





# MÆRSK POST

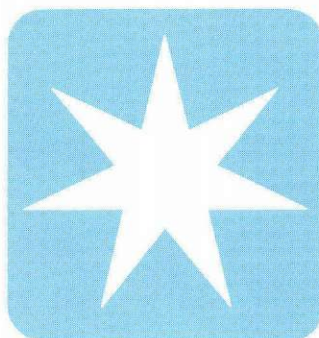
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## Norway

My father had strong feelings for Norway, paid frequent visits to that beautiful country, had many Norwegian friends, and worked and co-operated with Norwegians throughout his active life. During the last war our parallel national destinies strengthened mutual solidarity.

The pro-Norwegian sentiments were passed on. Personal and professional contacts were continued, new ones were established, friendships developed.

But relations have soured somewhat. Norway has become one-sided and in reality unfriendly towards Denmark. Fair play has taken a back seat.

Since 1967 our companies have taken delivery of 29 newbuildings from Norwegian shipyards, and along with associated companies placed other very considerable purchases in Norway.

But if we attempt to fix one of our supply vessels - even one built in Norway - for longish employment on the Norwegian shelf, we never succeed. The contract always ends up with a Norwegian ship. And, furthermore, Danish supply vessels are subjected to costly compulsory pilotage from which Norwegian vessels are exempt. In the Danish sectors the majority of supply vessels are Norwegian. And they are not subjected to compulsory pilotage.

Norwegian drilling rigs have for years worked on the Danish shelf and still do. But if we seek employment in Norwegian waters for one of our Danish drilling rigs, we are always told - unofficially - that it would be advisable to find a Norwegian partner.

Whilst Norwegians have participated in significant offshore installation work on the Danish North Sea shelf, the Odense Steel Shipyard has been denied even the tender documents for Norwegian offshore work although the yard technically is and has appropriately qualified.

Norwegian authorities declined to grant to us and our partners a concession to explore a small Norwegian offshore area adjacent to a structure we had drilled on the Danish shelf. The concession was granted to a Norwegian consortium. At the same time Norwegian companies controlled by the Norwegian Government announce their intention to apply for concessions on the Danish shelf.

And all Danes know that whereas for instance German lorries pay no levies when using Norwegian roads, Danish lorries are required to do so. In Denmark Norwegian lorries paid no levies.

The inter-relationship has indeed become one-sided, and unless Norway opens up for equality vis-a-vis Danes, our two countries will inevitably move farther apart.

That would be very sad.





*Between them the "DAGMAR MÆRSK" and her sister ship the "DORTHE MÆRSK", here being towed out of the Lindø Yard, rescued 26 refugees plus one in the South China Sea.*

## 15 refugees plus one

On July 17, the product-carrier "DAGMAR MÆRSK" was heading across the South China Sea towards Chiba, Japan, when, at 5 p.m., a small boat was seen drifting to starboard. It seemed empty but Captain Poul Otto Olesen, the ship's master, decided to take a closer look.

The boat was about ten metres long and a virtual wreck. 11 Vietnamese refugees were on board. Their only means of propulsion was a plastic sheet used as a sail.

The refugees, all men, were between 15 and 34. After 23 days at sea they were in awful condition but food, something to drink, and a hot bath worked wonders. They carried no papers or possessions apart from the clothes they were wearing.

Five days later, on July 22, the "DAGMAR MÆRSK" arrived at Chiba. The refugees were briefly interviewed and then flown to Kyushu where they were to stay until permanent places of residence could be found. Some of them wanted to go to Australia, a few wanted to live in the USA, but the rest simply wished to go to a "free country".

12 days later, at 7.20 p.m. on August 3, the "DORTHE MÆRSK" was also on the South China Sea. About 210 nautical miles from the Vietnamese coast a small boat without lights was observed in the dusk to port. It soon passed close by the "DORTHE MÆRSK", and a group of people could be seen waving vigorously. The small boat was far from shore and a storm was expected in the area, so it was decided to stop the ship to investigate.

The small boat managed to move alongside to port, and a ladder was rigged. One of the people on board spoke good English. He explained to the Chief Officer that they were refugees from Vietnam - eight men, two women, and five children.

By 7.40 p.m. all 15 refugees had come on board. They were in good shape except for one woman, eight months pregnant and in



pain; she had a bath and was put to bed. But the birth proved to be imminent. She was taken to the ship's hospital, where preparations were made for the birth. At 9.12 p.m. she gave birth to a healthy boy. Present at the birth, which went quite smoothly, were the Captain, the Chief Officer, and a stewardess, as well as the Chief Engineer who had had some experience from attending the births of his own children.

At 11.05 a.m. on August 5, the ship dropped anchor off Singapore, and soon all relevant authorities, an agent, and two representatives of the UN Refugee Organization came on board. At 1.40 p.m. all formalities had been arranged and the refugees were put ashore, where a bus took them to the Hawkins refugee camp. They arrived at 3.15 p.m.

The master of the "DORTHE MÆRSK" was Captain Jørgen L. Olesen - the twin brother of Captain Poul Otto Olesen of the sister ship "DAGMAR MÆRSK".

These two successful rescues bring the total of Vietnamese refugees taken on board MÆRSK ships to 5,962 since May 2, 1975, when the "CLARA MÆRSK" picked up 3,743 boat refugees. The total figure includes a small boy who was born one month too soon, in safe Danish surroundings on board the "DORTHE MÆRSK".



# Rescue operation in the North Sea



On September 6, the crew of the carrier "HULDA MÆRSK" rescued three Dutch yachtsmen on the North Sea off Hirtshals. Subsequently, the Nautical Department received two letters from which we quote:

"Dear Sirs,

On September 6th, 1985 I was a member of the crew of the 30 ft. sailing yacht "AGROSA" rescued by your ship "HULDA MÆRSK" during a heavy storm west of the Danish coast.

Taking into consideration the weather conditions, the damage to the yacht, and the crew's diminishing resistance, I believe that the rescue operation by the "HULDA MÆRSK" was the only and final chance to save our lives.

This successful operation in very heavy seas was only possible because of the alertness and professional capabilities of Captain K. Dam and the efficient support of his officers and crew. The duration of the rescue from firing parachute flares to "last man on

board" was no more than half an hour.

Although there was no radio contact between us and the "HULDA MÆRSK", we did not have difficulties in following the intentions and instructions of your Captain, because his manoeuvres and indications were very efficient and gave us extreme confidence. Nobody was hurt during the difficult operation.

Once on board your ship we were overwhelmed by the hospitality and warm atmosphere of your staff on board the "HULDA MÆRSK". Officers and crew expressed their high respect for the Captain. The staff was convinced that the rescue was only feasible because of the distinction and ability of the Captain.

I would therefore like to ask you to convey my sincere thanks to Captain K. Dam and his staff, in particular to the Chief Officer, the Steward, and the Radio Operator.

I would also like to thank the A.P. Møller Company for all the support which we got on board your ship and the help which we got in Sweden on our way to Gothenburg.

Sincerely yours,  
P.W. Brinkmann"

"Dear Sir,

On the evening of 6 Sept. 1985, position 56:06 N 7:19 E, west of the Danish coast, Captain K. Dam and the officers and crew of your ship "HULDA MÆRSK" rescued my two crew members and myself from my sailing boat "AGROSA" as we were in distress in a storm which had already lasted one day. We and our families are very grateful for this operation which was conducted with great seamanship and we thank you also for the warm reception and the excellent support from everyone involved, including your agent.

