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Spliethoff's FAGELGRACHT outbound from Willemstad (Curacao)

Photo : Kees Bustraan – <http://community.webshots.com/user/cornelis224> (c)

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The **SERENADE OF THE SEAS** north bound through the Suez canal. - Photo : Crew Huta 14 ©

Nieuw cruiseschip Norwegian Breakaway tweemaal in Rotterdam

De **Norwegian Breakaway**, het nieuwste schip van cruiserederij **Norwegian Cruise Line (NCL)**, bezoekt deze week tweemaal Rotterdam. Het schip maakt vandaag (vrijdag) vanuit Rotterdam eerst een korte reis op de Noordzee en

begint zondag in Rotterdam aan haar allereerste cruise, een trans- Atlantische oversteek naar New York, waar op 8 mei de doopplechtigheid plaatsvindt.

De **Norwegian Breakaway** is op vandaag 26 april het op één na grootste cruiseschip ooit dat de Rotterdamse haven bezoekt. Een dag eerder wordt het schip door bouwer **Meyer Werft** in Bremerhaven , Duitsland, aan rederij NCL overgedragen. Op vanmorgen meert de **Norwegian Breakaway** om ongeveer 09.00 uur aan bij de cruiseterminal in het centrum van Rotterdam. Ongeveer twee uur eerder vaart het bij Hoek van Holland de Rotterdamse haven binnen. Vanuit Rotterdam vertrekt de **Norwegian Breakaway** vrijdagavond om 19.00 uur met een kleine vierduizend internationale gasten van rederij NCL voor een twee nachten durende reis op de Noordzee. Op zondagmorgen vroeg (06.00 uur) is het schip terug bij de cruiseterminal om daar 's middags om 16.00 uur met opnieuw een kleine vierduizend passagiers – naast gasten van NCL ook veel betalende reizigers – te vertrekken met bestemming Southampton. In deze Engelse haven start dinsdagmiddag 30 april de zeven nachten durende oversteek naar haar thuishaven New York. Daar wordt het schip op 8 mei gedoopt.

New York

Alle publieke ruimten aan boord van de **Norwegian Breakaway** hebben het thema New York. Vooral de 28 verschillende restaurants, 22 bars en het entertainment maken dat de **Norwegian Breakaway** lijkt op de uitgaansgelegenheden van de stad. In de Ice Bar, met een constant temperatuur van acht graden onder het vriespunt, worden op New York

geïnspireerde cocktails geschonken en zijn er ijssculpturen van onder meer Brooklyn Bridge, het Vrijheidsbeeld en het Chrysler Building. De New Yorkse topkok Geoffrey Zakarian heeft aan boord van de **Norwegian Breakaway** zijn eerste restaurant-op-zee en de Amerikaanse televisiester Buddy Valastro, bekend van de serie Cake Boss, heeft er een eigen bakkerij.



Op het bovendek heeft de **Norwegian Breakaway** een Aqua Park met veel glijbanen. Er is een sportcomplex ingebouwd in de bovenste drie dekken met onder meer een enorme klimwand, een golfbaan en een basketbalveld.

Er is aan boord van de Norwegian Breakaway een variëteit aan luxe hutten, met of zonder balkon of zicht op zee, inclusief ruim zestig suites, studio's voor mensen die alleen reizen en speciale hutten dichtbij de spa. Opvallend aan de Norwegian Breakaway is, net als bij andere schepen van rederij NCL, de beschilderde romp. De beschildering van het schip over een oppervlakte van ruim tienduizend vierkante meter met verwijzing naar iconen van New York, is een creatie van de bekende Amerikaanse kunstenaar Peter Max.

De 324 meter lange en 40 meter brede **Norwegian Breakaway** telt in totaal achttien dekken en biedt plaats aan 4.028 passagiers en 1.595 bemanningsleden. Het schip maakt deze zomer vanuit New York reizen naar Bermuda, de Bahama's, Florida en het Caribisch gebied.

Cruise Port Rotterdam is verantwoordelijk voor de afhandeling van cruiseschepen die de Rotterdamse haven bezoeken. Cruise Port Rotterdam probeert zo veel mogelijk cruiseschepen Rotterdam te laten bezoeken. Tussen het dubbele bezoek van de fonkelnieuwe **Norwegian Breakaway** ontvangt Cruise Port Rotterdam op zaterdag 27 april het ms Rotterdam van Holland America Line.

Vrijdag 26 april is er aan boord van de **Norwegian Breakaway** de traditionele Key and Plaque Ceremony. Kapitein **Evan Hoyt** ontvangt dan namens de havenmeester van Rotterdam het havenschildje dat hoort bij een eerste scheepsbezoek en hij krijgt van directeur **Mai Elmar** van Cruise Port Rotterdam een symbolische sleutel.

Sailors' Society invites companies to unleash their inner dragons

Maritime charity, the **Sailors' Society**, is calling for companies to release their inner dragons and compete in The Dragon Boat Challenge this summer. This corporate team event will take place at Olympic venue, Dorney Lake in Eton on Saturday 29th June 2013. In what will be the ultimate team-building experience of the season, the Dragon Boat Challenge will give businesses the opportunity to consolidate relationships with clients and co-workers, meet corporate social responsibility objectives and do something fun in aid of a good cause. In addition to the Dragon Boat race, teams can take part in other activities such as Tug of War, Human Table Football and Target Golf. All dragons will receive breakfast and a barbecue lunch for the team and 11 additional guests.

"This event is as much a family day as it is a team-building event with colleagues and clients, so we would encourage team members to bring their families and friends to cheer them on, join in the fun and take part in some great activities on the day," said organiser, Catherine Slade. "There will be a bouncy castle, entertainer and face-painter too; to keep the younger children entertained."

Company teams comprising of at least ten people and a drummer will be pitted against other teams from shipping and related industries. Each team is asked to raise £3,500 for the Sailors' Society to support seafarers worldwide.

The **Sailors' Society** offers practical support and comfort to merchant seafarers who spend months at a time away from home, shipping 95% of the world's trade. The 73 Port Chaplains and ship visitors operating in 67 ports across 21 countries have an overriding mission to help seafarers around the clock and offer communication with friends and loved ones. To unleash your inner dragon, sign up for the **Dragon Boat Challenge** by contacting **Catherine Slade** by email at CSlade@sailors-society.org or by phone on 02380 515 905.



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The **NORMAND SKIPPER** arriving in IJmuiden – Photo : Willem Koper ©

Carriers shake up services between Asia and ECNA

After six months of inactivity, ocean carriers plan to add approximately 12% more vessel capacity to the Asia-East Coast North America trade by May despite cargo growth remaining non-existent. It seems like suicide, but new cargo sources may be envisaged.

