

JANUARY 2010
FEBRUARY 2011
MARCH 2012
APRIL 2013
MAY 2014
JUNE 2015
JULY 2016
AUGUST 2017
SEPTEMBER 2018
OCTOBER 2019
NOVEMBER 2020
DECEMBER 2021



FLEET MAGAZINE

CHEMIKALIEN SEETRANSPORT GMBH

100 Years CST Award for Life Savers
Crew List VisionCST 2020
Purchase Alliance

EDITORIAL

Welcome to the new edition of Fleet Magazine, the news magazine of Chemikalien Seetransport in summer 2013.

Since our previous issue, the tanker market in general has remained flat, with only some positive notes in parts of the chemical market. The level of earnings is fortunately still sufficient to pay operating expenses and ensure solid and safe ship operation. However, there is little room for repayment of financing or retaining money for upcoming dry-dockings. Liquidity management is still one of the key issues.

Some finance partners are getting more nervous and require additional and fresh equity from the shareholders. With the high number of insolvencies in the shipping market, confidence has disappeared. It will take a long time before trust and investments from traditional sources return.

We continue to work on our CST 2020 vision and have made good progress with the individual initiatives. In this magazine, you will be able to read more about their status.

In February this year, a regular external audit was conducted at the office in Hamburg by BP. One main focus was the TMSA (tanker self management assessment) and the vetting performance. The result was excellent and a special word of thanks goes to the team involved. Improving our performance is high on the agenda.



Since February 2013, the son of our Chairman, Peter Krämer, has been working at the company. Christian Krämer is employed at the holding company Dr. Karl-Heinz Krämer GmbH and, with his entry, the third generation of the Krämer family is starting. He will introduce himself in this issue.

The reputation of Chemikalien Seetransport is still very good and we have received a significant amount of credit from third parties in recent months. We will continue to work on this and become an even better, stronger and more successful organisation.

I would like to thank all of you, whether on board our vessels or working ashore, for your sterling contribution. I firmly believe that our prospects look good, even in this challenging environment.

I hope you enjoy reading Fleet Magazine.

Yours sincerely,
Ulrich Schittekkat

Vision CST 2020

Initiative – new business

Since the previous issue, the focus has been on discussing the possibility of future joint business with close ship owners and banks. We have started meetings with both of them and received the first positive signals. However, the basis of our business is trust and confidence, which need to be built up over time. A new business model has been presented to institutional investors and a dialogue initiated. In the Far East, we have started to promote the name of Chemikalien Seetransport and are trying to gain a foothold in the LNG market. Due to our long-standing relations with the ANNABELLA and her good performance over the years, we are working on a longterm employment with this charterer. We are jointly working on this project with Marine Service and are hopeful to finalize these discussions successfully in the second part of 2013.

All these are the first steps in our efforts to generate new business. In addition and, to show what we can do, it is of the utmost importance to remain a solid partner for our existing customers and to provide top quality in every respect for our fleet. Of course, the crew on board plays a key role and has a strategic position in this regard. For instance, it has been possible to continue managing the OSTE and WESER, even after the change of ownership, and to find new employment for the ATHENS STAR as a result of the performance of the crew and the well-maintained appearance of the vessel. CST would like to thank all seafarers for their efforts, input and support – as always, these challenging times also offer plenty of opportunities and – together – we will make it.

Changes in the sailing fleet

The CHEMTRANS OSTE and CHEMTRANS WESER have been sold to new owners on 23 and 28 January respectively. CST continues to perform technical management under the new owners and both ships are still under the commercial management of Broström/Maersk, Copenhagen. With the change in ownership, the vessels have been renamed in a pragmatic way to OSTE and WESER.

Back in summer 2012, it was decided to seek potential buyers for the panama tanker CHEMTRANS SUN. built in 2000. Finally, an agreement with Neomia Development Inc. was reached in March 2013 and the vessel was handed over to new owners in Tema, Ghana, on 9 April. On her last voyage under the management of CST, the crew under the leadership of Capt. Margatskiy did an particularly amazing job, as they still had to repair and clean one of the ballast water tanks before the handover.

Due to the poor market conditions in the bulker segment in recent months and as the shareholders did not believe in a market recovery in the short to medium term, the post-Panamax bulker TRANS HANGZHOU has been sold and handed over to new owners on April 19th in Qinzhou / China.

As a replacement for the GASCHEM BERGEN, which was sold at the beginning of February 2013, Harpain Shipping GmbH brought the QUEEN ZENOPIA under the technical supervision of CST on 19 May. The QUEEN ZENOPIA is a Japanese 22,500 cbm LPG carrier. Including the QUEEN ZENOPIA, CST once again manages three ships in the Harpain Shipping fleet.

Vision CST 2020



Back to Klaveness in Norway

Back in 2005, we had a relationship with Klaveness in Oslo. At that time, CST/Belchem had two Panamax bulkers – the TRANS PACIFIC and the TRANS ATLANTIC – employed in the Baumarine pool of Klaveness. We left the pool in 2006 because of a difference of opinion on the employment strategy. Independently, we continued the relationship and followed the development of the pool very closely. Our post-Panamax bulker TRANS SHANGHAI terminated her employment with Rizzo Bottiglieri in summer last year and was employed in the open market thereafter. In order to spread risk in the current difficult market environment, which is especially challenging for bulk ships, it was decided to rejoin Klaveness with the Trans Shanghai and the ship entered the Baumarine pool in Gibraltar on 15 April this year.

Klaveness was founded in 1946 by Mr Torvald Klaveness and has been a leading dry-bulk company for more than 65 years now. It also established the first pools for dry bulkers. The headquarters are located in Oslo, and Klaveness also operates chartering desks in Shanghai and Singapore. For administration purposes, Klaveness has established an office in Manila. In 2012, Klaveness had a total of about 150 employees worldwide, 60 of which employed at AS Klaveness Chartering. Besides the Baumarine pool for Panamax and post-Panamax vessels, Klaveness also operates a bulk-handling pool for Supramax/Handymax ships. Klaveness Chartering had a fleet of more than 100 standard bulk carriers under its commercial management in 2012, 43 of which were members of the Baumarine pool.

Purchasing alliance

The purchasing alliance (PA) was founded at the end of 2010 by CST and Reederei Essberger.

