

# MAERSK POST

3/1992





Cover:  
*Hectic activity in the Dan Field this summer.*

# MAERSK POST

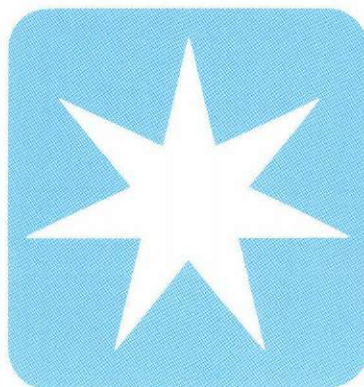
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Our shipping operations are experiencing hard times. The half-yearly statements of the Shipping Companies now being published confirm this.

Freight rates for crude carriers are at rock bottom and also rates for product tankers are unsatisfactory, while market conditions for gas-tankers and bulk carriers are less than desirable. Although container services in general are managing to hold their own, they are not making those extra profits which can be held in reserve for a rainy day and the same applies to supply vessels and drilling rigs.

All in all, there are sound reasons for making an all-out effort to improve our total performance, and not least to reduce our costs – all kinds of costs.

Charity begins at home.

Productivity – that is to say, our own productivity – can be improved. The Shipyard has succeeded and continues to succeed in doing so, as indeed do those categories of personnel in the associated industrial companies popularly called “blue collar” workers. Our ships have also managed to improve productivity and the number of crew members has constantly been reduced. But in general, little headway has been made in improving performance on land among the so-called “white collar” workers, where there is a tendency to assume that productivity improvement is something for the “blue collar” workers and possibly other “white collar” personnel, but not for us.

At the Shipyard, however, progress has also been made among the “white collar” workers. It has almost become a competitive sport to increase productivity systematically in all areas, “white” as well as “blue”, and the reason for this is simple – it is a question of survival.

Everyone else ought to learn from this.

At Esplanaden as well as elsewhere, a systematic improvement plan is being initiated, and each staff member ought to accept the fact that this applies not only to other people's working areas, but also to his own. We must succeed in dramatically increasing our productivity, and we must reduce our costs. A corresponding drive to improve productivity should also be initiated in the affiliated activities and companies, as well as in the entire organisation abroad. Many working patterns exist only because of inherited tradition, or because there was once a good reason for them, which is no longer relevant. We can manage much better without many of the restrictive practices and systems we have inherited. But if our efforts are to succeed, it is vital that we all – not least executives at all levels – really involve ourselves in the work and encourage and inspire each other.

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On the brighter side, evidence of initiative continues. Mærsk Olie og Gas, after protracted negotiations, has achieved its objective of securing the oil concession for a 3,500 square kilometre area offshore Qatar. This will entail a great deal of work, but Mærsk Olie og Gas is well equipped for the task ahead. It is indeed gratifying that Mærsk Olie og Gas enjoys a reputation and adequate respect to make it possible to obtain this concession. It reflects positively on our name – and also on Denmark.

MÆRSK MC-KINNEY MØLLER





## Christening of two more vessels in the series

On Saturday 23rd May, newbuildings nos. 138 and 139 – the fourth and fifth in a series of six container feeder vessels – were christened at the Lindø Shipyard. Mrs. Kirsten Møller, wife of Vagn Lehd Møller, Senior Vice President in A.P. Møller, christened “CLARA MÆRSK”, and Mrs. Ingelise Høg, wife of Ole Høg, also Senior Vice President in A.P. Møller, then christened “CLIFFORD MÆRSK”.

### The little difference

Although the two vessels are sister vessels, they are not entirely identical. A.P. Møller has exercised its option to extend the length of the vessel on “CLARA MÆRSK”, so that the vessel can carry more than 1,300 container units, measured in twenty-foot equivalents compared to the 1,200 units on “CLIFFORD MÆRSK”. Deadweight tonnages are 25,000 and 23,000 tons respectively. A more detailed description of the vessels can be found in Mærsk Post 1/1992.

“CLIFFORD MÆRSK” is under the command of Captain Frank Neergaard Bjerg, with Lars Munch Nielsen as Chief Engineer. “CLARA MÆRSK” is commanded by Captain Joen Peter Mortensen, with Lasse Bokmand as Chief Engineer.

### In service

Both newbuildings have now been delivered to the A.P. Møller Group and have gone into service on their new routes as feeder vessels in the West African service.

The West African ports are now covered by four brand new sister vessels, “CHASTINE MÆRSK”, “CHARLOTTE MÆRSK”, “CLIFFORD MÆRSK” and “CLARA MÆRSK”, which ensure efficient forwarding of container cargoes via the transshipment port of Algeciras in Spain on a weekly basis. ■







*At the moment there are no less than three rigs in the Dan Field.*

## Hectic activity in the Dan Field

The Dan Field is Denmark's largest oilfield. It was discovered in 1971 and put into production in 1972 as the first oilfield under A.P. Møller's concession in the North Sea. In this, the twentieth year after the start of production, the Dan Field is the centre of hectic activity, which will continue throughout the summer with the express aim of increasing oil discoveries.

### New investments

Over the next five years the partners in Dansk Undergrunds Consortium (DUC), A.P. Møller, Shell and Texaco will invest about DKK 4 billion in the expansion programme, which is being carried out by DUC's operator, Mærsk Olie og Gas AS.

Apart from the installation of two STAR platforms, of which the second was completed on schedule in July, the expansion programme in the Dan Field also involves the drilling of 25 new wells, including numerous horizontal wells.

Not only will new water injection wells be drilled, but several of the existing wells will be converted to water injection wells. A special innovation is a water injection model, where horizontal injection wells are combined with horizontal production wells. This is a new technique for the increase of oil production from the chalk strata, a technique which is, not only from a Danish but also from an international point of view, unique to Mærsk Olie og Gas.

### Status

Up to now (22nd July, Ed.), six of the projected wells have been drilled and at the moment there are no less than three

rigs in the Dan Field by the Dan F platform, i.e. "MÆRSK EXPLORER", which as a recently converted hotel platform houses the installation staff, as well as "SHELF DRILLER" and "WEST SIGMA", both of which are occupied with drilling the horizontal production wells.

The day to day crew of the Dan Field for the maintenance of operations is about 45 men. Of these, eight are involved with catering, two with administration and the rest are foremen, technicians and roustabouts. In addition, about 90 persons are at present occupied on the new installations. The majority of these have quarters on "MÆRSK EXPLORER", which will remain in the Dan Field as a hotel platform until September.

The high level of activity is expected to be maintained for the rest of 1992 and the whole of next year.