Yesterday afternoon I learnt that my boat "AGROSA" had drifted onto the beach on the island of Fanø and was reported to have suffered "minor damage". I will go there on 11 September. Please relay this message to Captain K. Dam; I will write a letter to him soon.

Many thanks and best regards,  
J. Brüggemann"





# Drilling at the Dan Field

Dansk Undergrunds Consortium is still expanding the Dan Field at a good pace. Recently, the rig "Dan Earl" was put in place above the Dan FB production platform, and it is now drilling a number of production wells.

The installation of both production plat-

forms has been finalized; in just under a year the Dan FC, the central processing and accommodation platform, will be set up. The hook-up phase will complete everything off-shore and then, in early 1987, oil production can start.

The picture shows (background, left) the

Dan E satellite platform, constructed when the field was expanded in 1977. The original Dan Field is just visible on the right; here, the first production of Danish oil began in 1972.





*The first group and their teachers (wearing Mærsk blue sweaters) in front of a travelling block near the Svendborg School of Marine Engineering. A blow-out blasted a large hole in the side of the block - made of steel plates seven centimetres thick.*

## Ten hard days

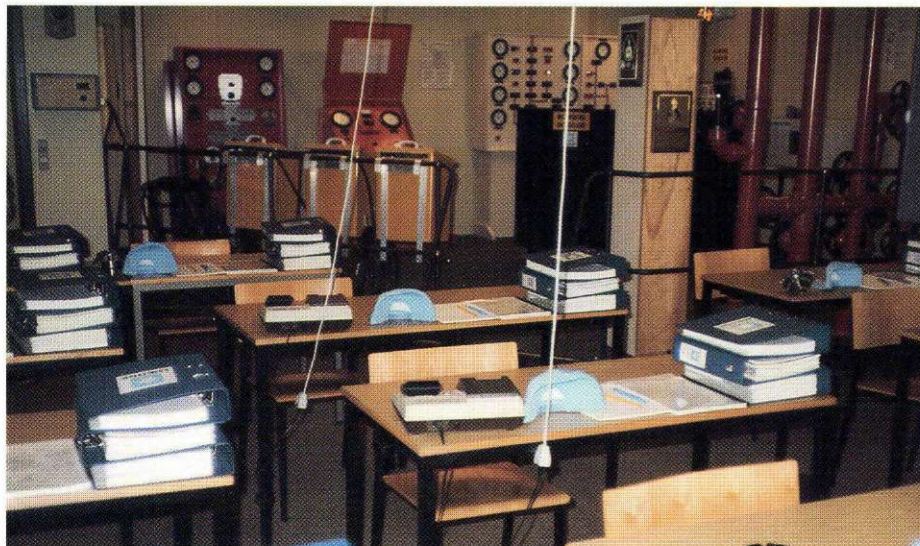
In 1974 the Svendborg School of Marine Engineering arranged its first, introductory course in oil technology. Later, the Maersk Drilling Training Center was established in conjunction with the School. The number of courses has increased over the years, and they have become more comprehensive and advanced. In January 1983 the Center was approved by the IADC (International Association of Drilling Contractors), representing more than 2,000 companies with more than 5,000 rigs in global operation. Few schools of drilling technology in the world have received the IADC's approval.

Early this summer the Maersk Drilling Training Center introduced a new course: "Advanced Oil Drilling Technology Course". It includes a comprehensive and detailed presentation of both everyday and unusual problems in the drilling process which require action.

Senior personnel from rigs and shorebases will attend this course regularly. It lasts ten days with nine or ten hours' teaching and two to three hours of homework.

The first course had 11 students, and they all agreed that it was very useful, that they had learnt a lot - and that they had had ten hard days.

*The teaching room at the Maersk Drilling Training Center is ready to receive the first group of students for the new course. On the tables, the material which they will study during the next ten days.*



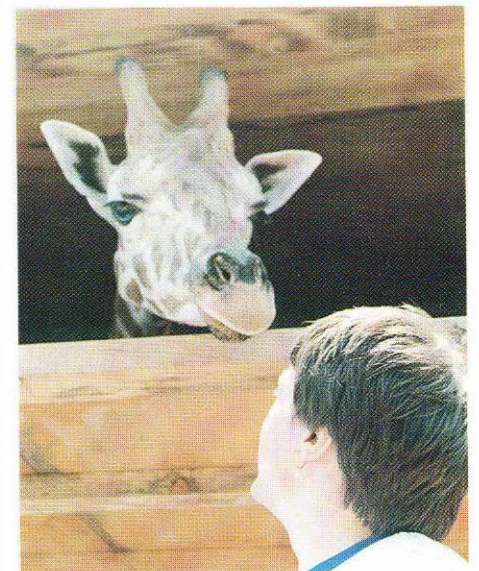
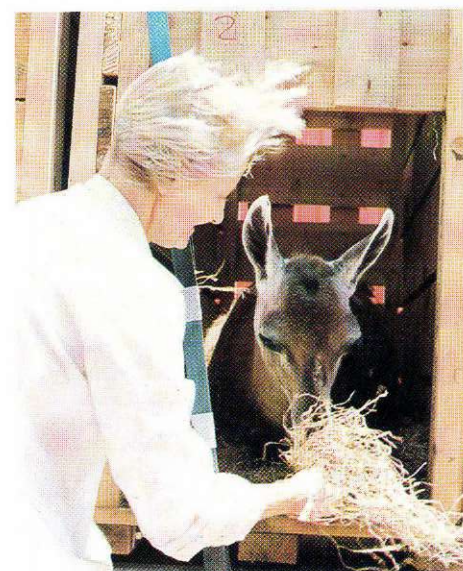
## Zoo at sea

The container vessel "CHASTINE MÆRSK", operating on the new Far East-Pacific North West service, loaded an unusual cargo in Kobe, Japan, on July 16: two giraffes, three dromedaries, fifteen American elks, ten zebras, two gnus, five sable antelopes, four maned sheep, six common elands, and two llamas - in all, 49 animals bound for Keelung from where they would be taken to the Leofoo Village Safari Park on Taiwan. While under way, the animals were kept in specially constructed boxes placed on six 40-foot flatracks, i.e. containers with no sides or tops.

Four keepers accompanied the animals, but the pictures show that members of the ship's crew were eager to help at feeding time. So, animals and crew alike enjoyed each other's company, and the voyage was very smooth indeed.









# "Nightstopper"

BY KNUD LEVRING

"NIGHTSTOPPER" - subtitled "The North Sea Flying Ferry" - is a TV programme produced by Video Vest for the Regional Department of Danish Television. It will probably be broadcast in Denmark this autumn, and German TV is interested, too. The programme lasts about 55 minutes. The "Nightstopper" is a Maersk Air Bell 212 helicopter which flies to DUC destinations in the North Sea every evening - and stays the night. Hence the name.

Chief pilot Visti Kjær was the captain of the "Nightstopper" featured in the programme; he also explains how the flight was planned and managed.

Shots from five - not just one - flights were needed to get all the necessary pictures of the helicopter inside and outside. They were then edited to give a realistic impression of the helicopter and the pilots who work to ferry passengers, mail, and cargo to and from the offshore installations.

The first trip provided shots of the take-off from Esbjerg. The camera crew then rushed to the harbour, where the "MÆRSK TRIMMER" was about to sail so that she could meet the helicopter at the "MÆRSK EXPLORER" next morning. The second series of shots included the departure from and arrival at Esbjerg and showed both a "Nightstopper" and a training plane. Finally, the crew flew out one afternoon to meet a "Nightstopper" and then returned to shore late that evening.