The PA is an association of ship owners and ship managers with a fleet of 300+ vessels, and its purpose is to aggregate purchasing volume. The PA is a non-profit purchasing pool that is operated for the benefit of all its members. Because the PA is operated by all its members and focuses solely on supply-chain functions, it has no interest apart from reducing overall costs for its members while maintaining a high quality of products and services.

The purchasing alliance was formed in an effort to reduce the actual costs, so the aggregation of volume is clearly our principle objective. The members meet quarterly to discuss the needs of the purchasing alliance, review existing contracts and invite supplier presentations.

The supplier that provides the best overall value and meets the needs of the membership is awarded the contract. We regularly review existing agreements at member meetings to resolve any issues and verify that they are still competitive in the marketplace.

Through the PA, we benefit from:

- Market-leading prices
- Direct contact with suppliers
- Information-sharing

Suppliers must be leading companies in their product or service areas, operate to high quality and service standards and offer prices that are below general market rates.

The members are:

- Brise Bereederungs GmbH & Co. KG
- Carl Büttner Shipmanagement GmbH
- Chemikalien Seetransport GmbH
- GRS Rohden Shipping GmbH & Co. KG
- Reederei Stefan Patjens GmbH & Co. KG
- Schiffahrtskontor Tom Woerden GmbH & Co KG
- T. Essberger GmbH & Co. KG
- TEAM SHIP Management GmbH & Co. KG
- IMM Shipping GmbH & Co. KG
- Reederei Heinz Corleis KG
- Reederei Voss GmbH & Co. KG
- GBS-Shipmanagement GmbH & Co. KG
- Reederei R. Fischer Verwaltungsgesellschaft mbH
- Reederei Jens u. Waller GmbH & Co. KG
- Reederei Gebr. Winter GmbH & Co. KG
- Nordic Hamburg Shipmanagement NHSM GmbH & Co. KG
- United Seven GmbH & Co. KG
- Marlow Ship Management Deutschland GmbH & Co. KG
- DS Schiffahrt GmbH & Co. KG

The alliance currently has agreements with Luboil – BP Chemicals – Wilhelmsen , Paint – International Farbenwerke.

In addition to those listed above, we have established several working groups, such as BWT, Fuel Oil Samples, Class Blockfee, Engine Spares, Separators, Asbestos and Compressors in order to share information and to exchange experiences.

United we stand!

LNG Fuel Tank Container

Currently, there is no LNG bunkering infrastructure available for gas-fuelled ships. This is proving to be one of the major obstacles for the introduction of gas-fuelled shipping outside Norway. Diesel fuels are traditionally bunkered from barges and, in Norway, some ferries are bunkered from LNG trailers. In order to establish an LNG fuel supply infrastructure without having to resort to massive investments in new bunkering infrastructure, Marine Service GmbH and its venture partner Ziemann + Bauer GmbH have developed the LNG fuel tank container.

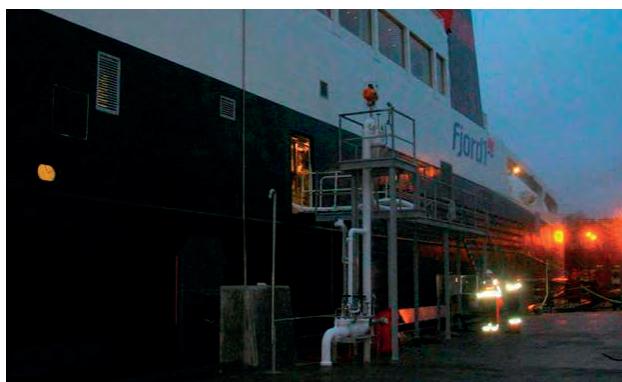


Figure 1 - LNG bunkering station

This purpose-built 40" ISO tank container is transported and handled like any normal dangerous goods container. Once loaded on board the vessel, the LNG fuel tank container is connected to the ship's LNG fuel system, thus becoming an LNG bunker tank. With these LNG fuel tank containers, gas-fuelled vessels do not have to be moved to special LNG bunkering terminals to bunker LNG, thus minimising interruption to the itinerary.

Reducing the number of LNG transfers between the storage tank in the main LNG import terminal and the LNG bunker tanks on board the vessel greatly minimises the risk of accidental LNG spillage and lowers additional LNG boil-off generated by pumping. The inerting, cooling down, gassing up and filling of the LNG tank containers is done in special container filling stations, which are already in operation in a number of larger LNG import terminals around Europe. Marine Service expects the system to be ready for commercial operation in the second half of 2013.



Figure 2 - Tank container handling

LNG bunkering

The lack of available bunker stations is hampering the introduction of LNG as a fuel for cargo ships. At present, there are no bunker boats available to provide services like inerting, cooling down or gas freeing.

Further drawbacks for LNG bunkering in port are:

- **Safety issues; the majority of LNG accidents have happened during LNG transfer. LNG bunkering during passenger and cargo operations increases risk of casualties**
- **Most ports do not allow LNG transfer at the same time as loading/unloading operations**

An alternative to LNG transfer at bunkering stations or from bunker boats is to supply LNG with LNG fuel tank containers. For container feeder vessels and ro-ro carriers which operate in ECA and SECA areas, LNG is a commercially viable and environmentally friendly solution.

The advantages are as follows:

- Handling of IMDG containers in ports is common practice
 - No liquid transfers with risk of spillage
 - Use of existing container logistics and infrastructure
 - Fuel transfer without moving vessel to a dedicated LNG bunkering berth
 - No need for special services for tank cool-down, inerting or gas-freeing

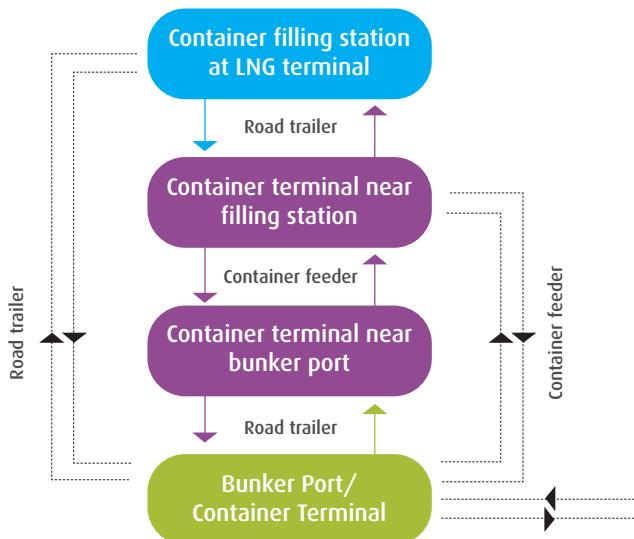


Figure 3 - LNG container logistics

LNG container logistics

The logistics chain for a fuel supply with LNG containers is shown in Fig. 3. The LNG fuel tank containers are filled in an LNG filling station and transported by road, rail and/or sea to a container terminal, where the containers are loaded on board a vessel. In container terminals, the LNG fuel tank containers are stored in dedicated areas similar to other IMDG containers.

