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## Signs of growth

The summer is upon us and most of us are looking forward to a good summer vacation.

But our ships will continue to operate, and all functions at Seatrans will continue to be operational to serve all our customers.

As I write, we have just concluded the purchase of the M/V Astrea to join the Sea-Cargo fleet. The vessel will be taken over during August, and will be under Seatrans management from then on. The Astrea is a ro-ro ship of 6000 tdw and is well suited for Sea-Cargo's liner services as well as for project cargoes such as wind mills.

This purchase is a demonstration that the economy is beginning to normalise after the financial crisis, and we are beginning to see growth in our business. Still, there seems to have been a setback in the economic activity this summer, and we are very uncertain about how much growth we can expect for the next 12 months. The unrest in North Africa and the debt crisis in Greece are clearly negative, and we will therefore continue to be careful in our investment policy.

Our research and development into the use of Liquid Natural Gas as a fuel for our ships continues unabated. We are working with various partners to develop even better systems than the ones employed in the Sea-Cargo newbuildings. With the new regime of fuel prices and regulations that we have seen and will see from 2015, the cost of energy will have multiplied by a factor of 10 in little more than 10 years if we continue to burn oil. By burning LNG we hope to mitigate this cost increase, and at the same time contribute to keep the blue oceans truly blue in the future.

It is a big task, but one truly worthy of our concerted effort.

I wish you all a good summer!

Johan Hvide

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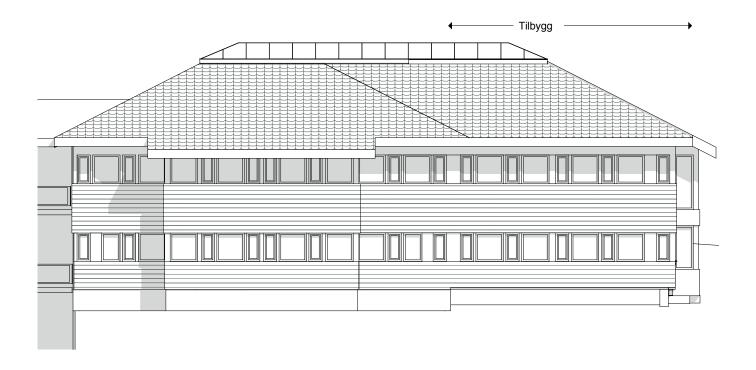
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# Hop development



A pressing need for more space gave birth to an ingenious and fast solution.

The growth experienced by both Seatrans and Sea-Cargo over recent years has given rise to a need for more office space for employees. While awaiting a major property plan at Hop, Seatrans has decided to extend the existing "newbuilding" by a total of around 200 square metres, over 2 floors. The south-facing facade is to be extended. The new premises will provide an office landscape for Sea-Cargo and Seatrans Chemicals. In addition, the building's shower and toilet facilities will be upgraded and the kitchenette adapted. Technical installations such as air conditioning will also be modernised and adapted to suit the increased dimensions. According to plans, the building work shall be completed and the extension ready for use by the start of October and the total cost is estimated at NOK 7-8 million, according to CFO Tom-Atle Pedersen. The extension has been designed by architect Ida Nordanger from Grieg firm of architects.



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Consolidating operations on board: —Our seafarers are extremely skilled and this is reflected in satisfied customers. Our job is to further strengthen both the expertise of the seafarers and customer relations, says Marine Department manager Jan Ove Ødegaard.

### Marine Department:

# Vetting, navigation and cargo

-It was like coming home, says manager Jan Ove Ødegaard, who after a year in voluntary exile with another shipping company returned to Seatrans in April this year in order to lead the new Marine Department. He did not just come "home"

- he even gets to furnish his own room, so to speak.

-Before I left Seatrans I was working for the QA Department, where I sometimes felt that we had responsibility for an extremely wide spectrum of shipping company operations. Before leaving the company I expressed my opinion that it might be a good idea to collect vetting, navigation, cargo and cargo handling into one department. This would make it possible for the QA Department to concentrate its attention more specifically on QA, health and the environment. When I was invited back it was good to hear that the shipping company management group

had thought along more or less the same lines as I had, and I have to admit that it was not difficult to be persuaded to return when I was offered the job of leading the newly established Marine Department, says Jan Ove Ødegaard, who sailed as master on several of the Seatrans vessels before he came ashore.

