

MÆRSK POST 2/1994



Cover: The successful restoration of the frigate JYLLAND was celebrated on 24th

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Volume 33, No. 2 June 1994 ISSN 0904-7093 Reproduction permitted with acknowledgement of source The Annual Shareholders' Meeting of Dampskibsselskabet af 1912 A/S was held at Esplanaden in Copenhagen on 5th May 1994, and of A/S Dampskibsselskabet Svendborg at Mærskgården in Taasinge on 6th May 1994.

The shareholders stated their satisfaction with the result for 1993 and expressed their thanks to the staff. I am happy to pass on these sentiments here.

In his verbal statement to the shareholders the Chairman, Mr. Mærsk Mc-Kinney Møller, inter alia made the following remarks regarding 1994:

"We have good hopes as regards the liner activities despite a weak start, fierce competition and a large global increase in the container vessel fleet.

The tanker markets are still characterized by imbalance between supply and demand of tonnage - especially crude which has experienced a very low market during the first four months of 1994.

Markets for drybulk and panmax vessels are somewhat better, while car carriers are affected adversely, especially due to Japan's reduced car exports.

Our activities within drilling rigs and supply vessels are affected negatively by a reduction of exploration activities, particularly in the North Sea, due to the low oil prices.

All told, for the time being the result of the shipping and drilling rig activities in 1994 is expected to be lower than in 1993.

We hope - and expect - that the production of oil and natural gas will be maintained at the record level of 1993, but the very low oil prices will have a negative effect on the result of the oil and gas activities.

As previously mentioned, the dollar rate continues to be an uncertain factor."

The somewhat weak start and the rapid expansion in several areas make extra demands on our organisation and on our systems.

Extra efforts are necessary, not only concerning sales, but also with regard to costs, particularly within the liner activities which have not developed as expected. Our systems must be expanded and tightened on an ongoing basis, and made even more efficient - having the relevant facts and figures at our fingertips is essential in order to react fast and achieve success in making the necessary adjustments and improvements in efficiency.

I hereby appeal to everyone in the Mærsk organisation: the goal for 1994 is still to do at least as well as last year - a tough challenge, but also an appropriate one.

JESS SØDERBERG



DISTINGUISHED FAMILY WISIT IN HONG KONG

H.M. The Queen, with Prince Joachim, Henrik Zeuthen and Claus Hemmingsen, in conversation with Captain Ib Storm on the bridge of LOUIS MÆRSK.

In February 1994, Her Majesty Queen Margrethe visited Maersk Hong Kong Ltd., where her son Prince Joachim is working as a trainee.

Henrik H. Zeuthen, Prince Joachim and Claus V. Hemmingsen showed the Royal visitor, her Lady-in-Waiting and the Danish Consul General in Hong Kong around Modern Terminal Ltd., at which Maersk Line vessels call on average more than once a day, as well as the terminal office where Prince Joachim was working at the time.

Queen Margrethe and her party also visited the container vessel LOUIS MÆRSK, where Captain Ib Storm and his crew welcomed them on board and showed them around the vessel, including the bridge, the radio room, the captain's own quarters and other crew quarters. Afterwards, tea was served in the officers' mess.

Her Majesty was impressed by the scope of Maersk Line's operations in Hong Kong, and before her departure conveyed her thanks to all involved for having given her an excellent impression of Prince Joachim's and the Maersk organisation's daily working environment.

Belina Chick



Her Majesty Queen Margrethe inspects her son's daily workplace at the terminal office in Hong Kong. AB

uring the period between the end of January and the end of April 1994, the Odense Steel Shipyard has accomplished the separate christenings of three newbuildings in a series of advanced container feeder vessels for A.P. Møller.

The vessels are an extended version of CHRISTIAN MÆRSK, the last in a previous series of six container vessels delivered in 1991/92.

The newbuildings are 190 metres long and 28 metres wide. Each vessel has ten separate holds and with a draft of 10.3 metres a total container capacity of 1,500 TEUs, of which up to 164 can be 40' reefer containers. Fully loaded, the service speed of the vessels is approximately 19 knots or about 35 kilometres per hour.