LNG fuel tank container design

The LNG fuel tank container has to comply with the regulations for IMDG containers while in transit. As soon as the container is connected to the gas fuel system on board the ship, it has to comply with the Class regulations for the ship's fuel tank. In order to meet both sets of regulations, a dedicated container was designed.



Figure 4 - LNG container filling station

Container arrangement on deck

In July 2011, Marine Service GmbH received approval in principle from Bureau Veritas for the gas-handling arrangement and the related installations on a container feeder vessel.

On a typical container feeder vessel, the LNG fuel tank containers will be loaded in front of the superstructure. For safety reasons, the front bulkhead of the accommodation has to be A60 insulated and the air intakes of the ventilation system have to be located on the aft side of the accommodation.

Cell guides have to be installed across the full height of the LNG fuel tank container stacks. To allow access to the LNG fuel tank containers for connection, inspection and maintenance, walkways have to be installed at all stack levels (Figure 7).

The IMO IGF guidelines specify that LNG fuel tank containers be stored at least 20% of the ship's beam away from the side of the ship. This means that LNG fuel tank containers can only be loaded on the centre stacks, as illustrated in Figure 7.

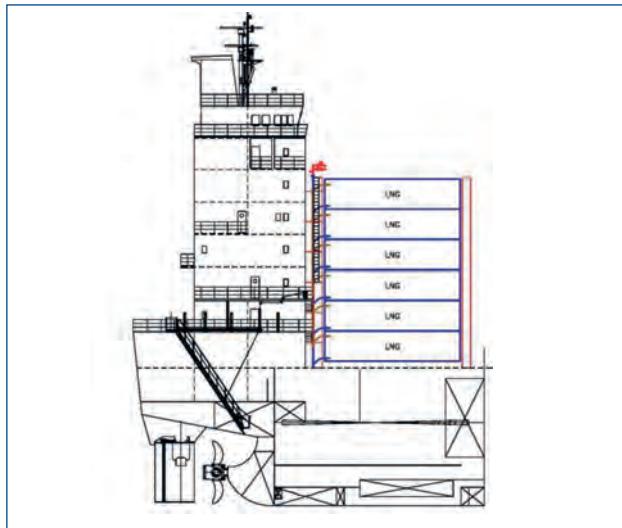


Figure 5 - LNG fuel tank containers on a container feeder vessel

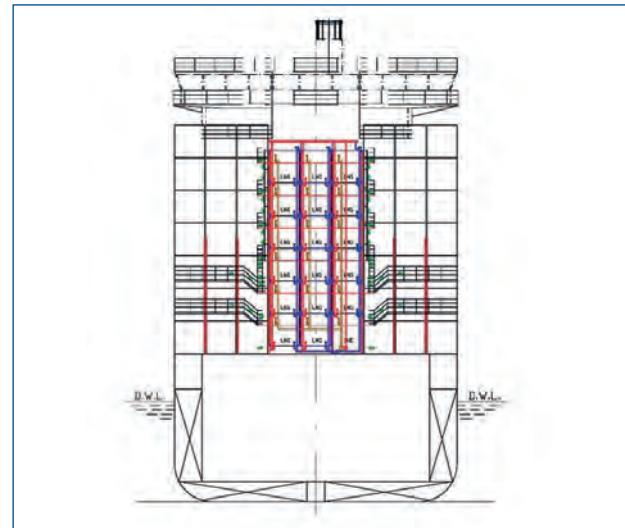


Figure 6 - LNG fuel tank containers in the centre stacks

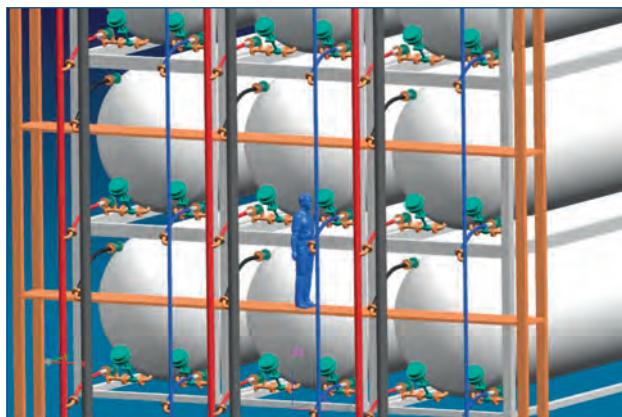


Figure 7 - Walkways in the cell guides to allow access to the LNG fuel tank containers

Gas handling system

Fig. 8 shows the principle arrangement of the gas-handling system. One gas-handling container is located in the first layer of fuel containers. All auxiliary systems required for the regasification of the LNG fuel and for tank pressure control are located inside this container.

