

TRANSNYTT

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ISO 14001 on board

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Well done!

As you will be aware, the Seatrans Group has now acquired all shares in Sea-Cargo from Nor-Lines; our former partner in Sea-Cargo.

This is a big move for us, and it demonstrates the confidence we have in the future of Sea-Cargo.

Sea-Cargo has an ambitious growth plan for the next few years, with the implementation of the new freight contract for Norsk Hydro coming up through the next 6 months. We will start the vessel conversions in November with the Trans Carrier, followed by the SC Athela and the MV Express, 8800 tdw built 1997. This ship will also be re-engined for better fuel economy. This conversion program is very challenging to execute while at the same time maintaining the liner services of Sea-Cargo. It will keep both Sea-Cargo and Seatrans Ship Management staff very busy over the winter!

With a growing business, further vessel purchases by Sea-Cargo are likely.

I am equally pleased with the progress we have seen in Seatrans Ship Management, where the implementation of ISO 14001 onboard is now well underway. This is just one more piece in the ongoing effort to make SSM a 'best in class' provider of ship management services.

We regularly get very good feedback from our customers regarding the quality of our services and operation, and there is no doubt that this is, and will continue to be, a major competitive advantage for the Seatrans Group.

Well done!

Kind Regards
Johan G. Hvide

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Seatrans and Shell in common effort for safety at sea

Shell is a major player in the international chemical market. And because good safety is good business, they also are driving an important maritime effort to become a “Zero Incident Industry”.

“We believe it’s possible, so Shell is working closely with Seatrans and other ship operators to take action and make the vision a reality. To improve our performance, we must increase our focus on safety, share best practices and lessons learned more broadly, and take responsibility for our actions every day,” says Ed Barsingerhorn, General Manager for Europe and Africa in Shell Shipping and Maritime.

The program is led by regional industry focus groups that provide direction and content and build around a foundation of visible safety leadership. Companies are encouraged to share information and drive better behaviours using a number of tools including annual CEO Maritime Safety Conferences, quarterly safety themes and by sharing learnings from incidents.

“I highly appreciate the initiative Shell Shipping and Maritime has taken. Being in the focus group with industry partners gives us access to insights from a broad spectre of issues in the field of safety”, says CEO Atle Sommer in Seatrans Ship Management. “Shell has successfully brought together more than 300 companies to work together to create a safer maritime industry.

All responsible shipping companies run campaigns on their own behalf, but Shell has been a catalyst for change at an industry level with significant impact for almost all companies involved in the chemical tanker business. Transparency is fundamental among the companies in the working group, but this is a fragile attitude when dealing with competitors. Before we start any meeting in the group we talk about business ethics and the strict rules of competition. However, on Safety we can and should cooperate and collaborate indeed.”

Sommer says the meetings with other top executives in the business have given him many ideas and thoughts about improvements – both personally and on corporate level. “For many years in Seatrans we have had the rule that top management visit the vessels regularly, but through the discussions in the focus group I have been more aware of how to address the topics I have in mind when visiting vessels and the need to be clear in the communication with the crew. We focus on topics related to risk exposures such as navigation, mooring, equipment failure, spills and personal safety. Learning from Incidents is paramount both within

the industry as well as internally in our own fleet. We are proud to have improved our safety record over the years, but we still have room for further improvements. Seatrans is a learning organisation and I am happy to be in a group of executives dedicated in sharing experience and encouraging each other to further improvements in the field of safety.”

Ed Barsingerhorn, General Manager for Europe and Africa in Shell Shipping and Maritime says “as leaders we need to recognize that looking after the safety of our colleagues and avoiding serious incidents is our number one priority. The global community of CEOs have agreed to deliver three actions: First, on-board visits, every quarter, by CEO and monthly by senior management. Secondly distributing a focused campaign for identified exposure areas, and thirdly, to identify and share one common high impact learning from incidents each month. Shell is supporting the partners in the focus group by validating the implementation of these actions during our visits on the vessels and provide the company management with feedback on our observations.”



ISO 14001 on board:

Higher
awareness
- **better** performance



“Our most **important focus** is on **fuel consumption**. All in all, we have **improved** our **fuel consumption** by **80 to 90 tons** compared to **ordinary sailings** a **few years ago**”



“I think we are still at the very beginning of achieving a more environmental friendly performance. So far, we have improved our records,” says Captain Helge Hals at Trans Carrier.

