

TRANSNYTT

NR. 4 | 2012 | ÅRG. 38



Rough weather

Maritime Life in
Photo Competition

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Improved position

2012 has been an eventful year for the Seatrans Group. I am in general satisfied with what we accomplished this year, but the markets are still weak and there are few signs of any improvements the next couple of years. So there are still some challenges to cope with.

Within Seatrans Chemical Tankers (SCT) our restructuring strategy is nearly completed for now. We have sold two smaller older ships, bought one newer 12.000 tonner and taken a couple on charter. SCT is now in a good position for the coming years and we expect our chemical business to be cash positive next year which is quite an accomplishment in today's market. We have very good contract coverage and a strong team both on shore and onboard our ships.

Sea-Cargo is still performing very well, with strong results and increased fleet and volume. We finally got the first newbuilding from India into the liner system, the Sea-Cargo Express, and with some upgrading will be a valuable

asset for the company. I am also very pleased that Sea-Cargo got the Norske Skog newsprint contract back to the Seatrans Group. We held this contract from 1974 to 2004, and it was significant for the growth and development of the Seatrans Group. The contract scope has increased since our days, and I am confident that it will be very good contributor to Sea-Cargo.

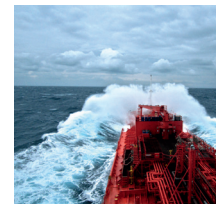
Our Offshore/EM segment is still challenging, but we are pleased that at least one ship is secured employment for next year as it looks now. We maintain our optimism for this sector, and are confident that there are better days ahead.

I would like to thank everybody for all their efforts in 2012 which is highly appreciated, and I wish you a Peaceful and Happy Christmas and a Prosperous New Year!

Lars Helge Kyrkjebø

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This is one of the contributions that received "positive recommendations" in the great Seatrans Chemicals Photo Competition.



Crewing wins **new contract**

On 14 November 2012, the Crewing Department at Seatrans Ship Management signed a new crew management contract with the Polish shipping company, Cargo Shipping Ltd.

On behalf of the vessel owners Cargo Shipping Ltd manages the operations for two general cargo vessels; Paper Moon and Paper Star. From 1 January 2013, Seatrans Ship Management will provide full crew management for the company. The vessels will be in service for Cargo Shipping for more than eight years with a Polish crew onboard. "We are really excited to welcome this new client.

The contract involves full crew management services. We are looking forward to providing our client with the very best service and gaining new knowledge and more experience about how to provide services to an external client like this. From our office in Poland, such services have in general been directed to in-house ship owners," says General Manager Piotr Masny in Gdynia.

Diversifying – focusing

Ship Management is an integral part of the Seatrans Group. With effect from January 1st 2013 Seatrans Ship Management will be organized as a separate company within the Group. The new company is fully owned by Seatrans AS and the company will have the same management team as today, headed by Atle Sommer as new Managing Director. Seatrans Crewing and Seatrans Bemanning and the crewing offices in Poland, Romania and Croatia will be transferred to Seatrans Ship Management.

"By organizing the ship management activities in a separate company we enhance the focus on these activities within Seatrans as a provider of professional and quality services. It will also better enable the organization to take on more external clients for ship management and crewing," say ship owners Lars Helge Kyrkjebø and Johan Hvide. "The change will have no material consequences for the employees directly involved. We are confident it will strengthen the Seatrans Group."



Four departments and 36 highly skilled, trained and motivated experts eager to provide best practice within the field of ship management – that is the power within the new company Seatrans Ship Management AS.

We should start out with a confession – the use of the word “new” is not really that apt. Most of the team members have been in Seatrans for many, many years. In this time, they have made contracts with the best seafarers available, seen to it that the vessels are in excellent shape, that all the certificates for both crew and ships are in compliance with needs and standards, and that Quality, Health, Safety and Environment are taken care of in the best possible way. Now, the team will be working as a business unit ready to take on new tasks for the in-house and “external” ship owners who need to buy these kinds of services.