In order to facilitate manoeuvring in ports and narrow waters, each of the vessels is equipped with side propellers fore and aft, and on deck there is a 35-ton crane for handling containers and hatch covers in those ports which do not have their own facilities.

Since all operations on the newbuildings are fully automated; the machinery is monitored by a computerised alarm system and the bridge is arranged so that it can be operated by one man, the vessels have been approved for service with a crew of eight.

All three vessels have gone into service in the trade between West Africa and Algeciras in Spain, where they are replacing three of the

smaller C-type vessels, CHASTINE MÆRSK, CHARLOTTE MÆRSK and CORNELIA MÆRSK, which have been transferred to the service between North America and South America.



The sponsor of CAROLINE MÆRSK, Mrs. Margaretha Kamprad, with the Managing Director of the Odense Steel Shipyard, Kurt Andersen, and Mr. Ingvar Kamprad.



Mr. Ted C.W. Huyboom, Mr. Marc F. Goedhart, Miss Francesca Bakker, Shipowner Ib Kruse, Mr. Dirk Goedhart, the vessel's sponsor, Mrs. Caroline Goedhart and the Managing Director of the Lindø Shipyard, Mr. Kurt Andersen.



The Managing Director of the Odense Steel Shipyard,
Mr. Kurt Andersen, His Excellency Chief E.A.O. Shonekan,
the vessel's sponsor, Chief (Mrs.) Margaret Shonekan, the Captain,
Poul Buchholz Hansen and the Chief Engineer,
Ken Povlsen.

The Christenings

On 20th January 1994, Odense Steel Shipyard's newbuilding no. 151 was christened CAROLINE MÆRSK by her sponsor, Mrs. Margaretha Kamprad, wife of Mr. Ingvar Kamprad, the founder of the furniture stores, IKEA.

The vessel's home port is Faaborg and she is commanded by Captain Jørgen V. Frederiksen with Karl Johan Frigaard as Chief Engineer.

The next namegiving ceremony was on Saturday, 26th February, when Mrs. Caroline Goedhart, wife of Mr. Dirk Goedhart, Managing Director of Corporate Forwarding, Philips International BV, christened the Shipyard's newbuilding no. 152 CLAES MÆRSK.

The new vessel is the first in the history of A.P. Møller to bear this name. She is named after Claes Nielsen, who was a shoemaker in Dragør (where CLAES MÆRSK has her home port) and the greatgreat-great-great-greatgrandfather of Mr. Mærsk Mc-Kinney Møller.

CLAES MÆRSK is under the command of Captain Bent Rüsz Jensen with Johannes Johannesen as Chief Engineer.

The third and final christening took place on 16th April 1994 when Chief (Mrs.) Margaret Shonekan gave newbuilding no. 153 the name CECILIE MÆRSK. Mrs. Shonekan is the wife of His Excellency Chief E.A.O. Shonekan, shareholder and Member of the Board of Maersk Nigeria.

CECILIE MÆRSK's home port is Sønderborg, and at present she is the only vessel in the A.P. Møller fleet to have this home port. The Master is Poul-Buchholz Hansen with Ken Povlsen as Chief Engineer.

The large photo shows CECILIE MÆRSK on her way through Odense Fiord on a hazy morning in spring.







250 specially-invited guests took part in the festivities in Ebeltoft when His Royal Highness Prince Henrik, in his capacity of patron of the Independent Institution "Fregatten JYLLAND", took possession of the newlyrestored frigate. Mr. Mærsk Mc-Kinney Møller handed over the vessel on behalf of the A.P. Møller and **Chastine Mc-Kinney Møller Foundation.**

he handing over ceremony took place on 24th March 1994 in typical Danish spring weather, that is to say, a mixture of sunshine, rain and winds so strong that the signal flags on the main mast flapped wildly.

His Royal Highness Prince Henrik and Mr. Mærsk Mc-Kinney Møller arrived before noon, in order to have time to thank the employees from the Lindø Shipyard for their fine

restoration work on inscribed

Before the rest of the party arrived for

the frigate over the the persons concerned in the restoration was presented with a memento from the Frigate Institution in the form of a ship's bell mounted on wood with a brass plate inscribed "With thanks for your good workmanship" and the person's name.

lunch at the neighbouring Hotel Ebeltoft Strand, His Royal Highness

Prince Henrik and Mr. Mærsk Mc-

Kinney Møller were shown around the vessel and given details of the restoration work by the Mayor of Ebeltoft, Mr. Christian Rose, who is also Chairman of the Board of the Independent Institution "Fregatten JYLLAND", the Project Manager, architect Bernt Kure and the Master Carpenter, Peder Hansen from Lindø.