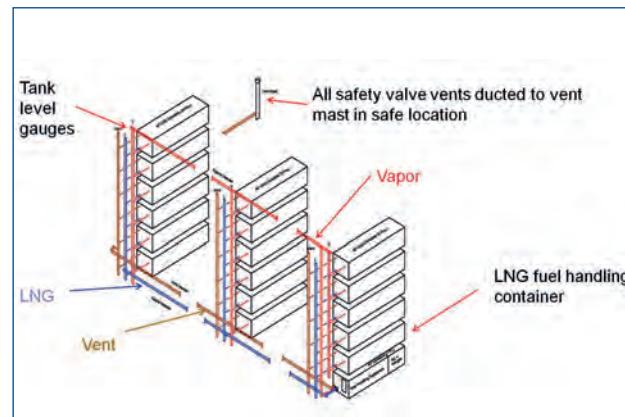


Figure 8 - LNG fuel gas system arrangement

The gas handling system comprises of

- **LNG pumps**
- **LNG vaporizer**
- **Fuel gas heater**
- **LNG container pressure controller**
- **Gas valve units for each of the dual fuel diesels**
- **Ventilation**
- **Fire detection and fighting**
- **Nitrogen bottles for purging and inerting**

Award for life savers

Hamburg, 5th February 2013: Last December, the crew and captain of the oil tanker New York Star were awarded the "Blue Ribbon Award – Plava Vraca Vjesnika 2012". This decoration honours sailors for their courage and dedication at sea. The crew of the ship, which is operated by Hamburg shipping company Chemikalien Seetransport GmbH (CST), rescued 23 Somali refugees off the coast of Libya in May last year.

At 4:12 p.m. on 25 May 2012, an emergency call from Rome was received by the Maritime Rescue Coordination Centre (MRCC): a rubber dinghy with 122 people on board was just about to sink off the coast of Libya. The crew was notified immediately: "It was clear to us straight away that they were refugees," reports **Captain Antonio Eterovic**. The tanker arrived at the site of the accident at 6:48 p.m. "We could see from a long way off that people were jumping into the water out of helplessness."



In order not to endanger the people already in the water, the tanker had to stop its main engine immediately and bring the propeller to a standstill. Lifeboats were lowered into the water straight away. 33 refugees – including 2 pregnant women – were therefore able to be rescued. The ship's crew performed first aid, with most of the people suffering from hypothermia. In Tripoli, the rescued people were then able to be handed over to the Libyan authorities. Other refugees were rescued by another ship.

CST Captain Antonio Eterovic: "Now that everything is behind us and the whole operation has been a success, I can say, as the captain of the New York Star, that I am very proud of the whole crew and that I personally, on a human level, am very pleased that we were able to save so many lives despite the difficult conditions."

This life-saving intervention was the second in just a few weeks for the crew of the New York Star tanker. On 25 April 2012, the crew was also called to help a sailing ship which was threatening to capsize off the coast of Majorca.



The "Blue Ribbon Award" ceremony was held on 14 December 2012 in Rijeka, Croatia. Guests included the Croatian Minister of Transport, as well as representatives of shipping companies, trade unions, the press and radio.



Personal



Dear colleagues,

I would like to take a moment to introduce myself.

My name is Antonio Merkouris, 35. I joined CST in January 2013 as a Jr. Technical Superintendent.

After finishing my studies in Mechanical Engineering in Germany in 2005, I was employed at Interorient Marine Services as a Technical Assistant, which, besides various Superintendent tasks, also involved leading various projects and the coordination of many issues regarding a planned maintenance system, computer communication and networks on board a fleet of 65 vessels.

Later, I was promoted to Communication and Electronics Superintendent, a position that saw me serve as the link between the Technical and IT departments. Not only did I administer the

planned maintenance system of the company – both in the office and on board the ships – but I also resolved IT issues on board the ships.

I have gained a lot of experience – both professional and private – as I had the chance to travel the world, meet amazing people and experience unique situations, whether good or bad.

After 6 years at INC, I decided to broaden my knowledge and experience by moving to Wenzel Marine group of Companies as a Technical Advisor, but after one year I missed the Technical department's coffee and the smell of the engine room.

Therefore, I searched and found a nice place at CST.

I got married in 2012. I enjoy the great outdoors and my hobbies include kitesurfing, hiking and mountain biking.

Best wishes, Antonio Merkouris



Dear all,

My name is Kerstin Landschof and I am 25 years old. I joined CST in March 2013 and have been working ever since as an operator within the Operations department, together with Mr Daniel ter Haseborg and Mrs Anniqa Claussen.

Subsequent to my former studies in International Business Administration at the Euro-Business-College in Hamburg and at the University of Sunderland, UK, I worked as a linguistic clerk in an international law firm. After gaining some work experience, I

started a master's study course called "International Maritime Studies – Shipping and Logistics" at Southampton Solent University in the UK.

I am passionate about shipping, transport and geography. Moreover, being part of a family with a shipping background, the maritime industry has always been part of my life and is very familiar to me.

I am delighted to be part of the operations team and I am looking forward to assisting you as well as to working with you all.

Best regards, Kerstin Landschof



Dear colleagues,

I am very happy to announce that I started working for my family's group of companies, i.e. Chemikalien Seetransport GmbH and its sister company Marine Service GmbH, on 1 February.

I am very proud that, with the start of my employment, the third generation of Krämers is working at the company.

As my grandfather Dr Karl-Heinz Krämer founded Marine Service in 1958 and subsequently founded Chemikalien Seetransport in 1969, there is a long and successful history within CST.

My father Peter Krämer joined the company in 1982 and took over the role of Chairman after my grandfather's death in 1987. He has managed to successfully expand the company ever since and remains very active in the current management and will continue to do so in the future.

It makes me very proud to see the success story of CST and, in particular, to see how many excellent employees are working for our family company. I am confident that I can contribute to the company's continuing success and future growth.

I am part of the commercial management team at the company and work closely with Ulrich Schittekk and my father, the Managing Directors of Chemikalien Seetransport GmbH.

In order to explain a bit about my background, I want to outline the professional experience I have gained so far:

From 2005 to 2008, I studied International Business in the UK, Canada and France.

After my studies, I worked for 2 years as a commercial operator for the Handytankers pool in Copenhagen, which was a very interesting experience for me and the right way to start a career in the shipping industry.

After the job at Handytankers, I worked for a major ship-financing bank in Europe and Singapore for two and a half years, and experienced a completely different aspect of the shipping industry to the one at Handytankers.

However, it was no less interesting and challenging. During my time in Asia, in particular, I learned a lot about the financing side of shipping as well as this fast-growing part of the shipping world.

Having gained experience in different fields of the shipping industry, I joined CST in February this year and feel well prepared for the times ahead.

The experience gained at Handytankers, in particular, will help me understand the challenges you as the crew encounter on board our vessels.

As a commercial operator, I was in close contact with the captains and crews of the vessels at Handytankers and, as a duty operator, I had the pleasure of dealing with CST vessels.