MISSION

“Our objective is to keep the ships available for trade at competitive costs. Being an integrated part of the Seatrans Group, this has been obvious for us for the ships within the Group. However, in recent years we have also to some extent provided these services to ship owners outside Seatrans. MT “Copernicus” is a good example of this. What’s more, our relationship with Sea-Cargo has been truly business-like and challenging in terms of the market. As such, it has been very positive to observe how the Sea-Cargo fleet has been growing within our portfolio. Our external crewing services are



The people: Gathered in Bergen the whole staff in Seatrans Ship Management was introduced to the new organization and the possibilities ahead.

also evidence of good performance and not least evidence of the important access to qualified crew. All in all, we know there is a market for our services. There are different kinds of owners who require capable, first-class ship management for specialised vessels/trade. Good ship management is a core function for business development and growth within shipping. Here we can be a key partner for "financial" ship owners as well as more "traditional ship owners" who do not have the necessary capacity themselves. We also aim to further develop our crewing and consultancy services. We are confident that we have capabilities and performance that are very attractive in the market. With our unique and very skilled employees at sea and ashore, we will be an attractive business partner going forward," Atle Sommer explains.

MATURE DECISION

"This has been a process that has been going on for some time," says incoming Managing Director Atle Sommer in the new Seatrans Ship Management AS. "Since I started it has been clear to me that we have to focus more on what to do and deliver to the vessels and to our owners. Mentally, we have been moving in this direction for some years already. Now that we have become a "company within the company", it feels good

and is a source of motivation as it opens exciting possibilities for further development and improved performance. With strong performance within several segments and with offices in Croatia, Norway, Poland and Romania, we have established a brand and a network of great strategic importance to everyone who wants to get hold of well trained and motivated people for the core of the shipping business – both on shore and at sea."

A preferred place of work and a preferred business partner



Senior Superintendent Helge Steinsund started his career on Trans Borg in 1988. Now he is working on getting the new Trans Borg in business.

Trans Borg 1.0

For Senior Superintendent Helge Steinsund, the new Trans Borg is something of a «djà vu». He started his career in Seatrans on a vessel with the same name in 1988.

"I was engaged as Chief Engineer at Trans Borg on 9 January 1988, and I boarded the ship in Sarpsborg. I followed the ship for three years in the Northern Europe and Mediterranean trade. After that, I was back onboard as Superintendent from May 1995 until she was sold to Klovning," Helge Steinsund remembers.

Trans Borg was built in Mandal, Norway in 1980. She had a MaK engine that produced 3500 BHP and 13.5 knots service speed.

The vessel had a TDW of 5400. She became a part of the Seatrans fleet in 1987 and got her name then. In 1997 she was sold to a shipping company in Haugesund but was engaged back by Seatrans on a TC basis. She finally left Seatrans in 2002. Trans Borg had stainless steel centre tanks and zinc coated wing tanks and was the first vessel in the Seatrans fleet to ship methanol from Tjeldbergodden in 1997. Together with Trans Vik, she annually shipped some 150,000 tons of methanol to the European market.