#### A resource for the seafarers

Jan Ove Ødegaard has with him masters Øystein Danielsen and Maciej Urbanski in his team. All three have extensive experience at sea and have worked with quality improvement measures and training in recent years.

-We want to provide support for the seafarers in relation to operations and in particular vetting. It used to be quite normal for the Seatrans inspectors to come on board the vessels just before the vetting controllers. We want to avoid this in the future. We would rather be on board well in advance so that we have

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Training on board: A large number of the seafarers in the Seatrans fleet have attended courses held by Maciej Urbanski. This will continue to be the case in the future – perhaps with more courses held on board.



Marine Department: Master Øystein Danielsen is also associated with the Marine Department.

more time to correct any possible faults and defects. I hope and believe that the seafarers will notice these changes and that this will be positive for all parties involved, says Ødegaard.

-Overall I would say that the seafarers at Seatrans hold a very high standard, and as a group we are extremely skilled. The main goal for those of us working in the Marine Department is to introduce training on board, so that the vessels are able to prepare and implement vetting inspections on their own. The way in which we can contribute the most with regard to the vessels is probably through our close contact with vetting companies and inspectors. This means that we have a good idea about the particular areas of focus of the individual companies and we can co-operate with the crew on board to initiate measures that will enable the vessels to implement inspections in a positive manner. We do not have a magic wand; learning through hard work is the key to being able to act correctly, explains Ødegaard.

#### Customer relations

-One of the advantages of having skilled seafarers is the good relations we develop with our customers. Our largest customer, Seatrans Chemical Tankers, looks after the commercial side of customer relationships, but in practice we often meet their customers directly when they need to discuss technical details.

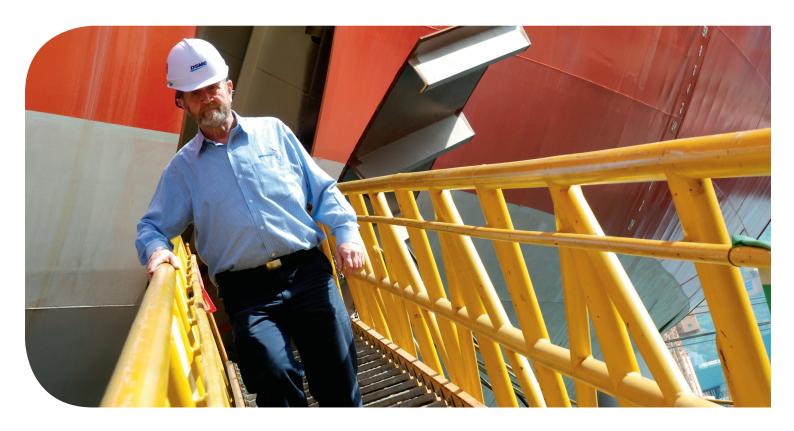
We are the ones who ensure that the vessels are approved. We follow up on new legislation from the authorities and adapt the vessels according to the wishes of the customers. This is why it is important to have close and good contact between us and the customers. If something happens we can swing into action quickly and make changes that meet both customer wishes and legal requirements, explains Ødegaard. —We try to maintain a first-hand approach both to changes that need to be implemented and negative incidents on board. It is therefore our responsibility to keep customers informed regarding the technical state of the vessels.

#### Navigation

Navigation is another area of expertise that for the tank ships falls under the responsibility of the Marine Department.

—Seatrans has always had a strong focus on navigation and we can never let it out of our sight. We also want to contribute our expertise in this area and provide support to the vessels in relation to the navigational challenges they might encounter. We will continue to have a strong focus on navigation, and we will try to organise training both on board and through courses and seminars on land, so that we can be sure of maintaining the high standard of Seatrans' navigation officers, concludes Ødegaard.

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The Norwegian Seamen Mission visited 3.400 ships last year, among them more than 1.000 in Antwerp and close to 800 in Rotterdam.

### Anywhere, anytime, any religious preference:

# Calling Sjømannskirken

Seatrans renews its cooperation with Sjømannskirken (Norwegian Church Abroad).