### The future

The project is expected to ensure a further 125 million barrels of oil, or approximately 17 million tonnes, from the Dan Field. Current production from the field amounts to about 47,000 barrels of oil a day, or the equivalent of almost 6,500 tonnes. With this, the Dan Field is responsible for about one third of DUC's current total oil production, which amounts to about 600,000 tonnes of oil per month. ■

*In addition to the standard crew of about 45 people, there are at the moment about 90 additional persons working on the new installations.*

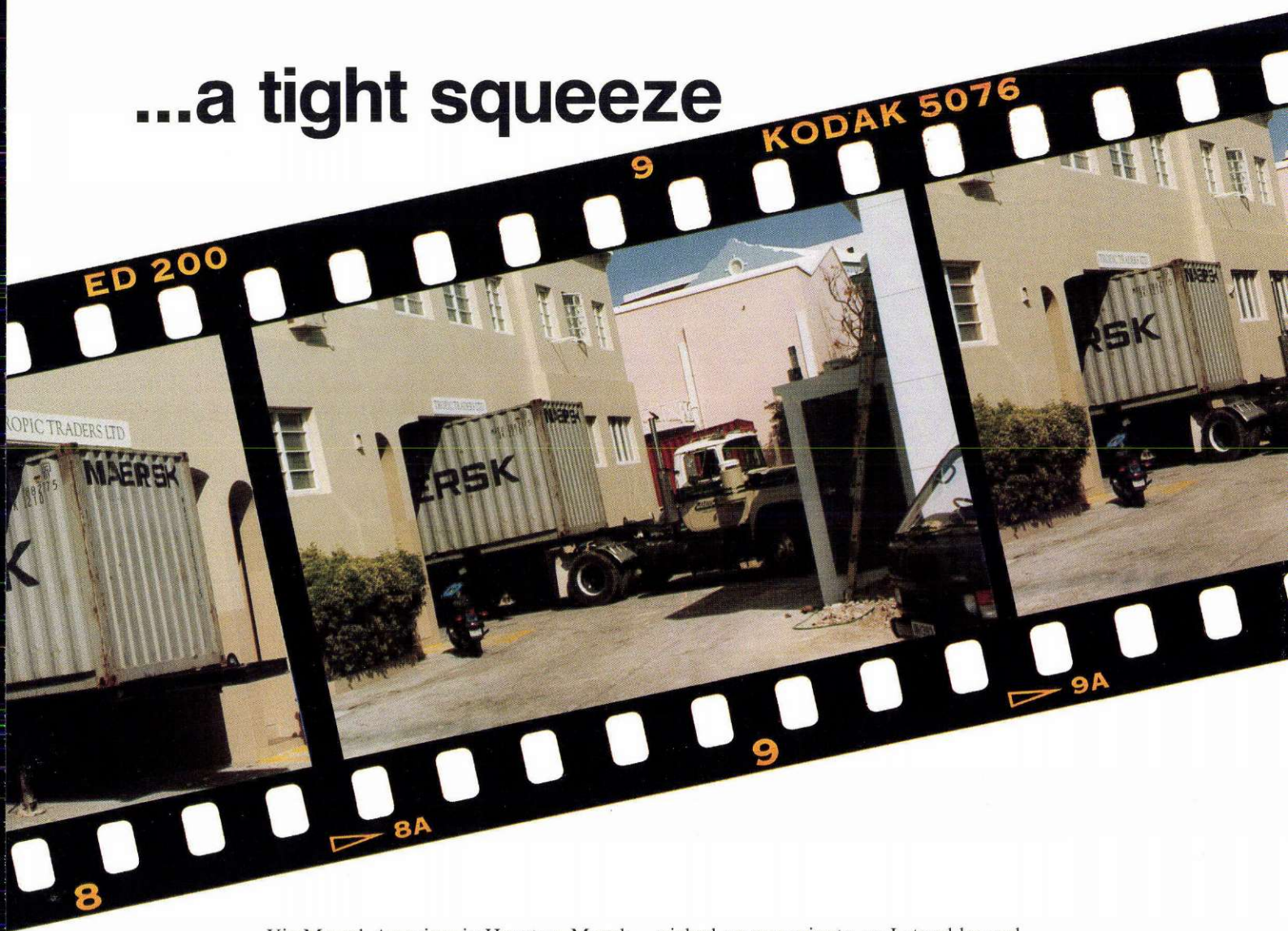








## ...a tight squeeze



Via Maersk Americas in Houston, Mærsk Post has received a series of photos from H.H. Outerbridge, Container Ship Management in Bermuda.

Mr. Outerbridge sent the following comments with the photos:

"Returning from lunch back on March 3 last, I spotted a Maersk container at Tropic Traders' warehouse next door, and the tightness of the fit under the covered entrance to the warehouse made me decide to run for my camera to get a picture to add to my collection of "tight squeezes".

Shortly after taking the photograph, I learned that the container was going to be

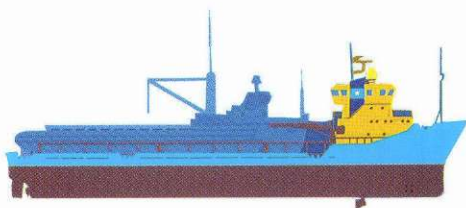
picked up any minute, so I stood by and recorded the tractor truck performing the tight manoeuvre of removing the container from the warehouse – made more difficult as a result of the Esso gas station expanding in area as a result of rebuilding.

Attached is a set of ten photos, which you will, I expect, find quite interesting. I have to say the local truck driver impressed me by his ability to manoeuvre the cab unit in such a way to take the container out with ease. I fully believe that the driver is most appreciative of power steering." ■









The illustration shows the 82,5 metre long "MÆRSK FRONTIER", compared with A.P. Møller's first supply vessel, "MÆRSK SUPPLIER".

# The largest of its kind in the world



On 4th June 1992, the A.P. Møller Group took delivery of newbuilding no. 227 from the Ulstein Shipyard A/S in Ålesund, Norway. The vessel, "MÆRSK FRONTIER", is a platform supply vessel (PSV) and the first in a series of four. "MÆRSK FRONTIER" was christened by Mrs. Kirsten Fjeldgaard, wife of Kjeld Fjeldgaard, Executive Vice President for Production, Mærsk Olie og Gas AS.

## Types of supply vessels

Roughly speaking, supply vessels can be divided into two categories depending on what they are used for.

The first type, a combined vessel, is equipped with a winch for towing large structures like drilling rigs. This type is often supplied with oil pollution-prevention and fire-fighting equipment, and consequently such vessels are also used as standby vessels at production platforms and drilling rigs.

The second type of supply vessel, a platform vessel, has a huge cargo capacity (in-

cluding tank capacity for liquid cargoes) for the transportation of supplies and materials to the offshore industry.

## Concentrated capacity

"MÆRSK FRONTIER" falls into the second category, and with her huge quarterdeck measuring 910 square metres, and her 4,650 tons deadweight, she is the largest platform supply vessel in the world.