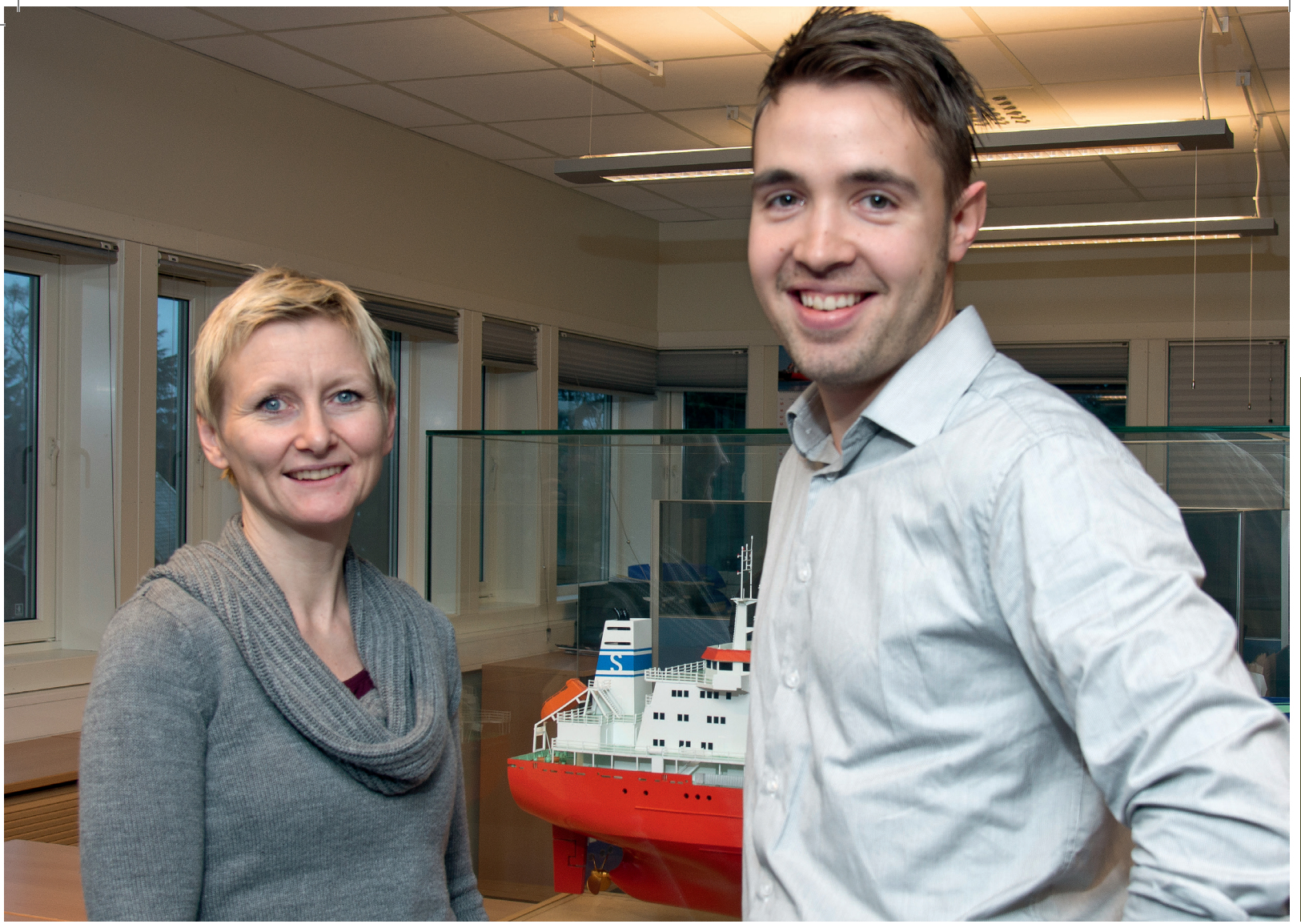
Trans Borg 2.0

The new Trans Borg was handed over on 20 November in Chiba, Japan. Senior Superintendent Helge Steinsund reports from the ship.

"Our team did an excellent job during the hand-over process, in addition to the crew with Tomasz Kaminski (TSI), Maciej Urbanski (MSI), Andreas Vedå from IT and Srdan Zelicic, Cargo Supervisor. Together, we managed to prepare the vessel in five days and she left Chiba on 26 November, early in the morning."

Trans Borg is an 11,921 TDW chemical tanker with 24 stainless steel tanks. The main engine is a MAN B&W-Makita, 7-cylinder, 2-stroke engine with 6650 HP and 15 knots service speed.

She was built in Japan in 2000 and the technical and accommodation facilities are somewhat plainer than what is usual. "We plan to upgrade her at a shipyard in Europe and we are already working on how to prioritise the necessary upgrades. She is a great vessel and the Croatian, Polish and Rumanian crew are sailing her safely to Italy in January via China, Singapore and Java. In other words, she is already in business and that gives us valuable input about areas for improvements and upgrades."



Moving towards a greener practice:

Initiatives for energy saving

From 1 January 2013, all vessels are required by IMO guidelines to carry a “Ship Energy Efficiency Management Plan” (SEEMP), which describes the efforts we make to save energy. The overall goal is to limit greenhouse gas emissions from international shipping as stipulated in MARPOL annex VI chapter 4. Many charterers already require SEEMP compliance, which makes it an industry requirement as well. A smaller environmental footprint and improved bottom line for the vessels are on the agenda.