"We are here to improve welfare for seafarers, not to collect converts or preach to a congregation. But sometimes we meet people onboard who have been waiting for an opportunity to talk with someone neutral from outside the organisation; whether it's a difficult issue at home, related to colleagues onboard or just personal. Nationality or religious belief is no problem," Dennis Larsen explains.

Last year, Sjømannskirken (Norwegian Church Abroad) recorded 154 visits to Seatrans' vessels in the ports of Antwerp, Rotterdam, London, Copenhagen, Scotland and Houston. Even if the organisation is a subsidiary to the Norwegian (Lutheran) Church, the staff has a broad ecumenical attitude: They are there to help and support. They are not on a crusade.

#### As in the good old days

Sjømannskirken has visited ships worldwide since it was founded in 1864. The close relationship with sailors is important for Sjømannskirken (which literally translates as the Seaman's Church). Dennis Larsen is the bridge maker between Seatrans and Sjømannskirken. He continues:

"From my own experience from seven years at Sjømannskirken in London, I know that a visit from Sjømannskirken can be important for seafarers. The priest has a professional seal of confidentiality, and will be glad to talk about everyday life as well as matters of a personal nature. The priest is there for the whole crew, irrespective of religion or nationality. Often the visitor from Sjømannskirken also brings on board different newspapers (Norwegian, international and national), although this service was far more important in "pre-Internet days". Some years ago,

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Still visiting: (from left) Håvard Tønnesen Osland, Sjømannskirken in Rotterdam met Darijan Belusic, 3rd Officer from the Ukraine on board Trans Sea while at port for a short stop. (Photo: Yngyar Larsen, Sjømannskirken)

## Emergency facts

#### If anything unfortunate happens, Sjømannskirken provides a number of services

■ 24-hour Emergency Phone (+47 951 19 181) ■ Advice and guidance in following up the incident ■ When requested, send resource persons to site of incident or other agreed place ■ Visits at hospitals ■ Assist with rituals and/or religious services appropriate to the situation ■ Lead debriefs and provide individuals and groups with grief counselling ■ Assist in the follow-up, care and support of individuals, families and colleagues ■ A broad international network of different churches and organisations can be activated.

we also provided a bus service from the ship to our house nearby. Unfortunately, that time has passed. These days we are back to where we started, visiting the ship at harbour. But if you have time: You are also very welcome to pay us a visit!"

#### In case of emergency

Since 2003, Seatrans has had a close cooperation with Sjømannskirken, especially in relation to Emergency Response and Crisis Support.

"If an accident occurs, an easily accessible network may be of vital importance. Sjømannskirken has long and extensive experience and competence in caring for and following up people involved in accidents or emergencies abroad. Our social

network is important when something happens to us. Should an accident occur while abroad, the social network of Sjømannskirken can provide a substitute for the network at home," says Dennis Larsen.

#### No religious borders

"The Emergency Response system from Sjømannskirken is available to all employees in the company, regardless of their nationality or religious affiliation. From time to time, we even experience that Muslims prefer us due to our respect for and our knowledge of their religion. That's the way we want it to be," Dennis Larsen concludes.

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### Seatrans Chemicals update:

# New TC, new broker and more space under way

## There have been no dramatic changes to our fleet since the last time we reported to Transnytt.

However the 'Multitank Batavia' was released 8 months early after experiencing a gradual reduction in speed and performance, and dissatisfaction from the Owners and managers. Lack of maintenance was clearly having an impact and it was quite exceptional to see how fast the deterioration took place over the 14 months the vessel was on charter. The difference when compared with our own ships was quite remarkable. Ultimately, the two alternatives were for the Owners to arrange a major upgrade or for us to release the vessel. The Owners decided not to upgrade but to sell. The vessel was redelivered to the Owners in early May.

Meanwhile, we got the opportunity to take the Chemical Trader on TC. She has been trading since 2005 with Chemship, one of our competitors in the Cont/Med trade, and we have secured a 2 year TC at a reasonable hire level with the option to purchase. The vessel was delivered to us on 11 April. She has been well maintained and has performed well in our trade. She has been renamed Trans Trader, is 8800 dwt fully stainless steel with 18 tanks, and is similar to Trans Emerald and Trans Exeter. The pace of market development is slow due to the lack of economic recovery in many areas of Europe. We are still confident of market recovery on the back of the reduction in the stainless steel fleet, but the recovery is delayed by the influx of a number of coated ships, increasing oil prices combined with slow or no increase in industrial production in many of the countries with which we trade. The gas market has been quite promising this year and the level of North Sea activities is steady. However, the Mediterranean trade has been slow.