Apart from "MÆRSK FRONTIER"'s "own" tanks, which include fuel and ballast tanks necessary for the running of the vessel, there are 33 special tanks below deck. These make it possible to transport, for example, both brine and fresh water, fuel for the running of the drilling rigs, drilling mud and oil solvents. Stainless steel tanks with separate discharging gear can carry chemicals, primarily methanol. The tanks which carry the drill mud are equipped with a kind of mixer, which works at a precise speed to keep the mud moving in order to

maintain the required consistency during transportation from land to the rig.

The mud is discharged through compressed air hoses from a compressor plant or through pumps which can pump out mud at a rate of 75 cubic metres per hour, and water at a rate of 250 cubic metres per hour.

## Efficiency and flexibility

The vessel's two Bergen main engines generate 7,200 BHP, providing a service speed of 15 knots when fully loaded. There are two shaft generators, and "MÆRSK FRONTIER" is able to operate super-economically on one engine; the generator of this one engine provides power for the second generator, thereby enabling the vessel to maintain a speed of 11 knots. Manoeuvrability, which is of great importance when loading or discharging at platforms or rigs, is ensured by two propellers and a total of four thrusters, of which one can be lowered and rotated in the direction required.





*"MÆRSK SUPPLIER" from 1967.*

*The new supply vessel is a Platform Supply Vessel. Altogether, the quarterdeck measures 910 square metres.*



Not only the running of the vessel, but also most of the cargo handling is fully-automatic – the only exception is, in fact, the coupling and uncoupling of the hoses on deck, which is still carried out manually. Otherwise, loading and discharging is done via the computerised system installed on the bridge, and this serves all tanks and valves on board. Whenever there is any change in cargo composition, the cargo computer records the change and provides data on the new load condition.

#### **Crew**

The accommodation on board is practical and almost spacious, with 14 individual cabins each with a separate bathroom, two six-berth cabins for passengers, as well as a galley and a common room. In addition, the vessel has a large reception area, which can be utilised if "MÆRSK FRONTIER" is employed as a rescue vessel, an occupation for which she is fully prepared. The number of crew members has been fixed at nine – the captain,

chief engineer, first officer, first engineer, four seamen and cook.

"MÆRSK FRONTIER" is commanded by Captains Hans Hafgarn and Henry P. Petersen, with Olaf West and Svend Appel as Chief Engineers.

#### **The first task**

"MÆRSK FRONTIER" went directly from the shipyard on a two year contract with Mærsk Olie og Gas AS, which operates the vessel from Esbjerg to the oil installations in the North Sea. At the moment there is hectic activity in the area, including the expansion of the Dan Field and the hook-up of new STAR-platforms. "MÆRSK FRONTIER" sails about two trips a week from her base in Esbjerg to the oil fields in the North Sea.

#### **A special anniversary**

With the building of "MÆRSK FRONTIER", the largest PSV in the world, Mærsk Supply Services is coming down heavily in favour of a new supply vessel

category, with which the firm has previously not been particularly involved. This record is most appropriate as it coincides with the twenty-fifth anniversary of the first supply vessel ever registered under the Danish flag – and the Maersk-blue flag. The vessel concerned was "MÆRSK SUPPLIER" from the Roland Shipyard in Germany in 1967.

Since then, Mærsk Supply Services has been in a state of constant and dramatic development, a situation which will hopefully continue with even more efficient and competitive types of supply vessels. ■



# 100,000,000 beer bottles from Denmark to Spain

In June, Holmegaard Glasværker A/S (the Holmegaard Glassworks) started on the production of 100 million beer bottles, which are to be filled with Carlsberg beer brewed under licence in Spain and sold on the home market. The bottles are produced in Fensmark near Næstved, and the photo shows the loading of one of the 1,000 forty-foot containers which Maersk Line will transport to Madrid, Seville, Malaga and Valencia.

It may sound surprising that the bottles have not been produced at one of Spain's

## Three in a row

Port Rashid in Dubai and Jebel Ali, which is located 35 km down the coast are the two most important ports in the United Arab Emirates.

Over the years, both ports have been widely-utilised hub-ports for connections via feeder vessels to the northern parts of the Gulf, Iran, Pakistan, India, Oman, Yemen and East Africa. Together, the two ports are expected to reach a throughput of 1,700,000 TEUs in the course of 1992.

### Maersk changes terminal

Maersk Line calls at both ports, and is an

# Maersk Line reaffirms its position in Nigeria

Maersk Line Nigeria once again reaffirmed its position as the foremost shipping line in Nigeria when, on 18th June, its exclusive terminal located in the Apapa port complex was commissioned. This terminal is the first to be built by a shipping line operating in this country in the West African sub-region. The investment involved exceeds Naira 45 million (about \$2.5 million).

The terminal is currently equipped with two 32-tonne toploaders, forklifts, truck-heads, chassis and other essential gear to supplement the Nigerian Port Authority's equipment. A wellstocked repair shop has also been built to take care of repairs and maintenance.

With the connection of the terminal to Maersk's global communication network, equipment management, including the prompt delivery of appropriate information to customers, will be further improved.

In his speech of welcome at the commissioning ceremony, the Managing Di-



*Mr. Awoye unveiling the commemoration plaque while Mr. P. Rasmussen and Mr. H. T. Andersen watch with interest.*



many glassworks. The reason is that Carlsberg beer is sold in green bottles, and the Spanish glassworks only produce brown or transparent glass. As well as being the largest dry cargo booking that Thor Jørgensen A/S has ever received, the transportation of the bottles represents an important factor in Maersk Line's rapidly expanding inter-European service. ■

*A total of 1,000 containers will transport the many beer bottles from Denmark to Spain.*



important customer with a throughput of over 250,000 TEUs this year alone. On average, a Maersk container vessel calls daily at one of the two ports. If all goes according to plan, from August this year all Maersk Line activities will be concentrated in Jebel Ali in order to make use of the new facilities and growth potential in this port. The photo shows "TORBEN MÆRSK", "THORKIL MÆRSK" and "MAERSK CLEMENTINE" in July. ■



rector, Mr. Henrik T. Andersen, emphasised that the investment in modern equipment would guarantee a smooth operation and would provide our customers with high quality service.

The epoch-making inauguration ceremony was presided over by Mr. A.A. Awoye, Managing Director of the Nigerian Port Authority, and present on the occasion were Mr. Poul Rasmussen, Regional Manager for East/West Africa, Chief E.A.O. Shonekan CBE, Chairman and Director of Maersk Line Nigeria Ltd, Mr. A. B. Sarumi, Apapa Port Manager and other top government officials. ■

LUCIE THOMPSON





# Maersk in South India



Maersk Line's association with South India dates back to 1950, when one of its liner vessels first called at the Port of Cochin.

Today, Maersk India Private Limited, which in August 1990 took over as General Agents for Maersk Line in India, has established service acceptance at virtually all the major ports and inland locations in India, thereby offering the Indian trade total coverage of this vast country.

For commercial and administrative reasons, the Indian subcontinent has been divided into four regions – namely North, South, East and West. In this article, we intend to concentrate on the Southern region, and whet the reader's appetite to find out more about India.