Eastbound:

With so much about to change in the tradelane between Asia and East Coast North America, the first three months of the year can only be described as 'the lull before the storm'. Little happened on the demand side of the equation, with cargo volumes gradually falling from 971,000 teu in 3Q12 to 870,000 teu in the last quarter of the year, and then onto an estimated 837,000 teu in 1Q13 – amounting to a total drop of 14%. The decline is worse than it looks, as the first quarter of the year is usually when trade starts increasing after the winter season, partly due to the need for re-stocking. The US economy remains in bad shape, and the much publicised US Government 'sequester', involving increased taxation and spending cuts, both of which will result in a drop in consumer spending, has only just started to be implemented. Ocean carriers' desire to disturb the other side of the equation by adding significantly more capacity

is difficult to understand, therefore, and probably only relates to the requirement for greater economies of scale. Panamax size vessels are no longer profitable enough, added to which there is a growing surplus of post-Panamax sized vessels from the Asia/Europe tradelane looking for homes. This explains why the G6 alliance intends to run three loops instead of two via Suez from May onwards, with the extra string deploying 10 vessels averaging 8,500 teu. One of them is, however, to be merged with the NWA/Evergreen's jointly run SVS/AUE3 schedule, so only bigger vessels are involved, along with a few port pair changes. Maersk also intends to divert its Panama Canal TP7 service through Suez before the end of April, which will enable it to replace the current fleet of 10 panamax vessels averaging 5,000 teu with 12 much bigger ships between 7,000 teu and 9,000 teu capacity.

It does not explain the CKYH's decision to add yet more capacity via a new Panama Canal service at the end of April, however. The service will call at Xiamen, Hong Kong, Yantian, Busan, New York, Savannah, Charleston, Busan, Kaohsiung and Xiamen and deploy 10 vessels averaging 4,166 teu. It seems that the WCNA transpacific vessels are being displaced by 10,000 teu ships no longer required in the tradelane between Asia and the Mediterranean.

By the time all of these changes are implemented, total effective eastbound and westbound capacity in March will have increased by 12%, assuming no dramatic changes in the proportion of space required for wayport and out of scope traffic. Where the cargo to fill the extra capacity is going to come from has not yet been defined, but it seems that some cargo between Asia and WCNA is expected to be enticed over to the US East Coast. For this to happen, the current freight rate differential of around \$1,000/40ft will presumably have to be reduced.

The lackluster way that vessel capacity has changed over the last six months, as shown below, suggests that something even more dramatic may be expected. Only three sailings were cancelled in March, compared to seven in February and five in January. There will be no gradual build up of capacity between March and May. The net effect is that average eastbound vessel utilisation dropped from 99.9% in January to just 66.3% in February and 66.8% in March. January's exceptional peak will only have been caused by the Chinese New Year holiday season, which started on 10 February. The figure below demonstrates the result.

Westbound

The chart below shows that westbound cargo from the ECNA back to Asia was static between 3Q12 and 1Q13, with approximately 500,000 teu being shipped in each quarter. In other words, ocean carriers cannot have been drawing strength from the route to justify 12% more vessel capacity being added between March and May, even if it is the agricultural slack season. Japan's recent 20% currency devaluation will not help matters. It is the second largest importer of US beef, for example, and last year's 137,847 tons was already 1% less than that shipped in 2011.

The end result is that average westbound vessel utilisation remained poor in 1Q13, oscillating between 58% in January, up to 61% in February, and then back to 56% in March, as shown below, which is a far from comfortable situation for ocean carriers. **Source: Drewry Maritime Research**



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The **METHANE MICKIE HARPER** anchored off Singapore – Photo : Piet Sinke ©

Cabo de la Vela – AVT 3000 Class Voith Schneider Tug from Robert Allan Ltd. for Carbones del Cerrejón

On March 30th, 2013, the **Cabo de la Vela** departed **Uzmar Shipyard** in Turkey on her delivery voyage to Columbia.



The **Cabo de la Vela** was constructed at Uzmar Tug and Work Boat Factory in Izmit, Turkey. This is the second of a two boat order from Carbones del Cerrejón for the AVT 3000 Class Tugs designed by **Robert Allan Ltd.**, Naval Architects of Vancouver, B.C., Canada. **Cabo de la Vela** will join her sister vessel, the **Media Luna**, in Puerto de Bolivar.

The AVT 3000 tugs for Cerrejón were designed to meet Cerrejón's requirements for performance, propulsion equipment, accommodations, tank capacities and outfit. The **Cabo de la Vela** features a partial raised focsle for operation in rough weather and a large functional aft working deck for efficient ship handling operations. Designed for a bollard pull of 60 tonnes, she and her sister will be the most powerful tugs in the Puerto Bolivar fleet.

Particulars of the **Cabo de la Vela** are as follows:

Length overall:	30.75 m
Beam, moulded:	12.0 m
Depth, moulded:	4.80 m
Maximum draft (overall):	6.2 m

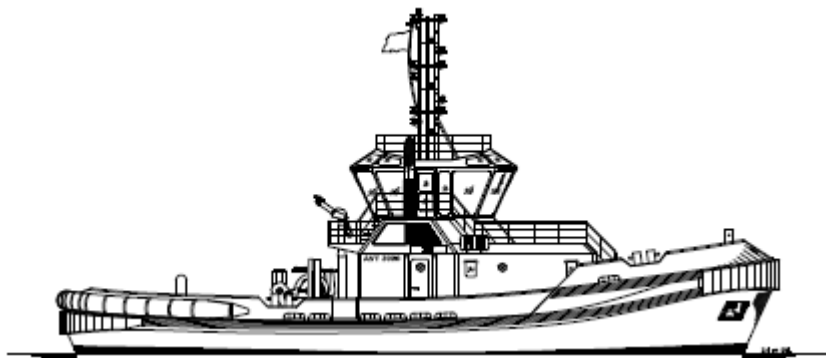
The tug was designed and constructed to BV Class requirements with the following notation:

BV 1, □HULL, □MACH, TUG, Unrestricted Service

Tank Capacities are:

Fuel oil:	182.0 m ³
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Potable Water:	35.0 m ³
Main engine lube oil:	4.4 m ³
VSP lube oil:	2.2 m ³
Hydraulic oil:	2.2 m ³
Sludge Tank:	4.8 m ³
Grey Water:	4.0 m ³
Sewage holding tank:	9.6 m ³
Foam:	12.2 m ³



The vessel has been outfitted to high standards for a crew of 4 people. The main deckhouse contains the galley, mess, and two officer cabins with shared en-suite. The lower deck contains 1 double berth cabin, a laundry, galley stores, and a common WC space. The wheelhouse is designed with frameless bonded windows for minimum window mullion obstruction and a single split control station which provides maximum visibility for both ahead

and astern operation with excellent visibility over the aft working deck. A pilot boarding platform is provided at the bridge deck level. The engine room features a small sound resistant switchboard room. A workshop and stores area is located in the aft hold.