We have hired a new junior chartering broker who will start towards the end of July, replacing Jørgen Rieber Mohn who left us earlier this year. This summer, we shall also complete the extension of the south wing of our office building, increasing office space with some 200 sq meters dived equally between Sea-Cargo and Seatrans Chemicals, and freeing up some space for the other departments in the building.

We wish you all a pleasant summer and trust that we shall soon see better times in the market.

Jan H. Johansen Managing Director Seatrans Chemical Tankers



The TC vessel Trans Trander is already in trade and run by Captain Palash Sarkar.



The pace of market development is slow due to the lack of economic recovery in many areas of Europe.

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On deck for Seatrans: Ajay Kumar (AB), Sequeira Karl (Deck Cadet) and Kumar Jitendra (AB)

# Wings for windmills went by sea

On shore windmills are getting an increasingly important supplier of electricity worldwide. On shore windmills has become a commonly sight in Denmark and Germany. Now, even in Norway some of the energy from the blowing wind will be transformed to light and heat. But first the enormous parts have to be transported from the factory to the location. Sea-Cargo was one of 30 bidders, but won the competition for the sea transportation services. During the winter 2011 Sea-Cargo has brought 26 complete windmill turbines from Esbjerg in Denmark to Egersund in Norway. –We have been working with this for nearly 2 years,



and we are happy to say that this first large operation was completed with 100 % satisfaction both for us and the owner of the goods, Siemens Wind, Erik Paulsen in Sea-Cargo explains.

– We used quite a lot of time to prepare ourselves for the job, and we are already working on a few new projects of this kind.

On the picture you can see one of the 78 wings (44 m lenght) being discharged. Small margins there are, but clever handling made the operation going well.

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# Sea-Cargo expands its North Sea business

And strengthens its market position as a logistics partner

Through a number of acquisitions and strategic collaborative agreements, Sea-Cargo has strengthened its presence in important hubs along the coast of the North Sea basin. Over the winter of 2011, Sea-Cargo has gained a presence in several locations in Scotland, the Orkneys and Shetland, while Haugesund and Kristiansund have been added to the Sea-Cargo map in Norway. This has led to increased activity onshore, via terminals to distribution and ancillary services. Sea-Cargo is no longer exclusively a marine transport business; we are now a provider of logistics services for demanding customers, explains Sea-Cargo's Managing Director, Ole Sævild.

"We are already approaching an onshore staff of 200, with growth not taking place here at our head office in Hop in Norway, but out there in the market, where the fight is to win customers and business. It's out there, in proximity to our customers, that we have grown. Our staff have created and continue to create success: in ten years we have almost tripled our turnover, and there still remains a lot to be done," says Ole Sævild, pointing to the restructuring that has taken place in the industry in terms of both marketing and technological developments.

#### Transport and logistics solutions

Sea-Cargo began its operations with regular liner routes between West Norway and the Continent; Sea-Cargo Liner Activities. Sea-Cargo's business now has a five-fold foundation. Large, demanding customers need their own shipping routes as part of their logistics and value chain systems, as supplied by Sea-Cargo Industrial Ship Solutions. To ensure our customers the best service and to attract business, Sea-Cargo has expanded its network of agency offices to a total of 13 locations under Sea-Cargo Liner Agencies. Many customers require terminal

services and warehousing for shorter or longer periods.

Again, this is something we can provide, through Sea-Cargo
Terminal & Warehouse Services. Many companies in industrial
manufacturing and the distributive trades are choosing increasingly
to let external partners provide their supply and transport services.

Solutions of this kind have been developed by Sea-Cargo Sales
and Logistics.

"The transport and logistics industry is undergoing substantial changes, and we can see many commercial opportunities which we want to realise. There are many factors that are helping to drive more effective and efficient solutions. To improve the economics of the industry we need to utilise capacity better, and we need to be able to respond to environmental requirements that mean handling bigger transport volumes in relation to the amount of energy we consume. The industry is still in an early restructuring phase, and Sea-Cargo aims to be a leading, proactive and innovative player in the industry both now and in the future," explains Sævild.

