by Richard Florida, Atlantic Magazine, New Bedford has a long history of the arts that is visible in the number or artist studios, galleries and cultural organizations.

There is so much to see and do, from visiting the world’s largest whaling museum to eating the world’s freshest seafood (try our scallops). The historic downtown district, located right next to the waterfront, features a variety of ethnic restaurants, galleries and key attractions.
EXCURSIONS
Whaling City Expeditions
Take a narrated cruise around historic New Bedford Harbor and explore New Bedford history featuring historic Palmer Island Lighthouse, Fort Phoenix, the largest Hurricane Barrier on the East Coast, and Schooner Ernestina - the official vessel of the Commonwealth of Massachusetts.
Distance: 1 block
Duration: 1 hour
Departs: City Pier/Pier 3, next to the Waterfront Visitor's Center, 228 MacArthur Drive
Cost: Adults USD 15, Seniors USD 13, Children (12 & under) USD 8
Runs mid-June through end of September

Seaport Cultural District
Located along the working waterfront in downtown New Bedford, the Seaport Cultural District boasts the historic charm, inspiration and dynamic creativity inside and out. Walk the old cobblestone-lined streets filled with art galleries, studios, shops, and stories of whaling days, the Underground Railroad and Herman Melville.
Location: Downtown New Bedford
Admission: free
Distance from vessel: 1 block

ATTRATIONS
New Bedford Whaling National Historical Park
Step back into history! Located right next to the Port of New Bedford is the Whaling National Historic Park with friendly park rangers who will guide you through fascinating story of America’s whaling industry during the 19th Century and New Bedford’s role in the nation’s maritime history. National Park Rangers conduct narrated walking tours of the 13-block area of cobblestone streets and whaling era buildings. Tours depart from the National Park Visitor Center, 33 William Street daily during July and August. Tours last approximately one hour.
National Park Visitor Center Hours of Operation:
9:00-17:00 7 days a week year round
Distance from vessel: 3-4 blocks
Located at: 33 William St
Cost: free

New Bedford Whaling Museum
The Whaling Museum is the largest museum in America devoted to the history of the American whaling industry and New Bedford. It houses the most extensive collection of art, artifacts, and manuscripts pertaining to American whaling in the age of sail - late 18th Century to the early 20th Century.
Location: 18 Johnny Cake Hill
Admission: adult USD 14, senior USD 12
Distance from vessel: 2 blocks
Hours of operation: Daily 09:00-17:00. Seasonal hours apply for winter months

The Zeiterion Performing Arts Center
The Zeiterion offers a full calendar of events and features a broad range of the highest caliber of national and international performing artists and programs set in a meticulously restored Vaudeville era theatre.
Location: 684 Purchase St
Admission: varies depending on performance
Distance from vessel: 6-7 Blocks

RESTAURANTS
Black Whale
Fresh seafood choices right on the City Pier 3!
Location: 104-106 Fisherman’s Wharf
Hours: Mon-Wed: 11:30-21:00; Thu-Sat: 11:30-22:00; Sun: 11:30-21:00
Distance from vessel: 1 block
Cost: Medium to High - Payment: Cash, Credit Card

Freestones
Located in an old bank building in the Whaling National Historical Park, Freestones offers a variety of choices including Seafood, American and Healthy Dining.
Location: 41 William St
Hours: Mon-Thu 11:30-22:30; Fri-Sat 11:30-23:00; Sun 12:00-21:00
Distance from vessel: 4-5 blocks
Cost: Medium - Payment: Cash, Credit Card

Destination Soups
With a laid-back environment and delicious soup choices, Destination Soups is a local favourite.
Location: 149 Union St.
Hours: Mon-Fri 11:00-17:00, Sat 12:00-16:00
Distance from vessel: 5-6 blocks
Cost: Cheap - Payment: Cash, Credit Card (USD 5 minimum)

FOR MORE INFORMATION
Visit DestinationNewBedford.org to start exploring everything that New Bedford has to offer or check out the Destination New Bedford FREE app on iPhone and Android.
The Port’s friendly staff is there to help you plan your New Bedford experience. Stop by the Waterfront Visitor’s Center located at the City Pier 3 from 09:00 to 16:00 during the weekdays. The National Historical Park’s Visitor Center located at 33 William St is open 7 days a week, 09:00-17:00, and is just 3-4 blocks away from the State and City piers.
Dear Cadets and Trainee Officers. This article is for you!