## The region

South India is the geographical salient, jutting out of the Indian sub-continent into the Indian Ocean and flanked by the Bay of Bengal and the Arabian Sea. The entire Southern peninsula with its scenic coastline extends from Cape Carnorin at

the southernmost tip to the Deccan Plateau in Central India, interspersed with temples, rivers, forests and flora and fauna which maintain the ecological balance.

South India comprises the Indian states of Karnataka, Tamil Nadu, Andhra Pradesh and Kerala, each with its own history, cultural heritage, language, scripts and ethnic differences. The grandeur and pomp of the Emperors and Kings who ruled these states prior to Independence is evident from the regal splendour of the palaces and monuments which adorn them. The world-famous dance forms of Bharat Natyam, Kathakali, Kuchipudi and Odissi find their origin in the South.

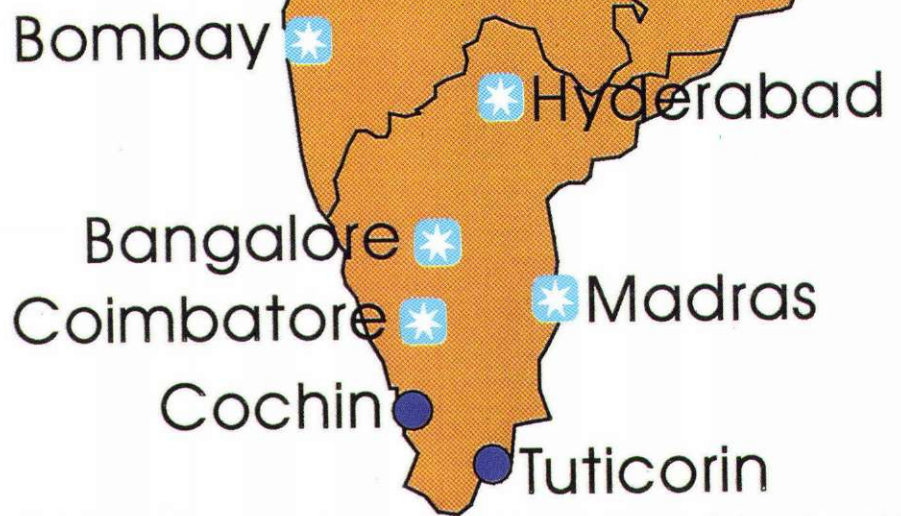
The region is rich in minerals, especially iron ore and manganese. Furthermore, spices, condiments, silk, coffee, coir (the prepared fibre of the husk of the coconut

*The top photo shows the staff of the Maersk office in Madras. Below is the building in which the Bangalore office is located.*

*"ELSE MÆRSK" was our first liner vessel in India.*







fruit, used for making matting, rope etc) and cashewnuts are just a few of the agricultural products of the region. With such a vast coastline, it is only natural that marine products form a sizeable percentage of the exports of the region. Madras, the capital of Tamil Nadu, with

India's first fully fledged container port, is the gateway to exotic South India. Other important ports in the region are Cochin, Visakhapatnam and Tuticorin. The Inland Container Depots (ICD's) at Bangalore, Hyderabad and Coimbatore are linked to the exit port by an extensive railway network, one of the largest in the world.

#### The trade

The entire southern region has tremendous potential for the export of a variety of commodities ranging from dry bulk to break bulk and containerised, including refrigerated, cargo. Garments, cotton yarn, tobacco, coffee, leather, granite, cashew and ossein are some of the major containerised dry commodities exported from the region, whereas marine products such as lobsters, shrimps, cuttlefish, squid etc, are the main reefer exports from Cochin, Tuticorin, Visakhapatnam and Madras. Imports into the region comprise mainly machinery, chemicals, resins and cashew kernels.

#### Maersk in South India

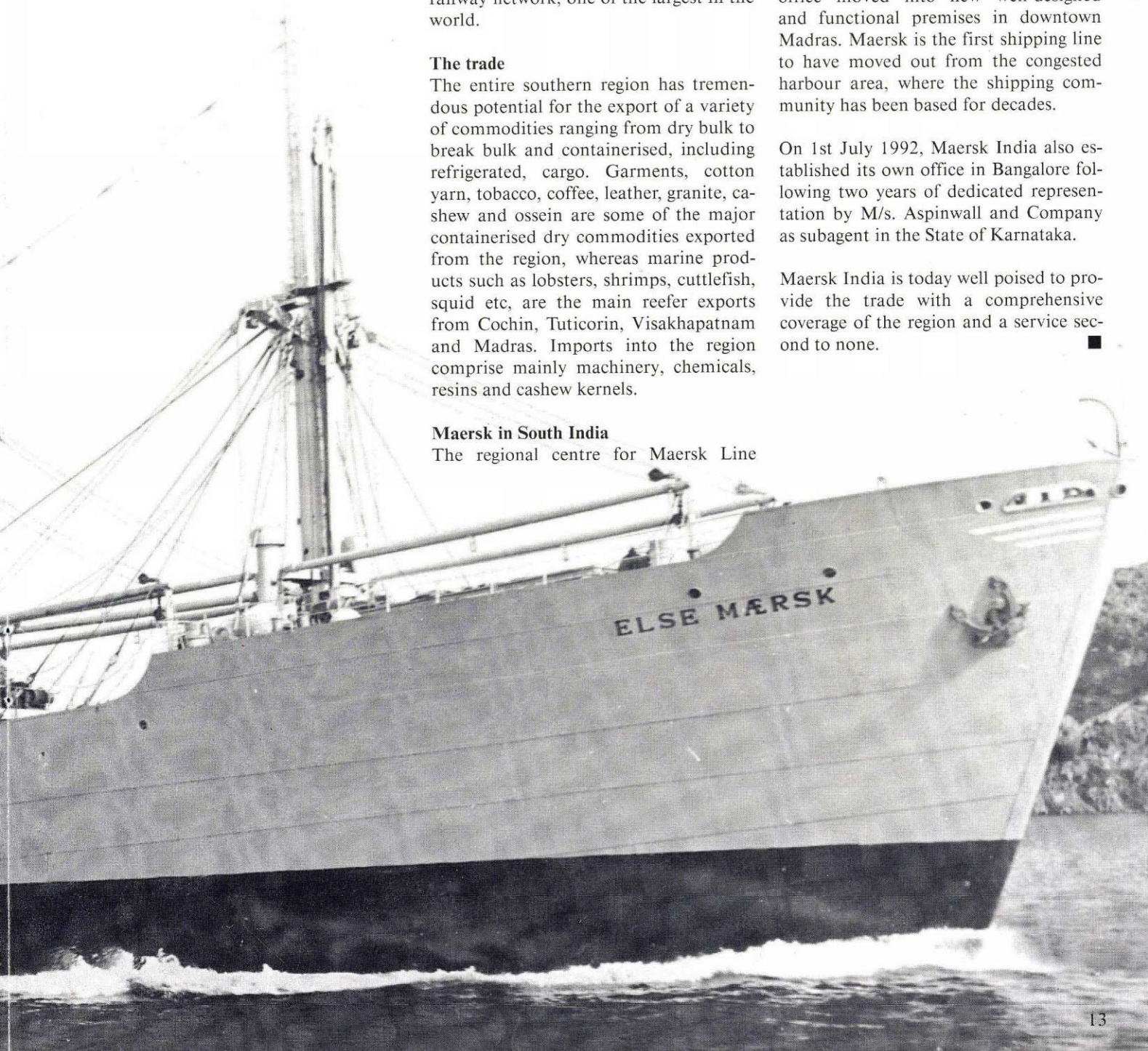
The regional centre for Maersk Line

activities in South India is Madras which, by virtue of its strategic location, has the potential to develop into a major transshipment and hub-port for shipping lines.