#### Northwards in Shetland

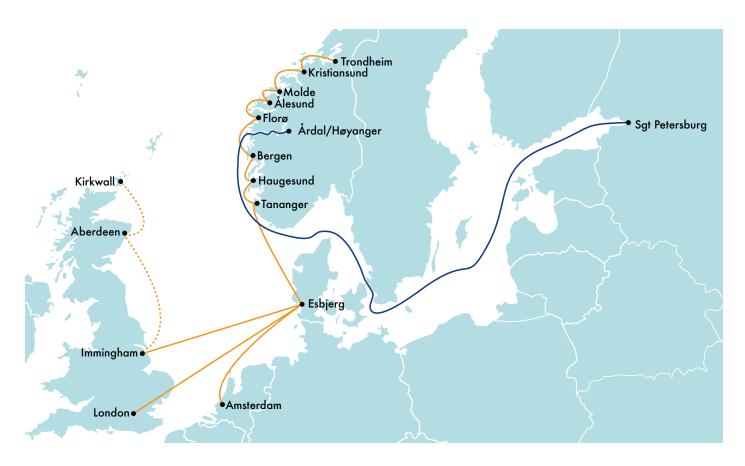
In January this year, Sea-Cargo acquired 62.5 per cent of the shares in the Scottish company Northwards Ltd. Northwards has its head office in Shetland as well as offices in the Orkneys, Scabster, Inverness and Aberdeen. The company has around 100 full-time and part-time staff and manages a trailer fleet of more than 150 units.

The Managing Director of Northwards Ltd, Neil Leslie, is very pleased and encouraged by the new joint venture: "Sea-Cargo will bring onboard a full transport network that will complement Northwards' existing operations, and with their corporate strength Northwards is set to grow and develop its services in many areas."

#### Johs Sundfør in Haugesund

In March, Sea-Cargo entered into an agreement with Johs Sundfør

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of Haugesund to acquire 100 per cent of the company's shares. Johs Sundfør was established as far back as 1862, has its own terminal in Haugesund, and offers customers a broad range of services. The company will continue operating under its own name but will be fully integrated in the Sea-Cargo group. Says General Manager Jan Sundfør: "Sea-Cargo will bring onboard a full transport network that will complement Johs Sundfør's existing operations, and now being able to capitalize on Sea-Cargo's corporate strength Johs Sundfør is set to grow and develop its services. Innovation and Environment are two key elements for success going forward. The partnership with Sea-Cargo enables us to create new green transport corridors; really setting new market standards."

#### Wind turbines between Denmark and Norway

In February, Sea-Cargo was awarded a contract to transport 26

wind turbines from Denmark to Norway, as part of the Høg-Jæren project. This allowed Sea-Cargo to establish a dedicated route between Esbjerg in Denmark and Egersund in Norway – with the vessel Athela completing two-day round trips carrying one complete wind turbine on each trip. This is the first time that this type of cargo has been shipped on a RORO basis – and in doing so Sea-Cargo has set a completely new standard for wind turbine transportation. We expect this venture to open up many new doors in the years to come.

#### Seatrans and Sea-Cargo

Seatrans owns 58 per cent of Sea-Cargo, and Seatrans is responsible for crewing on two of the ships in the Sea-Cargo group: SC Aberdeen and SC Trans Carrier. Sea-Cargo has two newbuild vessels under construction, in which the propulsion machinery will be installed to run on LNG.



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#### Blue oceans?

# Keeping our oceans green

Globally, transportation at sea is responsible for some 4 per cent of total emissions from the use of hydrocarbon. Here we are not only talking about emissions containing carbon oxide – both sulfur and nitrogen in these emissions are on the international agenda. In certain Emission Control Areas (ECAs), IMO has implemented strict regimes for the limits permitted for these gases in emissions. And more will come.

The International Maritime Organization (IMO) is an agency of the United Nations and was formed to promote maritime safety. IMO currently groups 167 Member States and 3 Associate Members.

IMO ship pollution regulations are laid down in the "International Convention on the Prevention of Pollution from Ships", known as MARPOL. On 27 September 1997, the MARPOL Convention approved the "1997 Protocol". This includes Annex VI, titled "Regulations for the Prevention of Air Pollution from Ships" which sets limits on NOx and SOx emissions from ship exhausts, and prohibits deliberate emissions of ozone depleting substances.