Having 22 years experience at sea I would like to tell you a few stories and give useful advice. To my regret basic theoretical knowledge of the younger generation is mostly insufficient. The root cause of that problem is the gap between high school and nautical college/university. It seems sometimes you just attended lessons and did not learn them at all.

Once I gathered two Deck Cadets and ABOT on the bridge and asked them simple questions. One of them was: “What is the length of 1 nautical mile?” I received three different answers. Later I realized they did not know that a nautical mile is variable and depends on the geographical latitude. Eureka! It was a discovery even for the ABOT who had a license.

But that’s not the end of the story. I wrote down the formula to determine the length of a nautical mile. There was a cosine in that formula. And nobody knew what it was. Unbelievable! Of course, I wanted to refresh their memory. Next question was: “Do you know anything about right-angled triangles?” Only one of them said: “Yes, I know.” The next moment I received the answer, which I’ll never forget. He said: “A right-angled triangle is that triangle, which has ALL right angles.” That was the final straw for me. I remained cool, but ordered them to leave the bridge immediately. Disaster! I could not imagine how deep their gap in knowledge was. Later on we had a few lessons on elementary mathematics.

Want more stories? Here they are.

I worked with a Second Officer who could not sum up two double figures without the use of a calculator. He stated that he defended a diploma on astronomy. How is that possible?

Another example. After several months on board I saw a cadet in front of the radar acquiring a target and doing a lot of manipulations. It seemed he was professional. I only asked him: “What does ARPA mean?” No reply. “And what is CPA, TCPA, BCR?” Silence again. What to say?

We are all using a lot of abbreviations every day, such as SOLAS, ISM, ISPS, GMDSS, GPS, MARPOL, STCW, IMDG, IMO, ILO, etcetera. But what do these acronyms stand for? Very seldom I heard the right answers. Hey, gentlemen; it’s our profession! We MUST know these things!

I could continue but that’s not the purpose. Fortunately I have also met Cadets and Trainee Officers who knew a lot. That’s great! They have a future!

And now the promised advice.

There are three main laws in philosophy. One of them is the most important: the Law of Transition from Quantity to Quality. The more you learn, the more knowledge you gain. The more time you spend on a certain subject, the deeper the knowledge you obtain. It’s an axiom.

When you study at school and later in college or university NEVER divide subjects into useful and useless. You MUST follow the program and perform everything required. When you get older and create your own family don’t forget to address this postulate to your children.

When you are on board act as a sponge. Your motto must be “No day without knowledge!” Keep on learning. Do not hesitate to ask questions. Even elementary questions are appreciated. We are always ready to transfer our knowledge and experience to you. There is only one condition. We need to see a sparkle (and even better a fire) in your eyes!

Captain Evgeny Pishchits
When I was a child berries were a typical summer fruit. In our garden we grew goose berries, raspberries and red currents - which my brother and I started 'checking for ripeness' way too early when they were still green on the bush, and shuddering as the acidity hit our taste buds and practically stripped the enamel off our teeth; to do the same thing again the next day...

Blueberries as a fresh fruit and not made into jam, were not commonly available, though in high-end restaurants you might have found a few as decoration with dessert. I only discovered blueberries when staying with a Swedish family, and we went out in nature to harvest them ourselves. The tool we used meant lots of small leaves ended up mixed into our meagre harvest, and to be honest I was not impressed with the taste after all that 'hard work'... The lack of sunshine and abundance of rain that summer might have somewhat influenced the flavour of that dark blue/purple fruit!

Years later in Canada I rediscovered the fruit of which there are many varieties, with different sizes and a wide range of flavours. Ah, those blueberry pancakes opened my eyes, and the blueberry joined my 'best food' list, together with lobster, crème caramel and passion fruit; but that's a story for another day.