## Enough to do

When the programme was filmed the "Nightstopper" was serving 11 DUC destinations, including permanent installations on the Dan-B, Dan-E, Gorm-C, Tyra West-A, and the TCP-A on the Tyra East. The "MÆRSK EXPLORER", "MÆRSK ENDEAVOUR", and "DAN EARL" rigs were also working for the DUC. The crane vessel "HERMOD" was installing two new platforms at the Dan Field, and the pipe fitting vessel "BAR 331" was laying - or rather, ploughing in - pipe lines between the Gorm Field and the new Rolf Field.

## Ferrying

The helicopter is not sent out simply to find a place to spend the night. Every evening a number of crew members have to be moved to platforms with enough room to house

them. Accommodation is arranged according to the size of a platform, its constant personnel requirements, and the number of men needed to do occasional maintenance jobs. Ships are maintained at sea, in port, or in dry dock, but platforms must be maintained on the spot. So, from time to time sizeable crews have to work on small platforms with limited accommodation facilities, and then the "Nightstopper" will take them to work in the morning and bring them "back home" to the large platforms in the evening.

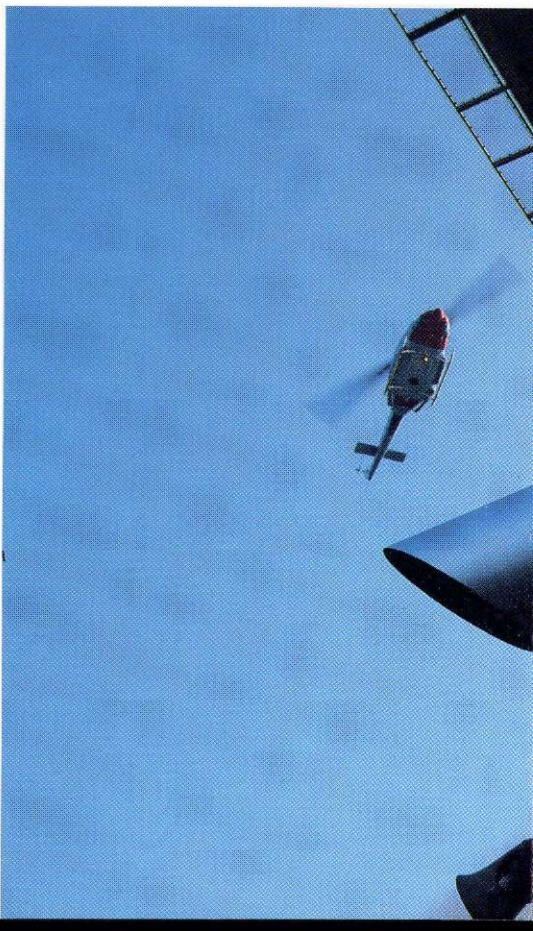
The helicopter also carries mail, newspapers, cargo, and passengers. People working on the North Sea are keen on staying in touch - therefore the daily newspapers are extremely important. The platforms are out of range of TV signals, and radio programmes can be received only on the intercom system.

The Gorm Field is responsible for all air traffic in the area, so on its approach the helicopter will report to this field. Depending on the time of year and the activities in the area, the helicopter will begin a "shuttle", taking passengers, mail, tools, and spare parts from platform to platform. An "easy" flight lasts from one-and-a-half to two hours - double for a "hard" flight.

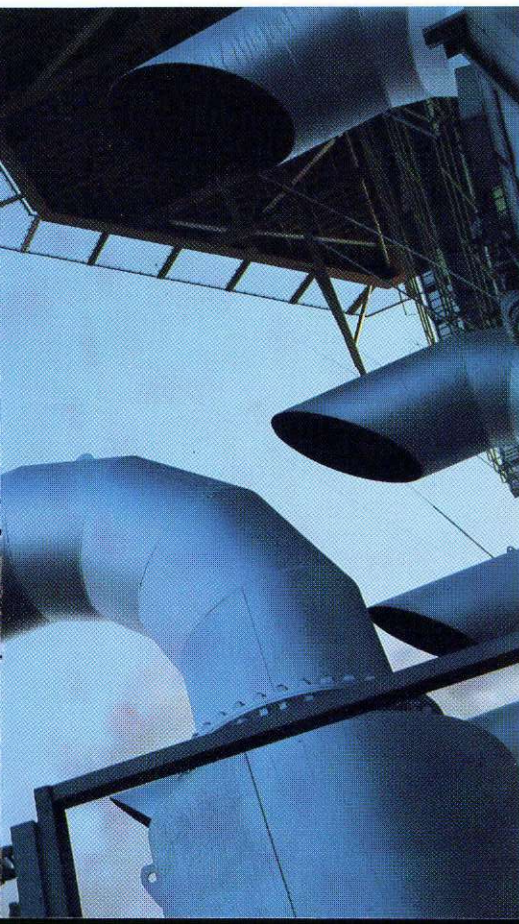
The programme contains fine descriptions of the people and conditions which the pilots encounter every day on the platforms. The comfort on board large platforms such as the Gorm Field and the intimate atmosphere on the Dan-E platform, which resembles that of a small allotment house, are also described. The Dan-E crew of two describe it as "The Gem of the North Sea". One member of the crew supervises oil production, and the other divides his time between - in his own words - "operating the crane and cooking meat balls."

Having completed its early morning jobs the helicopter returns to shore, passing Blåvand Lighthouse around mid-morning and descending to Esbjerg Airport - on this occasion in rain and strong winds.

Generally speaking, the programme is a realistic description of one of our rather unusual places of work, but those who do the job every day take it in their stride.









# The Illerup Valley

## – a very important Iron Age find

BY ANDERS TURE LINDSTRØM



*A sheath for a sword and ornaments from a drinking-horn are being excavated.*

The excavations in the Illerup Valley near Skanderborg are on the verge of completion. They will lead to a thorough revision of the early phases of Danish and Scandinavian history. There are indications that warriors offered up their booty - some of it, at any rate - to their god of war in gratitude for a victory. The rich sacrifices excavated from the bog in the valley are the most impressive archaeological finds since the Nydam excavations near Sundeved in southern Jutland, which lasted from 1859 to 1863 and produced booty sacrificed from about AD 150 to AD 400 - including three rowing boats, one of which, the Nydam boat, has been preserved. Today, it is the oldest clinker-built boat in Scandinavia, 22.85 metres long and made of oak.

Originally, draining operations in the Illerup Valley rendered excavations of the bog necessary, the first series of excavations being organized by Harald Andersen, archaeologist and editor of the popular archaeological magazine SKALK. Later, two young students of archaeology, Jørgen Ilkjær and Jørn Lønstrup, took over. They started on a modest scale, investing nearly 8,000 Dkr., but their incredibly rich finds whetted their appetite. 6.6. million Dkr. from A.P. Møller og Hustru Chastine McKinney Møllers Fond til Almene Formaal and financial support from other institutions have helped secure the very extensive and rich offerings of booty which were thrown into the lake - as it was then - by warriors in East Jutland. They had defended themselves successfully against invading forces from southern Norway or western Sweden.

Jørgen Ilkjær and Jørn Lønstrup supervise the project on behalf of the Pre-historic Museum, Moesgård, and the Institute of Pre-historic Archaeology at the University of Århus. About 40,000 square metres have been excavated to date, representing 40 per cent of the bog threatened by destruction as a result of drainage but by no means the entire area of proven archaeological interest. The bog is being scheduled for protection so that the remaining antiquities will be preserved for future archaeologists.

