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MAJESTIC MÆRSK

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Maersk Line honoured by UNHCR

On 10th April in Geneva, The United Nations High Commissioner for Refugees, Thorvald Stoltenberg, presented to Mr. Mærsk Mc-Kinney Møller a special award to A.P. Møller Maersk Line for their efforts in rescuing Vietnamese "boat people". Part of the press release issued by the UN High Commissariat reads:

> *"The performance of the Maersk Line in coming to the aid of Vietnamese asylum-seekers at sea has been exemplary. In the last fifteen years, this company alone has been responsible for the rescue of some 7,000 boat people in distress, a figure which UNHCR believes to be significantly higher than any other individual commercial company. In presenting today's award to the Maersk Line, the United Nations High Commissioner for Refugees wishes to recognize this outstanding humanitarian record and to underline the importance of upholding the maritime tradition of rescue at sea which has led to so many lives being saved on the South China Sea."*

We can be proud of these efforts and of receiving this award, which comes together with a plaque.

Since 1975, more than three-quarters of a million Vietnamese have sought asylum in other countries. For most of them, this has involved taking to sea in tiny, overcrowded boats in the hope of being picked up or of reaching a friendly port themselves. Risks have been tremendous and many did not survive. Some were lost because of bad weather conditions, others following attacks by pirates or other hostile elements. 67,000 of the boat people were picked up by merchant ships – more than 10% of these being Maersk vessels in a total of 61 rescue operations spread over 13 of the past 15 years.

A number of the refugees have come to Denmark and have generally adapted well to our way of life and integrated successfully into our society. Indeed, quite a few of the refugees picked up by Maersk vessels have found employment in Mærsk organisations and proved themselves to be respected members of our staff, both at home and abroad.

Our ships have lived up to the maritime tradition of providing help to people in destress at sea; and the honour of this award first and foremost goes to the captains, officers and crew aboard the vessels.

MÆRSK MC-KINNEY MØLLER

Mr. Mærsk Mc-Kinney Møller and Her Majesty Queen Margrethe in conversation on board the "MAJESTIC MÆRSK".

Her Majesty Queen Margrethe christens "Majestic Mærsk"

The sun shone from an almost cloudless sky when, on Saturday, 31st March 1990, Her Majesty Queen Margrethe christened the Shipyard's newbuilding No. 126, a container ship of 61,000 tons deadweight. The employees at the Shipyard had been given the opportunity of inviting their families to the christening – and it turned out to be a great family event. 5,000 came to wish the Queen, and her ship good luck.

Her Majesty, who was accompanied by His Royal Highness Prince Henrik, gave the ship the name "MAJESTIC MÆRSK" and wished it and all who sail in her good furtune and followed the good wishes with a convincing crack of the bottle.

During the ensuing visit on the "MAJESTIC MÆRSK" both the Queen and the Prince expressed great interest in the ship, and at lunch the Queen recalled the words of her father, King Frederik, who was also a "man of the sea": "You can always feel if the ship is a good one, as soon as you go on board". Her Majesty felt this as she boarded the "MAJESTIC MÆRSK".

At the luncheon in the Shipyard's administration building Mærsk Mc-Kinney Møller expressed his warm thanks to Her Majesty and His Royal Highness Prince Henrik for the honour they had bestowed on A.P. Møller and the Shipyard by their presence and keen interest.

He commented that it was the second time Her Majesty had christened a ship at the Lindø Shipyard. The first time was in 1965, shortly after Mr. A.P. Møller's death, when Her Majesty, as heir to the throne, gave newbuilding number 10, a turbine tanker of 98,000 dwt, the name "A.P. MØLLER".

"A.P. MØLLER", with its 98,000 tons, was then easily the largest vessel built at a Danish shipyard and the largest in the Danish merchant fleet. But developments were rapid, and in 1968 the Shipyard delivered its first 200,000 tonner. The following year, the dock now used which can cater for up to 500,000 tonners was opened. Times were good.

The Shipyard built ships of up to 340,000 tons – five or in total 1.5 million tons within a year.

In 1974, this picture changed abruptly. Orders were cancelled and new orders

Mr. Kurt Andersen, Her Majesty Queen Margrethe and Captain Poul Martin Lausten.

were not to be found. The Shipyard's production fell to 150,000 tons in a year, and for a time there were fears that the Yard would have to close. Employees put signs up every day showing how many days' work were left.

However, through joint efforts, this situation was gradually turned around. Despite bad times, investments were made in modern technology and the A.P. Møller Shipowning Companies placed new orders to keep this important Danish enterprise alive. The Shipyard received orders for advanced container vessels. Still more orders were obtained. The signs vanished.

Today, the Shipyard's order book comprises a further five vessels of the "MAJESTIC MÆRSK" type, six smaller container vessels and five 280,000 ton tankers.

Mr. Møller felt that Her Majesty's presence, interest and participation in the christening of the "MAJESTIC MÆRSK", and the presence of Prince Henrik had injected valuable encouragement which was much appreciated by all concerned.

The Shipyard's President, Kurt Andersen, subsequently emphasised the importance of being able to create; a need not exclusively that of the artist. Technicians also know it.

In modern industry, there is a risk of losing one's pride and joy in a product one has helped to create. "When that is the case, the feeling of pleasure, absorption and participation is also lost – words which Her Majesty had also expressed" said Kurt Andersen. He underlined the old adage, "A good day brings a good evening", and that there had been many good days while "MAJESTIC MÆRSK" was in the making.

Kurt Andersen was convinced that only those companies where commitment, respect and cooperation were honoured would continue to flourish, as was the case at the Shipyard, where the motto is quality, safety, growth, confidence and cooperation.

Afterwards Mr. Andersen explained some of the "MAJESTIC MÆRSK"s characteries that she had been built in only 200 days. The hull being put together by 600,000 welding operations. 250,000 litres of paint had been applied to the interior and exterior of the ship. It was as long as the Eiffel Tower is high – 294 metres – and had plates 7 cm thick. The ship weights 24,500 tonnes. In the belly is the world's most powerful diesel engine, with the help of which "MAJESTIC MÆRSK" will have no trouble in sailing 1,000 kilometres per day. The ship's electricity generating plant of 13,000 kW could easily supply a town as big as Roskilde with the necessary power. In order to distribute all this electrical energy, a voltage of 6,000 was used – a new and exciting feature at sea.

The container ship "MAJESTIC MÆRSK" after her christening, with Mr. Kurt Andersen, Her Majesty the Queen, His Royal Highness the Prince and Mr. Mærsk Mc-Kinney Møller.

If one were to unload the ship in one operation, a convoy of lorries stretching more than 35 kilometres would be sent on to the roads. The ship can hold 4,000 containers, stacked up in 8 tiers under deck and 5 tiers on deck – and of these containers, 500 are refrigerated containers. Consequently, the "MAJESTIC MÆRSK" is not only one of the largest container ships in the world, she is also among the largest reefer ships at sea today.

Kurt Andersen closed his speech with heartfelt thanks to Her Majesty the Queen and His Royal Highness for their visit.

The day after Lindø Shipyard's festivities, the "MAJESTIC MÆRSK" sailed out of Odense Fjord for ten days of sea trials. Together with her sisters, the "MAJESTIC MÆRSK", which rightly bears her name as the first ship in a series of six advanced container ships, will form the basis for Maersk Line's advanced transport system.

The "MAJESTIC MÆRSK", whose home port is Odense, is commanded by Captain Poul Martin Lausten with Oskar Vestergaard as Chief Engineer.

The ship will become part of the Maersk Line network from Europe, via the east and west coasts of USA, to the Far East and back.

Three new ships: The "MAERSK TAIKUNG", the "MAERSK TANJONG" and the "MAERSK TASIK"

The three new constructions, the "MAERSK TAIKUNG", the "MAERSK TANJONG" and the "MAERSK TASIK" at the shipyard in Korea.

There was quite a crowd at the 3-fold christening at the Hyundai Shipyard on 4th April.

The three godmothers, Mrs. Lotte Marcussen, Mrs. Maria de Belem and Mrs. Daisy Jamshed Irani.

On Wednesday, 4th April 1990, a rather unusual event took place at the Hyundai Shipyard in Korea, when three new bulk carriers were christened on the same day.

The three bulk carriers are part of a series of four, the last of which will be delivered in the summer of 1990. The carriers are of the same type as the Shipping Company's other Panmax bulk carriers.

The "MAERSK TAIKUNG", Hyundai new construction No. 646, was the first ship in the series, and was christened by Mrs. Maria de Belem Marques Dos Santos, wife of Mr. A. Marques Dos Santos, the President of Portline SA, Lisbon.

The "MAERSK TANJONG", new construction No. 647, was christened by Mrs. Daisy Jamshed Irani, wife of Dr. J.J. Irani, Joint Managing Director of the Tata Iron and Steel Company Ltd., Bombay.

And finally, the third new construction, No. 648, the "MAERSK TASIK", was christened by Mrs. Lotte Marcussen, wife of His Excellency Ambassador Mr. Jan Marcussen, Korea.

The deadweight tonnage of each ship is 70,424 tons, and they are equipped with grabs for self-loading and self-discharging. The three new constructions have all been delivered in April 1990 to A.P. Moller Singapore Pte. Ltd.