SEEMP is being coordinated by Tutta Nygård from the Operations Desk in Seatrans Chemicals and Henning Rebnord at Seatrans Ship Management.

SEEMP

in numbers

We have an example of the impact a yard docking can have on the fuel bill. This is a calculation made for Trans Iberia based on voyages before and after yard. During the docking, the hull was fully sandblasted and re-coated, the engine was overhauled and the propeller was polished.

	Trans Iberia 10.05.2012, incl. sandblast	
	Speed (knots)	Consumption (mt/day)
Average before yard:	12.34	24.72
Average after yard:	12.58	21.04
Diff:	0.24	-3.68
Bunker saving, pr 1st year after yard :	NOK 3,157,440 (USD 526,240)	

(220 steaming days - fuel USD 650 pmt - NOK/USD 6.0)

"This is good news for the environment but also for us. Saving energy means saving fuel. Fuel is the largest cost element for a ship, at more than 50% of total running costs. Consequently, fuel is an element with large savings potential" say Henning Rebnord and Tutta Nygård. They are in charge of the SEEMP project for Seatrans.

Wider approach

During the implementation process, an internal speed/consumption project from 2009 was picked up again and incorporated into SEEMP. This project mainly focused on finding the economical speed of a vessel, so that the bunker consumption was kept to a minimum while the speed was still sufficient for trade. This is an important element when opting to save energy, but with SEEMP a much wider approach is required: The way the ship is managed and operated, her technical condition and the total energy consumption on board all need to be scrutinised to find the total fuel saving potential.

Workshop

The SEEMP project is already well under way. DNV has been hired as consultants, and in October they facilitated a workshop in Bergen where both seafarers and office personnel were present. Officers from Trans Catalonia, Trans Carrier and EM Express represented our different segments of ships; chemical tankers, dry cargo and offshore. The purpose of the workshop was to find all possible means to save fuel – ranging from polishing hulls to switching off lights in cabins. Many good suggestions were discussed, and these are now being prioritised to be included in the SEEMP manuals.

Improvements to monitoring

"One challenge for this project is that our current monitoring systems are insufficient for measuring the potential savings" Rebnord explains. "Many of our vessels have tank sounding as the only means of measuring fuel consumption, and we cannot differentiate between the consumers onboard. Hence, one of our first priorities is to look at how we can improve the monitoring systems onboard and the method of reporting to shore. We are considering solutions ranging from simple flow meters and manual reports, to sophisticated ship performance monitoring systems which can show real-time data onboard and send this info ashore. Our goal is to develop a good reporting system with a minimum of extra workload for the seafarers.

However, we may have to send out some questionnaires during the start-up phase of the project to find good solutions. Accurate measurements and statistics will help us prioritise those energy saving measures which really work for our fleet."

Footprint

"For us, SEEMP implementation propels a new attitude", Nygård continues. "In the near future, charterers will ask for our ships' Energy Efficiency Operational Indicator (EEOI) and CO2 footprint. IMO requires us to measure and document our emissions, and report the results of energy saving initiatives. The SEEMP project may require some effort from both ship and shore, but this work comes with a bonus: We find and realise our fuel saving potential, to the advantage of both our company and the environment."

Back to the 70s:

Newsprint

from Skogn to UK readers

“We are delighted to have re-established our good relationship with Norske Skog which dates back many years. For more than two decades, newsprint transport was one of the cornerstones for Seatrans. Our operations for Norske Skog started in the 1970s and we have shipped countless tons of newsprint for them over the years. We have not been involved in the industrial paper transport business for some time, but have now successfully developed a much broader logistic scope for our client,” confirm ship owners Johan Hvide and Lars Helge Kyrkjebø.