The IMO emission standards are commonly referred to as Tier I to III standards. The Tier I standards were defined in 1997, while the Tier II/III standards were adopted in 2008. They are as follows:

- New fuel quality requirements with effect from July 2010,
- Tier II and III NOx emission standards for new engines, and
- Tier I NOx requirements for existing pre-2000 engines.
- The revised Annex VI enters into force on 1 July 2010.

By October 2008, Annex VI was ratified by 53 countries (including the United States), representing 81.88% of global tonnage.

#### **Emission Control Areas**

Two sets of emission and fuel quality requirements are defined by Annex VI: (1) global requirements, and (2) more stringent requirements applicable to ships in Emission Control Areas (ECA). An Emission Control Area can be designated for SOx

and PM, or NOx, or all three types of emissions from ships. Existing Emission Control Areas include:

- Baltic Sea (SOx, adopted: 1997 / entered into force: 2005)
- North Sea (SOx, 2005/2006)
- North American ECA, including most of US and Canadian coast (NOx & SOx, 2010/2012).

#### NOx Emission Standards

NOx emission limits are set for diesel engines depending on the engine's maximum operating speed (n, rpm), as shown in Table 1 and presented graphically in Figure 1. Tier I and Tier II limits are global, while the Tier III standards apply only in NOx Emission Control Areas.

Table 1. MARPOL Annex VI NOx Emission Limits					
Tier	Date	NOx Limit, g/kWh			
		n < 130	130 ≤ n < 2000	n ≥ 2000	
Tier I	2000	17.0	45 · n-0.2	9.8	
Tier II	2011	14.4	44 · n-0.23	7.7	
Tier III	2016*	3.4	9 · n-0.2	1.96	

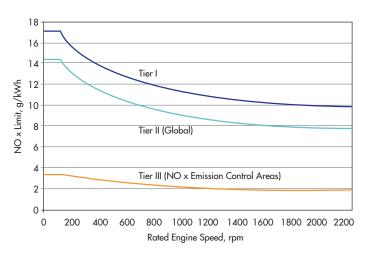
<sup>\*</sup> In NOx Emission Control Areas (Tier II standards apply outside ECAs).

The figure shows the reduction expected to result from the MARPOL initiative for reducing NOx from ship engines.

Tier II standards are expected to be met by means of combustion process optimisation. The parameters examined by engine manufacturers include fuel injection timing, pressure and rate (rate shaping), fuel nozzle flow area, exhaust valve timing and cylinder compression volume.

Tier III standards are expected to require dedicated NOx emission control technologies such as various forms of water induction into the combustion process (with fuel, scavenging air, or in-cylinder), exhaust gas recirculation or selective catalytic reduction.

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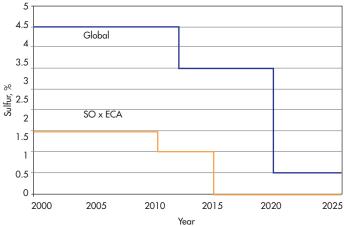


Figure 2. MARPOL Annex VI Fuel Sulfur Limits

#### Sulfur Content of Fuel

Annex VI regulations include caps on sulfur content of fuel oil as a measure to control SOx emissions and, indirectly, PM emissions (there are no explicit PM emission limits). Special fuel quality provisions exist for SOx Emission Control Areas (SOx ECA or SECA). The sulfur limits and implementation dates are listed in Table 2 and illustrated in Figure 2.

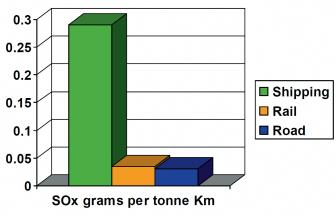
Alternative measures are also allowed (in the SECAs and globally) to reduce sulfur emissions, such as through the use of scrubbers. For example, in lieu of using the 1.5% S fuel in SOx ECAs, ships can fit an exhaust gas cleaning system or use any other technological method to limit SOx emissions to  $\leq$  6 g/kWh (as SO2).