Mr. Bjarne Hansen, President of MAERSK AIR and the Executive Vice President of Boeing, Mr. Dick Albrecht have just signed a contract for the purchase of four new aircraft to be delivered in 1991. Mr. Borge Boeskov, Vice President European Sales at Boeing looks on, and to the left is MAERSK AIR's Vice President Technical, Mr. Ole Skytte.

In 1986, MAERSK AIR informed Boeing Commercial Airplan Corporation aircraft factory that the company would be interested in buying a shorter version of the extremely popular Boeing 737-300 aircraft, if Boeing decided to produce such an aircraft. The Boeing 737-300 aircraft has, in MAERSK AIR's version 147 seats, but the company also needs a smaller aircraft with about 130 seats.

After Boeing had made sure of sufficient backing in the international aircraft market, the factory decided to produce a shorter aircraft, and on account of its previous interest in the project, MAERSK AIR became one of Boeing's launching customers of the new type of aircraft (Boeing 737-500), which obtained the American authorities' certificate of airworthiness in the spring of 1990. Up to now MAERSK AIR has ordered five aircraft of this type, the first of which was handed over to the company in Seattle on 6th April 1990. At the present moment, Boeing has already received 200 orders for the Boeing 737-500 aircraft, which indicates how popular it has become.

After MAERSK AIR's pilots had flown the aircraft to Copenhagen, it was immediately put into service on Danish domestic routes and on charter flights. The aircraft will later be put in on the route between Copenhagen and the Faroe Islands, when MAERSK AIR's last Boeing 737-200 aircraft, which has been sold to an American buyer, is delivered during 1990.

In connection with the delivery of the new aircraft in Seattle on 6th April, MAERSK AIR announced that the company had signed a purchasing contract with Boeing for delivery of four new aircraft in 1991 (three Boeing 737-300's and one Boeing 737-500). The newly-delivered Boeing 737-500 was actually a jubilee aircraft, as it was the 25th new aircraft handed over to MAERSK AIR from the Boeing factory. MAERSK AIR's first new Boeing aircraft was delivered from the factory in 1976 and was the Boeing type 737-200. The aircraft factory now produces three versions of the 737 model, as apart from the two types that MAERSK AIR has ordered, another longer version of the aircraft called the Boeing 737-400, which in a MAERSK AIR version would seat 165 passengers, is also under production. MAERSK AIR has not ordered any aircraft of this type however.

Apart from the length of the aircraft and their seating capacity, the three aircraft are completely identical as regards the cockpit and the other layout details, and the same pilots will be able to fly all three types of aircraft.

By MARITA PETERSEN, Maersk Air

Captains Mogens Anker and Bent Jacobsen seen just before take off from Seattle on 6th April.

A volatile fuel market helps the Oil Section alert throughout the day under Mr. Ole Nielsen's supervision.

Photo: FINN CHRISTOFFERSEN

An ordinary day in the Purchasing Department

A day in the Purchasing Department at Esplanaden reveals hectic activity in the 4 main areas which make up the department, that is the Oil Section, the Offshore Section, the Ship Section and the Container Section.

The Purchasing department was established on 1st April 1950 at the suggestion of Mr. Møller and under the management of Mr. Rud Johansen. Before that time, the Ships inspection, Machine inspection and Provision departments had individually dealt with purchases for the ships. The department was meant to deal with purchases of deck and machine stores and Provisions, both for the existing ships and for the new buildings.

The Purchasing Department's first ten years went by with the purchasing for general consumption, but after a while the department became more and more established and several other sections joined in. In this way, the Provision Department's orders and warehouses came under Purchasing in February 1955 and at the same time, the department took over the administration and accounting for all the warehouses within the Shipping Company.

After a further ten year period, in September 1966, the entire purchase of spare parts was placed under the Purchasing Department. In May 1967, the department also took over all the administration of machine spare parts inventary. In 1982, the department took in Supply ships and in 1986, Drilling. Activities reached their climax in 1989 when oil purchasing was administered by the department, for so to say all activities now go through the Purchasing Department.

The activities are hectic and a typical day might look as follows:

The day starts early at 8.15 am, and the staff of the Oil Section are being briefed on the trends in oil prices in the Far East and USA through the tele-satellite. The satellite connection is a great help to the department when the latest market levels and other market information has to be obtained.

A quarter of an hour afterwards, in collaboration with the bunker office in Bahrain, the course of the previous day's oil deliveries to other shipping companies at Fujaraih is gone through.

At 9 o'clock the Oil Section is ready to go to its daily morning meeting, where the management is briefed on price trends on the world market.

When the Ship Section starts the day's work at 8.30 am, they are faced with a huge pile of telexes which have come in during the night from USA and the Far East. Amongst all these, is a Top Urgent telex from Singapore requesting assistance with the delivery of a cylinder liner for the main engine in the "ALVA MAERSK". The Singapore office has a cylinder liner on order in Japan, but they cannot deliver for 2 – 3 weeks, and the "ALVA MAERSK" will be calling in at Algeciras in 6 days. A telephone call is made from the Ship Section to Singapore, and they are given the message that they can borrow a spare part from the APM-emergency stocks here in Copenhagen.

The transportation of the cylinder liner is the next item on the agenda. A lorry from Copenhagen to Algeciras costs DKK 25-30,000, and it is decided that a cheaper solution to the problem must be possible.

The Line Department is contacted and the "REGINA MÆRSK" will be sailing after midnight that evening from Hamburg, and will reach Algeciras the day before the "ALVA MAERSK" arrives. Permission to transport the cylinder liner on board the "REGINA MÆRSK" is obtained, and a lorry is dispatched from Copenhagen to Hamburg. The lorry will be alongside the "REGINA MÆRSK" the same evening before the ship is due to sail.

In the Container Section, the staff is occupied with the purchase of all types of containers and container spare parts.

Others in the Container Section are busy today, as on all other days, with the purchase of spare parts for the repair workshops for containers all over the world. Still others co-ordinate various different purchases for Copenhagen and the offices abroad, taking prices, places of delivery and transportation cost into consideration.

The Offshore Section starts early with servicing the drilling rigs and supply ships, and in this matter, the often extreme conditions under which the crews of the rigs and the vessels work, must be taken into account. In the Offshore Section everyone is used to working with "here and now" deliveries, that is to say, that planning is the key word for the work carried out.It is now 10 o'clock in the Purchasing Department and all members of staff are fully occupied. Telephones are ringing, telexes are received and many different meetings are being held both in the department itself and in the department's meeting rooms.

The Ship Section begins its negotiations

Timing and coordination is essential and making transportation a key-factor in the Ship Section. Fr. Tina Michelsen is pressing for a booking.

on the telephone with a Danish and a Japanese supplier about container lashings for Lindø 132-4. Calculations are set out for the Japanese equipment, including the offer from the Line Department for transport from Kobe to Lindø. Information is provided through the Finance Department on the hedge of foreign currency to help with the calculations. The Japanese yen has fallen by 25 – 30% since the last purchase, and the Danish supplier has therefore great difficulties in competing on price. The Danish supplier reduces his price per set to the Japanese level inclusive of freight charges, but at the same time the Japanese supplier, who wishes to keep his subcontractor, announces that he is willing to further reduce his price. The Ship Section's negotiations and calculations enable them to place and distribute the order for container lashings in both Japan and Denmark. The negotiations have been successful, as the Ship Section has made a saving on this deal compared with an earlier purchase.

The Oil Section has concluded its morning meeting, and in the meantime has attended to the quotations for the delivery of 3,800 mt bunkers for the "MARIT MÆRSK" in Singapore, which have arrived from the suppliers. Immediately afterwards, negotiations are initiated on a new delivery of 8,000 mt bunkers for two of the liner ships in Rotterdam. And finally, a revised estimate of the trends in oil prices is prepared and circulated to the relevant departments.

Activity in the Offshore Section is becoming intense now. A message comes in from the drilling rig, the "MAERSK VENTURER", which is located in Indonesia. They have problems – one of the rig's cranes has broken down and two pumps and a power supply are out of order. In the Purchasing Department's Offshore section, not a moment is wasted in hesitation before the telex from the base in Indonesia concerning the delivery of new pumps and a power supply is dealt with. The pumps are purchased in Aberdeen, Scotland and the power supply is ordered from the supplier in Houston, USA.

From the time the telex was sent from the rig and until the spare parts are received on the rig in Indonesia, it will only take 48 hours, and the "MAERSK VENTURER" will be working at full power again.

After lunch, the Ship Section gets on with an order for spare parts for a damaged main engine turbo-charger on a supply ship, which is lying off Kristianssand in Norway. The parts for this are not expected to be ready for 24 hours, since the rotor for the turbo-charger has to be machined in Switzerland. On account of the size of the spare part, the shortage of time and the position of Kristianssand, it is decided to hire a small aircraft. The Ship Section compares prices for hiring a plane and timetables, between several airline companies, but finally decide to hire a plane from STAR AIR, which will be in Basle at the required time.