Seatrans industrialised the transport of newsprint in the 1970-80s. However, by the turn of the millennium, the volumes in this industry were not large enough to justify the costs related to the former concept. There are many reasons for the decline in newsprint consumption in Europe, with key factors including socioeconomic changes and the vast amount of Internet news services. Now, however, Sea-Cargo (owned 58% by Seatrans) has signed a long-term transportation and logistics contract with Norske Skog in Skogn for import of waste paper to Skogn and export of newsprint from Skogn to the UK and Ireland.

Skogn - a Mid-Norway hub

“The contract forms the basis for a major new initiative from Sea-Cargo, adding Skogn as a key hub-port to the already extensive Sea-Cargo network in Norway. The new system will represent a new and modern logistics solution for the Trøndelag region – with a frequency and capacity not seen earlier. This will give the entire region an improved geographic proximity to Europe and the main markets in continental Europe and the UK,” says Ole Sævilid, CEO in Sea-Cargo.

Increased capacity

Sea-Cargo has been represented in the Trondheim area over several decades, offering weekly calls with both side port and RORO vessels. On 1 January 2013, Sea-Cargo will extend its existing services by adding an additional three ships – all operating to/from Skogn with Norske Skog’s products as the base cargo. The four vessels, Sea-Cargo Express, Trans Dania, Baltic News and SC Nordic, will have capacity for all existing market cargo including containers and heavy lift crane (a 50-ton container crane) and can offer RORO and third generation side ports.

The new system will, in addition to Norske Skog’s regular destinations, offer frequent and regular calls to all ports in the Sea-Cargo network, including:

- IRELAND: Belfast (fortnightly)
- SCOTLAND: Aberdeen og Clydeport (weekly)
- ENGLAND: Immingham og London (weekly)
- HOLLAND: Amsterdam (weekly)
- GERMANY: Hamburg (1-2 per month)
- DENMARK: Esbjerg and Kolding (weekly)
- NORWAY: Stavanger, Haugesund, Bergen and Møre (2-3 per week)

Sea-Cargo will shortly establish a Sea-Cargo Agency Office in the Skogn/Trondheimsfjord area. The office will represent Sea-Cargo and the new system in both operational and commercial matters – this is in line with already established practice, which includes Sea-Cargo agency, stevedore and terminal facilities in the Orkney Isles, Shetland, Aberdeen, Immingham, Amsterdam, Esbjerg Stavanger, Haugesund, Bergen and Kristiansund.

THE OFFICE will represent Sea-Cargo and the **new system** in **both** operational and **commercial** matters



News: "The Sea-Cargo contract with Norske Skog is a good example on how industrial shipping evolves over the years. The combination of dedicated vessels and new ideas in the field of logistics brings new profitable opportunities for both the client and the service providers," say ship owners Johan Hvide (left) and Lars Helge Kyrkjebø.

The **Great** Seatrans Photo **Competition** **2012**

CATEGORY 1

— ROUGH

WEATHER

Trans Fjell - This photo was taken in the Baltic Sea, Bornholm area, on 24 October 2012.

The voyage is from Uusikaupunki to Helsingborg.
Photographer: **Costin Ivanciu**,
Chief Officer, Seatrans



The winners are...



CATEGORY 2 - SEATRANS EMPLOYEES AT WORK

Trans Fjord - This photo was taken at Szczecin dry dock Gryfia, March 2012.

Photographer: Capt. **Andrzej Golanski** Master of M/T "Trans Fjord"

"It is time to get out your camera for the Seatrans maritime photo contest." This was the clear message from Kathrine Bogen and Torstein Alvestad from Seatrans Chemicals to all their colleagues at sea and on land. The response was impressive and TransNytt can now proudly present the winners and a few more; all showing fascinating insights into life at sea.

"We asked people to send in photos in three categories: Seatrans vessels in rough weather, Seatrans employees at work, and an open category such as Seatrans ships in general, scenery, terminals, people in motion and more. We know that there is great enthusiasm for photography among our colleagues – especially on board the ships. And we are impressed by the result, as we're sure you will be too," explains Kathrine and Torstein. The three winners have received their rewards!