I would like to thank you for your excellent contribution to the success of CST and am extremely happy to be part of the CST family.

*Best wishes to all of you,
Yours, Christian Krämer*

Personal



Dear colleagues,

I have been living in Cyprus for four-and-a-half years and moved here from working ashore with UK companies as a Group Systems and Marine Safety Manager and Technical Superintendent, which I had been doing since 2004. I looked after the following: small costal tankers and nuclear transport vessels, plus many other small companies like the submarine rescue division, fender care, heavy-lift semi-submersible vessels and yacht transport vessels. The previous position in Cyprus involved looking after oil tankers and chemical tankers.

I commenced my career at sea in 1972 as a cadet at South Tyneside College and I joined my first sea-going vessel, a steam-powered crude oil tanker, in September 1974. I made a point of only going on motor vessels for the next 20 years, then I was made to do my Class 1 steam ticket so they could give me some steam ships and I converted to LNG (clean boiler suits at last). I was at sea for 32 years on oil tankers, gas carriers, drilling rigs and offshore platforms, standby vessels, dive support vessels and accommodation vessels for BP Shipping. My sea-going career took me through the ranks from cadet to Chief Engineer. During my time with BP, I trained as a ship inspector, dry-dock inspector, Amos systems trainer, advanced safety auditor (now called behavioural-based safety) and internal auditor.

My home when not in Cyprus is in the Lake District, which is in the North West of England, where I was born and raised. My life prior to going to sea was spent on a farm and, up to the age of 14, I was going to take over the farm but the prospects were very poor so I opted for an engineering-related profession and joined the Merchant Navy as an engineering cadet.

Whilst at sea I have had many experiences, some which are not normally part of a sea-going career – like being attacked by Iranian warplanes in the Iran-Iraq War, which upset the Iranian officers on board. Meeting the Crown Prince of Japan, who came to our vessel to see what an LNG carrier was like, was good, but we had struggled to get a white uniform in Japan that fitted us prior to him coming onto the vessel. Holding down a sea strainer cover after opening this up and the ship's side valve blew a hole through it. Returning from a tour of duty in the Forties Field by helicopter and crash-landing on the beach in Aberdeen, to be looked on in disbelief by the families on the beach as we all walked away in the big orange survival suits we had to wear and they were in swimming costumes. Some of the worst memories were incidents in the North Sea, where some of the anchor handler crew were cut in half due to wire breakage and we had to put the two halves into body bags after the Scottish police had seen the bodies. This happened 3 times due to defective equipment on the DSV. There are so many stories I could tell but I do not think the magazine is big enough.

Best wishes, Ian Wilkinson



Dear colleagues,

I would like to take this opportunity to introduce myself. My name is Ong Theng Lek and you can call me "Ong". To cut a long story short, my background is simple: marine technology and operation.

My previous company was Yayasan Sabah Shipping Sdn. Bhd., a state government linked-company located in the beautiful state of Sabah, East Malaysia (the land below the wind) and my last position was superintendent cum DPA. Generally speaking, my past experience involved both upstream and downstream activities.

I am married to Sabahan, a local, and we have 2 handsome kids, aged 7 and 2. They are quiet but talkative and have a sense of humour (depending on mood). My hobbies: gadgets, movies and food. Favourite football clubs: Barcelona and Liverpool.

Since joining Belchem on 15 Nov 2012, I have been given the opportunity to manage 4 CST bulkers and the most challenging task was to pinpoint the optimum performance of each vessel.

Best regards, Ong Theng Lek



Hello,

My name is Julia Stegner. After some time at home because of parental leave, I joined CST in January 2013 and I am happy to be working with Stephanie Hau-schildt as a management assistant. Years ago, we were

colleagues at a logistics company, where I stayed for 14 years. I hope my stay at CST will be at least as long! In my free time, I enjoy reading, meeting friends and playing with my little son. I look forward to working with you all.

Best wishes, Julia Stegner

100 years CST

Uhh, what? CST has already been around for 100 years?

No, no, not quite ...

But together, these guys have 100 years of sea service with CST!



Taming 23,000 horses

Chief Engineer Jens Brauer in his natural element (when not supporting his home-town football club, Hansa Rostock).

Jens joined CST on 30 October 1992 as a 3rd Engineer. His first vessel was the beautiful Isabella. And she and her sister ship, the Annabella, have stuck with him, or he to them. Jens became a passionate steam engineer of these challenging pieces of technology. When firing up boilers, he seems more like the conductor of a symphony orchestra ... Jens loves machinery, especially if it has 8 cylinders under the hood. Jens adds 20 years to the century.

The Chef

Do you have a question? Ask Adolf, he knows practically everything (and it's not just his son who says so).

Adolf Gmeimbauer from Austria has been taking care of CST crews' well-being for 26 years. Why did you not join earlier to comfort us with your famous hot apfelstrudel (apple pie) or Buchteln mit Vanillesauce (delicious Austrian sweet rolls with vanilla sauce)? Because his life beforehand was full of adventures: working for fine restaurants in Switzerland, Germany, Austria, then cooking for 750 gas and oil-exploration workers in jungle camps in South America, later providing tasty meals for ships' crews. Adolf has now been full time with CST since New Year's Eve 1985, when he joined the Western Gallantry in Japan. "The highlight of my career so far was with CST," Adolf says.



This man really tells an amazing story.

Harald Kofler is one of 9 children of an Austrian farmer. His parents decided that he would step into his father's shoes and run the farm. But Harald had other plans: inspired by a tourist who visited his village for a summer holiday and turned out to be a Gas Eng with CST, Harald wanted to see the world first. In 1978, he bid farewell and joined Chemtrans Sirius as an Oiler. His mother said: "He will be back after a few months, this will pass and then he will stay with us." But today, Harald can look back on 34 years of continuous service with CST! He is now a Gas Engineer himself and enjoys life on board just as much as he did at the beginning of his career. And he loves all mechanical work: when going into dry dock this year with the Annabella, he was all guns blazing and active on all fronts. And at home, besides his family life and helping his brother with the farm, he has a very interesting hobby: he likes to fix and remodel tractors, preferably beautiful vintage tractors. He has his heart set on owning a Lanz tractor one day, with all that glistening chrome. He adds 34 years to our century.