The Container Section has set up a meeting at 1 pm today with a container manufacturer in order to negotiate the purchase of some new containers. During the days up to the meeting the group, in collaboration with other departments at Esplanaden, has been busy with internal assessments so that the group at the meeting today has defined the final goal of the negotiations. The meeting will last the rest of the day and probably the next day as well. The parties have found some points on which they can not reach agreement, and further negotiations must naturally take place. Finally, the technical specifications must be discussed with the Technical Organisation and the manufacturer. The Purchasing Department wants to finalise the agreement by next week.

While some members of the Container Section have been at the meeting with the supplier, the Oil Section has received the final quotation for oil in the Middle East and Singapore, and negotiations with Rotterdam are concluded. From the Maersk Company in London, a bunkers delivery for a small tanker in Rotterdam is ordered.

Later, at about 3 pm, the Oil Section tenders an offer for a delivery of bunkers in the Persian Gulf for ESSO Geneva, and the test results for previously delivered bunkers are gone through with the Technical Organisation.

Now the Ship Section has a meeting with MAN B&W to negotiate special prices for the main components for diesel engines for the rest of 1990. At the same time, another part of the group is in contact with Maersk Line, New York, regarding the delivery of European spare parts for five E – type ships. Work is almost finished for the day, and the last negotiations in the Container Section are concluded with "see you tomorrow".

The Offshore Section does the last registrations and certification of drilling equipment utilised in the North Sea.

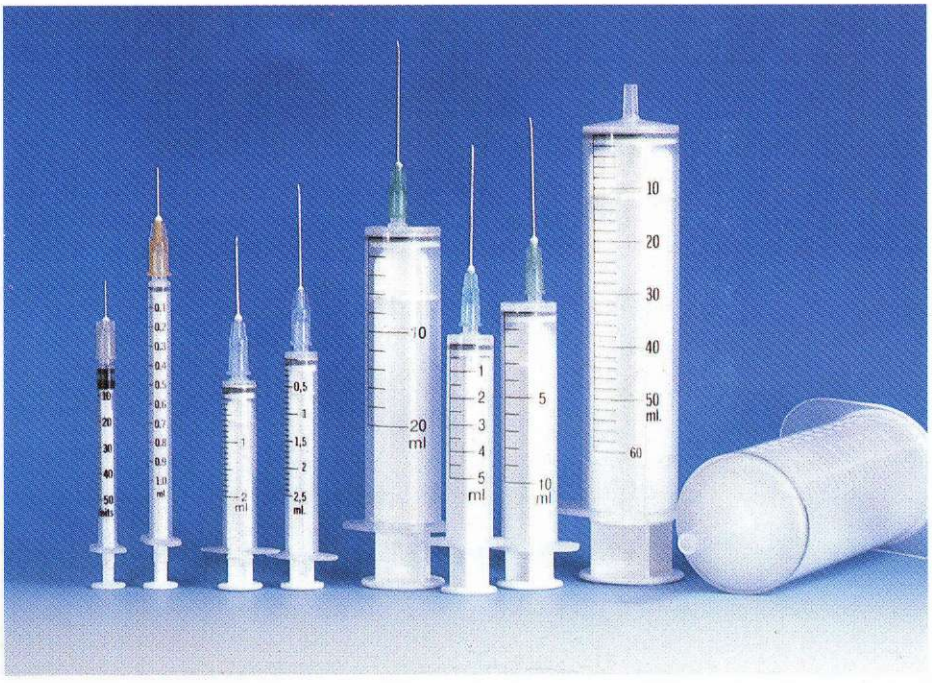
In the Ship Section, telexes are ready to be sent to agents all over the world with information on flight details for 15 air freight consignments and telexes to the respective ships which must be advised of the time of the arrival of the consignment.

At 5 pm, the Oil Section still has a long working day ahead of it, as time differences often mean that work goes on long after 5. Oil traders in Paris and London are contacted for the latest offers on the day's futures markets. And in the course of the evening, business with the west coast of America can be concluded. Finally, the matter of the delivery to ESSO Geneva, which started early in the afternoon, is finalised.

Perfect quality every time

The ASIK factory in Rødby Harbour, finds great support in its collaboration with the Pharma-Plast Group.

ASIK in Rødby has expanded substantially since the firm was bought up by Pharma-Plast on 8th October 1984.
The firm, which was founded in 1946, manufactured electrical fuses for cars, which is why it was called A-SIK (the first letters in the Danish word for Automobile fuses). Four years later, in 1950, ASIK stopped producing these fuses and went over to manufacturing different kinds of plastic household articles. Competition was hard, however, and in 1960, production was again changed, this time to the manufacture of disposable syringes. This form of specialization meant great progress for ASIK to such a degree that the firm became one of the leading producers of disposable syringes in Europe.
The main reasons for ASIK's success was that the firm was one of the first, which was able to live up to the strict requirements for syringes made of polypropylene, and that it was one of the few firms which could offer disposable syringes sterilized by means of radiation. This technique is no longer used by ASIK of cost reasons.
In the years that followed, ASIK had a very turbulent existence, and changed hands several times before coming under the sevenpointed star in 1984.
Being owned by Pharma-Plast has meant a marked increase in incentive for the little firm from Lolland. The number of employees has doubled, and during the last few years, millions of Danish Crowns have been invested in the improvement of the production apparatus, as well as in building development. The existing buildings have also been thoroughly modernised.
ASIK is one of the largest factories on Lolland and the firm is highly respected in the Lolland – Falster area. A staff of 250 are involved in a process industry, where they work in 3 shifts during the week and 2 shifts at weekends. Needless to say, hygiene is of crucial importance where the delivery of sterile single-use syringes of high technical quality is concerned.
The firm manufactures single-use syringes, reusable syringes and oral syringes as well as silicone rubber tubes. The syringes are produced in different sizes from 1/2 ml up to 100 ml. Syringe production is organised in special production lines, so that each syringe can be delivered in different series, with and without hypodermic needles and under different brand names. ASIK aims at a flexible production apparatus and thereby avoids being in direct competition with the giants on the market.
Today, 95% of ASIK's production is exported, primarily to the West European market, and the last 5% is sold on the domestic market. This part corresponds to over half of the total Danish consumption of disposable syringes, and here attention can be drawn to diabetes patients who are dependent on their daily injections of insulin. Over a million disposable syringes are produced every day, as the need for certain types of syringe is constant and for other types on the increase.



The most widely-used syringe consist of 3 parts, that is to say, a cylinder and a plunger made of polypropylene as well as a seal ring of silicone rubber.

The tug boat "Valkyrien" with the bulk barge "Hugin" on their way across the North Sea with 10,000 tons of coal destined for power stations

Svitzer – an old firm in the process of new expansion

A/S Em. Z. Svitzer – a company in the A.P. Møller Group – is the oldest salvage firm in the world. Since it was founded in 1833 and up to the 1950's, the company concentrated almost exclusively on the salvage of ships in distress.
Since then, global transport has grown immensely, and developments on the technical side have meant that the need for professional salvage services has been greatly reduced.
In the meantime, Svitzer has taken advantage of its skills in the field of salvage and used them as a natural platform for a sound advance in other related areas at sea, where contracting and transport work can be carried out in the most economical way with robust ships, whose crews are experienced in working under difficult conditions.

Salvage Operations
Salvage is, however, the salt of life for Svitzer. Salvage work is exciting. Because of its very nature, it always occurs suddenly and unexpectedly. Furthermore, the work is demanding because it requires professional, rapid and simultaneous action in several areas. Finally, these task are often technically and economically risky, as it can be difficult to control the physical state of a vessel in distress, especially in bad weather conditions.

Efficient Transport Technique
Svitzer offers something as routine as ordinary harbour towing assistance in all Danish harbours, a standby and rescue service with ships on duty in the Danish and English off-shore sectors, and a heavy goods transport service with the use of large pontoon lighterage. Svitzer's growing number of transport tasks within the bulk sector go through a precise and regular process, which is worth drawing attention to.
Svitzer's work in this sector is based on the use of hydraulically coupled tugs and lighterage systems. At present, Svitzer owns 6 lighters, two of which are each of 10,000 tons deadweight, which primarily operate in Northern European areas. To push these lighters, Svitzer has equipped a number of its tugs with hydraulic coupling systems and with the characteristic tower with a high wheel house, so that there is a clear view over the barge in front.
Naturally, these kinds of work have the purely commercial character of the normal bulk trade, but the transport technique used is rather special. The technique means that a single tug can handle serveral unmanned barges over the same transportation distance. The most efficient combination is achieved when a barge is loaded in the loading port and another barge discharges in the loading and discharging port. When the tug arrives with a barge in one of the terminals, it comes alongside the quay, the tug uncouples the barge, couples on another loaded barge and is immediately on its way again.
The system is extremely efficient as this form of transport technique is based on the greatest possible exploitation of the tug, which is the heaviest unit in capital and operational costs.
In 1989 Svitzer transported approximately 1.8 million tons by the use of this system. A significant part of this was coal from England, Poland and USSR for the Danish power stations.
The holds in Svitzer's two largest barges are covered over by hydraulically operated hatches. This means that the barges are suitable for the global transportation of all goods which can be filled into large open holds. In December 1989, Svitzer also began to transport steel in coils, and the general bulk market at present seems to hold good opportunities for the development of this rather special transportation system.