“Our most important focus is on fuel consumption. All in all, we have improved our fuel consumption by 80 to 90 tons compared to ordinary sailings a few years ago. If we had crossed the North Sea at full speed, our fuel consumption would have been 25% higher than today. The vessel has to follow a schedule, but we also try to get out of the ports as soon as we can in order to reduce speed under way, perhaps by around 70-80%. We plan our journey in relation to wind, tide and currents. We do have to run at full speed now and then to avoid damage to the main engine, but in general we optimise our speed to get to the destination on time. Eco-speed is our contribution to reducing emissions from Trans Carrier. We take several measures while at sea but on Trans Carrier we still lack some

instruments for measuring complete fuel consumption. Some vessels have this already, but even without it we can do a lot to save fuel,” Helge Hals explains.

On board Trans Carrier they also do a lot more to minimise the environmental impact of their operations:

- Every six months they have their propeller polished. This is done while the vessel is at a port and reduces fuel consumption by about 2%.
- Once a year, during the autumn, the bottom of the vessel is cleaned. This is done by specialists in Bergen. The operation does not require dry dock but is done portside. The underwater operator also inspects the hull by video, providing the officers and super-

intendent with valuable information about the status of the hull. In terms of fuel reduction, this operation saves 5-7%.

“We have been separating waste at source for many years now. Since the introduction of ISO 14001, we have increased the number of rubbish bins inside the vessel. We follow up by checking that the waste is deposited in the right container and is properly delivered at port. And we support Tom Breistein and his colleagues at the procurement department who encourage our suppliers to reduce all unnecessary packaging,” says Captain Helge Hals, who goes on to underline that these are not controversial issues on board. “We all follow these rules and do our best to minimise our footprint on the environment.”



◀ **Be aware:**

"As a global player in the field of logistics, we are aware of the common effort required to reduce the environmental impact of our business," says former CEO Tommy Ruud at the Geodis Wilson branch in Bergen.

Geodis Wilson in **cooperative effort**

"We put a lot of effort into strengthening our practice in order to perform with a minimum impact on the environment. We are constantly looking for the most environmental friendly solution. We evaluate our suppliers every year to see how they perform in terms of the environment, and we offer our clients a unique calculator, giving them insight into how much harmful emissions the various options produce," says Tommy Ruud who is CEO at Geodis Wilson in Bergen.

Seatrans has an agreement with Tommy Ruud and Geodis Wilson to cover Seatrans' own logistic needs. Mr Ruud started Geodis Wilson in 2006 and the company now has offices in Bergen and Stavanger with a staff counting 17. Mr. Ruud is now planning to leave the company. For Seatrans, the operation of 15-20 vessels more or less all over the world represents a challenge, so it is always good to find professional help: Geodis Wilson has specialised in helping the shipping industry with its logistic needs.

In the Nordic countries, Geodis Wilson has held an ISO 14001 certificate since 2007, and the company is now implementing the system globally. Being an international player, Geodis Wilson has implemented a strict and extensive regime for monitoring the environmental impact of their activities. Geodis Wilson is also dependent on a wide number of subcontractors in the field of logistics; airlines, cargo vessels, railway and motor vehicles. Each year they evaluate the partners' standards for topics such as Environmental Policy, Environmental Programme (such as ISO 14001), Emission Measurements (how), Quality Systems, Equipment, Operational Safety Plan,

Health Care and Safety and the quality (who) of the Third Party Certification Institute. After the evaluation, each subcontractor is marked with a colour on the list of available partners. This makes it easier for an operator at the office to choose or give advice to his client: Green indicates top of the list, yellow describes dubious performance, and red indicates performance below a satisfactory level.

"Geodis Wilson has a very extensive process relating to subcontractors. We also certainly have our own environmental targets to meet. Our environmental measures include courses for both our own staff and our partners on how to achieve a better performance environmentally, and we help our subcontractors to implement standards and procedures in order to gain the necessary certificates," Tommy Ruud concludes.

The company's clients also have access to a CO2 calculator. The idea is to help the clients be aware of the differences between various ways of transporting the client's goods. If you want to read more about this and other information, go to www.geodiswilson.com



CHEMISTRY

MDI

Methylene diphenyl diisocyanate, most often abbreviated as MDI, is an aromatic diisocyanate. It exists in three isomers, 2,2'-MDI, 2,4'-MDI, and 4,4'-MDI. However, the 4,4' isomer is most widely used. This isomer is also known as Pure MDI. MDI reacts with polyols in the manufacture of polyurethane.