17-18,000 specimens have been unearthed so far. They were originally thrown out of or lowered from boats into the lake. They include very well-preserved swords, spears,



*A warrior's personal effects including a comb, a knife, an awl, and a buckle.*





*The hilt of a sword with ornaments of gold.*

*A large pile of antiquities, particularly bosses of shields, is being excavated.*





*The Illerup Valley finds increase the number of known old runic inscriptions significantly. Few names have been preserved; Wagn and Swarta were probably two warriors killed in battle.*



shields, and lances, as well as personal effects such as combs, buckles, tinderboxes, awls, knives, pearls, coins, and equipment for horses. Illerup is the largest find of sacrificial weapons known to us, and, generally, one of the most important Iron Age finds.

Several large offerings took place in the first centuries AD. The earliest find alone comprises booty offered by thousands of warriors. Gold, silver, and magnificent weapons prove that the looters in East Jutland were no paupers. Rare runic inscriptions constitute a no less interesting section of the rich Illerup finds. They are very old and not easily deciphered, but they are numerous and exciting because they throw new light on the oldest letters in northern Europe, originating as they do from southern Norway and western Sweden.

This large archaeological project would have come to nothing without the support of the A.P. Møller Foundation and other institutions. But they have had value for money. The comprehensive material and varied specimens from Illerup are of significance both in Scandinavia and internationally.

Once the excavations have been completed this autumn, there remains the very comprehensive task of preserving the finds. Highly sophisticated and modern techniques are used for the task, which will be concluded before the end of 1986. Scholarly analyses of the material will begin at the same time. What do the Illerup finds in fact tell us about the earliest period of our history? As with our other large bog finds, first of all that the period up to about AD 600 was full of strife. There were reasonably wealthy agricultural communities which could serve as the bases of actual concentrations of power, and the social structure was quite highly developed in the areas which were to become the Kingdom of Denmark. The precursors of the powerful Viking society were social units whose organization in terms of warfare far exceeded that of villages.

But that is just a small part of the information which will accrue as the Illerup Valley finds are subjected to systematic investigation in 1986-1990 - the results will be extremely interesting.

*Anders Ture Lindström*

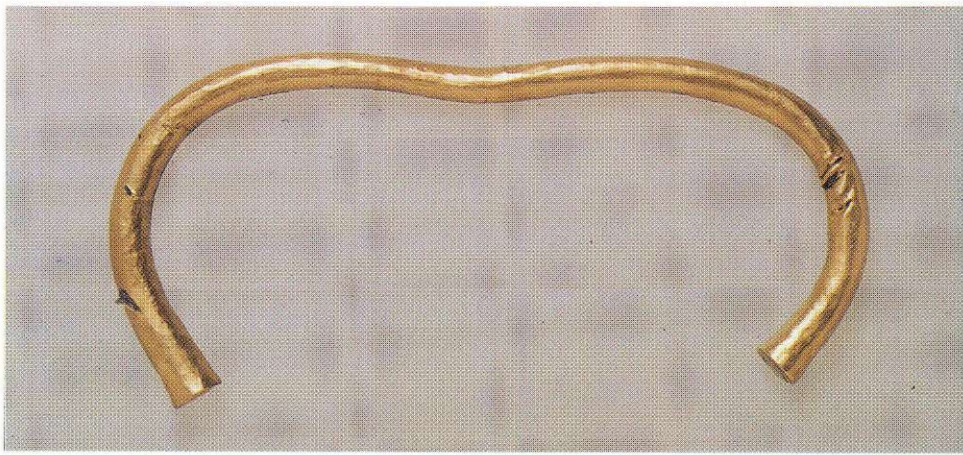
*The remains of a belt and a purse. The leather has disappeared, but the clasp and the Roman silver coins have been preserved.*



*A gold ornament (right) and a case (left), also of gold, which may have contained pieces of wood used for drawing lots. But this is just a theory. The knife dates from the Iron Age and is extremely well preserved.*





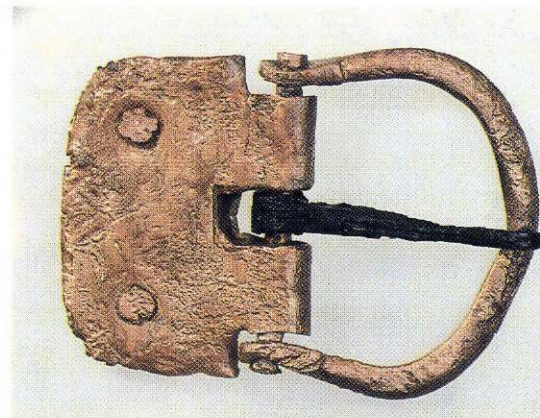


*An arm ring of gold, its centre being of a less precious type of metal.*

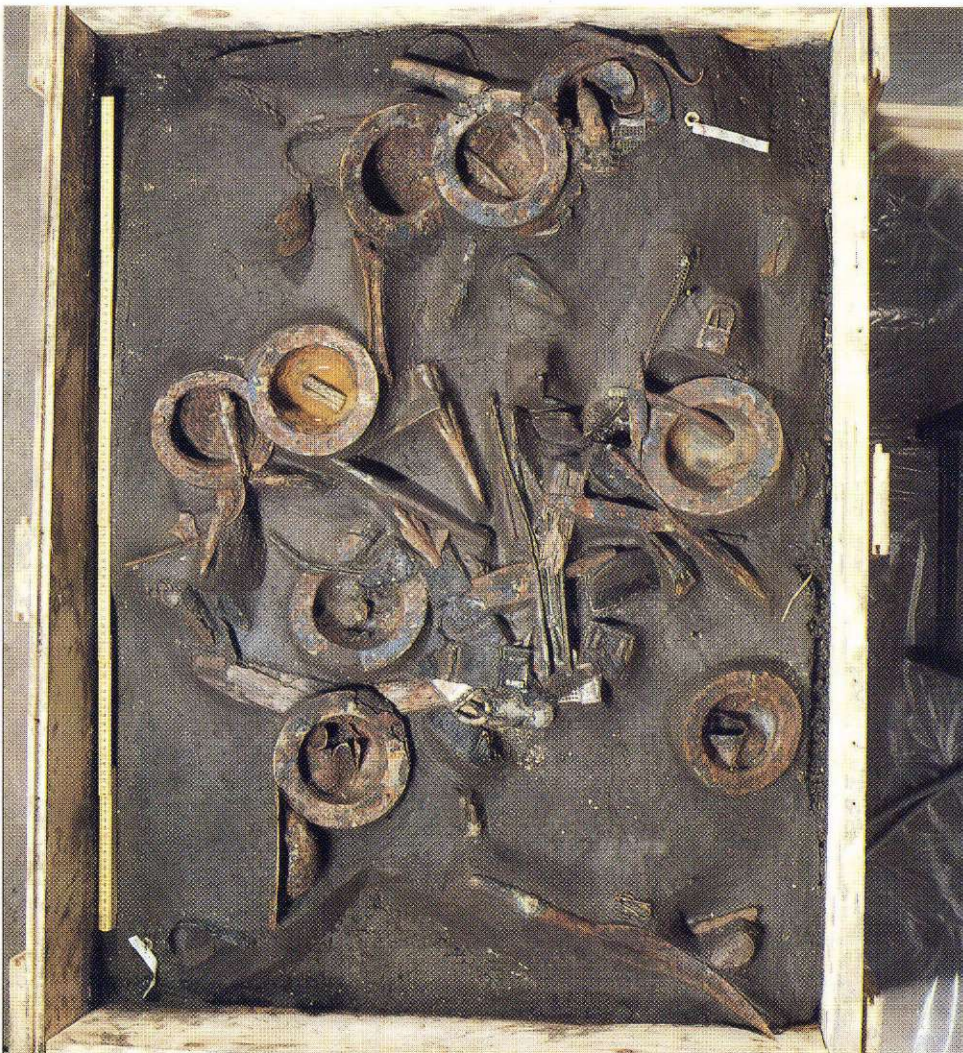


*An old type of gold bullion.*

*One of many fine coins from Illerup.*



*An ordinary buckle of bronze with a spike of iron.*



*The bottom section of a sheath, known as a ferrule, made of silver with gold plating.*