New bulk barges
Svitzer has more than 10 years' experience with bulk transport on barges, and during the last three years has run its own bulk barges with a cargo capacity of 9,300 tonnes in service to England, Germany,

Poland and USSR. This year Svitzer has signed contracts with Flensburger Schiffsbau-Gesellschaft for two bulk barges, each with a cargo capacity of 12,000 tonnes. The barges, which will be delivered in April 1990, will be of the optimum size for the push boats' engine power of 4,200 h.p.

Also Underwater Activities

By virtue of its salvage activities, Svitzer has naturally always employed divers, who have been specially educated and trained to work with many different kinds of underwater equipment. Based on the growth in the number of offshore installations in the 1970's, it was quite natural for Svitzer to expand its area of business to encompas underwater activities.

At present, Svitzer's underwater and survey department in Esbjerg does important inspection, maintenance and repair work for Mærsk Olie & Gas AS on their platforms in the North Sea. When these activities reach their highest level, the department has up to 60 men involved in mainly diving activities offshore.

Part of this work, which formerly had to be done by divers, is today carried out by small, unmanned remote-controlled underwater vessels, so-called ROV's Remote Operated Vehicles.

These vehicles or pieces of equipment involve great rationality when the work has to be carried out at great depth. Otherwise much time is consumed on the decompression of the divers in a tank, after the work has been completed.

Svitzer has left its old domicile in Nyhavn, and has instead moved to new premises in Brøndby.

Seismic and Geo-physical Services

Svitzer's development has, as is evident from the above, occurred gradually from one field of work to the next related field at the same rate as the acquisition and processing of experience. It was therefore quite natural for Svitzer, from the platform provided by their underwater activities, to be interested in work underground.

Offshore operators need seismic services, naturally in connection with the general exploration for oil and gas, but also in connection with the detailed planning of concrete drilling work. For reasons of safety in particular, this planning requires previous extremely precise geo-physical surveys of the drilling area.

3 or 4 years ago Svitzer started on a small scale by establishing and developing the basis for offering seismic and other geophysical services offshore. But things have developed so rapidly that Svitzer's subsidiary in England is today amongst the most respected seismic firms in the North Sea.

Investment in materials for the collection, treatment and presentation of seismic data has been considerable for Svitzer. In particular, the stable price of crude oil at the moment has formed the basis of a significant growth in offshore activities, and Svitzer has been able to fully exploit its resources in this area.

Basically Svitzer is a special shipping company which is interested in any profitable expansion of its fleet, and there were therefore obvious reasons for acquiring and operating its own surveyships. Consequently in 1988 "Svitzer Mercato" was bought, and "Svitzer Magellan" the year after. These ships, which incidentally in terms of size are the largest in Svitzer's fleet, are working well in Svitzer's newest market.

The survey ship "Svitzer Mercator".

MAERSK TRAVEL

On 28th March 1990, an unusual collaboration agreement between MAERSK AIR's Travel Agency chain, MAERSK TRAVEL and DSB's DSB Travel Agency, was signed by the Chairman of the Board of MAERSK AIR, Mr. Troels Dilling and the General Manager of DSB, Mr. Peter Langager.

The signing of the agreement marked the conclusion of three months' negotiations between the two Danish-owned chains of travel agencies.

The collaboration agreement means advantages for the two companies in the form of:

* Joint purchasing
* Tour production
* Joint EDP strategy and purchasing
* Joint marketing and training strategies, as well as co-ordination of the two firms' product development.

The Chairman of the Board of MAERSK AIR, Mr. Troels Dilling at the signing of the collaboration agreement. Standing, is the Adminstrating Director of MAERSK AIR, Mr. Bjarne Hansen and on the right is the General Manager of DSB, Mr. Peter Langager.

At MAERSK TRAVEL, Marina Park, all kinds of tickets are calculated and issued. The EDB-system is printing ticket, invoice and itinerary at one time.

A Forward-looking Agreement

The collaboration agreement between MAERSK TRAVEL and DSB Travel Agency has created a new "heavyweight" in the Danish travel branch. Both MAERSK TRAVEL and DSB are large travel agencies, numbers 3 and 2 respectively on the business travel market, but neither of them is large enough to meet the international competition expected in the course of the 90's. A development which also can be seen in the neighbouring Scandinavian countries.

It has been important for both MAERSK TRAVEL and DSB to find the most rational structure for the Danish market. Several different collaboration arrangements have been appraised by both parties, and with the present agreement, both feel that they have found the best solution.

Everyone agrees that the travel agency operations, with which we are familiar today, will go through some radical changes, and the companies concerned in the new agreement will be better equipped to adapt to these new conditions.

The collaboration agreement gives a more rational way of running the firms and better profitabilty, and together MAERSK TRAVEL/DSB has become the largest business travel company in Denmark.

Joint Venture in Esbjerg

On 1st March 1990 in Esbjerg, a "joint venture" was started up with DSB. MAERSK TRAVEL, which since it was founded in 1987 has had premises with another MAERSK company near the harbour, DANBOR SERVICE, has now moved in with DSB Travel Agency in Kongensgade, where from now onwards business clients and private customers will be serviced.

The beginning and the present.

From a modest start in 1971, when MAERSK AIR established its first travel agency Copenhagen, MAERSK TRAVEL has grown rapidly.

Today there are travel agencies in Odense, Århus, Esbjerg, Ålborg, Herning and Vejen. On 1st January 1990, MAERSK TRAVEL opened the first full-service travel agency at Copenhagen Airport.

MAERSK TRAVEL has 6 travel agencies in England and these are located in London, Aberdeen and the Isle of Man. The agencies, which are independent companies, are owned by MAERSK AIR and the MAERSK COMPANY LIMITED; U.K.

In the Far East there are agencies in Hong Kong and Singapore owned by the MAERSK LINE and MAERSK AIR.

MAERSK TRAVEL in Denmark has just over 100 employees and ranks according to turnover as the 3rd largest IATA travel agency in Denmark.

By the time this article appears in Mærsk Post, MAERSK TRAVEL will have expanded, as it has taken over the East Jutland Travel Agency, which has offices in Horsens and Skive.

By KAJ NIELSEN, Maersk Travel

Specialized Bulk Trading

MAERSK SENANG selfloading a cargo of coal from barges of the Indonesian coast.

Since the very beginning in 1904, A.P. Møller has been involved in the transportation of dry cargoes in bulk. Today, this field of service is being handled by the "Bulk & Special Vessel Department" operating a total fleet of 22 bulk carriers ranging from 26,000 tdw to 70,000 tdw as well as 7 pure car/truck carriers ranging from 7,300 tdw to 11,400 tdw and with a capacity between 2,000 and 3,150 units.

It is a clear policy within A.P. Møller to provide a service that is superior to the one offered by our competitors. This company strategy has created the world-known "second-to-none" reputation. In order to fulfill this reputation, A.P. Møller has throughout the years been among the owners leading the continued development of the world fleet of bulk carriers, always ensuring the implementation of new specifications serving our customers even better.

In 1983, this leading position lead to the implementation of a self-sustained Panmax bulk carrier when the newbuilding "MAERSK SERANGOON" was delivered equipped with own cranes and grabs, making her capable of both self-loading and/or self-discharging the various bulk commodities at ports or places where only limited or no loading or discharging equipment is available.

Until then only smaller bulkcarriers were equipped with cranes. In 1984, the sister vessel "MAERSK SEMBAWANG" was delivered, and the same year the vessel self-discharged a full cargo of coal – 61,800 metric tons – in Taiwan.

In 1985, when equipping the "MAERSK SERANGOON" and "MAERSK SEMBAWANG" with purpose-built mobile hoppers, the self-discharge concept was even further improved. By means of the vessel's own cranes, these hoppers are placed on the quay, whereafter the cranes are equipped with the grabs already on board the ship. These procedures are carried out within few hours after the vessel arrives at a discharge port.

The hoppers are designed with sufficient free space to accommodate a truck underneath, thus when discharging the cargo, by the grab, into the hopper, one achieves a fast, efficient discharge operation with a minimum of spillage and pollution. The hopper concept is undergoing a constant improvement scheme, resulting, amongst others, in the installment of remote control for the opening and closing mechanism of the hopper mouth, ensuring a constant discharge flow into the hopper regardless the availability of trucks underneath. Also vibrators have been installed on the hoppers, preventing the cargo from sticking to the hopper sides.

The self-discharge by the "MAERSK SEMBAWANG" marked a new epoch of coal imports to Taiwan. Previously, the coal discharge in Panmax-size had been performed by ways of mobile cranes available in the various ports.

The mobil hopper is placed on the quay and, by the means of the vessel's cranes and grabs, the goods are discharged onto the truck.

The clear advantage of the MAERSKBULK self-discharge concept is not only the independence of available discharge equipment in the ports of discharge, but also the considerably improved discharge speed, making it possible to discharge a full Panmax cargo of 60,000 mts of coal within 3-4 days, compared to approximately 20-25 days previously spent by gearless conventional tonnage.