The Mayor, Mr. Christian Rose, welcomed the guests to the luncheon and Olaf Olsen, the State Antiquary, told them the story of last 5 years. Each of how, before the A.P. Møller Foundation had come into the picture with considerable practical and financial support, it had been suggested that the frigate be sunk in deep waters without too many shipworms, with a view to lifting it again in a few hundred years. The Danish Minister of Defence, Mr. Hans Hækkerup, took as the starting point of his speech the special days of celebration for the Danish Fleet, and stated that he was convinced that in future 24th March would certainly be one of them. The Chairman of the Board for the organ-isation "Friends of the Frigate JYLLAND", Mr. Finn Askgaard, was the last of the speakers and conveyed his personal thanks to







FESTIVITIES AND FLAGS...

both His Royal Highness Prince Henrik and Mr. Mærsk Mc-Kinney Møller. The Head of the Independent Institution "Fregatten JYLLAND", Mr. Jørgen Petersen, was also heartily thanked for his efforts in realising the restoration project.

After lunch, the guests strolled along the promenade, cheerfully lead by the band of the Prince's Life Guard Regiment. On the way, the party drew to a halt to observe the corvette, PETER TORDENSKIOLD, which fired a salute in honour of the frigate JYLLAND from Ebeltoft Vig (creek). Immediately afterwards, an answering salute was fired from the frigate's cannons, and the entire surrounding area was cloaked in smoke. The maritime connection was further emphasised by the drums of the Royal Naval Corps, which played from the gangway.

The official handing over ceremony.

From the gun deck of the JYLLAND, the Chairman of the Board of Directors of the Independent Institution "Fregatten JYLLAND" and Hofmarskal (the Danish Royal Chamberlain) Mr. Søren Haslund-Christensen, welcomed the guests on board and reviewed the history of the frigate and the long road back to honour and dignity. The official handing over was then performed by Mr. Mærsk Mc-Kinney Møller. His speech included the following remarks:

The keel of the frigate JYLLAND was laid at Nyholm in 1857.

In 1862, the finished vessel joined the Danish fleet, and two years later JYLLAND played an honourable part in our last naval battle.

Many tales have been told about this skirmish, but the following, which was sent to me by an interested party, is probably new to most of you.

The writer of the letter informed me that when he was a child, he had visited Nyboder in Copenhagen and had met "Trumpeter Lund", who as a boy had been trumpeter on board JYLLAND during the Battle of Helgoland. One day, he been perched on the old trumpeter's lap, while he listened to a story from olden times:

"We were sailing along, and suddenly the Commodore said: Boy, blow the signal, "enemy in sight", so I sounded the alarm "enemy in sight". Then the Commodore said: Boy, blow the signal "clear the ship for action". So I blew "clear the ship for action". Then the Commodore said: Boy, blow for prayers. So I blew for prayers, and we all knelt down and put ourselves in God's hands. Then the Commodore said: Boy, blow the attack. So we started to shoot, and then she was in flames."

Denmark stood alone at that time. It was only at sea that we could manage; on land, the enemy's forces were superior. But it is worth noting that even though we lost a lot of our territory, we never lost our self respect, or indeed the will to defend ourselves again at any time it should become necessary.

Nowadays, we can rejoice in the fact that we again have a defence that we need not be ashamed of. As a partner in NATO, neither are we alone.

Since JYLLAND left the fleet in 1908, she has tempted an uncertain providence, a fact of which, despite the efforts of several people, we Danes have no need to be particularly proud.

But the frigate has been reborn and is now in good condition. She will not, however, be capable of maintaining herself in this condition in the future, so it is good to know that there exists a fine institution with an enthusiastic patron and an energetic leader in Mr. Petersen as well as sound backing from the Danish public to make sure that she is well looked after. JYLLAND must never again be allowed to fall into ruin. We must not neglect to maintain her.