Category 3 - OPEN

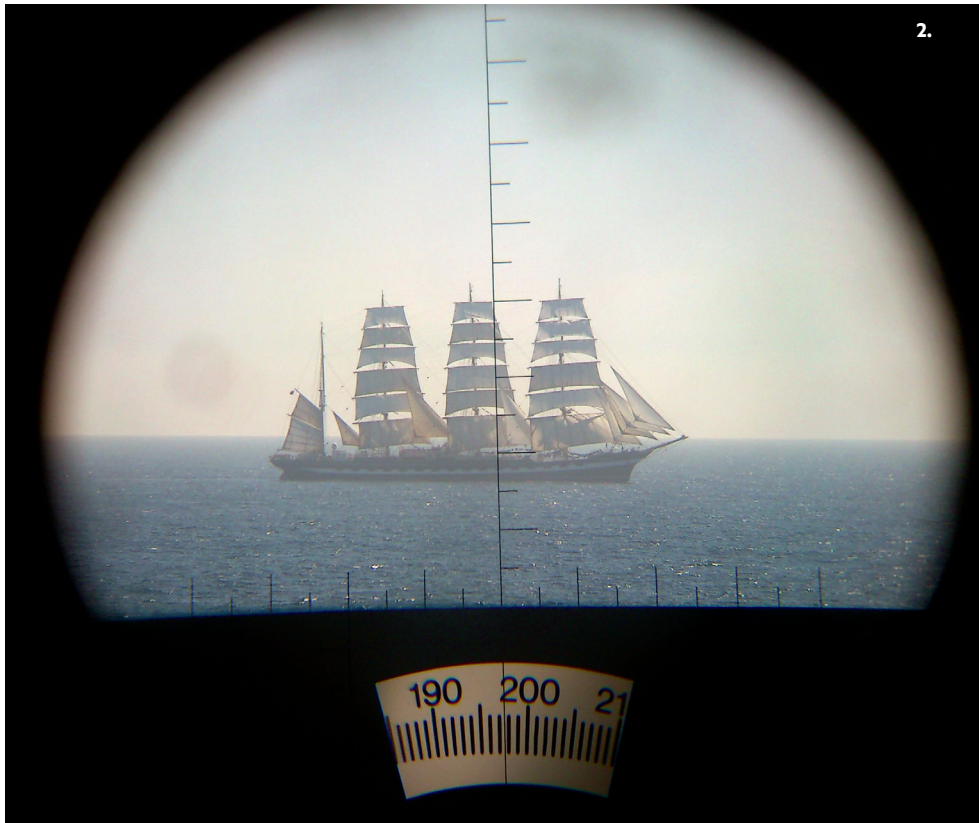
Trans Fjell – This photo was taken at the shipyard in Szczecin Sept/Oct 2012
 Photographer: **Jacek Frymus**, Master Trans Fjell

The Editors of TransNytt would like to congratulate the winners!

We also received a number of great photos which we can present to our readers. We did not receive that many in the category for “People at work” (possibly because people at work do work and don’t take photos?) but we found brilliant snapshots in the competition files that we would like to present with pride to our readers. Here are a few to enjoy (and more will come if we get hold of copies in High Resolution.) And if you have more to share: Send a Low Resolution copy to torbjorn@wikos.no before we decide to publish it or not.



1.



2.



3.



4.

1. Towards the sun: It is said that "the sky is the limit." At Trans Sea, we aim even higher and follow the sun. The vessel is still on the move, but are they still on the same heading?
Photo by: **Capt. ZARKO ORLIC** Master Trans Sea