Main propulsion consists of a pair of General Electric 12V228 diesel engines, each rated 2289 kW at 1050 rpm, and each driving a Voith Schneider 30R5-250 cycloidal propeller.

The electrical plant comprises 2 identical Caterpillar C 6.6 ACERT diesel gensets, each with a power output of 125 kW, 60 Hz, 480V.

The aft deck machinery includes a Rolls Royce ATWH 1500/200 render-recover hawser/towing winch with horizontal warping head. The winch has a pull of 20 tonnes at 18m/min. and 5 tonnes at 50m/min. Rendering capability is 30 tonnes at 30m/min and 8 tonnes at 80m/min. Also on the aft deck is a Hella deck crane rated 5 tonnes at 5m reach.

On the foredeck is a Rolls Royce AW20.5U2H anchor windlass with two cable lifters and two horizontal warping heads.

An independent FIFI pumpset is fitted comprising a 546 kW @ 1800 RPM Caterpillar C18 ACERT auxiliary diesel engine driving a Fire Fighting Systems SFP 250x350 XP horizontal centrifugal pump. The pumpset delivers 1200m³/hr sea water at approximately 103 mlc to one, FFS1200LB, 1200/300m³/hr water/foam remote operated monitor.

Winch hydraulics are powered off the front of the FIFI pump engine with a back-up electro-hydraulic pumpset for emergency use and maintenance.

Ship-handling fenders at the stern comprise an upper row of 800mm diameter cylindrical fender and a lower course of W-fender. The stern fendering is equipped with a fender spray lubrication system remote controlled from the wheelhouse. Sheer fendering consists of 300mm D- rubber 300 mm "W" block type fendering is fitted at the bow.

Typical of Robert Allan Ltd. tug designs, significant noise and vibration reduction measures have been implemented throughout, including resiliently mounted main engines, resiliently mounted gensets and auxiliary engine, high attenuation engine exhaust silencer systems, ventilation intake air silencers, sound dampening deck treatments, and insulation measures.

On trials, **Cabo de la Vela** met or exceeded all performance expectations, with the following results:

Bollard Pull, ahead:	63.1 tonnes
Free running speed, ahead:	13.1 knots

For more information on the AVT 3000 Class tugs, or any other high-performance vessel designs developed by **Robert Allan Ltd.**, please contact design@ral.ca

STX Marine awarded concept design for Seaspan Ferry Corporation

STX Marine (STXM) was recently awarded the contract for the engineering package for Seaspan Ferry Corporation's fleet replacement program. The completed concept design will form part of a bid package, expected to be released to shipyards for tender in July 2013.

The new design will feature a 60 trailer capacity, service speed of 14 knots and a planned 40 year service life. STXM will be examining the latest propulsion technology and energy efficiency technology for incorporation into the design. In addition, the design will include a modern comfortable facility for crew and drivers.

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mv **BALTIC STRAIT** seen April 23RD at Panama anchorage – Photo : **Ronald de Bloeme** ©

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Inchcape Shipping Services opens new office in the Amazon to meet growing customer demand

Inchcape Shipping Services (ISS), the world's leading maritime services provider, is set to capitalise on the growing demand for its services in the Amazon and Brazil with the opening of a new office in Santarem, Pará State.

The new office, the company's third in the Amazon, in addition to Manaus and Belem, will enhance its presence in the booming Brazilian market and is its tenth office in the country. Cpt. Mariano Martinoia, General Manager, ISS Brazil said: "The new office will allow us to better serve our current break bulk and cruise lines client base, as well as explore new business opportunities in the region for dry bulk and grains. The office will be managed by Port Manager, Patrick

Nogueira, who recently joined ISS especially to take on the role. Adds Gilberto Costoa, new Operations Manager for ISS Brazil: "We are very excited to open up our third office in Amazon area, where business is growing significantly and pleased to add Patrick to our team. The Brazilian economy is growing strongly and this further office opening helps us to further service the needs of shipowners and operators." ISS has a proven ability to operate successfully in some of the harshest and most remote areas of the world. From Dutch Harbor, Alaska, to Punta Arenas, Chile, as well as now covering the whole Amazon region.



the **SMIT Tiger Sun** and **SMIT Spirit**, pulling the bulk carrier **Konstantinos D** away from the dock, Burrard Inlet, Vancouver, B.C. In the background is the Ironworkers Memorial bridge and the CN railway lift bridge - April 20, 2013

Photo : Mike Zelt ©

New Crystal Cruises non-smoking policy for 2014

Over the past year or so we have seen a trend with several cruise lines, and that is a change to their smoking policies. Yesterday saw another added to the list, as the new Crystal Cruises non-smoking policy will come into effect from January 5, 2014.

Crystal Cruises is to stop smoking in all indoor areas, such as staterooms and suites, in lobby lounges and nightclubs. The only places where you will be able to smoke is designated areas, but no doubt non-smokers will still find a reason to moan, although in some cases for good reason.

Most areas of Crystal ships have been non-smoking for a while now, this latest update in the policy is just keeping up with other cruise lines. These policies have also changed because of lifestyles have changed, as more and more people give up smoking. However, another reason is because insurance policies are very high, and so these cruise lines have been forced to end smoking in rooms, and in some cases even those with balconies, as there are cases where cigarettes have blown into other rooms, which is a serious fire hazard. There is still one area of these Crystal ships where you will be able to smoke inside, and that's in the Connoisseur Club. **Source : Cruise Ship News**

OCEANTEAM SHIPPING ASA - SELECTED BY LS CABLE TO SUPPLY 4000T MODULAR CAROUSEL SYSTEM

Oceanteam Shipping has been awarded a contract to supply **LS Cable** - a leading supplier of a wide range of industrial specialty cables - a certified 4000t modular carousel system, 10t tensioner and accompanying equipment for a two-year project. The carousel and additional equipment will be used for the transportation of 2 x 50km of power

cables from the LS cable plant in Donghae, South Korea to the project port of Doha, Qatar, which will take place in 2014 and 2015. To ensure smooth transportation and loading Oceanteam will also supply operators. LS Cable will commission a vessel, outfitted with all necessary equipment, to serve as an offshore transportation platform between Donghae and Qatar.