From tropical islands to CST

In 1971, a young man decided to leave the beautiful island of Capo Verde. It was a hard decision, because Joao Varela had studied Agriculture and Cattle Rearing and planned to work in colonial Angola on plantations. But Portugal was at war, turbulent times! So he went to Rotterdam instead and became a deck hand on his first freighter. On his second ship he was asked whether he would like to become a Steward. He said "yes". And since that time he has been serving on German vessels as a Steward, and we mean serving. He knows what it means to be ever present, but discreet. He spent 21 years at his first shipping company before signing on for CST on 16 December 1991, on the Annabella in Barcelona.

You'd never guess that Hans is 66.

It seems that keeping busy slows down the aging process. Hans completes the hundred years of CST.

I very much appreciate all these experienced sea hands, because their stories and experiences are such a treasure to discover.

Capt. Harms

Management Self Assessment

TMSA means "tanker management self assessment". It is a method for a Ship Manager to assess themselves against best management practice. This self assessment needs to be reviewed by the Ship Manager on a regular basis.

Ship Managers participating in TMSA should upload their own TMSA (rating) onto the appropriate website around twice a year.

The self assessment may also be audited for compliance by certain oil companies.

But TMSA cannot be seen as an independent system. Furthermore, TMSA is the combination of many aspects. One aspect is that the procedures CST has implemented within its ISM system follow the industry's best management practice and that all the policies are strictly followed, both on board and ashore.

TMSA is also a living system. This means that policies need to be reviewed on a regular basis and upgraded where necessary.

This means that every employee working with CST, on board and ashore, has a duty to make proposals on how to improve the company's ISM system. Every improvement, and its implementation, will eventually lead to a higher TMSA rating!

But even the best procedures are useless if they are not widely communicated and followed on a daily basis.

TMSA consists of 12 elements (like safety management [element 9] and environmental management [element 10]).

For each element, a certain stage can be reached. There are 4 stages per element, with stage 4 the maximum that can be reached.

Each stage of each element consists of a few questions. The company must answer each question either with "yes" (compliance) or with "no" (non-compliance).

There are a few guidelines:

1. Before a company can have a TMSA rating, all stage-one questions for each element must be answered with "yes".
2. Only when all lowest-stage questions are answered with "yes", can the stage be judged as completed. Even if all questions of a higher stage in an element are answered with "yes", the rating of the element may be lower if there is still a "no" in a lower stage of the same element.
3. TMSA ratings should be uploaded twice a year onto the OCIMF website, where they can be viewed by OCIMF members

As CST has a conservative TMSA approach, its own self-assessed TMSA score was 1.83 in December 2012. 1.83 means that not all elements of stage 2 have been completed. CST created a KPI for 2013: all elements of stage 2 must be completed by the end of 2013!

At the end of February 2013, the CST Hamburg office was audited by BP in respect of TMSA compliance.

Our consultant, Mr Tariq Khan, led CST's efforts to prepare for the TMSA audit. He did a great job, as did all the employees involved in the preparation work.

Two representatives of BP spent two working days at the CST office to conduct the TMSA audit. The result of this BP TMSA audit can only be rated as good for Chemikalien Seetransport. The BP TMSA score for CST was 2.26. This means that the BP score was 0.42 points above our own.

Nevertheless, BP submitted a few observations. These observations include both long-term and short-term recommendations. The implementation of the long-term recommendations may require a few years.

CST is continuously working to improve its ISM system and therefore to increase its TMSA rating.

The professional seafarer

Seafaring is considered to be one of the oldest professions and the uniqueness of the occupation demands and tests the physical and mental strength of the individual, regardless of rank. The manning arrangements on board merchant ships are such that all crew members have to perform to their peak output at all times. Unlike a shore-based organisation, when an emergency strikes, the crew of a vessel does not have the luxury of calling the emergency services for assistance. The vessel's crew, with limited resources at their disposal, have no choice but to deal with the emergency themselves. It has to be tackled quickly and effectively to ensure the safety of all on board.

In the course of performing their duties, the seafarer is responsible for; complying with all relevant national/international regulations, following standard industry practices, ensuring the safety of the cargo and protection of the environment.

It is probably the only profession in the world where, in addition to being qualified in the department in which they are employed – i.e. deck, engine, catering, etc. – the seafarer has to; be a fire-fighter, a first-aider, perform as a makeshift doctor (including on occasions a medical surgeon), be a diplomat, an effective negotiator, an accomplished improviser and an ambassador representing the company and their own nationality.

The qualities of a seafarer as described require a unique individual with a professional attitude who does the job right first time, every time, with pride and honour. These are the key qualities of a professional seafarer. When individuals diligently follow procedures, comply with regulations and follow industry practices, the vessel operates safely, efficiently and, as a result, profitably.

In the last twenty years or so, the tanker industry has changed considerably and the current demand is for safe, efficient and flawless operations across the board. The industry can easily identify an unprofessional crew when they review the observations made in SIRE, CDI, Port State Control and terminal inspection reports of the vessel. Where it is evident that the vessel's crew have an irresponsible or unprofessional attitude, the vessel will most certainly not get any business. In addition to financial losses, the greatest loss will be to the reputation of the company as a reliable tanker operator.



The writer has carried out an analysis of the inspection results of several companies and it has been observed that there is an attitude among some seafarers to ignore established procedures and practices. Since all crew members have specific responsibilities to follow these established procedures, they must be completed conscientiously. It is not acceptable that the safety of life, the vessel and environment is put into danger as a result of the unprofessional actions of either one or more individuals.

Unprofessional attitudes can also have a lasting impact on the general working environment on board vessels. This is especially true when heads of department or team leaders have themselves developed a mindset of non-compliance with procedures. It has been seen, on numerous occasions, that when superiors do not follow even basic safety procedures, such as not wearing the correct personal protective equipment themselves, the remainder of the crew take that as an acceptable practice and follow likewise. The long-term consequence of this is that negative attitudes among seafarers eventually spread across other vessels in the fleet.

It is important to recognise that negative attitudes on board will also develop because of improper training and guidance, lack of supervision, lack of accountability, etc. It is therefore the responsibility of the company and everyone on board, in particular the Master, to establish and maintain a positive working environment where the qualities of the professional seafarer, as described earlier, continue to be enhanced.