*Many large piles of antiquities are dug up in blocks of soil which are then sent for x-rays and close examination at the Moesgård Preservation Department.*



# 7,000 guests at Lindø

On Saturday and Sunday, September 7 and 8, the Lindø Yard organized an "Open House". The weather was appalling, with rain and strong winds, but even so nearly 7,000 visitors passed through the turnstiles. On Saturday, the guests were invited to attend the naming of the latest new construction from Lindø, a container vessel of the Ro/Lo type weighing 24,200 tons deadweight, for the American shipping company Crowley Maritime Corporation of San Francisco. She was named the "AMERICAN MICHIGAN" and completed a series of three vessels built by the Lindø Yard for the American company. Her sponsor was Mrs Gail Merriam, wife of Vice President Mr J. Alec Merriam, Crowley Maritime Corporation.

After the ceremony, guests were invited on board, and soon a queue formed. On Sunday too, the "AMERICAN MICHIGAN" had many visitors before casting off to begin her trial run.

The Yard itself also attracted much attention. Tours of the production area gave visitors an impression of shipbuilding at one of the most modern and most efficient shipyards in the world. Exhibition stands had also been set up, and visitors were shown computer-aided ship's design.

In the Entrance Hall at the Administration Centre models of various types of ships built at the Yard were on show, along with a complete model of an engine room.

The Education Centre housed an exhibition arranged by the Em. Z. Svitzer Diving School showing fascinating aspects of the activities of the salvage company on and below the sea.

For those needing a rest - and quite a few did after walking around 850,000 square metres of shipyard - a video film was screened describing the world-wide activities of the A.P. Møller Group.

There was much for the visitors to see, and a total of nearly 7,000 guests meant that the Open House arrangement at the Yard was a success.

*In the Entrance Hall at the Administration Centre, a frieze of pictures showing all new constructions from the Odense Steel Shipyard through the years attracted much attention. A model of an engine room on a modern ship had been built for the occasion.*





Visitors arrived in large numbers right from the start of the Open House arrangement on Saturday morning.

At the Education Centre at the Yard, the Em. Z. Svitzer Diving School had arranged an exhibition of all the activities of the salvage company.



The sponsor, Mrs Gail Merriam, on her way to the platform from where the ceremony was conducted, together with Troels Dilling, Managing Director of the Lindø Yard.

At the entrance to the Yard all children were given Danish and American flags.

More than one thousand guests attended the naming of the American container vessel "AMERICAN MICHIGAN".



After the ceremony visitors were invited on board the new ship.

On Sunday afternoon the m.s. "AMERICAN MICHIGAN" was towed from the Lindø Yard through the Odense Fjord to go on a trial run before being delivered to Crowley Maritime Corporation on September 18.





# Apprentices from the Yard in Italy

BY BJARNE DAMBRO



*The visit to the Contiezi Novali Riunuti Shipyard was an exiting experience.*

On Tuesday, April 30 at nine p.m., 50 apprentices from the Lindø Yard set off for Turin and Genoa. They were looking forward to a five-day study tour in Italy, including visits to a shipyard and a car factory. The group consisted of apprentices of all ages and a few newly-skilled workers. The organizers were trainee fitter Bo Høyer and shipbuilder Tony Petersen, President and Treasurer of the Apprentices' Association respectively. I was invited as a management representative. Engine fitter Alfonso Brutti acted as interpreter - a very sensible and beneficial arrangement.

We travelled to Italy, more than 1550 kilometres, in a spacious and comfortable double-decker bus. After a night of fitful sleep we saw dawn and spring in Southern Germany. At about nine we entered Switzerland. The whole drive was beautiful, but its high point for most of us came when we entered Montreux, a scenic town marking the start of our Alpine crossing. We went through the St. Bernhard Pass with snow still on the mountains, on narrow roads along deep ravines.

We arrived at our hotel in Turin on time, at about six in the evening. We settled in and had a much-needed bath, before dinner in a nearby restaurant. Most of us had managed to overcome travel fatigue, and although breakfast was at six the next morning so that the bus could leave for the shipyard in Genoa at seven, we still went sightseeing after dinner.

Managing Director Troels Dilling had helped to arrange a visit to the Contiezi Novali Riunuti shipyard - not easy to find, as it is situated about 50 kilometres east of

Genoa. We arrived there after a beautiful drive, partly through the pre-Alpine coastal landscape and partly through the tunnel system.

The shipyard itself was an experience. Ships are constructed on stocks, but according to the section principle as at Lindø. Two cruisers and five corvettes are being built for the Middle East - fairly small ships, but heavily equipped. 1700 employees work at the shipyard, half of them constructing components for engines. The shipyard was exceptionally tidy and efficient, and its technical facilities were most impressive.

Italian apprentices are trained in a different way from that in Denmark. They have on-the-job training only and are reasonably sure of lifetime employment. But Italy feels the crisis too, so the shipyard takes on no new employees; in fact, they are reducing their staff through retirement.

On Friday afternoon we were to visit the Fiat works, the most important factory in Turin. We had to be there at 2.30 p.m. which gave us a chance to look at the town in daylight for a couple of hours.

We arrived at the Fiat works at 2.10 p.m. but had to wait for 20 minutes before the gate was opened. We were asked to get into two small buses where English-speaking guides told us that we would see the works producing the Fiat Uno and Ritmo, about 15 kilometres from the main plant.

The factory covers an area about the same size as the Lindø Yard - 850,000 square metres - and it produces 1500 cars a day. We toured the works in buses, starting at the large punching machines and presses producing parts for the bodies. We had a



*Waiting in front of the Fiat factory in Turin.*

thorough introduction to the process - from steel plates in rolls to welding. The latter (spot welding) was particularly impressive. It was handled entirely by computerized robots developed by Fiat, which in co-operation with Asea sells production equipment to other car factories. Two different car models are being produced simultaneously, so the robots have been programmed to "see" the difference and to work according to the programme for the model in question.

Internal transport is a mixture of roller conveyors, trucks, and - for the welding robots - automotive carts running on magnetic strips in the floor. The carts will stop 45 millimetres before they collide with human beings or other obstructions.

We finished up at the assembly line. It takes 20 minutes to fit seats, belts, instruments, engines, wheels, lights, and other essential equipment on to the painted bodies. Finally, the cars are shaken thoroughly; a computer identifies loose parts and measures the distance between the shock absorbers. Lights are adjusted, and the cars are driven into temporary storage.

A truly impressive visit.

We left at 1 p.m. on Saturday and drove north after another visit to the town. We were exhausted, but we could still enjoy the crossing of the Alps. We arrived home about noon on Sunday after a very instructive trip full of exciting experiences.





*The Tariff Department "composes" the pages*

# Presses roll in San Francisco

BY KATHY REIS



*"Roll the presses!"*



As of early 1985, Maersk Line San Francisco entered the publishing business, becoming the West Coast tariff publisher for A.P. Møller.