Oceanteam's new patented carousel series are designed for flexibility and quick mobilisation on standard modern PSV/CSV type vessels with limited deck load capacity for this type of equipment. The modular systems are delivered to the mobilisation site in 40ft containers and can be mobilised without vessel under deck reinforcement requirements. All system components are 'plug and play' and interchangeable. As a result of this new philosophy the equipment is sea and road transportable and can be mobilised to any port around the world in a cost effective manner.



The **ANEMONE** arriving in Bullenbaai – jetty 6 in Curacao - Photo : Capt. Edsel Rijnschot (KTK) ©



GDF Suez Scheduled to Ship Yemen LNG to South Korea

GDF Suez SA (GSZ) was scheduled to ship a Yemeni cargo of liquefied natural gas to South Korea, according to ship tracking data.

The BW GDF Suez Paris, with a capacity of 162,524 cubic meters, was scheduled to sail to Incheon in South Korea, according to ship transmissions captured by **IHS Fairplay** on Bloomberg. The tanker loaded the supercooled natural gas at Yemen LNG's Balhaf facility and departed April 10.

The vessel was scheduled to arrive May 5 at Korea Gas Corp.'s (036460) Incheon receiving facility in the northwest of South Korea. It was located off Singapore as of April 20.

A GDF Suez Trading official in Singapore and a Kogas official near Seoul didn't respond to calls to their desk phones and e-mails seeking comment. GDF Suez, Europe's biggest utility by market value, has a contract to supply Kogas, the world's largest buyer of LNG by volume, with 720,000 metric tons of LNG annually from 2010 to 2013. **Source: Bloomberg**

Dockers' supporters take protest to Li's corporate offices

By : Lai Ying-kit

More than 20 supporters of striking dock workers went undercover to evade security at the Cheung Kong Center and take the dockers' grievances inside the corporate headquarters of billionaire property and telecoms tycoon Li Ka-shing on Wednesday. The protesters – including students and activists – evaded security guards on the ground floor by wearing business suits and went straight to the Cheung Kong offices on the seventh floor of the building in Central.

Once inside they unfurled banners and shouted slogans urging Li, the chairman of Hutchison Whampoa, the parent company of port operator **Hongkong International Terminals (HIT)** where the dockers work, to help improve the workers' pay and conditions.

During their sit-in demonstration, the protesters denounced Li as "a businessman with no conscience" and called on him to intervene in the three-week labour dispute between the dockers at HIT's Kwai Tsing container terminals and the contractors hired by HIT who employ them there. The sit-in lasted for about 20 minutes and the protesters left the premises after handing a petition to a Cheung Kong staff member. The strike by about 450 dock workers entered its 27 day on Wednesday. The dockers are seeking a 17 per cent pay rise and better working conditions. Three previous meeting between the workers and HIT's contractors have failed to resolve the dispute. **Source : South China Morning Post**



the bulk carrier **Konstantinos D**, assisted by **SMIT Spirit**, departing Burrard Inlet, Vancouver, B.C. - April 20, 2013
Photo : Mike Zelt ©

St. Petersburg to accept over 360 cruise ships in 2013 including 248 ships to call on Marine Façade

During summer navigation of 2013, Big Port St. Petersburg will accept over 360 cruise ships including 248 ships to be handled by Passenger port of St. Petersburg Marine Façade OJSC, IAA PortNews learnt from Serik Zhusupov, President of Managing Company Marine Façade. According to him, the first call is scheduled for May 2, 2013. The port will accept MSC vessel coming from Tallinn (3,000 passengers). JSC Passenger Port St. Petersburg "Marine Façade" is in the ownership of the city of St. Petersburg and is the largest passenger seaport in Russia. Construction of Marine Façade began in 2006. The port can accommodate cruise and ferry ships of up to 311 m long and with a draft of up to 9 m. The length and depth of new access channels - 10 km and 11 m, accordingly. The port operates seven piers. The quay wall length – 2,171.06 m. In 2011, passenger traffic at Marine Façade was 405,200 people. **Source : PortNews**



The **AUTOPREMIER** in Southampton – Photo : Chris Bancroft ©

Baltic Dry Index down to 885 points

On April 23, 2013, the **Baltic Dry Index** fell to 885 points, down 4 points (0.45%) against the level of April 22.

BDI is a number issued daily by the London-based Baltic Exchange. Not restricted to Baltic Sea countries, the index provides "an assessment of the price of moving the major raw materials by sea. Taking in 23 shipping routes measured on a timecharter basis, the index covers Handysize, Supramax, Panamax, and Capesize dry bulk carriers carrying a range of commodities including coal, iron ore and grain. Because dry bulk primarily consists of materials that function as raw material inputs to the production of intermediate or finished goods, the index is also seen as an efficient economic indicator of future economic growth and production. On 20 May 2008, the index reached its record high level since its introduction in 1985, reaching 11,793 points. On 3 February 2012, the index had dropped 647 points, the lowest since 1986.

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The new tender rig **WEST ESPERANZA** being towed from **Keppel FELS shipyard** to West Jurong Anchorage
Photo : Neil Johnston – Master Salvanguard ©

Freight and Passenger Services Under Threat as RoRo Ferry Dispute Continues

Three Unions at Odds with Council Management Over Pay

Island ferry services which are often the only way to maintain a civilised lifestyle on some hard to reach outposts are inevitably the source of enhanced acrimony when there is any form of problem which affects the natives existence. The lack of the regular RoRo or passenger ferry carrying vital freight and supplies from the mainland can cause serious problems for the stranded islanders ranging from medical emergencies to food shortages. Never is this more keenly felt than during the winter months on the Scottish isles and today we hear that the problems which have beset the Orkney ferry service for the past two months seem no closer to resolution as professional mariners union Nautilus International tells us their members working for Orkney Ferries are continuing to work to rule as the owners continue to refuse to make what they consider a fair pay offer.

On the 13th February the company announced that members of the RMT union who form part of the crew aboard the Outer North Isles ferries would be taking industrial action involving an overtime ban and work to rule. The Nautilus union members voted to take action short of a strike in March saying '[they] did not want to stage a full walk-out as they understood the detrimental impact it would have on the population of Orkney who rely on their lifeline services'.

Three unions are actually involved in the dispute, Unite being the third, and whilst the Board of Orkney Ferries, which is owned by Orkney Islands Council, made a pay offer to members in March which included a 1% increase in pay, the unions dismissed it as a figure which would leave their members worse off when inflation was considered. The offer also included an increase within pay scales but this would only affect those members not already at the top of their pay scales.