2. One of the vessels (Trans Arctic) on good course towards SV Krusenstern. Wonderfully documented by **Karol Piskorz**

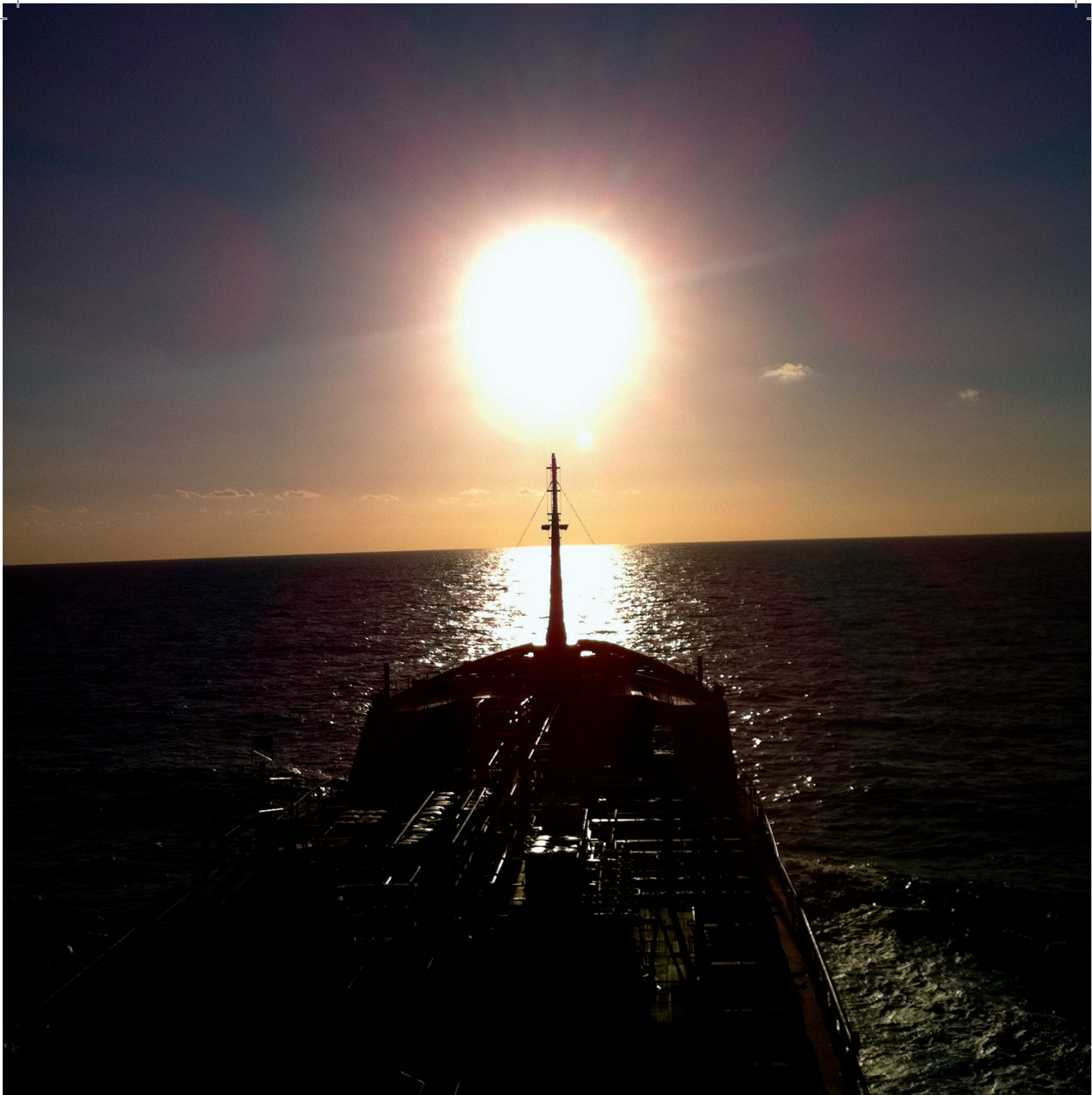
3. Chimney ball? Onboard Trans Iberia, they amuse themselves with basketball when they are at port. For the taller members of the crew, the target is set a little higher than for ordinary crew members. Photo: **Marius Udrea**

4. Atlantic Rough Weather MT Trans Emerald 5. Photo: **Marius Udrea**.

5. **Mihalil Dragan** was lucky to get this snapshot of a stowaway



5.



Towards the sun: It is said that “**the sky is the limit.**”
At Trans Sea, we aim even higher and follow the sun.
The vessel is still on the move, but are they still on the same heading?
Photo by: **Capt. ZARKO ORLIC** Master Trans Sea

Anyhow, for all of us in the North the sun has now turned
and will send more light and warmth to our latitudes.



TRANSNYTT

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