Structure/Characteristics

The chemical formula for MDI is $\text{CH}_2(\text{C}_6\text{H}_4\text{NCO})_2$. MDI is a dark coloured liquid with a faint tarry odour. The product is very reactive with water and other chemicals. MDI has a toxic vapour of carbon monoxide, oxides of nitrogen and hydrogen cyanide are generated when heated. The density of MDI is 1.23. MDI has pollution category Y.

Uses

The MDI is mainly used in polyurethane foams, which are good thermal insulators and used in constructions as well as nearly all freezers and refrigerators worldwide. Typical polyols used are polyethylene adipate (a polyester) and poly (tetramethylene ether) glycol (a polyether). Flexible foams are used in furniture, bedding and transportation. MDI is also used to make binders, adhesives, sealants and coatings.

Technology

MDI is made by hydrogenating nitrobenzene to aniline, which is then condensed with formaldehyde to form diphenylmethane diamine.

Cargo handling

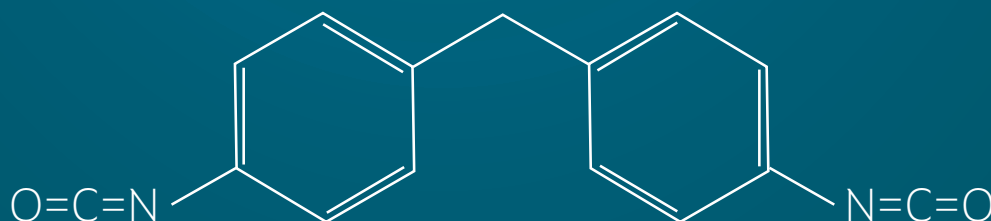
Methylene diphenyl diisocyanate (MDI) is very toxic (UN 2489). Ensure that the correct medical supplies are in the poison treatment chest according to MFAG 370. Any water or large amount of moisture reacts readily with Isocyanate to form both insoluble urea compound and large quantities of carbon dioxide gas. Heating coils operated with steam (water) must be emptied, purged and segregated before loading. The cargo shall not be carried in cargo tanks adjacent to ballast or water tanks, unless the tanks are empty and dry – IBC Code Chapter 15.16.2 This mean NO ballast tanks adjacent to MDI tanks can be used for ballast water. For personal protection, a solution of 99% IPA (isopropyl alcohol) and 1% Tincture of Green Soap "Neutraliser" should be prepared. In case of a

spill, a solution of 50% IPA (isopropyl alcohol) and 10% Aqua Ammonia and 40% fresh water is required. This should be made ready in the vicinity of the loading area, together with a barrel pump, hose and spray gun. All transshipments of MDI must be carefully planned because there are so many different types and heating requirements for this cargo. The heating requirement and melting point must be obtained before each shipment as this will vary depending on the grade to be shipped. The cargo pump cofferdam (FRAMO) must be purged with nitrogen and filled with DOP (Dioctyl Phthalate) prior to loading. Positive nitrogen pressure shall be maintained in the tank at all times. After loading, the tank will be purged and padded with Nitrogen from shore. MDI reacts with water and moisture, and we have experience of blocked pumps from earlier transshipments. Only small traces of MDI in contact with moisture will block the shaft and this prevents the pump from starting.

The photo above shows crew removing solid MDI in a cargo tank, where pre-wash went wrong. The Safety Data Sheet for MDI must be studied and discussed during the pre-loading meeting.

The market

The largest producers in Europe are Basf located in Antwerp, Belgium, Huntsman located in Rozenburg, Netherlands, BorsodChem located in Kazincbarcika, Hungary and Dow, located in Stade, Germany and Estarreja, Portugal. MDI demand is expected to grow globally by 6-7% per year, with demand growth estimates for Europe at around 4-5%. In terms of supply, the focus in the years to come is on the Sadara chemical complex in Jubail, Saudi Arabia. In total 26 units, which are set to produce more than three million tons per year of value added chemicals, will also include MDI. The construction is a joint venture between Saudi Aramco and Dow Chemical, with full operations expected to start in 2016. The product value of crude MDI in Western Europe is between EUR 2,000-2,100 per metric ton while pure MDI has a value in the range of EUR 2,200-2,400 per metric ton.