If I should express one wish today, then it should be that the frigate may remind us Danes for a long time to come of our history and urge us always to preserve the strength of will to defend ourselves and our lovely country, whatever the efforts and whatever the cost demanded of us.

A little more than five years ago - on 14th January 1989 - I presented Your Royal Highness with the confirmation that the A.P. Møller and Chastine Mc-Kinney Møller Foun-

dation would pay for the radical restoration of the frigate JYLLAND and that the Odense Steel Shipyard would undertake the necessary work. I drew your attention to the fact that it would take a long time, but promised to hand over the newly-restored vessel to the Prince on 1st April 1994. The handing over is seven days early. I apologise for the lack of precision. It is all my fault. I overlooked that 1st April was Good Friday."

The Patron, Prince Henrik, gave the Foundation his thanks and conveyed a personal thank you to Mr. Mc-Kinney Møller for the donation, whereupon three hearty cheers were given for the frigate JYLLAND.

The rest of the afternoon was spent in a thorough inspection of all the impressive details above and below deck and specially-brewed "Frigate Beer" was served on the Orlop deck.

The entire event received a great deal of publicity from press photographers and other representatives of the media, including a direct report on Danish television in the afternoon as well as a feature on the television news in the evening.

Readers are invited to recall earlier articles in Mærsk Post on the frigate JYLLAND:

Mærsk Post 1/1989, p.25:

The Frigate JYLLAND's future is secured

Mærsk Post 4/1990, p. 19:

The Frigate JYLLAND

Mærsk Post 3/1991, p. 9:

A whif of wood and tar

Mærsk Post 2/1992, p. 19:

The Frigate JYLLAND at boat show



The brand new equipment is ready to serve the Indian

NEW FREIGHT STATION

Saturday, 7th May 1994, when the first ever line-dedicated Container Freight Station was inaugurated, was a red-letter day in the history of Maersk India. The Honourable Chief Minister of Maharashtra, Sharad Pawar, was guest of honour at the ceremony, which was attended by over 500 local dig-

nitaries and businessmen, including Shipowner, Mr. Per Jørgensen, Chairman of Maersk India Private Ltd., Mr. L.M. Thapar, General Manager, Mr. Gert Andersen and Directors, Mr. Vagn Lehd Møller and Mr. Flemming Ipsen.

The Container Freight Station, which is the first of its kind in the Indian private sector, was established in response to the need for an integrated facility for handling containerised export cargo. The CFS, which covers an area of 25,000 square metres, is located at the Dronagiri warehousing complex

just seven kilometres from the Jawaharlal Nehru Port in New Bombay. It was completed in the record time of only 15 months and offers a one-stop shipment solution, including customs clearance facilities, to Maersk Line customers.

Apart from ensuring professional service, the station acts as a quality leader for future infrastructural enhancement.

The station is managed by a well-trained team of Maersk professionals, who provide prompt and professional service up to inter-

Chief Minister Sharad Pawar performs the official opening of the new CFS.

national standards, thanks to integration between the liner, trucking and Mercantile divisions. With India now pursuing a more liberal policy and opening its boundaries to foreign investment and skills, the CFS is a perfect example of progress in the Indian transport sector.

In his speech of welcome, the Chief Minister praised Maersk's initiative and expertise, which echoes the Government's own plans for privatisation. In his reply, Mr. Per Jørgensen emphasised both the im-

portance of developing India's infrastructure and the role of the port in increasing productivity to meet international standards. Furthermore, he stressed Maersk Line's continued commitment to providing customers with second to none service, a policy which is clearly reflected in Maersk's investments in India over the last four years. These include the establishment of no less than 17 offices as well as major investments in EDP, communication equipment, trucks, chassis and generators for reefer containers.

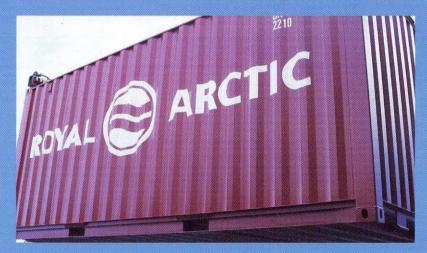
Apart from investments in the infrastructure of

India, Maersk has also donated a substantial amount to relief operations following the earthquake which claimed 40,000 lives in the State of Maharashtra last November.