What is a tariff? It is the published schedule of rates charged to carry the various commodities to and from given ports. In the United States, all tariffs, additions, and revisions must be filed with the Federal Maritime Commission (FMC) in a specified format before they take legal effect; printed copies of any changes must be mailed to the interested agents, both in the U.S. and overseas.

For many years, this job of printing and distributing was handled by an outside service. Predictably, many mistakes and delays occurred when this work was "farmed out", and in late 1984 the decision was made that San Francisco should acquire the personnel and equipment necessary to do the publishing of non-conference tariffs "in house".

How does it work? As an example, let us imagine that a customer in Bombay wishes to ship to Seattle a commodity for which the Maersk Line tariff for that service has no rate. A.P. Møller in Copenhagen in conjunction with the local Bombay agent and the U.S. would decide upon a fair market rate and advise San Francisco of this change. At this point the San Francisco tariff publishing department goes to work. The change is verified in the tariff, confirmed, and sent for in-pur in a computer with a printer. The appropriate tariff program is selected, the change is inserted and a hard copy is printed. Simultaneously, by telephone hook-up, the FMC in Washington, D.C., is instantly notified of the change which therefore takes effect immediately. The hard copy printout is then photocopied and distributed to as many as 70 U.S. and overseas agents for insertion into their copies of the tariff.

The whole process, from notification by Copenhagen to mailing of copies, takes as little as one day, a saving of as much as four or five days over the old system. In competitive markets, this difference can be crucial. Since the filing is done from San Francisco, on the western edge of the U.S. continent, there is a three-hour time advantage over more easterly cities.

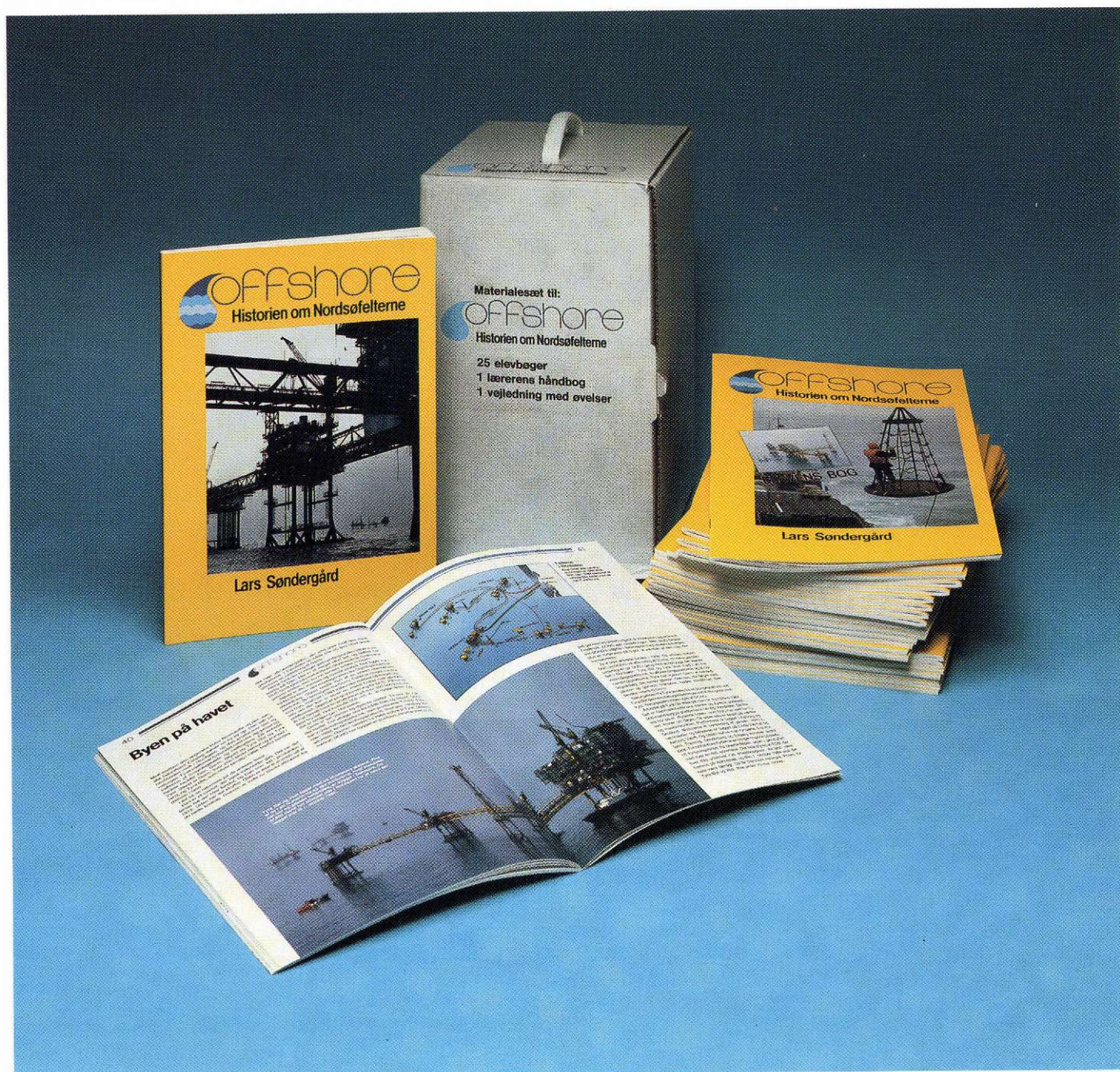
Because the publishing is fast and local, Maersk Line's measure of control and flexibility increases, another edge over the competition.

Finally, the savings to A.P. Møller are considerable compared to the costs of outside printing.

Currently, the San Francisco tariff publishing department is producing about 25,000 new tariff pages a month, with all signs pointing to increased productivity.

*A big job of sorting and mailing*





## New DUC teaching material

Dansk Undergrunds Consortium has published some new teaching material, the scope and details of which are very unusual. The material comprises one teacher's manual, a set of students' books and exercises (physics/chemistry) in packages for 25 students. The manual and the books are full of drawings and photographs affording easy and well-structured access to the subjects. The A.P. Møller PR Department and Gyl-dendal, the publishers, have devised the material in response to a growing demand from primary and secondary schools and from institutions of higher education. No material was available for general reading on the history of Danish oil and gas and on developments seen in relation to events on the international energy market. The material describes the activities of

Dansk Undergrunds Consortium on the North Sea throughout the years, but it also includes a comprehensive discussion of all aspects of the development which will lead, in a few years, to the DUC supplying about one third of the total consumption of energy in Denmark.

Lars Søndergård, the author, describes the material on the cover of the student's book: "The history of the fields in the North Sea is brief but exciting. Explorations for gas and oil in the Danish subsoil started in earnest in 1962. No one knew then if the efforts would produce any results.

The first exploration well was drilled in the North Sea in 1966, the first field was discovered in 1971, and in 1972 oil production commenced. Since then, A.P. Møller and the other companies in Dansk Under-

grunds Consortium have built a city of steel on the sea and laid down pipelines taking oil and gas to shore.

The situation has changed considerably since the early 60s. Energy is expensive, Denmark has become an oil- and gas-producing country, exclusive rights have been withdrawn, and the country has developed considerable vested interests in the North Sea.

The book tells the story behind the North Sea adventure, including politics and techniques - but most importantly, it describes life and work on the North Sea platforms."

The material is available from the A.P. Møller PR Department at 350 Dkr. per set.





*Some of the racing yachts lying prow by prow in Rungsted Harbour.*

# Many boats and no wind



*At breakfast, everyone was optimistic, hoping for a fair wind.*



Technical Organization had planned their annual T.O. Cup Yacht Race for Saturday, August 10. Previous years' rough weather had prompted the organizers to arrange the event three weeks earlier than usual.