Better **port efficiency** beneficial for both **client** and **shipping** company



From left to right:

Jordan Hatzisaris, Chemicals Manager at Coral A.E., Tom Skare, Managing Director at Seatrans Chemical Tankers, Gunnar Solberg, Operations Manager at Seatrans Chemical Tankers, Michalis Metaxas, Chemicals Account Manager at Coral A.E., Gabriel Tassigiorgos, Engineering & Operation Manager at Coral Terminal.

Seatrans Chemical Tanker Managers visits Coral A.E. in Greece.

On 1 September 2014, Managing Director Tom Skare and Operations Manager Gunnar Solberg from Seatrans Chemical Tankers visited Coral A.E. in Athens. "For many years now, Seatrans has had the pleasure of carrying various easy chemicals to the company's facility in Perama where they have a tank capacity of approximately 90,000 cubic meters. One of the topics we discussed was how to reduce time in port. This is one of the issues high on the agenda for us as well as for all our customers. Coral A.E. is therefore no exception," Tom Skare explains.

"After a guided tour of the terminal, we spent the afternoon discussing how to develop our cooperation even further, with a special emphasis on operational efficiency. For many reasons, we now experience that port stays stand for nearly 50% of the total voyage duration. Ten years ago, port stays stood for around 40% of the duration. Ultimately, Charterers have to pay for this time. It is therefore important to identify

the factors that can contribute to reduced lay time in the various ports without compromising safety. For Coral A. E., this is just as important when Seatrans ships are loading in Rotterdam and Antwerp, due to the fact that there are often several terminals involved and barging therefore can be of benefit to both parties. In general, Coral A.E. is very pleased with the service that Seatrans provides", says Skare.

Jordan Hatzisaris, Chemicals Manager with Coral A.E. stated: "It is always a pleasure to have Seatrans ships at our terminal in Perama. Cooperation and communications between our two companies are excellent." Tom Skare concludes: "We are very pleased to get such feedback from our customers, which is essential for the future of our relationship."

Facts:

Coral A.E. was founded in 1995 and is based in Athens, Greece. As of 30 June 2010, Coral A.E. operates as a subsidiary of Motor Oil Hellas Corinth Refineries SA. Coral A.E. manufactures products such as Isoparaffins, White spirit, Hexane, Butanone, Isopropyl Alcohol, 4-Methyl-2 Pentanol, Toluene, Methoxy Propyl Acetate. Coral A.E. provides a wide range of products, covering the fields of industrial fuels, chemicals, bitumen, marine fuels, lubricants and fuel cards (Coral Pass and EuroShell).

Coral A.E. markets and distributes oil and gas products. It offers gasoline, fueloil, diesel, and lubricants. The company distributes its products through a retail network of gas stations. Coral A.E. was formerly known as Shell Hellas A.E. As a result of the acquisition of Shell Hellas A.E. by Motor Oil Hellas Corinth Refineries SA., its name was changed.

Cepsa becomes SCT's largest customer:

New **contract agreement** with **Cepsa**

"The new contract will double our volumes with Cepsa and make them, based on volume, Seatrans Chemical Tankers' (SCT) largest chemical customer", Managing Director Tom Skare explains.



In addition to the volumes presently being moved from Huelva and Algeciras to Spain, UK and the Continent, Cepsa decided they wanted to cover additional volumes coming on stream in November 2014 by adding a COA based on consecutive voyages on a 13,000 tonner. This COA was concluded in August and is combined with a time charter agreement with Rederiet Stenersen AS. The agreement covers the MT Sten Fjord, built in July 2004 in China.

The vessel is 13,600 dwt with a capacity of 15,900 cubic metres and marine line

coated cargo tanks. Sten Fjord will come into operation at the end of October this year, on consecutive voyages between Huelva and Antwerp for the next couple of years.