Today super markets stock blueberries year round, and for us at Seatrade it is becoming a regular cargo on our FDD service from Peru. Shelf life of berries is limited as anyone who has ever bought berries - and did not immediately eat them - can probably attest to. The short transit times offered by Seatrade thanks to the fast and direct service from South America help to improve shelf life and reduce wastage on all levels. A win-win situation for growers, exporters, importers, supermarkets and consumers!
Blueberries are a perennial flowering plant, which vary in height from 10 centimetres to 4 metres. Depending on the variety it is either deciduous or evergreen, with bell-shaped flowers ranging in colour from white to red. Like the variety in bush size, also the size of the fruit varies from 5 to 16 millimetres in diameter. The fruit starts out in pale green and moves over red-purple to indigo-purple once ripe.

The fruit we most commonly find today originates from species that naturally occur only in eastern and north-central North America, as those are now commercially grown in the Southern Hemisphere.

Harvesting of the fruit can take place from late spring through to the end of summer depending on the variety and growing conditions. For many years the fruit was handpicked, and in many places it still is. Harvesters are now available that will shake the bush, catch the fruit and bring it to a facility where it is cleaned and packaged for selling or transportation.

Blueberries are sold fresh or processed as individually quick frozen (IQF) fruit, purée, juice, or dried or infused berries, which may be used in a variety of consumer goods, such as jellies, jams, pies and yoghurts. Freezing will not damage their delicate anthocyanin antioxidants.

Blueberries contain a diverse range of micronutrients, with moderate levels of the essential dietary mineral manganese, vitamin C, vitamin K and dietary fibre. They are considered low in terms of their glycemic index [in this case, low is good].

Individuals with already existing and untreated kidney or gallbladder problems may want to avoid eating blueberries as they are among the small number of foods that contain measurable amounts of oxalates, naturally-occurring substances found in plants, animals, and human beings. When oxalates become too concentrated in body fluids, they can crystallize and cause health problems.

Over all, though, blueberries are rightfully hailed as a super fruit. The antioxidant nutrients in the fruit have shown to have a wide range of benefits:

- cardiovascular: improving cholesterol; lowering blood pressure
- cognitive: protecting nerve cells from oxygen damage; improving memory
- blood sugar: favourable impact on blood sugar regulation in persons already diagnosed with type 2 diabetes
- eye health: protecting the retina from oxygen damage
- anti-cancer: fruit contains anthocyanins, laboratory research is ongoing

So, whether you start your day with a blueberry smoothie, nibble some fresh blueberries mid afternoon, or eat a slice of blueberry pie for dessert, your body will love you, and we at Seatrade are happy to ship those blueberries for you!

_Fiona Schimmel_
On Saturday 22 November Sinterklaas had a very busy day with visits to both the Groningen and Antwerp offices. In Antwerp a clown entertained the young ones while they awaited the arrival of the holy man.

A friend of all children, Sinterklaas was joined by Zwarte Piet and offered words of wisdom to all children; commenting on selective hearing or digital addictions, and praising accomplishments in school or in sports. After waiting patiently for everyone to have their turn, at last it was time for opening presents.

Thank you, Sinterklaas, for your visit, and rest assured you are very welcome to return next year, with Zwarte Piet!
We just went through another one of those incredibly contentious elections. The governor’s race in Florida was said to be the most expensive in the state’s history, with ad spending pushing above $150 million.

What that meant for us poor, hapless residents (or anyone stupid enough to visit the state in the weeks leading up to the election) was a constant barrage of advertising. Without exaggeration, there were easily 20 minutes of political ads for every one hour of television. The same applied for virtually every commercial TV station (and we have some 150+ stations available to us). It would be pro ads for one candidate, followed immediately by very negative con ads paid for by one of the political action committees.