On 14th July 1992, the Maersk India office moved into new well-designed and functional premises in downtown Madras. Maersk is the first shipping line to have moved out from the congested harbour area, where the shipping community has been based for decades.

On 1st July 1992, Maersk India also established its own office in Bangalore following two years of dedicated representation by M/s. Aspinwall and Company as subagent in the State of Karnataka.

Maersk India is today well poised to provide the trade with a comprehensive coverage of the region and a service second to none. ■





# Maersk Oil in Qatar

*On June 22 in Doha, Qatar, Maersk Oil Qatar AS, an affiliate of Mærsk Olie og Gas AS, signed an agreement with the Qatari government for exploration and production of oil in an area of approximately 3,500 square kilometres in the Arabian Gulf.*

*Oil has previously been proven in the area, but mainly in tight, thin chalk reservoirs, which are difficult to produce from. As conventional production methods are not well-suited for such reservoirs, Maersk Oil will draw upon its experience of similar conditions in the North Sea in the work now to be commenced to ascertain the possibilities for commercial production.*

*Maersk Oil Qatar AS, as operator, will be responsible for the practical work in connection with exploration and evaluation, which will be co-ordinated with the Qatari state oil company, Qatar General Petroleum Corporation (QGPC).*

*Upon ratification of the signed agreement by decree of HH the Emir of Qatar, Maersk Oil Qatar AS will commence operations, which in the first phase will comprise seismic surveys and a number of wells, etc.*

The above is the press release from 22nd June 1992, but what exactly went on beforehand, and how did Mærsk Olie og Gas become involved with oil exploration and production in Qatar anyway?

Even though we tend to associate Mærsk Olie og Gas with the North Sea and Dansk Undergrunds Consortium (DUC), Mærsk Olie og Gas has been involved in oil exploration outside Denmark for several years. At the moment there are exploration projects going on in Germany, Algeria and Thailand, but evaluation of other areas of potential interest elsewhere in the world is constantly being carried out.

## The normal course of events

The whole business usually starts when Mærsk Olie og Gas and other oil compa-

nies are invited to take part in a briefing on a specific project.

## Evaluation

Based on the briefing, Mærsk Olie og Gas makes a technical evaluation of the field. In order to supplement the data already supplied, all available information on the geological conditions and on the area in general is gathered from sources all over the world.

## The economical side

If the technical evaluation is positive, the next step is an appraisal of the economics of the project, where the anticipated income from potential production is compared with the estimated investment involved. A significant factor in this connection is the formal invitation to submit the tender documents, which include a contract form. The most important part of a contract form states the conditions for reaching an agreement, either in the form of a licence agreement or a production sharing agreement. In simple language, a licence agreement means that the licence holder pays for the right to exploit the concession area in the form of royalties (money). On the other hand, a production sharing agreement means that the produced hydrocarbons (oil and/or gas) are shared between the parties in accordance with an agreed formula.

## The tender

The next step in the process is a tender from the licence applicant. The tender, which fills numerous ring binders, is usually divided into three parts:

- The first part covers the tender itself, with a work programme for the period, the licence holder's financial obligations and other conditions.
- The second part is in the form of an appendix with our technical evaluation and assessment of the area, as well as an explanation of the basis for the calculations.
- The third part contains legal comments on the draft contract, as well as the general legal assumptions.



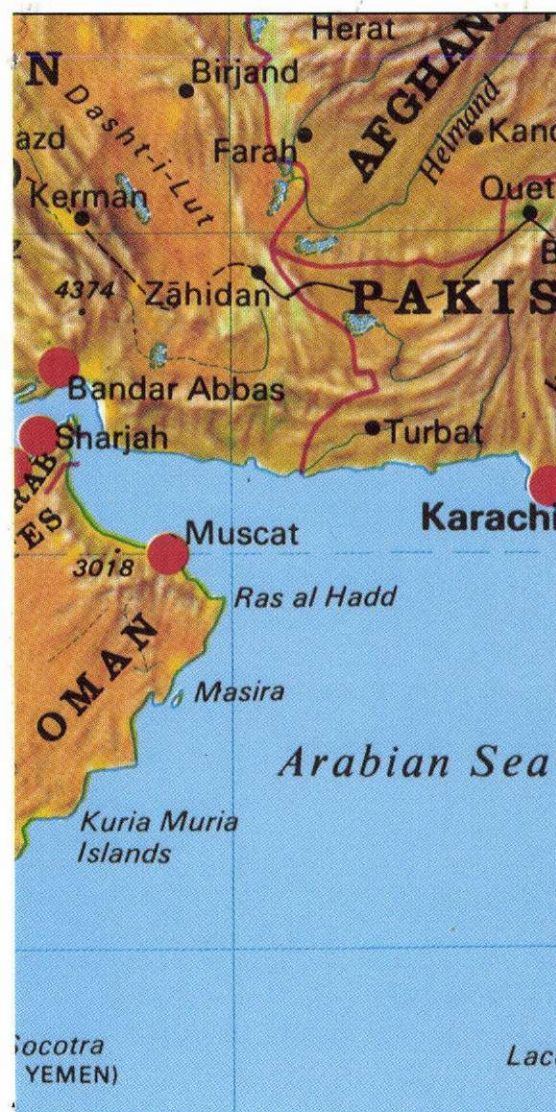
## Facts and Figures

Qatar is located on the Arabian Peninsula with borders to the United Arab Emirates and Saudi Arabia. The Qatar peninsula covers an area of 11,437 sq. km. The country is an independent emirate ruled since 1972 by HH Sheikh Khalifa bin Hamad Al-Thani. Qatar is a member of the Cooperation Council for the Arab States of the Gulf (CCASG) together with Saudi Arabia, the United Arab Emirates, Kuwait, Bahrain and Oman.





*The agreement between Qatar General Petroleum Corporation and Maersk Oil Qatar AS was signed on June 22.*



The climate in Qatar is arid tropical with high temperatures and high humidity in the summer period in July-September. The winter period goes from January to March with average temperatures of 10-20 degrees C. The population is estimated at 350-400,000 people, of which the major part are migrant workers. The currency is the Qatar Riyal with a currency exchange rate of 1 USD = 3.64 QR.