"We welcome this deal which creates synergy both for Cepsa and Seatrans Chemical Tankers combining it with our present COA with Cepsa. With all parties involved working on making our total cargo handling (both at loading and discharge) even more efficient, we expect this move will strengthen our relationship

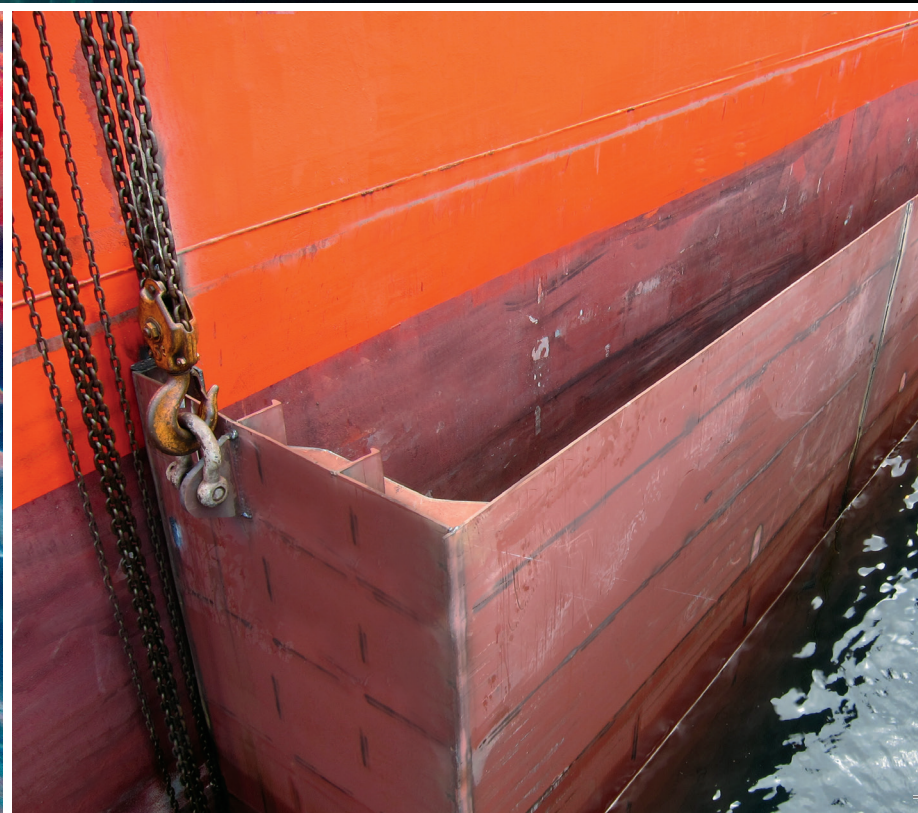
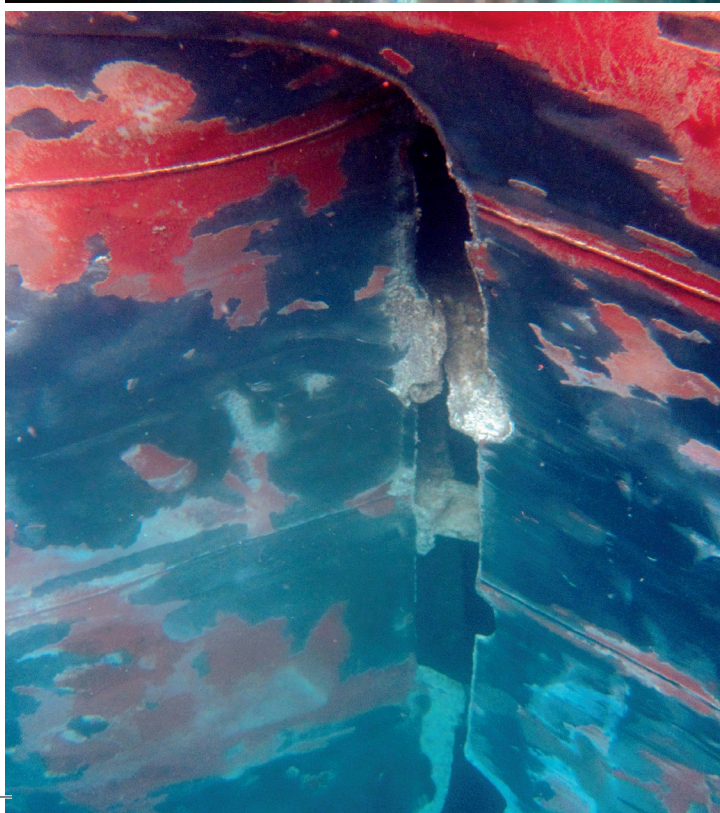
with Cepsa and improve SCT's volumes, portfolio profile and net results," says Tom Skare.

"We also welcome the cooperation with Rederiet Stenersen AS which we know to be a serious and successful ship owner based in Bergen. The Stenersen fleet consists of 17 tankers of between 13,500 dwt and 18,500 DWT, all coated product/chemical tankers," Tom Skare concludes.