Today, 5 years after the first call by a MAERSKBULK geared ship to Taiwan, our geared Panmax fleet are still frequent callers in Taiwanese ports, where, so far, we have discharged close to 8 mill. tons, and in recent years close to 50% of the entire private coal imports.

In 1986, we equipped craned, grabs and hoppers on the "MAERSK SENTOSA", and a few months later purchased and crane-installed "MAERSK SENANG", "MAERSK SERAYA" and "MAERSK SEMAKAU", bringing the total fleet of craned, grabbed and hopper-equipped Panmax bulk carriers to a total number of 6 vessels.

Today, the fleet of geared Panmax vessels operated by MAERSKBULK totals 10 ships, of which 2 are on long-term time charter from foreign owners. These 10 geared Panmax vessels make A.P. Møller by far the largest owner in the world within this trade. From the initial start-up in Taiwan in 1985, our concept has been acknowledged world-wide and today we are also serving India, Philippine Islands and Portugal for contractual self-discharge of coal, and Indonesia for contractual self-loading of coal. Furthermore, our fleet has experience in self-discharge of grain, bauxite, limestone, coke and cement clinkers to various destinations around the world.

Only 5 years after A.P. Møller introduced the self-loading/self-discharging Panmax bulk carrier, this specialized trade of dry cargo shipping has experienced a tremendous growth from 220,000 tons of bulkcargo self-loaded/self-discharged in 1984 to approximately 4,000,000 tons in 1989 by A.P. Møller bulktonnage. Alternative trading patterns and cargo commodites are constantly being developed, creating an increased request for further craned and grabbed Panmax bulk carriers. As a direct result hereof, and in order to strengthen our position as the number-one owner in the world within this trade, we are awaiting the delivery of 4 newbuildings between April and September 1990 from Hyundai Shipyard in Ulsan, Republic of Korea.

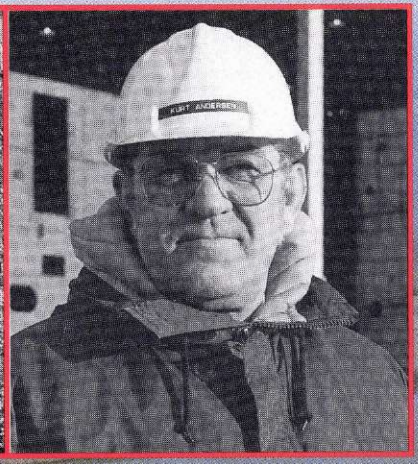
The newbuildings will all be of about 70,000 tdw, equipped with 4 x 25 tonnes cranes and 10 cubic meter grabs as well as 4 purpose-built mobile hoppers, bringing the total fleet of owned, geared Panmax vessels up to 12.

We intend to maintain and continue to develop our marked share within this sophisticated specialized trade and, at all time, live up to the "second-to-none" reputation.

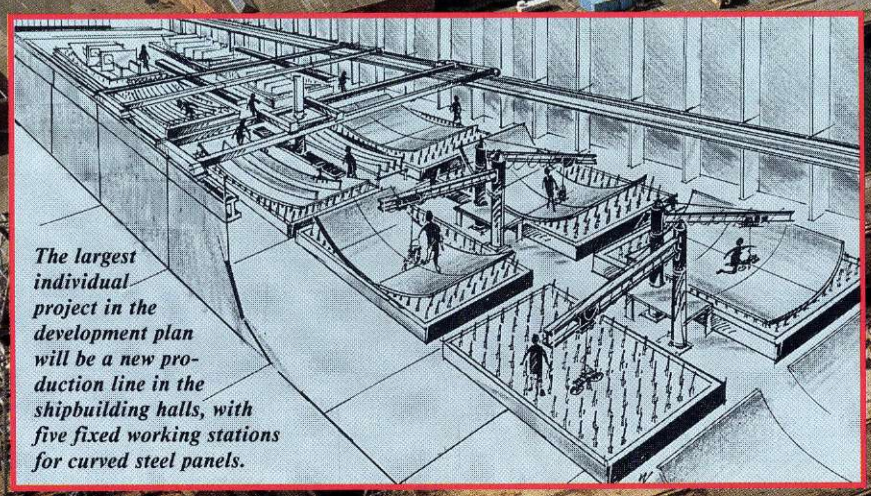
By H. SLEIMANN PETERSEN,
Bulk & Special Vessels

The Shipyard's quality goals are clearly formulated and visible for all at the Shipyard.

The President, Mr. Kurt Andersen: – We are in a favourable starting position.



At present Lindø is building some of the world's largest container ships. At the equipment pier, the "MAJESTIC MÆRSK" can be seen (delivered in April 1990), and in the building dock, the next ship in the series is beginning to take shape.



The largest individual project in the development plan will be a new production line in the shipbuilding halls, with five fixed working stations for curved steel panels.

Lindø wants to be the best

The Lindø Shipyard's goal is quite clear: The company on Funen does not want to be among the five or ten best shipyards on the international scene. Where products and quality, corresponding to the requirements of the A.P. Møller Shipping Company, are concerned, the Shipyard is only interested in being the absolute best. Lindø wants to be THE SHIPYARD.

– And we can do it, if we want to – as they say at Lindø.

With no less than 16 ships in their order book – all of them for the A.P. Møller Shipping Company – the staff of 2,100 certainly has enough to keep busy – up to and including 1993. At present, some of the largest container ships in the world are rolling off the conveyor belt and out of Lindø's dry dock – three of them every year.

Until now Lindø has delivered seven of these giants of 61,000 tonnes deadweight, and with a cargo capacity of more than 4,000 twenty-foot container units. The last five of this type are to be delivered by the end of 1991. The next series of ships in the Shipyard's construction programme is one of six so-called container-feeder ships, of which the first will be delivered in 1991.

Supertankers back again

On the construction side, the work situation is no less hectic. Here the Shipyard's engineers are hard at work on developing a new generation of supertankers. 15 years ago, Lindø was forced to say goodbye temporarily to its absolute main product – the extremely large tankers. It was the oil crisis in the 70's which put a temporary stop to this production, the turbine tanker the "KAREN MÆRSK" of 337,800 tonnes deadweight being the last one to be delivered. The shipyard has, however, made a strong comeback in this market.

In the beginning of the year, the A.P. Møller Shipping Company ordered Lindø to build five large tankers for the transportation of crude oil. These are the so-called VLCC's (Very Large Crude Carriers) of 280,000 tonnes deadweight, for delivery in 1992 and 1993.

The order is the largest single order ever placed at a Danish shipyard, and means for the Shipyard and for the subcontractors, a total of more than five million Danish working hours.

The last tough nut to crack

– Consequently we are in a very favourable starting position, with a substantial amount of orders, a clever staff of employees and a modern production plant, says the President of Lindø, Mr. Kurt Andersen. Investments have always – also during the years of crisis – been made in the Shipyard, and our methods have been constantly adjusted and renewed. Alle our employees have contributed to these developments and have therefore taken part in ensuring Lindø's good position in relation to its competitors. Consequently we can today meet any kind of competition in Europa, if we work under the same conditions, of course. This is not bad, but it is not enough.

– We must accept the fact that a necessary condition for the survival of Lindø, is that we can still meet the competition, and also that from the Far East. Our most serious competitors, the great Japanese shipyards, are at present slightly better than we are, and they plan to increase their efficiency by four percent per year. This means considerable sums of money, when a price is put on a ship.

We must therefore make every possible effort to expand even more. It is not enough that ships from Lindø are of the very best quality. They must also be able to compete in terms of price. And they can only do that if we increase our efficiency by at least six percent per year. It can be a tough nut to crack, and I admit that only a goal-oriented, precisely planned and determined effort from both management and staff can ensure that the objective is achieved. But I am not in any doubt that we can do it, emphasises Mr. Kurt Andersen.

Extensive development plan

Optimism and belief in the future are not just empty phrases for the management and staff at Lindø. An ambitious development plan consisting of approximately 80 individual projects and taking in all parts of the organisation, will in the course of the next five years, bring the Shipyard the last part of the way towards its goal: To be the best in the world at those products and product quality on which the Shipyard has chosen to consentrate its efforts.

In 1990 alone, investments will amount to approximately DKK 100 million. New fully-automatic and partly-automatic production lines will be installed in the enormous shipbuilding halls, in order to achieve a more streamlined work process. These will mean great savings, among other things, on internal transport, because the juge hull parts which are built here, will be able to be rolled through the system without having to be lifted or turned around. The largest individual project in this area of the Shipyard will be a production line for curved steel panels consisting of a transport system with fixed working stations and automatic welding facilities for the processing of plate panels and profiles. In the ships' fitting-out area the investments cover, among other things a painting workshop for components as well as new CNC controlled machines.

Now it is the turn of the rest of the Shipyard. The establishment of a comprehensive communications network means that many areas, including machines, welding robots and the flow of materials through the production departments will be able to be centrally controlled.

The human factor

One of the Shipyard's stated objectives is that the new technology must be used selectively and under the full control of the management. The company must function through the means of intelligent human efforts. Quality in all dealings and actions with zero mistakes as the goal, is one of the challenges of the 90's. Pleasure in ones work, the desire to work and creativity for all employees at all levels must be developed through a goal-oriented effort, which must be just as concrete as the efforts for better technology.