If the tender is found to be of interest, contact is made with a view to a more detailed negotiation of the tender document.

If mutual agreement is reached, the negotiations will eventually end with a formal concession agreement.

#### **The Qatar case**

In the case of Qatar, it all started in May 1991, when the interested parties, including Mærsk Olie og Gas AS, met with representatives from the Qatari state oil company QGPC in Doha.

Here they were briefed on Block 5, which lies offshore Qatar and contains a proven occurrence of oil, the extent of which is unknown as yet.

The oil lies in a known geological structure above the North Field, which is one of the largest gas fields in the world. This gas field is being developed by other companies.

#### **The evaluation process**

On the basis of this briefing, Mærsk Olie og Gas performed an initial evaluation of the existing occurrence of oil and the exploration potential.

The evaluation of Block 5 showed that the oil is present in rather complicated geological conditions, trapped in reservoirs in the chalk strata, more or less in the same way as in the Danish North Sea. The expertise which Mærsk Olie og Gas has accumulated through work with horizontal wells and water injection in the North Sea means that we also have a good chance of achieving efficient oil production in Qatar despite the difficult geological conditions.

In the evaluation the formal comprehensive tender material from QGPC, including the draft contract for the concession agreement, played an important part. The contract for Block 5 is based on a production sharing concept, according to which Mærsk Olie og Gas is to share any future oil production with QGPC.

#### **The bid**

This was submitted by Mærsk Olie og Gas to the authorities in Qatar in Sep-

tember 1991. After review and evaluation of our bid, including a comparison to other competitors' bids, negotiations commenced in December 1991 and continued until March '92.

#### **Acceptance from Qatar**

In April, Mærsk Olie og Gas received QGPC's acceptance of its tender. Then, detailed negotiations relating to the exploration and production sharing contract began, and lasted the whole of May and part of June.

Finally, the agreement was ready for signature. This occurred in Doha, the capital of Qatar, where HE Dr Issa Ghanim Al-Kuwari, Minister of Emiri Diwan Affairs and member of the board of QGPC, and shipowner Ib Kruse from Mærsk Olie og Gas and a partner of A.P. Møller, signed the agreement. It was later ratified by HH the Emir, Sheikh Khalifa bin Hamad Al-Thani, on July 13.

#### **New company**

Mærsk Olie og Gas has already established a new company, Maersk Oil Qatar AS, to manage the Qatar interests.

Mr Svend Aage Andersen from Mærsk Olie og Gas' Exploration Department has been appointed Resident Manager in Qatar, and other staff – legal, financial and technical – have also been selected. Maersk Oil Qatar will be the operator, and will consequently be responsible for the practical work in connection with the exploration and evaluation of Block 5. As previously mentioned, the occurrence of oil has already been confirmed in the area, but the evaluation of its actual extent, along with an assessment of the possibilities of commercial production of the oil, will take some time to carry out, and will depend on the carrying out of seismic surveys of the area and the drilling of wells. Hence, it is not expected that Block 5 will actually produce oil for several years.



# Obituary

Robert Kenward, UK Mærsk Post correspondent since 1987, died on July 4th at the tragically young age of 39.

He joined The Maersk Company Limited from the General Council of British Shipping in 1987.

We all miss his cheerful presence, his willing assistance and his example of courage in his long battle against his illness.

Our sympathies go to his widow and young daughter.





SHETLAND

LERWICK

## A good catch in the Shetlands



*"MAERSK  
EURO QUINTO"  
during one of her  
calls at Lerwick.*

In the year 1469, King Christian I of Denmark married off his daughter to King James III of Scotland. As a pledge for her dowry which amounted to 60,000 guilders, the bridegroom received the islands of Orkney and Shetland.

Denmark, however, has never redeemed the pledge.

### **An important customer**

Today, the Danes are back on the Shetland Islands – in the form of Maersk Line's feeder vessel, "MAERSK EURO QUINTO", which is the first ever container vessel to call at Lerwick to load cargoes of frozen fish. It all started in January when during the very first call at the islands, 700 tons of mackerel bound for Spain and Japan were taken on board.

Our customer in the Shetlands is the frozen-fish factory Shetland Catch, which is part-owned by the suppliers, the fishermen. Shetland Catch handles a total

of 20,000 tons of fish a year, and is consequently one of the largest frozen-fish factories in Great Britain. The products are herring and mackerel, which are landed in Lerwick by local fishermen as well as by trawlers from the Scottish mainland, Ireland and Norway. Commercial fishing is seasonal; herrings are caught during the period June to September, mackerel from October to March.

### **Then and now**

Previously the fish, after being frozen was transported in containers via Ro/Ro vessels (roll-on/roll-off) from Lerwick to Aberdeen for onward transportation to the loading port, but because of weight restrictions on the Scottish country roads, the containers were not put to optimum use.

Nowadays, Maersk Line's feeder service calls at Shetland Catch's quay on a regular basis, in the shape of "MAERSK

EURO QUINTO", which was built in 1982 and is ideal for the North Sea fishing industry. The feeder vessel has a capacity of 352 TEUs (twenty-foot container units), of which 105 are reefer containers, and the vessel is equipped with her own crane for loading and discharging at ports which do not possess such gear.

On arrival at the terminal in Lerwick, "MAERSK EURO QUINTO" unloads the empty reefer containers onto the quay, and they are then immediately filled up with frozen fish on pallets. Each container can take about 25 tons of fish. When the loading is completed, the containers are hoisted by the vessel's crane on board the feeder vessel again, and she sets off for Rotterdam. Here, the containers are reloaded onto the large container vessels on the Europe – Far East service for forwarding to their final destination. ■





## International Transport & Logistics Fair in Paris

Maersk France participated for the third consecutive time in the annual transport exhibition held in Paris 7th - 10th April.

The stand, which was built as a miniature stem of a Maersk vessel, received many compliments for its innovative de-

sign. A total of 14,670 people visited the exhibition. An increase of 20% compared to last year.

During the exhibition, both Streamline and MagicFax facilities were demonstrated via on-line screens placed in front of the Maersk stand.

Many new contacts with French importers and exporters were established, and great interest in our new products, such as LOGit and EDI (Electronic Data Interchange) was shown, by both potential and existing customers. ■



## New correspondent

Mærsk Post welcomes Ms. Karin Sturm, Maersk Deutschland, as the new local correspondent for Germany. ■



*From the reception in Abidjan in June.*

## Maersk sails weekly from Abidjan

On June 3rd 1992, to celebrate the introduction of the new weekly export service from Abidjan, Maersk Côte d'Ivoire invited 350 guests, including customers and representatives of several authorities, to a reception at the Hotel Sofitel.