The T.O. Cup Race used to be reserved for boats owned or sailed by staff from Technical Organization. This year, the competition was open to everyone working at Esplanaden, and 70 entrants sailed in 21 boats - as opposed to five boats in 1984.

This year's race was to start in Rungsted Harbour north of Copenhagen. Most boats arrived on Friday evening, and lying prow by prow they created a pleasant atmosphere on this warm and quiet summer's evening. Saturday morning was sunny, but there was virtually no wind. The skippers met and decided to shorten the course, but optimistic attempts to get the spinnakers to pull, and many tactical manoeuvres, which made the competition even more exciting, could not prevent the race from being called off. The wind died completely, and not even the fastest boats would have completed the course before the 4 p.m. deadline.

The prizes could not be distributed according to results, so the hands drew lots for them while last year's winner was asked to keep the T.O. Cup until next year, when everybody hopes for a fair wind.

*Two Company yachts, after the wind had died: the "SYVSTJERNEN" heading home, towing the "KNOLD".*



# Peder Most again

In connection with the lottery for the reprinted edition of the first volume in the Peder Most series, Mærsk Post has received letters from more or less the whole world. About 100 readers, female as well as male, want to renew acquaintance with the brave sailor from Svendborg. The lottery has now taken place, and the lucky winners will - if they have not already done so - receive the book in the near future.

The names of the winners are:

Jens Jakobsen, Rønnede

Port Captain Bruno Thaibert, Skagen

Steen Withen Nielsen, Great Yarmouth

Ivan Green, Værløse

Jørgen J. Krogh, Hurup

Kim Jacobsen, Odense

J. Bennick, Sakskøbing

Lene Vinstrand, Slangerup

Folmer Raabjerg, København

Peter Kjeldsen, Frederikshavn

Tom Grønnegaard Knudsen, København

Jytte Marie Koch, København

Erling Berg Thomsen, Esbjerg

Hans Tjørnelund, Svendborg

Mette Fischer, Bagsværd

Captain T.B. Christiansen, Marstal

H. Eisenreich, Svendborg,

Gudmund Schmidt, Hellerup

Wilh. Nootbaar, Hamburg

Chief Engineer K. Bidstrup,

"CORNELIA MÆRSK"

Jørgen Hoberg, Odense

Finn Karlsson, Kalundborg

Else Mirner Eriksen, Birkerød

Captain Bent Boye-Hansen,

"LAUST MÆRSK"

Hans Henrik Sørensen, Singapore

Carl Bech, Hellerup

Maria Hoppe, Svendborg

Carl Thomsen, Rønne

Bent Steimle, Munkebo

Flemming Larsen, Esbjerg

Kristian Laursen, Roskilde

Finn Bækgaard, Herning

P. Hansen, Aabenraa

Max Martner, Assens

Jørn Eskelund Jepsen, Varde

Captain Kurt Brændekilde,

"LARS MÆRSK"

Søren Pinderup, Fanø

Henrik T. Andersen, Nigeria

O. Vesterager Nielsen, Folkestone, England

Leif Lassen, Esbjerg

Per Andersen, Kolding

Jesper Thomsen, Viborg

Lizzie Moe, København

Henrik Vibe-Hastrup, p.t. Odense

2nd Officer Karsten Boch,

"JEPPESSEN MÆRSK"

O.H. Lund Petersen, Horsens

H. Lind Olsen, Lille Skensved

Aase Finsen, Svendborg

Chief Officer Peter Gerlach-Hansen,

Gråsten

H. Th. Jensen, Svendborg



## Ladies out in front

On August 15 this year, a women's and a men's crew from A.P. Møller again rowed in the annual longboat races in the Port of Copenhagen. Last year, Mærsk Post felt that we had better pass over the results of the races in silence. The crews were clearly going through a weak period then.

The results were better this year, at least for the women, even though they were unable to repeat their 1981 achievement of a first place in their first-ever appearance in this tough competition.

This year was the 30th time that these special races, arranged by the Danish Merchant Navy Welfare Board, Tuborg, the Navy, and the Port of Copenhagen Authorities, were held. 11 women's and 12 men's crews represented shipping companies, the Copenhagen School of Navigation, the Royal Yacht "DANNEBROG", the Naval Training College, the Port of Copenhagen, the Tuborg Blacksmiths, and the two fishing villages of Hundested and Klintholm.

They rowed along a course parallel to Langelinie Quay, about 1,000 metres long. During the races, the Navy Tambour Band

contributed to the entertainment and raised the spirit of the spectators who had turned out in large crowds on this beautiful summer's day.

The A.P. Møller women won their preliminary heat against ØK and Klintholm and secured a place in the final. In the end though, they were beaten by the Hundested Mermaids and the team representing the Grenå-Hundested Line. A third place against these strong crews was, however, a fine result.

The A.P. Møller men's boat didn't make it to the final, despite valiant efforts from all eight oarsmen against the Copenhagen School of Navigation, the Hydrofoil Boat Service, and the Royal Yacht "DANNEBROG". In any case, they wouldn't have stood much of a chance against the Hundested Fishermen, who now own the Port of Copenhagen Challenge Cup, as this was their third successive win.

You just can't beat them.





# Rounding up...

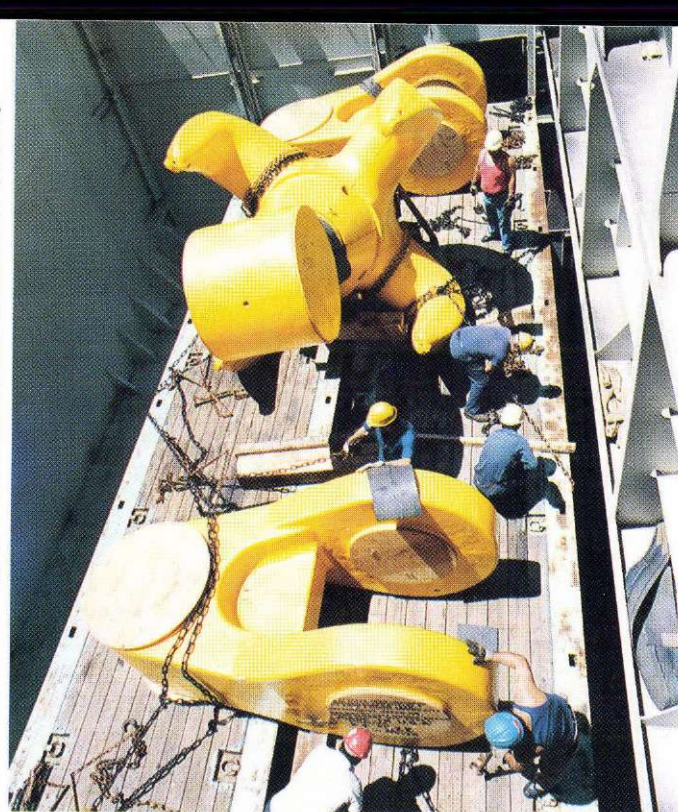


## Maersk Data at US exhibition

In the USA and Canada, Maersk Data (USA) Inc. sells and maintains software products developed by Mærsk Data, Copenhagen. From August 18 to 22 the company therefore arranged a sales exhibition at the annual information centre conference in Nashville, Tennessee, USA. The

conference included about 75 exhibitors and received visits from more than 2,000 information centre managers representing 800 large American and Canadian firms.

The picture shows Mærsk Data staff at the stand - one of the most popular ones at the conference.