Quality

The daily working situation must be characterised by the fact that the individual employee is constantly confronted by challenges based on common sense, where motivation is built up through appreciation of good work done, says the leader of the quality control department, Mr. Jørn Nyhuus Jacobsen.

Any kind of mistake means waste. We know very well when we have done a good job of work, and also when things go slightly wrong. All of us, every day of our lives, come up against one thing or another that we know is of inferior quality. It means that we must do irritating extra work, which was not part of the plan and the result is often waste. Waste of time, and on top of that, irritation.

– In the years to come, quality in its most highly developed form is going to be the prime goal at Lindø. All members of staff will get the opportunity to do a really high quality job of work. A short time ago, a pilot project with this aim in view was carried out in a limited area of the Shipyard, the part where the deck house is built up. Here, the management and the shop steward had worked together to localise, analyse and get rid of anything which prevented high quality work. "Stumbling blocks" was the name given to these hindrances. In an amazingly short time, 100 of such stumbling blocks were located, and many of them have now been removed.

Efforts to fulfil the Shipyards quality goals will spread to all areas of Lindø, as a decisive and integrated part of the Shipyard's major development plan.

By JØRGEN PETERSEN

The Baltic Exchange

The Trading Floor during the busy lunch-time session. (Gentleman may remove their jackets when the temperature soars above 80 F).

The Baltic Exchange, commonly known in shipping circles as merely "The Baltic", has its origin in the coffee houses of London during the seventeenth century, which were used as business premises by ships' captains and merchants.

Foremost amongst these premises were the "Jerusalem Coffee House" and the "Virginia and Maryland" Coffee House, to be known from 1744 onwards as "The Virginia and Baltic". This name was derived from the merchandise traded there which was mainly from the plantations of the American colonies and the Baltic.

The proprietors of the coffee houses, besides providing refreshment, issued newspapers and commercial information to their patrons. It was also quite usual for a saleroom to be on the premises where cargo was auctioned "by the candle": this practice meant literally that bids would continue until an inch of the candle had burnt itself out.

By 1810 the business required larger premises, so the "Antwerp Tavern" in Threadneedle Street was acquired and renamed "The Baltic". At this time tallow from the Baltic was the important trade, hence the choice of name. Primarily to control this dominant trade a committee of Baltic members drew up and published in 1823 the rules and regulations for the "Baltic Club".

This included a decree that a dining room and a saleroom be provided and "that wine, tea, coffee, chocolate and sandwiches be furnished in the coffee room". From this point onwards both the membership and importance of the Baltic Club grew steadily.

The tallow trade waned with the development of other forms of lighting, but the grain trade came to prominence. When grain was added to the Baltic's activities it could not have been envisaged that in time Britain would be compelled to import in ships most of its grain needs. Grain is now one of the major commodities in world trade.

In 1857 the Baltic bought "South Sea House" from the liquidators of the Royal British Bank. This building had been the headquarters of the Honourable Society of Merchant Venturers, trading to the south seas, and it was that society's coat of arms that the Baltic now adopted.

With the introduction of the steamship, the business of the Baltic enjoyed expansion throughout the rest of the century. Meanwhile the liner trade was also developing and in 1891 the London Shipping Exchange was founded to meet the needs of that trade. As time went on, both institutions found themselves in need of additional space and so a joint committee was formed to obtain suitable accommodation.

Jeffery Square in St Mary Axe was then purchased, and the present "Baltic Exchange" building was built in 1903. The main hall of the Exchange, known as "the Floor", was designed to provide a suitable meeting place for its members to fix cargoes for ships trading worldwide.

On 16th October 1951 The Maersk Company Limited, London joined the Baltic Exchange and has established itself over the years as a leading member on the exchange.

Brokers from the Chartering Department's office in City Road attend the Baltic daily to trade on "the Floor" and serve their clients worldwide. Information is continually flowing into the Exchange which the brokers feed to their clients to enable them to assess market movements.

A ship breaking down, the failure of a grain crop, the collapse of a currency or fluctuations in bunker prices are but a few events which could affect the decision whether or not to fix a vessel. It is therefore extremely important to be continually abreast of world events in order to get the best deal for clients in a fast moving market.

The ship's bell from the sailing ship "Ceres" dated 1729 is struck by the Superintendent to mark the end of the day's session.

The activities of the modern Baltic Exchange have been expanded to include air broking, and in recent years the introduction of futures markets has seen five such markets opening on the Exchange: BIFFEX (international freight futures), potatoes, soyabean meal, meat and grain. The modern Exchange thus combines a long and honourable tradition with an increasing diversity of activities and interests.

By ROBERT KENWARD, London

Horizontal Wells for the Tyra Field

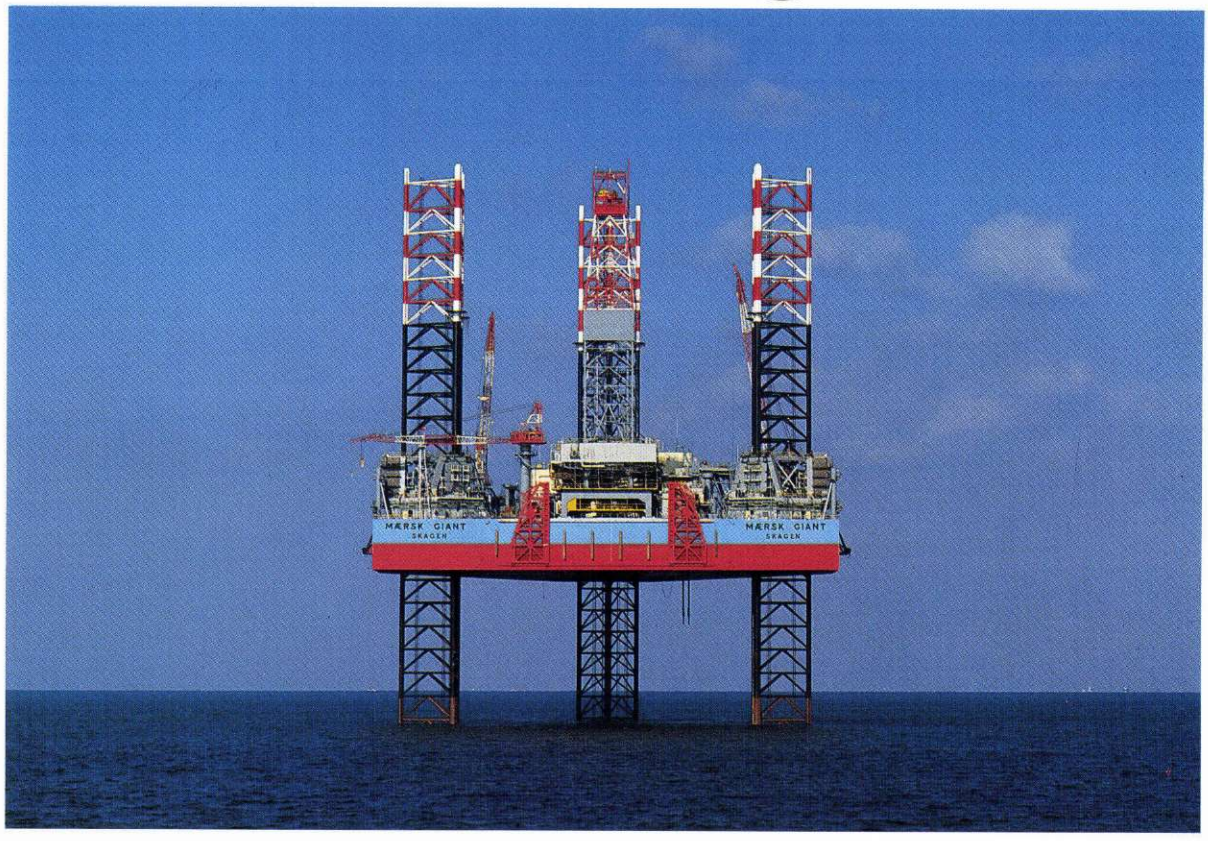
At Easter, the drilling rig, "SHELF DRILLER" started drilling the first of two new horizontal production wells in the Tyra Field, which is DUC's largest gas field. The special feature of these two new wells is that they are meant for production of the oil which is to be found under the gas in the field. It is the first time that DUC is drilling horizontally in the Tyra Field's oil formation. An ordinary vertical well, which went into production at the end of 1988, has functioned satisfactorily as an oil producer since that time.

The Tyra Field already contributes a great deal to Danish oil production, partly in the form of condensate, a light crude oil, which occurs naturally in the production of gas, and partly in the form of ordinary oil, which lies under the Tyra Field's gas reservoir. It is these oil-bearing formations which DUC are now attempting to further exploit.

Mærsk Olie og Gas announce that oil production from the DUC fields in the first quarter of 1990 has reached 1,385,000 tonnes. Of this, 218,000 tonnes of condensate and oil came from the Tyra Field, corresponding to more than 15% of the total oil production.

Until now, the "SHELF DRILLER" has been at work for DUC in the Kraka Field. The drilling operations, which are expected to take about 6 months, mean an investment for DUC of approximately DKK 165 million.