Hoshang Vajifdar



The contract for the delivery of the 1,150 containers was signed by Jens Viskinge Jensen, Managing Director of Danyard A/S and Vagn Rosenkilde Kristensen, Executive Vice President of Mærsk Container Industri AS



The first Royal Arctic Line container approved and ready for despatch.

NEW CONTAINERS FOR DANYARD

Henrik Hansen

n 11th February 1994, Mærsk Container Industri AS signed its first major contract with a customer outside the A.P. Moller Group.

The contract concerned an order for 1000 20' and 150 40' dry cargo containers for the Danish shipyard, Danyard A/S in Frederikshavn. Royal Arctic Line A/S, which is jointly owned by J. Lauritzen and Greenland's Home Rule, has signed a contract with the J.Lauritzen-owned Danyard A/S for the building of two container vessels.

Consequently, the contract with Mærsk Container Industri means that Danyard will not only deliver the newbuildings, but also the containers to Royal Arctic Line, which holds the concession for the Greenland trade.

Mærsk Container Industri AS won the contract for supplying the containers by virtue of its competitive price, high quality and reliable delivery times. A thousand 20' containers take just over a fortnight to produce and 150 40' containers, just under three days.





UNITED PARCEL SERVICE CONTRACT FOR STAR AIR

or several years now, Maersk Air's air freight company, Star Air, has been operating for one of the world's largest companies. This is the American parcel transportation firm, United Parcel Service (UPS), whose headquarters are located in Atlanta, Georgia.

The company was founded in 1907 in Seattle, Washington, and now employs a staff of no less than 273.000.

On 1st November 1993, the cooperation between Star Air and UPS was expanded, when UPS transferred two of its Boeing 727 aircraft from USA to Europe. Star Air then took over the responsibility for both the operation and the maintenance of the two aircraft with Danish personnel. Loaded with parcels for Cologne in Germany, the two aircraft fly from Rome and Oporto every evening in order to meet up with numerous other UPS aircraft arriving from other European stations, as well as others, including Boeing 747s, coming direct from USA. During the short time on the ground, all the parcels are sorted and reloaded, whereupon the various aircraft return to their home bases

UPS runs an enormous operation from its hub in Louisville, Kentucky. In 1992, the company transported 2.94 billion parcels and documents, which is a daily volume of 11.5 million. UPS's total fleet of about 400 aircraft, including those both owned and leased by the company, flies every day to 558 airports and serves 1.2 million customers.

Star Air is hoping that UPS will soon transfer more Boeing 727-100 Quiet Freighters from USA to Europe and is ready, willing and able to take over their operation and maintenance.



The two UPS aircraft in front of Maersk Air's hangar, ready for delivery to Star Air. The aircraft's Danish registration numbers are OY-UPS and OY-UPT.

Marita Petersen

n December 1990, the Maersk Service Center in Parsippany, New Jersey, was opened. Its aim was to maintain Maersk leadership in the transportation industry and find new and even better ways of serving our customers.

The Center has a staff of 75, divided into groups based on the four tradelanes: Transpacific, Transatlantic, Middle East/Mediterranean and Americas. It is open 13 hours a day, five days a week for telephone and telefax communication and the performance of a wide variety of service functions.

One of these functions is ratequoting, ocean and inland rates, by using the Traderate and Shiprate systems combining information from 90 different tariffs. Once a rate has been located, the customer is given a verbal quote, usually followed by a quotation through the Maersk SCOUT System (Service Center Online Utilization Transaction), which was specially designed for the Service Center and which retains customer information, such as phone and fax numbers, shipper and port quotes, automatically generating a quote number unique to each user. The information retained in SCOUT is also used by the Sales team to follow up business leads.

Another function of the Service Center is the input of freight charges on all Maersk export Bills of Lading, including verification of cargo details.

Complete service information is also provided at the Center, including sailing schedules, transit times, routing information and exchange rates. In fact, virtually any question can be answered by our staff, since our philosophy is that customer care is everyone's responsibility.