The Council declared in the original negotiations that an increase in costs due to an increase in basic pay must be funded by 'commensurate savings in other costs of employment' insisting that was the only way rises could be financed, a position not accepted by the workforce which asked the council to consider a pay increase on or above RPI. Since the dispute commenced the Council has asked customers to be patient as staffing problems due to absences aggravated the difficulties of maintaining a three vessel service to the Outer North Isles. Ronnie

Cunningham, Nautilus senior national organiser, said today: "Our members have previously given up leave to cover for staff absences as Orkney Ferries cutbacks would have meant services would be cancelled without their help. But our members voted to end this goodwill when

Orkney Ferries refused to show them any by refusing to offer an acceptable agreement on pay. "All our members are asking for is for Orkney Ferries to grant them a pay deal that will maintain their standard of living, in recognition of the hard work and dedication they have shown the council. To offer an increase only to those members without long service is a further knock to those members who have served the people of Orkney and ensured that services kept sailing in the face of deep cuts to staffing levels." **Source : The Handy Shipping Guide**

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London P&I Club reports negative findings on enclosed space entry

THE **London P&I Club** has noted that reports generated during the club's ship inspection programme show an increase in negative findings in relation to enclosed space entry on board ships. It says that, despite a global acceptance of industry standard procedures, incidents continue to occur year-on-year.

In the latest issue of its StopLoss Bulletin, the club notes, "Inspection findings vary in nature, but the enclosed space entry permit to work (PTW) and associated prescribed steps regularly present themselves as sources of negative findings in ship inspections. Even when fully completed PTW forms are presented, inspectors are repeatedly presented with: completed single PTWs which purport to cover entry into multiple enclosed spaces; checklists fully completed and signed off by the responsible officer and master, but the required safety equipment is not actually in place; no evident consideration of how a rescue would be undertaken from the space in the event of an emergency; no provision for continuous monitoring of the atmosphere of the space; oxygen/gas detection equipment presented in either a dubious condition or without proper evidence of calibration to statutory requirements."

The club adds, "An alarming trend of tick-box culture has recently been detected in routine ship inspections. The importance of proper consideration of the steps which are required for an entry permit to be granted should not be overlooked. The exact requirements for each enclosed space entry will vary depending on, amongst other things, the location on board, the status of the ship, concurrent work, the previous contents of the space and the type of work to be conducted in the space. For this reason it is not acceptable practice to allow a single permit to apply to multiple space entries, particularly when these spaces are of a different designation.

"The officers in charge of the operation should always focus on their primary responsibility, which is to ensure that the operation is conducted as safely as practicable. However, should any further motivation be required, the club is aware of at least one case where a responsible officer faced criminal charges for allowing an operation to be conducted in an unsafe manner – despite having signed the paperwork suggesting that all necessary safety precautions were in place."

„Das Damokles-Schwert ist an die Seite gelegt“

Bundestag schafft Klarheit bei der Versicherungssteuer auf Erlöspools

Der Finanzausschuss des Deutschen Bundestages hat heute die drohenden Nachzahlungen von Versicherungssteuer in Millionenhöhe auf Erlöspools in der Schifffahrt abgewendet. Die Änderung des Versicherungssteuergesetzes stellt klar, dass Erlöspools generell zumindest bis zum 1. Januar 2016 nicht der Versicherungssteuerpflicht unterliegen.

„Das Damokles-Schwert über unseren Unternehmen ist an die Seite gelegt“, sagte Ralf Nagel, Geschäftsführendes Präsidiumsmitglied des VDR. „Die bislang im Raum stehende Erhebung von Versicherungssteuer – rückwirkend für bis zu sieben Jahre – ist vom Tisch und schafft Rechtssicherheit für die Reedereien.“ Die meisten Charterreeder bündeln

ihre Schiffe in Erlöspools, in denen die Einnahmen der Schiffe gleichmäßig verteilt werden. Dadurch ermöglichen sie den Poolmitgliedern eine wettbewerbsfähige Teilnahme am Markt.

„Wir sind dankbar, dass die jetzt gefundene Regelung Rechtssicherheit schafft, aber zukünftigen Regelungen nicht vorgreift“, so Nagel. Der VDR ist weiterhin der Auffassung, dass alle Formen von Erlöspools in der Schifffahrt keine Versicherungstatbestände erfüllen. „Mit der Frist bis zum 1. Januar 2016 gewinnen wir wertvolle Zeit, dieses Problem endgültig zu lösen.“

CFO Roland Andersen of TORM resigns

CFO and member of the Executive Board of TORM **Roland M. Andersen** has tendered his resignation. He will continue his normal duties on the Executive Board and leave the Company by the end of October 2013.

The process of finding a new CFO has immediately been initiated.



The **TORM CARINA** passing Maassluis – Photo : Monique Davis-Mulder ©

"I have appreciated our cooperation, and on behalf of both the Board of Directors and CEO **Jacob Meldgaard** I wish to acknowledge Roland M. Andersen's valuable contribution to the Company. also during the difficult restructuring process", says TORM's Chairman Flemming Ipsen.

"The work to get the Restructuring Agreement in place has now been completed, the Company's situation has stabilized and the Annual General Meeting has approved the Annual Report for 2012. In the light of this, I have decided that now is the right time for me to embark on a new journey in my professional life", Roland M. Andersen says regarding his departure. Source: TORM

Costa Concordia salvage update

Salvors have successfully positioned the first port-side sponson that will be used in the 'parbuckling' stage of the wreck removal process, said in the press release. Operations now continue with the installation of the second sponson, and eventually they will be welded on the hull of the wreck.

At the same time, drillings for next 10 underwater holes will carry on in order to position remaining platforms 2 & 3.

In this major feat of salvage and underwater engineering altogether 438 workers based at Giglio are currently engaged in operations to float the wrecked cruise ship and tow it away. Source : PortNews

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Iran parks millions of oil barrels on tankers as buyers retreat

Iran is storing millions of barrels of oil on tankers in its territorial waters as Tehran struggles with tougher Western sanctions on its vital seaborne export trade, ship industry sources say. Iran's oil revenues have fallen by about 50 percent since tough EU and U.S. measures were imposed last year, hurting business and cutting living standards for ordinary Iranians.

"There is no doubt there are more Iranian tankers being used for floating storage at the moment on their side of the Gulf and the feeling is this is expected to rise," said a European ship industry source with knowledge of tanker movements.

"The embargo is hurting and there has been talk of attempts by Iran to unload oil cargoes at distressed prices."

Ship industry sources gave varying estimates on how much oil Iran was storing at sea, but all said the volume was higher.

Data from maritime intelligence publisher IHS Fairplay estimated 10 of Iran's supertankers, each able to carry up to 2 million barrels of crude, were storing oil, together with one smaller tanker able to carry up to 1 million barrels.

The data showed a further two supertankers were also probably deployed on floating storage, based on the length of time they were stationary, meaning as much as 25 million barrels in total.