DUC starts drilling in Alma



The drilling rig "MÆRSK GIANT", which is now at work on the research well bore Alma-1, is one of the largest jack-up rigs in the world. The length of the legs is 156 metres.

In March, Dansk Undergrunds Consortium started on an exploration drilling in the Alma-structure, which is located in DUC's connecting concession area, approximately 6 kilometres north east of the Dan Field.

The storms in February delayed the arrival of the "MÆRSK GIANT" in the North Sea. Until recently, the drilling rig, which is one of the largest jack-up rigs in the world, has been at work off the coast of Australia. After the long journey from Australia to Holland on board a special ship, the rig had to wait for calmer weather for the last part of the journey, when it was towed into position in the North Sea.

It is the first time that DUC will be drilling in the Alma-structure, which is known only through seismic surveys. This is why it is impossible to know in advance whether there is any oil or gas in the underground. An exploration well like the Alma-1 is estimated to cost approximately DKK 75 million.

With the arrival of the "MÆRSK GIANT" in the North Sea, DUC now has no less than five drilling rigs at work there. Two rigs are working in the Skjold Field, the "MÆRSK EXPLORER" with water injection and the "WEST SIGMA" with new production wells. The "SHELF DRILLER" is at present in the Tyra Field, where two new production wells will be drilled. Finally, the "MÆRSK ENDEAVOUR" is occupied with new development drillings at the Dan Field.

Star-platform for Kraka

Dansk Undergrunds Consortium has now placed an order with Esbjerg Oilfield Services for another platform. The value of the order is estimated at approximately DKK 50 million. The platform is the Star type for the Kraka Field, where development started nearly a year ago with the installation of a template on the sea bed. Subsequently two horizontal production wells have been drilled and test production has been made.

The oil in the Kraka Field is, like that in the Dan Field, trapped in tight layers of chalk, and if anything, production conditions are even more difficult. That is why Mærsk Olie og Gas has decided to develop the field step by step. The use of horizontal well bores, which have given positive results in the Dan Field, as well as the development of the Star-platform, have been of the greatest importance to the initiation of production from Kraka.

The particular platform type – "Star" – has been developed by Mærsk Olie og Gas, with a view to the future satellite fields, that is to say, small unmanned platforms, which are connected by means of pipelines with an existing processing plant. The platform consists of a tubular column with room for six production wells. Installation in the North Sea can be done with the help of a jack-up drilling rig or a barge crain as opposed to the conventional platform types, the installation of which demands the help of a large floating crane.

At Esbjerg Oilfield Services, the work on the first "Star-platform" for the Dagmar Field is already well advanced. The large tubular column has a diameter of 3 metres and, together with 3 supporting legs, comprises the bearing construction of the platform. The total weight of the platform will be approximately 500 tonnes, on top of which there will be steel piles weighing about 400 tonnes to fix the platforms on the sea bed.

When the Kraka Field goes into production next year, the oil will be treated at the Dan Field, and the operation of the new field will also be supervised from there.

New development in the Gorm Field

In March, Dansk Undergrunds Consortium applied to the authorities for permission to a further development of the Gorm Field. According to the plan, 2-3 new wells are to be drilled in the field as early as this summer. In addition, there is a well to be drilled from an existing well, so that the deepest part of the well, from which the oil is produced, will have a new position in the oilbearing chalk formation.

Last year, purified water was pumped down into the Gorm Field's reservoir in order to balance the natural fall in production. Mærsk Olie og Gas achieved good results with this project, which included the drilling of numerous new wells. It is on the basis of this, that DUC now wants a further development of the field, so that water injection can be increased.

The plan is to utilise two of the new wells for the pumping down of purified sea water, while the third is to be used for the production of oil. At the moment, approximately 3,600 tonnes of water are pumped down into the Gorm Field each day. With the new wells and increased water injection, Mærsk Olie og Gas is counting on an extra production of approximately 3,000 barrels of oil per day during the first years.

The partners in Dansk Undergrunds Consortium, A.P. Møller, Shell and Texaco are to invest approximately DKK 160 million in the new well bores. In addition to these, a large water injection plant is being planned for the future Gorm F platform, now under construction. From here, from next year onwards, sea water will be purified and pumped to both the Gorm and the Skjold Fields.

Rounding up...

New edp company in the transport branch

Mærsk Data AS and D. Gjedsted-Jensen Data ApS, after many years of collaboration, have established a jointly-owned company under the name of KYROS ApS. KYROS ApS, which is located in Brædstrup near Horsens, has been established with a view to developing edp systems for the control and optimalization of international transport jobs.
Tasks, which have previously been handled by D. Gjedsted-Jensen Data ApS will be transferred and developed by KYROS ApS. The staff of D. Gjedsted-Jensen ApS have already been taken on by KYROS ApS. Dan Gjedsted-Jensen has been appointed Executive Vice President of the new company.

The agreement on the establishment of the new edp company KYROS ApS being signed by the Executive Vice President, Mr. Dan Gjedsted-Jensen and the Managing Director of Mærsk Data AS, Mr. Steen Hundevad.

The sculpture "LINDØ"

On 27th March, a sculpture by Professor Robert Jacobsen was placed at the entrance to the Lindø Shipyard. The sculpture has been named "LINDØ", and it has been dedicated as a token of gratitude to Mr. Mærsk Mc-Kinney Møller.
The sculpture is made of ship's steel, which has been cut out and welded by employees at the Shipyard, and it is a symbol of both the management's and the staff's confidence in the Shipyard's future. The Executive Vice President of the Shipyard, Mr. Kurt Andersen, the sculptor Robert Jacobsen and the Mayor of Munkebo, Mr. Palle Hansborg-Sørensen are seen here by the sculpture "LINDØ".

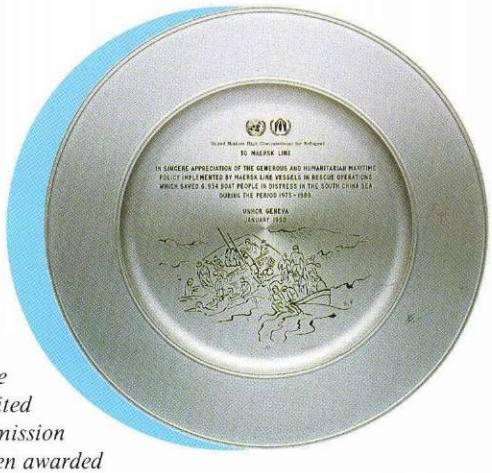
Thailand's Prime Minister at Esplanaden

Mr. Mærsk McKinney Møller welcomes the Thai Prime Minister Mr. Chatichai Choonhavan to Esplanaden.

On Friday, 9th March 1990, the Prime Minister of Thailand, Chatichai Choonhavan was a guest at the A. P. Møller's headquarters at Esplanaden.
In 1948, the Maersk Line was established in Thailand with a local agent. Three years later in 1951, the first Maersk office, the Maersk Bangkok Branch, was opened in Thailand.
Today, the Maersk Line transports every fifth container load freighted to and from Thailand, and the largest domestic container terminal in the country is owned by the Maersk Line.
The terminal is run by its subsidiary, Siam Shoreside Services Ltd., and the company also runs a haulage company which has about 80 lorries to transport the Maersk containers in Thailand.
In 1981, another company in the A.P. Møller Group, Rosti A/S entered into a joint venture partnership with the Thai plastic factory, Mala Chemical Industries Company Limited.
Chatichai Choonhavan's visit to the A.P. Møller headquarters contributes to the strengthening of business relations between Denmark and Thailand.

Rounding up...

MAERSK LINE honoured by UN



The commemorative plaque from the United Nations High Commission for Refugees has been awarded to the MAERSK LINE for the rescue of 6,954 Vietnamese boat people.

MAERSK FINLAND OY

For the last 16 years, the Maersk Line has been represented in Finland by OY Jacobsen Shipping Ltd. On 1st June, The Maersk Line established its own agency in Finland, MAERSK FINLAND OY, which is an independent limited company.

The previous owner's representative in Finland, Mr. Stig Andersen, has been appointed manager of the company.

MAERSK LINE – Asia/Europe

The 4th Asian Freight Industry Awards was held in Singapore on March 16, 1990 and Maersk Line walked away with the best shipping line award for the Asia/Europe category. This is the third consecutive year that Maersk Line has won this award.

The Asian Freight Industry Awards is an annual event organised by Cargonews Asia, a multimodal trade publication based in Hong Kong. Awards are won on the basis of a poll among the readers of Cargonews Asia which today has a readership of 11,200 in the Asia region.

This is the first time the presentation is being held outside of Hong Kong and the guest of honour in attendance was Mr. Ho Kah Leong, Singapore's Senior Parliamentary Secretary for Communications and Information.

Of the 19 awards given, Singapore companies and organisations captured no less than 9 awards. They include the Port of Singapore Authority (PSA), Singapore Airlines (SIA) and Singapore Airport Terminal Services (SATS).

Picture shows Tan Buck Seng, Europe Export Sales Manager, Maersk Singapore, receiving the award from Mr. Ho Kah Leong, the Singapore Senior Paliamentary Secretary for Communication and Information.