A typical week generates an average of 10,500 telephone calls, 1,700 pricing requests and 3,800 Bills of Lading, each requiring the

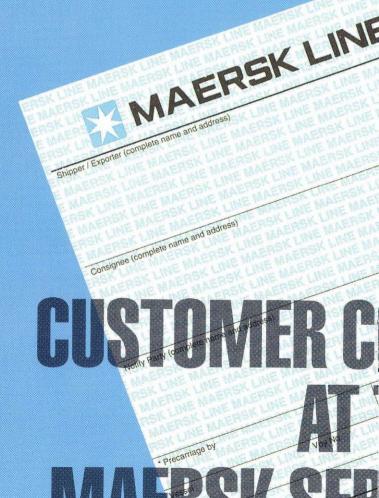
individual attention of our staff. In addition to this constantly increasing volume to be dealt with, we have improved our response time to customer requests by having greater pricing authority in all departments with the use of price matrices. At the Service Center we can, for instance, price oversized cargo, based on the compilation of slot displacement from the Operations Department - another example of our efforts to anticipate our customers' needs and expectations.

To ensure that customer service is our number one priority in keeping the edge over our competitors, we have developed the following quality standards:

- 1) All callers are treated professionally and courteously.
- 2) Accurate rate and service information is provided the present target is minimum 97%.

The largest of our two training rooms can accomodate 25 people. The room is equipped with overhead, video, and projection of on-line computer applications to facilitate training.





CARRIER'S RECE Container No. | Seat No. Marks and Numbers

- 3) A maximum time of one hour to rate and release Bills of Lading to our regional offices.
- 4) A maximum time of 24 hours to respond to pricing requests for standard cargo and 48 hours for outof-gauge cargo.
- 5) Fax response time is maximum 24 hours.
- 6) Telephone response time is maximum 10 seconds.
- 7) Today's business is taken care of

Goal-setting is a continuous process and the attainment of goals is measured on daily, weekly and monthly bases by AT&T and Maersk Computer software. Bill of Lading accuracy, turnaround times and pricing responses are all measured by our SCOUT reports. A statistical overview of each service is prepared and distributed to managers and team leaders each week to enable them to identify and rectify errors and shortcomings.

Even more important to us than quantitative measurement, however, is qualitative measurement. We receive qualitative feedback through customer surveys and each team leader contacts customers each week for feedback on the Service Center. Up to now, feedback has been extremely positive and confirms our policy of customer commitment.

As education and skills build confidence not only in the employee but also in the customer, each member of staff is trained in Maersk EDP systems such as SCOUT, IMS and BARS, as well as attending offpremises training in industrial knowledge, customer service skills and the Maersk Quality Education classes.

All this training pays off, and in the future we will also be keeping our eyes open for new and better ways of rising above the competition by not only meeting, but also exceeding, our customers' requirements each and every time.

Tom Collins With thanks to Peter Klaus, Staci Osias-Budin and Alyse Pedranti,

COMBINED TRANSPORT BALNO

Export references

Forwarding agent - references

Point and Country of Origin

Donestic routing export instruction

The Personal Computers are equipped with 21" monitors to allow for multi-sessions and have both PC and mainframe capabilities

ARS FURNISHED BY SHIPPER - CARRIER NOT RESPONSIBLE





ast September, A.P. Møller decided to expand the existing Maersk Drilling Training Centre in Svendborg to cover not only training courses for offshore drilling personnel, but also courses for officers from A.P. Møller's fleet. At the same time, General Manager Mr. Jørgen H. Frederiksen from A.P. Møller's Technical Organisation, was appointed Executive Leader of the centre.

The official inauguration of the new Maersk Training Centre took place on 27th January, when 55 guests were invited to a reception.

The guests were welcomed by Jørgen H. Frederiksen and representatives of A.P. Møller, the Danish Maritime Authority and the Svendborg School of Marine Engineering offered their congratulations on the new centre.

On this occasion, Maersk Training

Centre received numerous presents, which will later be put on display to decorate the premises. Among these gifts was a mounted ship's bell, which was presented by Mr. Ole Høg from A.P. Møller. Originally, the bell was on CECILIE MÆRSK from 1967, but it has now been placed at the main entrance to the centre.