The vessels, all belonging to Iran's top tanker operator NITC, were located close to the Iranian oil terminals of Assaluyeh, Kharg Island and Bahregan, the data showed. "There seem to be more vessels than there were four months ago - the big area which seems to have changed is off Assaluyeh," said Richard Hurley, a senior analyst at IHS Fairplay. "There are more ships that seem to have come in to that anchorage in the past four months or so. At one point they were down to a core storage fleet of around six vessels anchored off Kharg Island and Assaluyeh."

NITC officials could not be reached for comment.

TOUGHER TIMES

Pirouz Mousavi, managing director of the Iranian Oil Terminal Company, a unit of the state oil firm, was quoted by the Fars news agency this week as saying Iran was building several land based oil storage sites at locations including Kharg Island and Assaluyeh.

Mousavi said Iran faced no problems with oil exports.

"We have no consignment on the water and if there is any it is waiting for loading and exports," Mousavi was quoted as saying. Another ship industry source estimated 17 NITC vessels were storing crude oil, mainly on supertankers, while another said 15 tankers were storing crude oil around Iran, with volumes close to 30 million barrels.

Last year Iran's floating storage was estimated to have reached at least 33 million barrels before buyers were found.

"Iran still does not have enough land based storage options, so all they can do is park it offshore in their own waters until they can offload the cargoes," another shipping source said. "It is getting harder for NITC to operate, so it is feasible that oil could be discreetly discharged via ship-to-ship transfers on other vessels when they make sales."

NITC, which has a fleet with a carrying capacity of at least 76 million barrels of oil, has been blacklisted by the West as part of tougher sanctions against Iran over its disputed nuclear programme.

In recent weeks, two supertankers have joined NITC's trading fleet after a further two were delivered earlier this year, IHS Fairplay data showed. All four were built at Chinese yards.

"Having more tankers gives Iran more trading options including storage, but NITC is under enormous pressure, constantly having to adapt and also deal with poor tanker market conditions," another ship industry source said. "They face a tougher time ahead." U.S. and European Union measures aimed at choking the flow of oil money into Iran have

cut around a million barrels per day from Iran's crude exports. China along with the other main buyers of Iranian crude - India, Japan and South Korea - have been under pressure since last year to reduce imports.

Iran is expected to export 1.08 million barrels per day (bpd) of crude in April, preliminary data obtained by Reuters showed, up from the 810,000 bpd that was scheduled to load in March but still far lower than 2.5 million bpd in 2011, before sanctions slashed oil sales last year.

"The problem for Iran is because the bulk of income for the budget comes from oil, this is where it is feeling the pressure. It must maintain exports at a minimum of 1.5 million barrels per day, if not more, to fund the budget," said Mehdi Varzi, a former official at the state run [National Iranian Oil Co.](#) "Over half of Iran's current output comes from fields which were discovered 50 years ago or more and many fields have reached their production peaks. To replace that lost production Iran has to accelerate its investment, which it is not doing," said Varzi, who now runs an energy consultancy in the UK. **Source : Reuters**

Sea Search Armada, American Marine Salvage Group, Files New Suit against Colombia

[Sea Search Armada \(SSA\)](#), a group of U.S. investors engaged in worldwide marine salvage operations, filed a new lawsuit against the Government of Colombia on April 24 in U.S. District Court, Washington D.C. SSA's suit claims that Colombia unlawfully interfered with SSA's legitimate operations to recover the ship believed by many to be the most valuable ship ever sunk.

The galleon [San Jose](#) carried coins and precious metals mined and smelted in Peru, and valued by experts to between \$4 billion and \$17 billion. The ship was sunk outside Cartagena, Colombia in 1708.

In 1980, a marine salvage operation was mounted by a group now owned by SSA with the permission and participation of the Colombian government (GOC). After discovering the San Jose wreck site and notifying the GOC, the Colombians reneged on their agreement to share proceeds of any recovered treasure.

In 1984, the Colombian Parliament enacted a law eliminating SSA's claims to its property. After years of negotiations and several lawsuits, the Supreme Court of Colombia ruled in 2007 that SSA was entitled to 50% of the treasure.

After three more years of resistance and delay by the GOC, SSA's Managing Director Jack Harbeston proposed to Colombian President Álvaro Uribe in 2010 that they undertake a joint recovery effort based on the Supreme Court's rules. If SSA received no response within a month, recovery would proceed. In the meantime, SSA began hiring U.S.-based salvage contractors to perform the work.

The President's office replied to SSA's offer more than seven weeks later with a threat to use military force if SSA attempted to access its property. Confronted with this threat, the U.S. contractors declined to honor their agreement. SSA lawyer James DelSordo said, "The threat by the government unlawfully interfered with SSA's business. It jeopardizes SSA's entire investment to date (in excess of \$12 million), and needlessly prolongs a project that would benefit Colombia and all concerned far more from cooperation than arrogance."

The SSA lawsuit replaces one previously dismissed by the U.S. Court of Appeals for the District of Columbia Circuit due to the expiration of one of its claims of a contractual principle from 1984. There was no legal process or ruling on either the case's merits or on the Colombian Supreme Court's 2007 ruling.

The new lawsuit claims the same compensation as before, \$17 billion, which is the estimated amount of the value of the treasure. It is based on Colombia's threat of using its navy against SSA.

Separately, SSA filed a suit March 29 against the GOC with the Inter-American Commission on Human Rights (IACHR) for violating their human rights over protection of private property and fair trial rules. Two weeks later, SSA lawyer and investor Danilo Devis filed a similar complaint with the IACHR as a private individual. Thus the GOC has three lawsuits in two venues: U.S. District Court and the IACHR, part of the Organization of American States.

[Sea Search Armada](#) is a commercial salvage company based near Seattle, Washington. It has worked on numerous ship wrecks around the world and has a reputation for scrupulous archeological rescue. **Source : Sea Search Armada**

NAVY NEWS



The Dutch OPV **FRIESLAND** visited Oranjestad (Aruba) – Source : Rafael Maduro ©

Investigators Deny Secret Video in Submarine Disaster Trial

Russian law enforcement officials denied on Tuesday the existence of an alleged "secret" video showing what happened during a fatal accident on the Russian Navy's **Nerpa** nuclear attack submarine in November 2008, in which 20 people died.



The **Akula II-class** submarine was undergoing sea trials when its freon gas-based fire suppression system was accidentally triggered, suffocating 20 of the 208 people on board and injuring at least 21. The incident was Russia's worst naval accident since the sinking of the **Kursk** nuclear submarine in 2000.