MTI – Communication Crisis

Even though we all hope our vessels will be safe from incidents and accidents on board, they can happen at any time ...

In addition to the Master's first priority to ensure the safety of personnel and the vessel and to initiate actions which may prevent escalation of the incident or accident, Masters and Bridge Teams should be aware that the media may try to telephone their vessel in order to obtain information during, or following, an incident or accident. This is happening with greater frequency during casualty situations. Our Media Response Partner does not recommend that any information is provided via this channel. Instead, the Master or Bridge Team should ensure that CST is immediately notified of the media interest and the following message given to the caller.

"In the event of an emergency, we will advise you immediately if the office establishes a dedicated "Information Centre" to deal with the emergency and we will give you the number." If you are still getting media calls, then you should respond as follows:

"Our company has established an Information Centre to deal with media and public information calls. They have the latest information and will be happy to assist you. The number you require is (give telephone number). We now have to free up this telephone line. Thank you (close line)."

"Thank you for your call. Everyone on board the ship is extremely busy at the moment dealing with the current situation. We have to free up this line immediately but we are happy to give you the number of our management office, where staff will be able to help you. The number is (give office telephone number) Thank you (close line)."

Furthermore, you should be conscious of the wider implications when posting status updates, tweets and pictures, etc. on social media platforms such as Twitter and Facebook.

Our employment contracts do not specifically forbid the disclosure of sensitive company information but it can sometimes be very unclear what is acceptable information to publish online during a major (or minor) casualty.

Our Media Response Partner is always advising us to respect the appropriate communication channels we (CST) have in place for the release of information to the public, whether that be to the media or on social media platforms.

Managing the release of information post-incident is vital if we all want to coordinate with authorities and establish facts, protect the privacy of those involved (i.e. the crew members on board and our office staff), respect the rights of your and our families, consult the many stakeholders concerned, and address any reputational issues that may arise.

When you post information about an incident on social media, it becomes public information and, even without malice, can negatively impact the emergency response process.

Take the Facebook post below as an example we have received from our Media Response Partner for a vessel which is not in our fleet. It was posted by a crew member on a ship just minutes after an incident occurred. The individual's name and the name of the vessel have been removed for privacy reasons but it is evident that information which should have been released through official company channels was made public prematurely and unprofessionally.

Facebook User: "Oh man that was a close one [vessel name] a big wave hit us the ship is broken we are on our way now to [port] for repair bridge heavily damaged galley disaster we are running on manual steering hope we get there in [port] safe and sound days at sea 7 knots running with help on the way thank God we are still OK"

Our Media Response Partner has now witnessed many cases where social media posts have been highly publicised and used by journalists, often at great cost to reputation.

CST strongly urges you to think carefully before making any information available on social media networks regarding an incident on board a vessel. If you are unsure whether a post is appropriate, always check with your Master and us.

Social media is a fabulous tool when used responsibly. Always remember that it is not just a conversation between two people. It is a global, public resource and each post has the power to reach a much larger audience than you imagine.

For further questions, please do not hesitate to get in touch at any time!

Best regards, Kim Sarah Delitzsch

Author: Nicole Weißgerber-Kastner

MTB – Meet the Buyer by Copland Events: speed dating with suppliers

No one has enough hours in the day and exhibitions/conferences are not always as beneficial as we would all like them to be. However, we were able to find a good alternative and attended MTB (Meet the Buyer) last October in Copenhagen. MTB is a programme involving one-to-one appointments between purchasing managers from leading European shipowning and ship management companies and suppliers across all areas of the marine industry.

Organiser Copland Events was established in 2007. It is a specialist event company that organizes and manages hosted buyer meetings between buyers and suppliers from various branches of the marine, oil and gas markets. MTB is an established, reputable event that is continuously growing and expanding.

These meetings have changed the way companies conduct their business as they offer both buyers and suppliers an opportunity to meet, network and conduct business in a way that is simply not possible with other forms of marketing.

HOW IT WORKS

You select the type of suppliers you would be interested in meeting prior to the event. You choose who you wish to meet over two days and Copland will schedule twenty-minute appointments for you – it couldn't be simpler! The benefits include saving a lot of time, focusing on the meetings, filling gaps in supply chains, and finding potential new suppliers and new products.

We look forward to attending MTB again in October in the Algarve.



Interview: Henrik Harpain

What demands do you place on ship management companies and what aspects related to their activities are especially important to you?

A good ship management company should, of course, first and foremost possess the expertise to manage ships. When it comes to tankers and gas carriers, in particular, a great deal of know-how and experience is needed. It is also equally important to keep a close eye on expenditure – you can only ever spend as much as you earn. In the past, we unfortunately had a couple of painful experiences. Ship operations always ran smoothly, but we neglected to set aside enough money to cover interest and redemption payments. Especially in times when ship companies possess little cash reserves, this is naturally disastrous and puts the continued existence of a company – and the jobs it provides – at risk. It is for this reason that we attach great importance to the balanced management of the technology and the business.

What happened to make you decide that you wanted to switch ship management companies for the fleet despite the costs involved?

We worked successfully with a large German ship management company for a long time. On account of too rapid growth – especially within the container sector – and the accompanying restructuring, the special needs of tankers were unfortunately no longer taken into consideration. Numerous personnel changes and a generation change in the inspection staff also led to the loss of a great deal of experience and knowledge at one go. We didn't truly feel the impact of this until the fleet had practically reached a state where it could not sail anymore – on account of the fact that the vetting procedures were either carried out poorly or lacking altogether. This forced us to take action.

How did you discover CST as your potential new ship management company?

CST is a ship management company in the LPG/LNG sector that we have always been familiar with. In the 1980s and 90s, we successfully worked together in the sale & purchase sector. In addition to this, CST operated the CHEMTRANS CHRISTIAN - a sister ship of our GASCHEN BERGEN and GASCHEN TANA, both of which have since been sold – in the Gaschem pool, which naturally meant that it had a substantial amount of experience with this special ship.

How did the ship management company switch and/or the fleet acquisition by CST go?

The switch went smoothly for all of the ships in the fleet. All crucial vetting procedures were carried out within a short period of time, and the limitations of using the ship commercially were kept to a minimum.