## Giant crane hook on the "LOUIS MÆRSK"

The picture shows a crane hook which was loaded onto the "LOUIS MÆRSK" in Port Newark on July 11. The hook and its tackle were bound for Kobe, Japan, and weighed 75 tons - probably the heaviest crane hook ever to be lifted on board a MÆRSK ship. A

floating crane handled the operation, which would have been too much for a gantry crane.

We don't know for which type of crane the hook was intended, but its size suggested a floating crane. In Japan, such cranes have been built to take up to 5,000 tons in one lift.

*H. Mahlstedt, Chief Officer  
m.s. "LOUIS MÆRSK"*



## MÆRSK badminton promotions

MÆRSK badminton is doing well. In 1983-84, and again last season, three teams joined the KFIU (the Copenhagen Employees' Sports Association) Tournament. They achieved fine results.

The first team finished top of Division 3 last year. They won again in 1985 and advanced from the Second to the First Division, winning four and drawing two of their six matches.

The second team was the supreme winner of Qualifying Series A5. They won five matches and drew one. They went

on to play in the Cup Tournament, losing the final by 3-5. In 1985-86, the team will play in Series A, just below Division 3. The third team won five matches and lost one, finishing top of Qualifying Series A7. They also played in the Cup Tournament, but they lost their first match. The team has now joined Qualifying Series A6.

The picture shows some of the players doing their weekly training at the KBK Courts, which are in constant use by tournament players and keep-fit enthusiasts alike.

## The "MAERSK HARRIER" stars in film

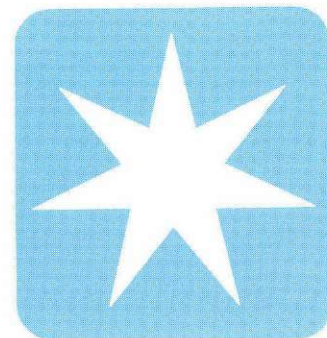


Recently, the scene was set on board the "MAERSK HARRIER" for a Royal Navy Training Film "Boarding Officer Procedures". The vessel is on charter to the Royal Navy, and a professional actor played the Captain's part with the crew as unpaid extras. A copy of the

film will be sent to the "MAERSK HARRIER", so the crew members may go for stardom - or decide that they are better off staying with the MÆRSK fleet.



# Personalia



## ESPLANADEN



1 2 3



4

### 40 Years Anniversary

1. Palle Genckel  
1 November

### 25 Years Anniversary

2. Hans E. Claussen  
1 November
3. Preben Nielsen  
1 November
4. Molly Kjeldsen  
4 November

## MAERSK DRILLING



1

### 25 Years Anniversary

1. Barge Engineer Poul-Erik Skalts  
26 December

## MÆRSK OLIE OG GAS

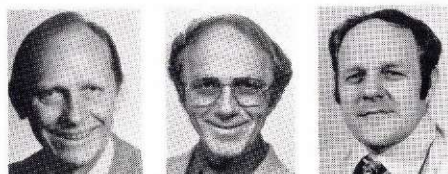


1

### Retiring

1. Børge Hyldstrup Larsen  
31 December

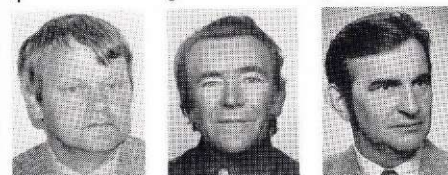
## THE FLEET



1 2 3



4 5 6



7 8 9



10

### 25 Years Anniversary

1. Captain Henning E. Bonnevie  
9 October
2. Chief Engineer Roald Christensen  
18 October
3. Chief Steward Verner J. Munk  
21 October
4. Chief Engineer Tommy Henningsen  
7 November
5. Chief Steward Jonny A. Garst  
17 November
6. Captain Carl Aa. Larsen  
21 November
7. Captain Per Danchell  
25 December

### Retiring

8. Captain Bjarke Hernø  
18 December
9. Captain Helge Holm  
31 December
10. Captain Tomas Søndergaard Poulsen  
31 December

## THE YARD



1 2 3



4 5 6



7 8 9



10 11 12



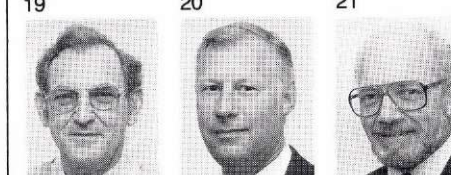
13 14 15



16 17 18



19 20 21



22 23 24





25



26



27

**25 Years Anniversary**

1. Per Zentius Jensen  
1 October
2. Svend Ove Nielsen  
4 October
3. Erik Mielow  
4 October
4. John Nepper Larsen  
4 October
5. Karl Åge Due  
11 October
6. Herbert B.K. Jensen  
15 October
7. Niels Bent Madsen  
18 October
8. Bent Seneca Andersen  
25 October
9. Henning Hansen  
25 October
10. Jens M. Hansen  
28 October
11. Jørgen Petersen  
1 November
12. Børge Gustav Sørensen  
1 November
13. Erik M. Winther Kristiansen  
1 November
14. Kaj Henry Petersen  
1 November
15. Andreas Hansen  
2 November
16. Hans Ole Forsberg Svensson  
8 November
17. Anders Fr. Nielsen  
8 November
18. Arne Hansen  
12 November
19. Karl Laurits Nielsen  
15 November
20. Ernst Egon Isidor Petersen  
15 November
21. Jørgen Ib Forsberg Svensson  
29 November
22. E. Thurøe Nielsen  
1 December
23. Otto N. Smidt  
1 December
24. Bent S. Albrechtsen  
1 December
25. Hans Kristiansen  
12 December
26. K.B. Hansen  
19 December
27. Bernt Wandrup Jørgensen  
(Ejendomsselskabet Lindø A/S)  
1 November

**MAERSK AIR**

1

**25 Years Anniversary**

1. Erik Evald Pelsen  
1 November

**DISA**

1



2



3



4



5

**25 Years Anniversary**

1. Bent Thoudal (Herlev)  
1 October
2. Preben Hamann (Herlev)  
11 October
3. Kai Robert Christensen (Herlev)  
30 October
4. A.M. Stenz (Herlev)  
1 December
5. Peter Vilhelm Paulsen (Herlev)  
13 December

**ROULUNDS**

1

**40 Years Anniversary**

1. Bent Aa. Pedersen  
10 October

**ROSTI**

1

**25 Years Anniversary**

1. Leif Egon Olsen  
19 August

**BUKH**

1

**25 Years Anniversary**

1. Bent Johansen  
7 November

**Obituary**

The A.P. Møller Companies regret having to announce the following deaths:

Theodor Hammelev  
The Yard  
23 June

Deck Cadet Henrik Kærgaard Løjmand  
ex m.s. "TFL ADAMS"  
3 August

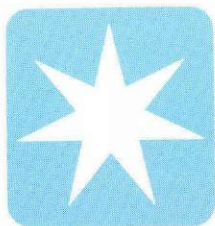
Chief Officer Gustav Olov Lindstrøm  
ex m.s. "LAUST MÆRSK"  
7 August

Engineer Cadet Henrik Hjort Pedersen  
13 August

Motorman Kaj Aage Christensen  
ex lpg/c "SVENDBORG MÆRSK"  
16 August

Chief Engineer Evald Person Gertsen  
ex m.s. "JEPPESSEN MÆRSK"  
27 August





**MÆRSK**



The container vessel  
"LEISE MÆRSK" in San Francisco  
Bay, with the island of Alcatraz in the  
background.