The boat's captain, Dmitry Lavrentyev, was charged with abuse of authority and engineer Dmitry Grobov was accused of causing death by negligence. A jury acquitted both men on September 14, 2011, but the Supreme Court's military board overturned the verdict in May 2012 and ordered a retrial, which is now underway. Russian media reports on the retrial on Monday claimed a video existed that was taken inside the **Nerpa** during the accident and that disproved several of the investigation's conclusions. But Primorye Region investigators denied the existence of video filmed when the automated fire-extinguishing system was activated on the **Nerpa**.

A video related to the accident does exist, but it was made during hearings by experts to explain the operation of the submarine's automated control systems, a Primorye Region law enforcement source said on Tuesday. "The [video] recording was made at the moment when an audio recording from the automated control systems was being decoded. The audio recording was included in the criminal case materials, but there was no point in including the video recording as it essentially duplicated the audio version," the source said. The denial of the video's existence came the

day after Acting Pacific Fleet Chief of Staff Rear Admiral Andrei Voitovich claimed a video existed that exonerated the crew, as it clearly showed the crew's reactions to the emergency situation on the boat.

"How could they ignore it, when the video – not the disk that the prosecutor's office seized during the General Staff Commission's work – made it impossible to attribute the accident to the poor training of the crew?" Voitovich said.

Investigators have refused to add the video to the case materials, Voitovich told RAPSI on Tuesday, adding its whereabouts are unknown. The prosecutor's office confiscated a disk immediately after the accident, Voitovich said, but it was impossible to play it outside the submarine except for on the premises of the Aurora ship control systems producer in Primorye, which has similar equipment. Aurora is a party to the dispute, as it developed the submarine's new Molibden computerized automated control system, Novaya Gazeta reported in May 2012.

This is not the first case in which prosecutors have provided biased information to the media, Voitovich claimed, adding they were trying to avoid the public criticism sparked by the retrial. The original trial of Lavrentyev and Grobov was also dogged by controversy. A former senior Pacific Fleet medical officer alleged in May 2011 that the Nerpa's firefighting system contained a "lethal" mixture of freon and trichloroethylene – a commonly used industrial solvent that is highly toxic and corrosive – rather than pure freon. Workers at the [Amur Shipyard](#) where the submarine was built said in an open letter in the same month that Lavrentyev and Grobov were "scapegoats" and that the disaster was the result of "corruption and disintegration of the military-industrial sector." Following repairs that cost an estimated 1.9 billion rubles (about \$60 million), the submarine was cleared for final sea trials before being commissioned with the Russian Navy and finally leased to the Indian Navy in April 2012. It is now named the [Chakra II](#).

II. Source : Ria Novosti

SHIPYARD NEWS

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The [OPDR ANDALUCIA](#) moored at Gib-Dock in Gibraltar photo : [Jan de Bokx](#) ©

ROUTE, PORTS & SERVICES



The **HARBOUR MURAN** outbound from Amsterdam – Photo : Marcel Coster ©

Cruise terminal set for rocky start

Only 37 bookings have been made to dock at the Kai Tak port for the next two years, Legco told
By Dennis Chong and Jolie Ho

Officials have admitted to an "uneasy" start for the Kai Tak Cruise Terminal, with ships making just 37 bookings for berthing between its official opening in June and April 2015.

By comparison, Singapore's Marina Bay Cruise Centre, which opened in October, is booked to handle 89 dockings between June and April next year. Commissioner for Tourism Philip Yung Wai-hung told a Legislative Council panel yesterday that various ways were being considered to increase traffic at the HK\$8.2 billion terminal, including negotiating with the mainland government to divert some tourist demand for cruise tours to Hong Kong.

"The start is never easy," Yung said. "We hope that with effort, usage of the Kai Tak cruise terminal will be bigger and confidence in the facility will grow." At the panel meeting on economic development, legislators raised concerns about the maintenance costs at the port and transportation facilities near the site, once home to the city's old international airport. According to documents submitted to the panel, the terminal's maintenance fees will be HK\$220 million a year, which officials say will be offset - ultimately - through income.

Yung told legislators that traffic could be increased by encouraging local tour operators to use the port for ocean tours departing from Hong Kong, while efforts had already been made to promote the facility to overseas operators. Water tours along the shore could also be developed. As of yesterday, 18 cruises were registered to berth at the port from the opening month of June to April 2014. Another 19 cruises were set to dock at the port up to April 2015, Yung said. The government went ahead with building the terminal after failing to find a suitable candidate to spearhead the project. It is scheduled to open on June 12 as it receives the first liner, the **Mariner of the Seas**, which carries about 5,000 passengers and crew. Meanwhile, the Tourism Board is promoting the Hong Kong Cultural Celebrations - 10 of the main festivals that happen each year.

Mason Hung Chung-hing, director of event and product development, said the celebration, now in its fourth year, was aimed at encouraging tourists to use the board's event guide to organise, on their own, visits to some the city's key attractions and events, such as the Cheung Chau bun festival and Buddha's Birthday.

As part of the promotion, tourists will be offered free ferry rides from Central or Kowloon to Cheung Chau on May 17 to enjoy the bun festival. Up to 170 tourists can register for the free rides. Source : South China Morning Post

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24-04-2013 : The **QUEEN MARY 2** seen from the bridge of the **LEWEK TOUCAN** in Vigo

Photo : Kees Mostert ©

Mitsui to participate in Laffan Refinery 2 Project

Mitsui & Co., Ltd. entered into the joint venture agreement of Laffan Refinery 2 Project acquiring 1% interest in the venture (Laffan Refinery Company Limited 2) on 21 April, 2013. Other participants in the venture are Qatar Petroleum ("QP") , Total S.A. ("Total"), Idemitsu Kosan Co., Ltd. ("Idemitsu"), Cosmo Oil Co., Ltd. ("Cosmo"), and Marubeni Corporation ("Marubeni"), said in the company's press release.

Mitsui has been participating in Laffan Refinery Company with 4.5% share and it has been successfully operating phase 1 condensate refinery Laffan Refinery 1 ("LR1"; Processing Capacity: 146,000 barrels per day) built in Ras Laffan Industrial City since 2009.

Laffan Refinery 2 is expected to become operational in the latter half of 2016. The total cost of the LR2 project is anticipated to be approximately US\$1.5 billion. As with LR1, LR2 will produce high value-added petroleum product

such as naphtha, kerosene, gasoil and LPG by refining condensate produced from the North Field of Qatar, the largest single natural gas field in the world. Furthermore, LR2 is designed to offer extra added value with newly equipped diesel hydrotreater for desulfurization which enables to produce environmentally-friendly gasoil. Meanwhile, sharing certain facilities between LR1 and LR2 is expected to enhance commercial viability of both of them.