"Nobody on board was **harm**ed,
we had **no cargo spill** and the
crew kept cool"






Trans Exeter hit in Egyptian port:

NO INJURIES, **major damage** but perfectly handled

During a discharge in Alexandria, Egypt, most crew members in Seatrans would get to enjoy the sun and lazy days, but not the crew on board Trans Exeter who had a much tougher time. During the operation, a Chinese vessel crashed into Trans Exeter mid ships on the starboard side. Luckily, no one was hurt but the Chinese vessel's bulb penetrated Trans Exeter below the water line and caused serious damage. On the brighter side, the accident allowed the crew to illustrate their excellent seamanship and effective contingency management.

All Photos:
Hydrex Underwater Technology



"Trans Exeter started to take in water on the starboard side, but the crew quickly stabilised her with ballast water. Then a new problem occurred. The tank behind the damaged area contained paraffin wax (liquid stearin). As we know, paraffin wax freezes or gets hard at about 70 degrees centigrade. This problem was solved by speeding up steam production. The increased float of heat steam kept the stearin liquid. After an underwater inspection executed by divers from the Egyptian Navy, the vessel was found to be stable and was allowed to go to Neorion shipyard in Cyros in Greece.

Once alongside at Neorion, Hydrex – a Belgian specialist company in underwater repairs – inspected the damaged area and compiled a repair plan in close cooperation with the vessel's Technical Superintendent. Due to the vessel's loading condition, it was not possible to put the vessel into dry-dock, so a cofferdam was manufactured and fitted on the shipside allowing repair work to be done.

Once repaired, Trans Exeter was then allowed to continue her journey to Hamburg to discharge her load, then to Gryfia shipyard in Szczecin in Poland for permanent repair. Trans Exeter also suffered some

damage on her port side as she was squeezed into the terminal. By late August, Trans Exeter was good as new and ready for new tasks.

"I am very happy to say that there has been wonderful cooperation between the crew on board Trans Exeter and the Technical Department. First of all, my compliments to the crew on Trans Exeter. They proved the importance of knowledge, skills and creativity when a difficult and unforeseen situation occurs. Nobody on board was harmed, we had no cargo spill and the crew kept cool. They did the right things! The superintendents shortened their summer holidays and have supervised the repairs in a professional way. As soon as we got information about the accident, we staffed up the contingency group here at the office. We informed the owners, Flag State, the cargo owners, the port authorities in Alexandria and the Egyptian Navy, the insurance company and the classification society. We cannot do anything to prevent accidents like this from happening. But we are happy to see that our procedures and systems functioned the way they should. Let us hope we never have to face this kind of test again!" says Technical Manager Gisle Rong.



Trans Iberia in rescue operation

"At sea we have a golden rule; save people when you see them waving for help! Unfortunately, you never know if they are seamen or if they are criminals or pirates trying to trap you! As captain, I follow the old rule."

Captain Per Hagen on Trans Iberia knows what he is talking about. With experience from the South China Sea in the early 1970s, picking up refugees from Vietnam, he has learned how to balance the rules at sea and the need for safety. He put this experience to good use at the beginning of September in the South Mediterranean sea.

"We were on our way from Antwerp to Suez. I was in my office, when suddenly the Chief Officer entered, shouting that there was a small raft with persons onboard, straight ahead and slightly to the starboard side. I ran quickly to the bridge, lost my shoes in the corridor, took over the command, and manoeuvred Trans Iberia alongside the small raft. There were six persons onboard. To ensure the safety of my crew and vessel, I ordered the refugees to enter, one by one, via the pilot ladder. They were carefully body searched; their personal belongings were collected separately in plastic bags, before being allowed to enter the poop deck. We did this to make sure

they were not carrying any weapons or other items that could jeopardise the safety of crew, cargo and vessel. In addition, Trans Iberia is currently carrying a full load of highly flammable LPG and chemicals, so no unauthorised persons are allowed present outside on the main deck, at any time. The refugees were immediately served water and sandwiches, and some of them were not able to digest the food. Some of them were so unwell, they started to vomit on deck," Captain Hagen explains.