The guest of honour at this reception was the Minister of Transportation, Equipment and Tourism for the Ivory Coast, Mr. Adama Coulibaly. Mr. Eddy Wouters, General Manager of Maersk Côte

d'Ivoire made a speech in which he emphasised the fact that the competitiveness of West African products on international markets largely depended on the availability of regular, high-quality ocean liner services. In this connection, Maersk Line's additional calls will certainly provide welcome extra transportation facilities. The Minister, in his reply to Mr. Wouter's speech, expressed his great satisfaction at the obvious signs of confidence in the country's

economic development demonstrated by A.P. Møller. He expressed the hope that the future would bring an even closer collaboration between the countries of Denmark and the Ivory Coast.

In the picture from the reception in June are, from right to left, Mr. Lars Kastrup, Sales Manager Maersk France, Mr. Adama Coulibaly, Minister of Transport, Equipment and Tourism, Mr. Eddy Wouters, Maersk Côte d'Ivoire, and Mrs. Tania Wouters. ■



## Another Quality Award for Roulunds

At a ceremony in Seville on 23rd May 1992, Roulunds, along with several other important suppliers, was presented with General Motors' "Q.S.P. Award". On the same occasion, Roulunds was also named "Supplier of the Year 1991".

The award is presented as a mark of appreciation of Roulunds' long collaboration with both General Motors and Saab in connection with disc brake pads.

Roulunds has previously received several awards, including two Q1 Awards from Ford for the delivery of V-belts for both cars and agricultural machines.

ELSEBETH BASTHOLM



*The official Award from General Motors to A/S Roulunds Fabriker.*

*The photo shows Vita in front of newbuilding "CLARA MÆRSK" at the Shipyard.*



## Newbuilding anniversary

Stewardess Vita Lund Pedersen has once again, and for no less than the 25th time, done a wonderful job of cleaning one of A.P. Møller's newbuildings. The anniversary was in July with the taking over of "CLARA MÆRSK".

Vita Lund Pedersen's first newbuilding was "ELISABETH MÆRSK", which was delivered in 1980.

## New representative office in PRC

A new Maersk representative office, to take care of our business interests in the Province of Fujian, was opened in Xiamen on 8th July 1992. With its rapidly developing infrastructure, Xiamen has placed itself amongst the fastest-growing industrial cities in China, while at the same time being able to maintain close links with the outside world. The office in Xiamen is the seventh Maersk representative office in the People's Republic of China. The other six are situated in Beijing, Nanjing, Dalian, Shanghai, Guangzhou and Tianjin.

PATRICK SUN

*Maersk is widely represented in the People's Republic of China.*







*The many participants from Mærsk this year.*

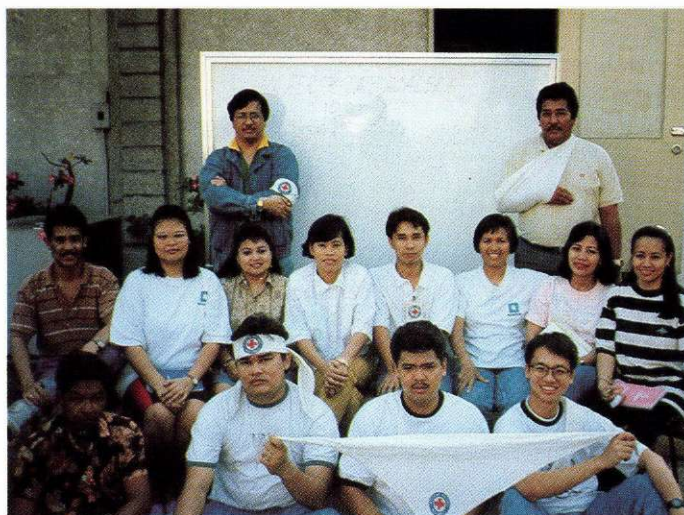
## Jutland West Coast Race 1992

For the twelfth time in succession, Mærsk Athletics Association took part in the annual local West Coast Race in Esbjerg. This year there were almost 9,000 entries, which was a record.

The race was run through beautiful scenery, and the two different routes of 9.2 kilometres and 4.6 kilometres made it possible for the whole family to take part.

It has become a tradition for Mærsk Athletics Association to send a team to the race, and from the first team of eight, the number of participants has grown to 225 this year.

The final placing for the Mærsk team was a well-deserved 5th place. After the physical efforts of the race, the Athletics Association were hosts at a picnic lunch. ■



*The result of the first group's efforts can be seen in the photo. All participants passed with flying colours.*

LYDIA B. CERVANTES

## First aid in the Philippines

February 1992 marked the formation of the first ever Red Cross first aid team at the Maersk-Tabacalera Shipping Agency (Filipinas) Inc. The event took place at a seminar conducted by two "first-aiders" from the Philippine National Red Cross. Partici-

pants at the seminar were specially selected staff from each department, and those staff members who were not selected the first time are looking forward to taking part in future seminars so they too can become certified "first-aiders". ■

## Induction training in Taiwan

The Maersk organisation in Taiwan comprises four companies, Maersk Taiwan Ltd. (Shipping Agency), Mercantile Consolidators Co., Concord Holdings Ltd., and Kwai Soong Transportation Ltd.

In order to help new staff members to get used to the new environment, a "new staff seminar" is held at reg-



*Seminar participants standing in front of "LA" terminal after a tour of the vessel on 26th Jun*



## Prizes for Mærsk

On the 50th anniversary of DRFB (the Danish Ship-owners' Association's Sports Club), the Mærsk Athletics Association was cheeky enough to run away with no less than three victories – in badminton, ladies' and men's team handball. At a reception



ular intervals. The three-day seminar gives the new recruits a thorough briefing on the A.P. Moller Group and the Maersk Taiwan group of companies, as well as an introduction to office regulations, company policies, the various Maersk systems, the Quality programme and the Shipping School. Naturally, a tour of the office premises and terminals is also included and, when it can be arranged, a visit to a Maersk vessel. ■



## New trucking station in Thailand

On 26th April 1992, an official religious inauguration ceremony was held at the Maersk Group Thailand's new ICD (Inland Container Depot)/Trucking Station. Present on the occasion were Mr. P.K. Miller, General Manager of Maersk Bangkok Branch, and his wife. The new yard is an extension of about 16,000 square metres to the existing truckyard, providing space for

81 truckheads and 100 chassis for Siam Shoreside Service's fleet of trucks.