Mitsui, as a long time partner with QP, has committed to contribute to the development of the State of Qatar, especially in energy and natural resources industry since its participation in Qatargas 1, which was the first established LNG project in Qatar, followed by the participation in Qatargas 3 and the long-term purchase of condensate produced by Qatargas 3. By participating in the LR2 project, Mitsui will become more engaged in the condensate related business while contributing to the State of Qatar by helping to bring about further development of the nation's energy and other sectors. Source : PortNews



Iskes **TRITON** and **GINGER** at the Noordzeecanal – Photo : Simon Wolf ©

Odfjell Buys Chemical Tankship

Odfjell buys long-term chartered vessel 'MT Bow Engineer', a 30,086 dwt chemical tanker.

Odfjell, a leading company in the global market for transportation and storage of bulk liquid chemicals, acids, edible oils and other special products, has entered into a contract for the purchase of the **MT Bow Engineer**, a 30,086 DWT chemical tanker (IMO II/III) with 28 stainless steel cargo tanks, built in 2006 at Kitanihon Shipbuilding CO LTD in Japan. **Bow Engineer** has been on time charter for **Odfjell** from yard delivery in 2006. Instead of continuing the remaining charter period of five years, Odfjell has agreed with the owner, **Saito Shipping**, to buy the vessel. The change of ownership will take place early May this year.

Navios Maritime Acquisition Corporation Announces Delivery of One LR1 Product Tanker Vessel With One Year Employment

Navios Maritime Acquisition Corporation an owner and operator of tanker vessels, announced that the **Nave Atropos**, a newbuilding LR1 product tanker vessel of 74,695 dwt, was delivered from a South Korean shipyard.

Nave Atropos has been chartered out to a high quality counterparty for one year at a rate of \$11,850 net per day plus 50% profit sharing based on a formula. The charterer has been granted an option for an additional six months at the same rate.

The vessel will generate a total base EBITDA of approximately \$1.6 million, assuming operating expense approximating current operating costs and 360 revenue days per year.

Navios Acquisition has contracted 86.1% and 50.4% of its available days on a charter-out basis for 2013 and 2014, respectively. The average charter-out period of Navios Acquisition's fleet is 2.7 years.



25-04-2013 : DUBAI GLAMOUR Outbound Western Port - Photo : Bill Barber (c)

Vopak Terminal Vlissingen to expand storage capacity

Royal Vopak has decided to expand its terminal in the port of Vlissingen (the Netherlands) with 36.800 cbm. There is a growing interest and market commitment for additional pressurized storage capacity at Vopak Terminal Vlissingen. With this expansion the terminal can continue to be the leading LPG and chemical gases hub of Northwest Europe, said in the company's press release.

Growing LPG supply is expected, resulting from additional supply from oil and gas production and the ban on flaring. The increase of chemical gas storage demand is driven by production expansion in Europe and an expected global imbalance of certain chemical gases. Vopak Terminal Vlissingen is well positioned to capture these additional flows for our customers. As a terminal for storage and handling of Liquefied Petroleum Gas (LPG) and chemical gases, Vopak Terminal Vlissingen is conveniently located in deep water with good hinterland connections by water, rail and road. The terminal has a current storage capacity of 131,400 cbm.

The expansion will consist of 6 mounded bullet type tanks: Three of 7,650 cbm and three of 4,600 cbm with associated pipelines and racks to rail loading stations and jetty 1, with potential to further expand in later stages. The additional storage capacity is expected to be commissioned in the fourth quarter of 2014.

Profile

Royal Vopak is the world's largest independent liquid bulk tank storage service provider by capacity, specialized in the storage and handling of liquid chemicals, gasses and oil products. The company operates 85 terminals with a combined storage capacity of more than 30 million cubic meters in 31 countries. The terminals are strategically located for users along the major shipping routes. The majority of its customers are companies operating in the chemical and oil industries, for which Vopak stores a large variety of products destined for a wide range of industries.

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Hapag-Lloyd stops calls in Singapore and Laem Chabang on its Pacific Northwest Express service

Hapag-Lloyd informs that the Northern Jamboree will omit two ports, said in the company's press release.

The port of Singapore and the port of Laem Chabang will be omitted on the **Northern Jamboree** (voyage 17w18) operating in the Pacific Northwest Express (PNX) service. Cargo destined to Singapore and Laem Chabang will be transshipped via the port of Kaohsiung. There is no anticipated delay to the arrival dates for containers to Singapore and Laem Chabang as a result of the transshipment operation. **Source : PortNews**

Look out for tariff landmines

Discounting tariffs should be treated with caution

Which way to jump – discount or no discount on port tariffs? The question is not as straightforward as it might seem. Port authority tariffs are in theory subject to annual review which can encompass both price increases and overall pricing arrangements.

Price increases are, however, becoming harder to achieve and especially in the Euro Zone where the business climate is tough. It is one of those times where lines are extremely resistant to port tariff increases and more often than not are in search of some benefit such as line related discounts as opposed to vessel specific discounts.

Where competition is intense, this year has seen port authorities coming up with emphasis on discounts based on number of calls and other volume criteria. Then there are often other discounts related to specific aspects of the tariff system – negotiated discounts on light dues or on tonnage tax formulas.

There are a number of difficulties with this sort of 'pick and mix' tariff discounting – one is remaining competitive in conjunction with all vessel sizes. There have been incidences of tariffs being discounted on a broad basis without any calculation of the impact on specific vessel sizes and, while it has proved attractive with one or more vessel types, it has served to penalise another vessel type, for example, a feeder vessel. This distorting effect can also grow in magnitude over the years, as new discounts are introduced.

Another common mistake is to follow the competition - what works in one location is not guaranteed to work in another. It is important to model the effect of discounts in conjunction with different vessel types and business scenarios. If this isn't done then things can go horribly wrong including discounts having little effect, an unbalanced impact across different vessel types and worst of all a miscalculation that severely impairs revenue take.

It is considerably easier to say 'no discounts' but that can usually only be achieved where there is little or no competition. But then again if this happens it is reasonable to expect payback from the port authority concerned in some other way, for instance, lower terminal rents facilitating competitive terminal charges or the introduction of new competition into areas of strong port demand. Nothing, as they say, is for nothing. **Source : Port Strategy**

OLDIE – FROM THE SHOEBOX



The general cargo vessel **HANDARA** (2,845gt) built in 1954 and **ex VAN NOORT**. It is pictured at the old Newstead Wharves in Brisbane in June 1970. It was operated by Tunas (HongKong) Ltd under the Somalia flag.

Photo : John Wilson ©

.... PHOTO OF THE DAY



The **HAVILA PHOENIX** Heading up the river Tyne for **A&P, Hebburn** yards West Quay. – Photo : Kevin Blair ©

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