"Only one of the guys could speak a bit of English," Captain Hagen continues. "The others only spoke French, which is not a common language onboard Trans Iberia. They explained that they had been drifting for about 5-6 days. We got the impression that they had set off for Spain and that their outboard engine had broken down. They had fuel but had probably lost the engine under an attempt to repair it. No identification papers were available. They said that they had thrown their ID-papers overboard!"



Seatrans acquires Sea-Cargo shares

On 30 September 2014, Seatrans acquired 39% of the shares in Sea-Cargo from Nor-Lines. Subsequent to this transaction, the Seatrans Group will have a 96% shareholding in Sea-Cargo.

"Sea-Cargo has been a success story since it was started in 2001, and we are excited by the opportunity to further develop the business of Sea-Cargo. We are confident that this acquisition will further strengthen growth prospects for Seatrans," say shipowners Lars Helge Kyrkjebø and Johan Hvide. (see also page 2)

**"We acted rapidly
– that was our
only option"**

We were 40 miles off the port of Arzew in Algeria. We called the Seatrans administration, the authorities in Algeria and set off towards the coast. We were met by the Algerian Coast Guard who immediately arrested the six refugees. This was certainly a great disappointment for the six guys, but they had no ID papers and we could not possibly change our route to make for Spain. The whole operation took about five hours, and everything worked the way it should at sea," Captain Per Hagen explains.

"We acted rapidly – that was our only option. We were called up by other vessels in the surrounding area. They wondered what had happened to us. I assume other ships had passed the tiny boat but looked the other way. For me, that is not an option. I wouldn't be able to look at myself in the mirror if I had acted that way. Dangerous or not, I will always follow the golden rule; At sea we help people in distress, no exception," Per Hagen confirms, on his way to Suez.

Facts:

Sea-Cargo AS was founded on 1 August 2001 through the merger of the liner activities of Seatrans and Nor Cargo.

Sea-Cargo offers

- Shipping lines trading between the west Coast of Norway to the UK and mainland Europe.
- Industrial shipping with specific and dedicated vessel-based system solutions for industrial clients which require cost effective transport.
- Agency services 24/7 for internal services and third-party operators.
- Warehouse and terminals with stevedoring, storage and distribution.
- Logistics services with a complete service network offering project cargoes and door-door shipments of any kind to and from any part of the world.

Sea-Cargo owns and operates a modern fleet of multipurpose vessels, offering ro-ro, container, side door (pallet and conventional), heavy lift and through hatch capacity.

When combined, Sea-Cargo offers over 2.2 million tonnes of cargo capacity in each direction per year.

The head office is located at Hop in Bergen, sharing offices with Seatrans.

(More info at www.sea-cargo.no)



▲
Go and come::

While Atle Sommer (left) leaves, Gisle Rong will continue the duty as Managing Director in Seatrans Ship Management.

Atle Sommer leaves Seatrans

We have **succeeded**

"Excellent performance is only possible through positive commitment from all men – and women – on board and in our offices. Over the years, we have raised our game to new heights and we have managed to establish a sustained 'best in class' performance. This is clear when you look at all aspects of our internal performance, but also with industry benchmarks and compared to our competitors. Recognitions through vettings, customer audits and Oil Major Awards serve as evidence that our performance has been observed by external partners, and has positively enhanced market opportunities for our customers. For our team, this simply means: mission accomplished."

After nine years in Seatrans, Atle Sommer is leaving to take on new challenges in the shipping business in Bergen. Starting as Director of Human Resources in August 2005, he leaves the company as Managing Director of Seatrans Ship Management in October this year. Seatrans has seen substantial change over these years, and we asked Mr. Sommer what he has appreciated the most during his time at Seatrans.

Framework for success

"I think one of the most important things we have done is to establish a holistic management concept that better enables and motivates all employees to perform well. We have created structures in which all our employees have more clear responsibilities and are empowered to make decisions. Of equal importance has been the establishment of arenas for involvement and good ways of sharing

information. I am glad to hear that Ratings keenly wait to read the minutes of our management meetings. It also makes me glad to be approached, like in Romania and Poland last month and in the office today, by Officers and Ratings who express their gratitude for how much good work has been done. This is what I appreciate the most, because it means that the management concept works, not only in generating performance but also in generating a good place of work for all."