The truckyard is located immediately adjacent to the main highway. It has the capacity to store 1,000 TEUs at any one time, and will also be used for container repairs and maintenance. ■

SUTINEE VANACHART

*Maersk truckheads lined up at the new trucking station.*

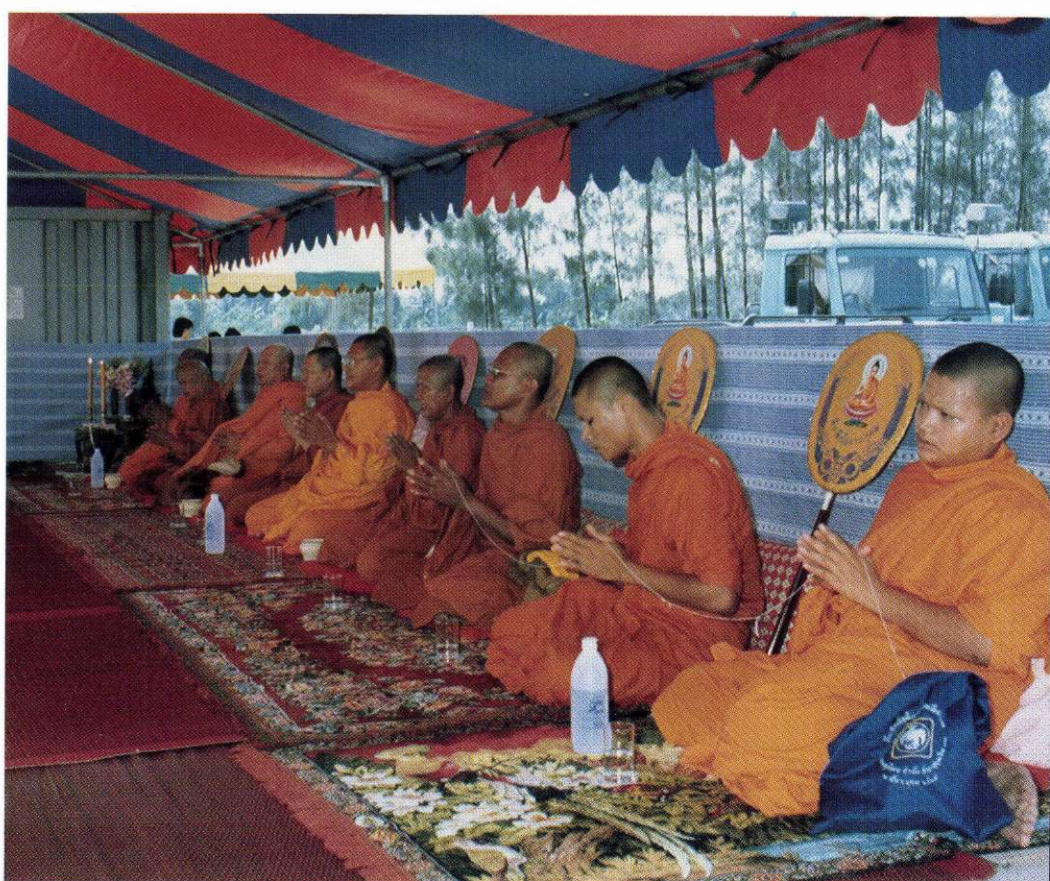
*Buddhist monks presiding over the religious ceremony.*



*"RS MAERSK" at the Keelung 1992.*

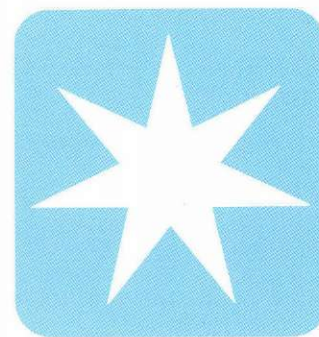


held by the President of the Danish Shipowners' Association Sports Club, Hans Levi, representatives of the Mærsk Athletics Association were presented with three ship's bells as their prizes. The photo shows from right to left: Hans Levi, DRFB, Malene Larsen, Lennart Qvist and Peter Brask, all from Mærsk. ■





# Personalia



## ESPLANADEN

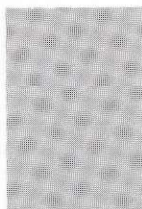


1

### 25 years anniversary

1. Runa C. Jaworski  
1 December

## THE FLEET



1



2



3



4



5



6

### 40 years anniversary

1. Captain Ole Kristensen  
1 November

2. Captain Niels Juhl Westergaard Jensen  
1 November

### 25 years anniversary

3. Chief Engineer Niels Kofoed Hansen  
2 November
4. Captain Carsten A. Nielsen  
12 November
5. Captain Stefan Knudsen  
21 November
6. Captain Adolf Sand Wegeberg  
6 December

## THE YARD



1



2



3



4



5



6



7



8



9

### 40 years anniversary

1. Børge Christoffersen  
2 October
2. Christian T. Schneider  
23 October
3. Knud Aage Christensen  
20 November

### 25 years anniversary

4. Bent Skytte Pedersen  
11 September
5. Ole Knudsen  
2 October
6. Erik Bang Andersen  
9 October
7. Arne Hansen  
9 October
8. Erling Westphalen Hansen  
9 October
9. Torben Hyre  
9 October



10



11



12



13



14



15



16



17



18

10. Palle Bjørn Larsen  
9 October

11. Leo Wølding  
16 October

12. John Larsen  
23 October

13. Erling Herlöv Jensen  
23 October

14. John Carlo Jensen  
23 October

15. Ove Bent Jensen  
13 November

16. Hans Jørgen Ibsen Sørensen  
13 November

17. Niels Børge Hansen  
13 November

18. Kurt Ejler Pedersen  
20 November





19



20



21



22



23



24



25



26

19. Jørgen Helge Mortensen  
27 November

20. Niels Egeberg Mortensen  
27 November

21. Bent Christensen  
27 November

22. Svend Aage Laustsen  
4 December

23. Palle Dewet Madsen  
4 December

24. Niels Kolle Christensen  
4 December

25. Poul Chr. Mortensen  
11 December

26. Poul Nielsen  
11 December

## EJENDOMSSELSKABET LINDØ A/S



1

### 25 years anniversary

1. Børge B. Berthelsen  
15 November

## ORGANISATIONS ABROAD



1



2

### 25 years anniversary

1. Lee Hang Fai  
Brigantine Services Ltd.  
Hong Kong  
28 September

2. Lo Hon Sheung  
Brigantine Services Ltd.  
Hong Kong  
18 November

## MÆRSK DATA



1

### 40 years anniversary

1. Benny Milling  
9 October

## ROULUNDS



1



2

### 40 years anniversary

1. Gert Lühr  
24 November

### 25 years anniversary

2. Bente Christensen  
2 November

### Obituary

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

Ib Jørgen Ubbesen  
Maersk Air  
9 March

Svend Erik Pedersen  
BUKH  
7 May

Ebenezer E. Ikumere  
Maersk Line Agency Nigeria Ltd.  
5 June

Niels E. Olsen  
The Yard  
23 June

Bienvenido T. Cabuhat  
Mercantile Ocean Maritime Co.  
(Filipinas) Inc.  
1 July

Robert D. Kenward  
The Maersk Company Ltd. London  
4 July

Erik Stausgård Sørensen  
Maersk Container Industri  
10 August





**MÆRSK**