MAERSK MEANS QUALITY

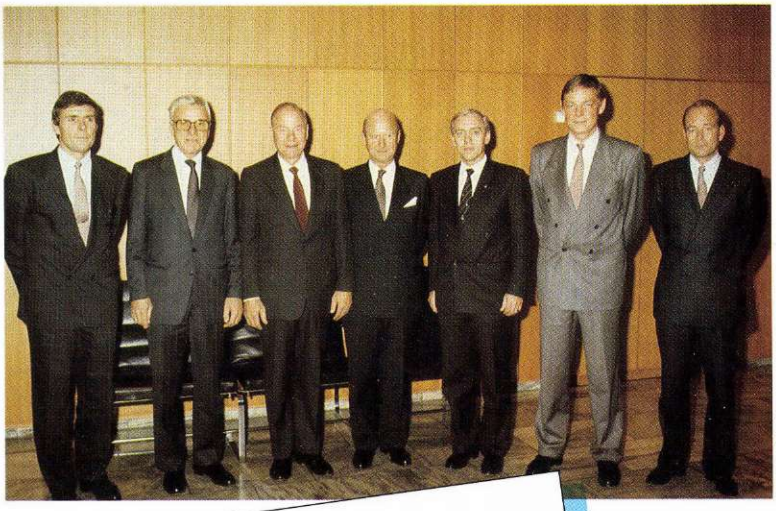
The decision to implement a co-ordinated quality process in the global Maersk organisation has previously been mentioned in Mærsk Post (September 1989).

The aim of the process is to improve Maersk Line's ability to meet new challenges and demands from the outside world as rapidly and effectively as possible, and thereby secure a leading position.

Quality is never accidental, on the contrary it is always the result of united efforts in the organisation. In order to be as well equipped as possible, all employees in the Global Maersk Line Organisation are to be trained in the concept of quality. The training is proceeding according to plan, and is expected to be concluded during the summer and early autumn of 1990, after which a series of concrete activities can be expected.

In order to support and coordinate the quality process, a separate organisation structure comprising one general and three regional steering committees, has been established. Furthermore, a large number of quality teams have been formed to implement the process locally.

The steering committees meet regularly in order to monitor the progress of the quality process and formulate guidelines, where these are necessary. In the picture, the members of the steering committee are seen at the adoption of the global quality policy, which was formulated in the following words:



MAERSK MEANS QUALITY

Maersk is totally committed
to provide defect-free service
meeting our customers' requirements
the first time, ... every time.

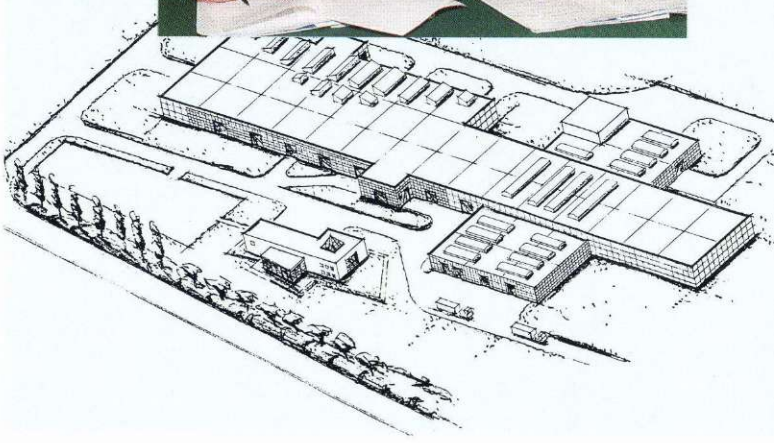
MAERSK

Work started on Mærsk building

On 28th March 1990, Mærsk Container Industry A/S signed a contract with the construction company, Rasmussen & Schiøtz Vest A/S for the building of a new factory and administration building for the container factory in Tinglev. Work started in April, and the new container factory will be ready in the autumn of 1990. The factory will be 16,000 square metres in area and the administration building 1,600 square metres, distributed over two storeys. The final production of containers will, if all goes according to plan, be able to commence at the beginning of the new year.

In the picture taken at the signing of the contract, can be seen the Executive Vice President of Rasmussen & Schiøtz, Mr. Peter Müller and the Chairman of the Board of Mærsk Container Industri A/S, Executive Vice President, Mr. Troels Dilling and far right is the Managing Director of Mærsk Container Industri A/S, Mr. Vagn Rosenkilde.

The sketch shows the plans of the container factory.



Awards for APMC

On April 10th, EXXON COMPANY, U.S.A announced that Atlantic Pacific Marine Corporation (APMC) has been named, "Inland Drilling Company of the Year 1989". Also, Exxon named APMC Rig 17, "Rig of the Year 1989". An awards presentation was arranged on board Rig 17, in which mr. Clyde Baldwin, drilling Superintendent – Exxon, New Orleans, presented plagues to company and crew.

APMC was selected from among 9 contractors that drilled either on land or in inland waters for Exxon during 1989.

The big photo shows from left G.J. Dartez, J. Loft, R. Callegan, APMC, C. Baldwin from Exxon and O.Z. Cooper, APMC.

JEP LOFT, APMC

The Maersk Korea office is located in the beautiful Citicorp Center Building.

MAERSK KOREA LIMITED

The A.P. Møller Group has, through Maersk Line, established an agency in Seoul, Korea.

On 1st April, the Maersk Line entered into a joint venture project with Mr. E. Sun Lee, the Chairman of the Board of Worldwide Maritime Company Limited.

The company will do business under the name MAERSK KOREA LIMITED. The manager of the company in Korea is Mr. Sigurd Erlendsson. MAERSK KOREA LIMITED does business in Seoul and has an office in Busan.

From the reception in Seoul.

Personalia

ESPLANADEN


1

25 Years Anniversary

1. C. Henrik Søndergaard Runebo
   1 August

THE FLEET


1


2


3


4


5


6


7


8


9


10

40 Years Anniversary

1. Captain
   Poul Martin Lausten
   19 July
2. Captain
   Hans Christian Hansen
   22 July

THE FLEET

25 Years Anniversary

3. Chief Engineer
   Henrik Rosholm Poulsen
   29 July
4. Radio Officer
   Indru Rijhumal Bhavnani
   1 August
5. Chief Enginer
   Hans A. Koustrup Mortensen
   2 August
6. Radio Officer
   Jean Victor Wittemberg
   7 August
7. Chief Steward
   Per Bech Nielsen
   9 August
8. Chief Engineer
   Ole Teddy Knudsen
   10 August
9. Chief Officer
   Poul Erik Hansen
   28 September

Retiring

10. Maskinchef
    Helmer Rud Rasmussen
    30. juni

THE YARD


1


2


3


4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8


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THE YARD


10


11


12


13


14


15


16


17


18

40 Years Anniversary

1. Frede Mikkelsen
   17 August
2. Kaj Lauritz Larsen
   14 September

25 Years Anniversary

3. Peder Immanuel Hermansen
   29 June
4. J. McCorkindale
   29 June
5. Orla Frank Larsen
   6 July
6. Preben H. Petersen
   3 August
7. J. Meyburg
   3 August
8. Otto Poul Kildegaard
   10 August
9. Johannes Nielsen
   10 August
10. Aleks Johs. Lindh Henriksen
    18 August
11. E. Brask
    31 August
12. Kaj Herlev Christensen
    7 September
13. Peer Mostrøm
    7 September
14. Poul Juul Winther
    14 September
15. Kjeld Hansen
    21 September
16. Aage Walther Otto
    21 September

THE YARD

Retiring

17. P.M. Christensen
    31 August
18. Bent Bødker
    30 September

ORGANISATIONS ABROAD


1


2


3


4


5


6


7

25 Years Anniversary

1. Liu Wai Leung, (Hongkong)
   29 May
2. Hu Wen Hsien, (Hongkong)
   17 June
3. Jørgen Damgaard Nielsen, (New York)
   22 June
4. Poul Erik Dam, (Jeddah)
   1 August
5. Jørgen Hammelsvang Madsen, (Schveningen)
   1 August
6. Cheung Fat Sang, (Hongkong)
   2 September
7. Choi Chue, (Hongkong)
   14 October

DISA


1


2

25 Years Anniversary

1. John Michelsen, (Herlev)
   30 July
2. Tormod Olsen, (Herlev)
   13 August

ROULUNDS


1

25 Years Anniversary

1. Erling Pedersen
   2 August

Obituary

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

Henrik Hjort
ROULUNDS
3 February

Conni Rasmussen
DISA
4 March

Poul Thode
The Yard
7 March

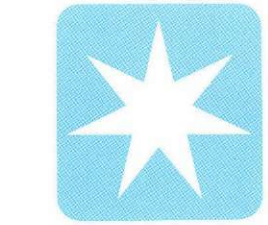
Verner Christian Hansen
ROULUNDS
15 March

Ole T. Grønnegaard
The Yard
25 March

Knud E. Nielsen
The Yard
27 March

Egon Christensen
DISA
30 March

Thierry Bracq
MCC (Mercantile Europe) N.V.
20 May



MÆRSK

On Saturday, 31st March, Her Majesty Queen Margrethe christened the container vessel No. 126 at the Lindø Shipyard.