Involvement for excellence

Atle Sommer has been an ambassador for a "to the point" and positive style of leadership. "Motivation is the key to performance. Even though we are all individually different, we all share the same basic triggers for motivation across cultures and hierarchy. With this assumption, we have worked systematically every day to enforce positive motivation factors and we have made this an integrated part of our management concept to get people involved and perform with excellence. We are blessed with some wonderfully skilled people, and the most important leadership challenge is to get all these brilliant people to act as a team. When we succeed, I mean not just to be good, but excellent, it is because we have a highly motivated team working towards common goals. As this is now integrated into our organisational structure, in our working processes, in our continuous improvements and leadership concept, excellence has become our culture. Excellence is how we do things around here."

Positive leadership

As leader of Seatrans Ship Management, Atle Sommer has advocated good leadership. "Those few negative issues or mistakes often get too much attention compared with all the positives. This could very easily create a negative and non-constructive focus. For me, it has been important to observe and enforce the positive, while at the same time working constructively on the negative. It has also been important to take responsibility for all mistakes, accidents and poor performance issues, not pointing fingers at employees but rather addressing how we can improve. For me, this is very important as a means to gain trust and transparency in the organisation, which in turn are crucial for motivation and improvement. Positive leadership is now solidly anchored in our leadership concept and will therefore continue to develop.

You asked what I have appreciated the most and as you can see from the above, most of this is related to people. Managing ships is all about managing people, and when you get that part right, you can face any challenge. I would like to thank all our highly skilled and motivated crew, Officers and office employees for good teamwork, and thank the Owners for giving me the opportunity to lead."

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TransNytt would like to take this opportunity to thank Atle Sommer for inspirational and stimulating collaboration over the years, and wish him all the best in his new position!



Inger Simonsen **retires**

For 23 years, Inger Simonsen has headed the Finance Department at Seatrans. Now she is retiring together with her four-legged best friend, Zorro, who has been a patient office companion over the past years.

"I started in 1991 when Seatrans still consisted of a number of companies. In 1996, the new tax regime for shipping companies was introduced. It created a whole lot of work for us, but it was also very exciting. In the space of a couple of years, we merged and split companies and reconfigured Seatrans and the family companies. At that time, I even had responsibility for IT in the company. As you can imagine, that was a busy time," Inger Simonsen says.

Now she will have more time for leisure and walks. Sidsel Sande has knitted this wonderful "Marius jumper" for Zorro, but it's still not sure they will have time to put in on.

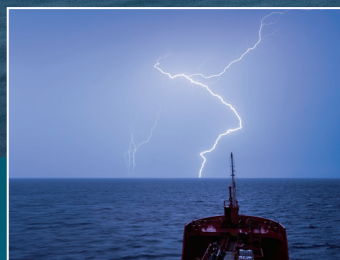
Gisle Kårbø Rong new **Managing Director**

The shipowners have appointed Gisle Kårbø Rong (38) as new Managing Director for Seatrans Ship Management.

Gisle Rong has a Master of Science in Naval Architecture from the Norwegian University of Technology and Science (NTNU). While studying and after leaving the University, he worked for various shipping companies in Bergen. In 2002 Gisle Rong started working for Kyma - a company that specializes in ship performance monitoring. At Kyma he was involved in project management, manufacturing and installation of performance monitoring systems especially for large LNG tankers with steam turbine propulsion.

Gisle Rong has worked in Seatrans for ten years. He started as superintendent and he has had the responsibility for a number of vessels such as Brage Atlantic, Brage Pacific, Trans Tind, Trans Emerald and Trans Exeter, Trans Catalonia and SC Aberdeen. He also was involved with a new-building project at Bharati Shipyard, India. Gisle Rong was promoted as Technical Manager from the end of 2011.

Gisle Rong has gained broad experience from all aspects of managing both chemical and dry cargo vessels. He took over the position after Atle Sommer on 1 October 2014. Gisle Rong is married and has three children.



Lightning at sea

Most of us who have been at sea have experienced lightning and watched the bolts of lightning play over the horizon. Chief Officer Costin Ivanciu on Trans Fjell managed to brilliantly document this phenomenon, as we can see here. The vessel was in the South Baltic Sea on her way from Finland to Norway when the lightning started. From his position at the wheel house, he placed his

camera on a tripod, used a small aperture and exposure time of about one minute. He took some 20 shots and the job was done, with this astonishing result. "The sea was absolutely calm and the lightning came from clouds very high in the sky. We could not hear the thunder; it was far away, but that also made this a unique chance to get pictures of the phenomenon," Costin explains.

Seatrans core values:

Care - Involvement - Innovation - Performance



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