The guests were shown around the centre's facilities by some of the deck and engineering apprentices. In the workshop they could take a look at lessons in lathe turning and filing instruction. In the smoke helmet instruction centre, they could watch the daring practice exercises of the apprentices as well as observe lessons in well control and refrigeration courses in both Danish and English. In conclusion, the centre's two drilling simulators could be seen in action, and the guests showed particular interest in this part of the programme.



EXPANSION IN TAIWAN

ollowing the successful implementation and operation of Pier 120 in Kaohsiung, which is Maersk's first-ever exclusive terminal in Taiwan, Maersk Taiwan is now in the process of establishing a new exclusive terminal in Kaohsiung. The facility is named "Terminal no. 5", the berthing location will be at Piers 76 and 77, it will eventually take over from Pier 120, which will then be redelivered to the port authorities.

The new terminal is scheduled to be inaugurated in the first quarter of 1996. It will be equipped with seven gantry cranes, designed to operate post-Panamax sized vessels efficiently and the facilities will include a container freight station and a large container yard.

The new terminal was won by Maersk through an open tender, and a long-term lease agreement was officially signed with the Kaohsiung Port Authorities on 15th April 1994.



The training centre looks rather like a church, due to the derrick which is equipped as a "Driller's Cabin" with an advanced drilling simulator.

之 76

Seen signing the contract are Mr. Yeh Yung-Hsiang, Managing Director of Kaohsiung Harbour Bureau and Mr. Thomas Thune Andersen, Executive Vice President of Maersk Taiwan Ltd. Also present were Mr. Y.I. Teng, Chief Secretary of KaHB and Mr. D.S. Jeng, General Manager of Maersk Taiwan Kaohsiung Branch (right).

Investments in equipment alone will amount to USD 70 million, to which will be added the annual lease payment to the Port Authorities. This major investment should be seen as a proof of Maersk's long-term commitment to catering for the requirements of Taiwan's importers and exporters and to continuing and expanding its high-quality coverage of the Taiwanese market.

Kaohsiung has become the world's third largest container port, and Maersk's new investment is in line with the general expansion policy for Kaohsiung, which aims to make the port a hub-centre for a wide geographical area including Thailand, Vietnam, the Philippines, Korea and, in due course, parts of mainland China.

DOUBLE NAMEGIVING IN JAPAN

P. Moller Singapore Pte. Ltd. took delivery of and at the same time held a double namegiving ceremony for two newly built container vessels at Tsuneishi Shipbuilding Co. Ltd. in Hiroshima Prefecture on 14th January, 1994.

The vessels each have a container capacity of 1,325 TEUs, a draft of 10.3 metres and a service speed of more than 19 knots.

The Tsuneishi hull no. S-1025 was named THOMAS MAERSK by her sponsor, Mrs. Regina Simanowski, wife of Mr. Manfred Simanowski, the Managing Director of Fr. Meyer's Sohn, Germany. The Tsuneishi hull no. S-1026 was named TINGLEV MAERSK by her sponsor, Mrs. Reiko Akiyama, wife

of Mr. Tomiichi Akiyama, President of Sumitomo Corporation.

The naming ceremonies were sucessfully carried out with the attendance of Shipowner Per Jørgensen, Mr. Martin M. Skaanild, President of Maersk K.K. Japan, and guests from Japan, Germany, Sweden, Singapore and Hong Kong.

Following the naming THOMAS MAERSK sailed for Singapore, the home port for both newbuildings, with all the guests flying flags, wishing for the vessel's safe voyage. The sister vessel, TINGLEV MAERSK, was completed four days later, and both vessels have now entered Maersk Line's Far East/ Middle East service.

Jesper T. Lok



Mr. And Mrs.
Simanowski
together with
Captain Ho Kun
Kok and Chief
Engineer John
Shanks, THOMAS
MAERSK.



Mrs. Akiyama, wife of Mr. Tomiichi Akiyama, president of Sumitomo Corporation.