After the first week, it was impossible to differentiate one from the other, as they all blurred together in this orgy of blatant partisanship and irate finger-pointing. It wasn’t like you could shut off the TV and get away from the barrage. The radio airways were filled with ads, banner ads filled web pages and every road was plastered with large billboards and small yard signs – plus the mountain of flyers you would find in the mailbox every day. It was a mid-term election. That’s half way to the next presidential election, when there is a big push for one party or the other to gain the upper hand in the final two years leading up to the next presidential election. The republicans won control of both houses of congress and believe this gives them leverage going forward. What they forget is that the president is a lame-duck and could really care less about “getting along.” He retains veto power, which means more stagnation.

The entire system is badly broken. Elected officials are only interested in one constituency, that’s getting their own sorry butts reelected. All else be damned. I might be sounding like an angry old man, but I’ve made it clear to anyone who will listen that there needs to be dramatic change to the system. My idea is to do away with the entire election process for one of the houses of congress (and maybe, eventually all of them). No election means no lobbyists, no special interest groups, no endless advertisements and less career politicians. The system should work like a lottery. You’re number comes up and you go do your civic duty for two years. That’s it. You serve once and you’re done. Of course, the argument will be that we can’t just allow any idiot off the street to serve such an important role. Looking at the parade of candidates marched out every election; it would be difficult to tell the common idiot from the professional ones. A simple solution to this would be to institute minimal guidelines of civility and common-sense, to qualify for a position.

A simple intelligence test would weed out most of the chafe very quickly. A simple test in Florida would be to check the placement of the auto registration renewal sticker on a vehicle license plate. The renewal sticker comes with clear instructions for placement in the upper right corner of the plate. The new sticker received each year shows when the registration expires - meaning it supersedes any previous sticker and should replace the previous one. There is a clear indent on the plate, to further illustrate where the sticker is supposed to go. Drive down any Florida road and you will see dozens of cars with stickers placed in each corner and a few in the center. This should be an immediate disqualification for a congressional seat. The more expensive the car, the dumber the owner - as clearly one cannot argue that stupidity is a product of a disadvantaged environment.

Other immediate disqualifiers for congress would be:

- Anyone who takes more than 30 seconds to place their order at Starbucks (it’s not like you didn’t have at least 10 minutes waiting in line, to make up your mind).
- Anyone who has to go through the airport metal detector more than once.
- Anyone who speaks in text-speak… OMG, LOL, WTF.
- The person with the “BUY AMERICAN” bumper sticker on their Toyota.
- Anyone who waits in line for 36 hours to buy the latest Apple product.
- The person who asks if the elevator is going up, when you’re on the ground floor.
- Anyone who uses a selfie stick.
- Anyone who gets into a comments debate on the web.
- Anyone who uses a Bluetooth headset anywhere but when driving their car.
- Anyone who hasn’t figured out their smart phone has volume control.

Oh and there’s a special place on the list for those who insist on backing into parking spots. You may not be an idiot, but you’re surely a tool and we already have way too many of those in Washington.

Howard Posner
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. When and where was The Great Exhibition held?
2. On the shores of which bay is New Bedford located?
3. To which French ports did Father Brian sail?

JOIN THE COMPETITION:
Join the competition: Send us the Codes and/or the answers to the Trivia by either E-mail or post, and try to win one of three Seatrade watches!
Deadline for your response is 1 May 2015. The names of the winners will be published in the next issue of Simply Seatrade.

E-mail: simply-seatrade@seatrade.com

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

The answers of the puzzle and trivia in issue 01/2014 were:
Puzzle: easy code = 983 / hard code = 762 / very hard code: 451
Trivia: 1) organic; 2) 17th Century; 3) 8 years

Thanks for all the entries! The winners this time are Capt. Patiño, mv Whitney Bay (puzzle - easy), OIC Chals Bryan Eliseo, mv Fortuna Bay (puzzle - hard), C/O V. Kazmin, mv Atlantic Klipper (puzzle - very hard) and 2/O Dimitrii Ananenko, mv Baltic Klipper (trivia). They will all receive a beautiful Seatrade watch. The lucky winner of the iPod Nano is A/E Lord Jim Gonzales. Congratulations!

Send us your response to this issue’s puzzles and win yourself!
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<td>Cala Pula</td>
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Status November 2014
all particulars believed to be correct but not guaranteed
* operating in the GreenSea Pool
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