Table 2. MARPOL Annex VI Fuel Sulfur Limits

Date	Sulfur Limit in Fuel (% m/m)		
	SOx ECA	Global	
2000	1.5%	4.5%	
2010.07	1.0%		
2012		3.5%	
2015	0.1%		
2020°		0.5%	

 $<sup>^{\</sup>rm o}$  - alternative date is 2025, to be decided by a review in 2018

Heavy fuel oil (HFO) is allowed provided it meets the applicable sulfur limit (i.e., there is no mandate to use distillate fuels).



Source: EU

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#### Continiuing from page 13...



#### **New SECAs**

At the time of writing, discussions are under way to identify the location of the next SECA. Both the US East and West coast are potentials. The Mediterranean Sea is also high on the SECA agenda, although this represents a challenge as there are so many countries with a Mediterranean coastline. A lack of common interest may obstruct the implementation of a SECA regime in this area. On the other hand, both the European countries, the countries in the Middle East and in North Africa are highly populated. This creates heavy maritime traffic and a large number of vessels in duty, but it also creates an interest among the

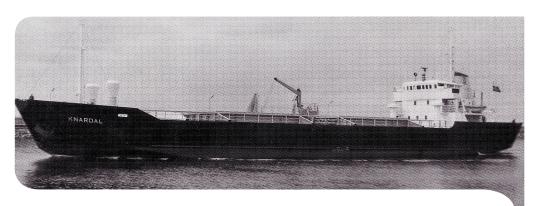
populations to reduce emissions that harm the environment. The maritime industry is aware of the issues related to emissions, but there is still a long way to go before new technology can be implemented on existing vessels. On a global scale, the installation of a new generation of engines that are more energy efficient and dramatically reduce harmful emissions, for example engines running on LNG, will not be possible on the existing fleet for many years to come. However, by introducing SECA in new areas, the shipping industry will be able to adopt stricter regimes for the benefit of the environment.



# Baptizing in the Name of King Neptune

Trans Iberia keeps on crossing the Equatorial line from time to time with the entire circus such a circumstance requires. On her September crossing last year five crew members were baptized on the tour from Salvador in Brazil to Houston, USA. Now nothing can stop them - if ever anything could, brave as they are...

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### A glimpse of history

# A request that grew into success

In the late 1960s, Norsk Hydro admitted to experiencing substantial challenges with the distribution of the fertilizer they produced at Herøya, Porsgrunn in Norway. Their transport capacity was low due to unpredictable loading times for ships, problems with packaging, small ships and so on. Bjarne Kyrkjebø was contacted with a request to offer input and recommendations. He contacted Wollert Hvide and together they started a long development process in cooperation with Norsk Hydro. As a result, the first of five specially designed vessels was launched on 16 March 1970 at Båtservice Verft in Mandal. M/V Knardal (299 brt/1000 dwt) was equipped with innovative sideports and arrangements for trucks under deck. Power supply came from electric cables connected to the vessel's power supply cables mounted in the roof. Knardal was followed

Photo: M/S Knardal, the first of five vessels specially designed for the transportation of fertilizer for Norsk Hydro.

by M/V Fykan and M/V Klevstrand in 1970, and in 1973 M/V Livarden and M/V Ulriken were launched from the Fosen Mek. Verksted shipyard in Trøndelag.

A simple request resulted in a close cooperation for five years between Hvide/Kyrkjebø and the leading industrial corporation in Norway; Norsk Hydro. This industrial and commercial success was an important factor for the establishment of Seatrans in 1971.



## Safety on Adriatic course

On 15 March 2011, we held a Seatrans Safety Course in Rijeka for Ratings with ten participants. As speakers at the course, we had our own resource teachers: Pmp/Supervisor Zelcic Srdan and C/O Supervisor Pilepic Zoran. The participants were Fitters Blagojevic, Milorad and Perkusic, Pero, Motorman Prenc, Karlo and Pumpman Cokaric, Ante and Zekanovic, Nikola, AB Vujic, Vinko; Njegovan, Marko; Negro, Vice and Cook Skibola, Predrag and Lovric, Eduard. The course lasted one day and both sides were very pleased with the content.

The main topics were Safety Culture and how important it is to develop and maintain the Safety Culture in Seatrans.

## Anniversary

50 years

60 years

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The Vikings have started their summer vacation. We wish you all a pleasant holiday!



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