How satisfied are you with CST's ship management and onshore support to date?

I have had little to complain about. The fleet's performance speaks for itself. Integrating Mr Tatanis as fleet director in the CST team also went smoothly. Nevertheless, one should never rest on one's laurels. We did, after all, experience the pain associated with a good ship management company focusing on the wrong things and quickly being destroyed by too rapid growth.

What do you expect from a ship's crew? And how happy are you with the CST crew to date?

One important thing that I expect from not only the crew but also from the onshore personnel is that they understand that good management is only possible if everyone works together as a team. Unfortunately, other rules apply to tankers. Many consider the vetting requirements of oil majors to be a great burden. They inflict especially great challenges on on-site crews. It is important here that everyone pulls together and tries to support each other. After all, we all have the same goal – the success of the ship's voyage.

In terms of the ship management company and the crew, what would you like to see improved and/or what would you like CST and its crews to do differently in the future?

Currently, there is little to criticise. But as the saying goes, "If you snooze, you lose!" One should never rest on one's laurels. We all know where that can lead.

We do, of course, hope that CST and its crews will continue to work successfully with our technical and business teams and that co-operation will become even closer. We want to shape our future together as a team.

What are your future plans and goals for Harpain and in the cooperation with CST?

As I mentioned earlier, we recently sold our oldest ships. This was a necessary step, seeing as how it is becoming more and more difficult to place ships that are more than 20 years old with oil majors. Our aim is to bridge the gap as quickly as possible. For a while now, we have also been involved in developing a specification for a new type of gas tanker. The first phase has been concluded, and we are currently holding talks with the first shipyards. I don't want to give too much away, but I can tell you that our new ships are amongst the most innovative in the world.

We intend to intensify our cooperation with CST. We plan in future to consolidate the Technical Management division within the CST Group under the independent HARPAINGAS brand.



VITA

Having trained to become a shipping company executive in London, Henrik Harpain stayed in the city to complete a master's degree in Shipping, Trade and Finance. He worked at numerous shipping companies abroad before taking up the position of Managing Director at Hamburg-based Harpain Shipping in 2001. The firm acts as a vessel proprietor, broker and consultancy service in the fields of gas and chemical transportation, ferries and ROPAX shipping.

CST Crew Event: Hosts 5th Annual Crew Conference with shipping partners

Belchem philippines, inc. ensures best crew performance through training & communication



In an industry where only highly skilled and competent individuals survive, it is typically expected that the very best people will be snapped up by employers, both foreign and local. In line with recent regulatory trends in the shipping and manning industry, companies strive to pull out all the stops to comply with requirements, with a view to producing rather than poaching quality seafarers for the global shipping fleet.

In response to these developments, Belchem Philippines, Inc. and its foreign shipping partners continue to promote and instil the best working skills and ethics into their crews through training and communication.

During its 5th Annual Crew Conference held on 26 February 2013 at the Illustrado Restaurant in Intramuros, Mr Ulrich Schittekk, Managing Director of Chemikalien Seetransport GmbH (CST), stated the importance of providing the proper information to ship officers

and crews, something with which Mr Steven Tan, Managing Director of BelchemSingapore PTE Ltd, concurred.

"One has to be excellent in this kind of business, otherwise you will not succeed. It is the survival of the fittest and only qualified crew members and good managers survive," Mr. Tan said.

The Crew Conference was attended by at least 57 deck and engine officers and crew members, and was hosted in part by its German-Norwegian partner CST, and Belships Management Singapore. To date, the group operates 40 ships, 15 of which are family-owned LNGs, chemical tankers, product tankers and bulkers. According to Mr Schittekk, the officers manning these vessels are directly employed from Germany and China; moreover, at least 25% of the ships' crew came from Belchem Philippines.



"We're trying to create more Filipino ratings to become officers, so we're conducting promotions from top to bottom," says Mr. Schittekk.

To keep up with the stringent selection process of its partner companies, Belchem Philippines ensures that its seafarers continue to meet their performance standards, particularly in communication – which was deemed to be one of the best traits of the Filipino officers and crew.

Preparing for the bottleneck in MLC certification

In an interview, Atty. Jose Adolfo Cruz, CEO of Belchem Philippines, disclosed that the company is the second in the Philippines and Asia to comply with the Maritime Labor Convention (MLC) 2006.

"Even before the ratification of MLC 2006 and although we were still not a signatory to the Convention at that time, we made sure that we became compliant. We engaged the services of Det Norsk Veritas (DNV) in order to become compliant with MLC 2006," Atty. Cruz said.

"We have already tackled MLC certification on some of our ships and we have until June to comply. This is because we are anxious of the bottleneck in July, when everybody will no doubt apply for certification," concurred Mr. Schittekk.

Securing crew, cargo and vessel

The diverse seafarers of the Belchem Group are considered to be one of the company's key assets, which is why the company took on the responsibility of ensuring their safety and security while working on board ships, particularly those that ply high-risk areas.

According to Atty. Cruz, the company has developed a ship security awareness seminar, which was conducted even for cadets. The company is also looking to employ the services of ex-military personnel with a background in nautical and marine engineering to assist and prepare their seafarers on the risks brought about by piracy. "They have been trained differently and their level of awareness is different from that of civilians; we are considering hiring

them: not necessarily as mercenaries, but as personnel that complement the normal crew and who are ready for action when the time comes.

Mr Schittekk added that they are continuously improving their fleet by putting more armed security on board. *"We do it fleet-wide because we cannot say they will only attack one type of ship. This is an expense for the company, but it is necessary to save the ship and crew; it is our obligation."*

Promoting the interests and well-being of seafarers

As Belchem Philippines hire only the best seafarers on the market, it is only befitting that these sailors get the finest training, benefits and treatment.

The company pledges that promoting the welfare and interests of their seafarers lasts not just for the duration of their contract, but extends up to their retirement.

"Some people choose companies who offer a bigger salary; we've seen this happen in Kalaw, where salaries are posted on the booth and seafarers jump from one company to another. But here, we always say that they should look for a company that takes good care of their future, a company that treats them well. What good is a high salary if you are going to be treated like trash? Here, the company's seafarers are treated as part of an extended family," says Atty. Cruz.