MORKINGERIE

ne of A.P. Møller's supply vessels, MÆRSK FIGHTER, has recently been converted into a cable-laying vessel, and on 28th February 1994 she visited Esplanaden so that the managements of both A.P. Møller and Telecom, the company for which she is now working, could see for themselves the successful result of the conversion. Later the vessel sailed to Newcastle to collect the cable plough and she also went through a series of extensive trials with cable-laying and ploughing, before calling at Southampton to take the first "real" cable on board. This is part of CANTAT-3, a transatlantic fibre optic cable from Europe to Canada, which will connect Germany, Denmark, Great Britain, the Faroe Islands and Iceland with Canada, and it is through this cable that future transatlantic communication will take place.

Ready to leave

At midnight on 13th April, MÆRSK FIGHTER was back in Esbjerg, which is the base for the first of her tasks. After further trials of the precision-navigation equipment, she sailed for Sylt on the afternoon of 15th April, in order to start work the following morning. The taking up, splicing and testing of the cable went according to plan, but unfortunately weather conditions deteriorated and the cable from Germany had to be relaid. The intervening time was spent on practice exercises and testing of equipment until work could be resumed at dawn on 18th. The cable was taken up, spliced and tested and in the middle of the afternoon the plough could be put in the water and the actual laying of the cable could begin.

Cable-laying usually takes about one hour for one kilometre of cable, but this does not mean that 24 kilometres of cable can be laid in a day. Cable-laying requires great care, concentration and precision, so after about four kilometres have been laid, the vessel is stopped and

the cable checked. If all is well, the job continues, but if not, the error must be found and rectified.

A day in the life of a cable-laying vessel

The above-mentioned procedure was also followed on 20th April. At 4.45 am, the work was halted for the first time and everything was found to be in order so the cable-laying and ploughing continued. At 10.07 am, however, the position of a crossing Danish-German telecable was reached, and when this happens, the plough must be lifted out of the water.

Increased protection requirements against damage from fishing and other maritime activities mean that the cable is ploughed down to a depth of about one metre below the sea-bed. This is done with a 16-ton underwater plough, which is hauled by the vessel while all the necessary data is transmitted to MÆRSK FIGHTER. The work follows an established route, which has been inspected in advance in order to avoid obstacles. If, despite all precautions, an obstacle is met, the plough "sees" it and the crew can steer around it.

When passing another cable, the new cable is laid on the surface, that is to say on the sea-bed, leaving 500 metres on each side of the first cable. Naturally, this increases the risk of a break in "our" cable.

At 2.20 pm, the plough could be put back into the water and at 3.02 pm, the cable-laying could be resumed, but after only an hour a position was reached where a repeater - a kind of amplifier - had to be put out, and the vessel halted again. Work was resumed for a short period, but was again halted because of a defect in the cable. The defect was rapidly located, but all the work of taking up, severing and resplicing the cable meant that there was no time to lay any further length of cable that day.

Precision is crucial

Position control is an absolute

necessity in order to be able to follow the planned route with the required precision of +/- 2 metres. Requirements as to precision were emphasised when the vessel, at the first waypoint, had to make a turn of 30 degrees to starboard. It is impossible just to turn the vessel; it is unfortunately not that easy. It has to sail straight ahead through the turning point to a predetermined point, and then carry out three separate 10-degree courses changes in with 10 metres between each manoeuvre.

The computer is allowed to steer

More or less all navigation during the cable-laying work is carried out by DP, dynamic positioning, which in theory is capable of steering the vessel itself. The DP equipment is the most advanced that has sofar been installed in any of A.P. Møller's vessels. In principle, the system consists of a computer which sends instructions to the propellers, the rudders and the four side thrusters about what to do to keep the vessel stationary or to sail to a certain point at a certain speed.

In order for the computer to find out the position of the vessel, information on this is sent from the reference systems, the most important of which are the so-called Taut Wire and DGPS systems. The Taut Wire System functions by means of a thin wire which is fired down to the sea-bed and held tightly in position there. The angle between the vessel and the wire is constantly measured, and the computer ensures that the angle is kept constant

When the vessel rolls and pitches at sea, however, it would give a deceptive result if the motion of the vessel were included in the calculation. To counteract the motion of the vessel, a vertical reference system has also been installed and this provides information on the extent to which the sea moves the vessel's vertical axis from the earth's axis. In this way, the computer itself subtracts the mo-

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tion of the vessel from the calculation.

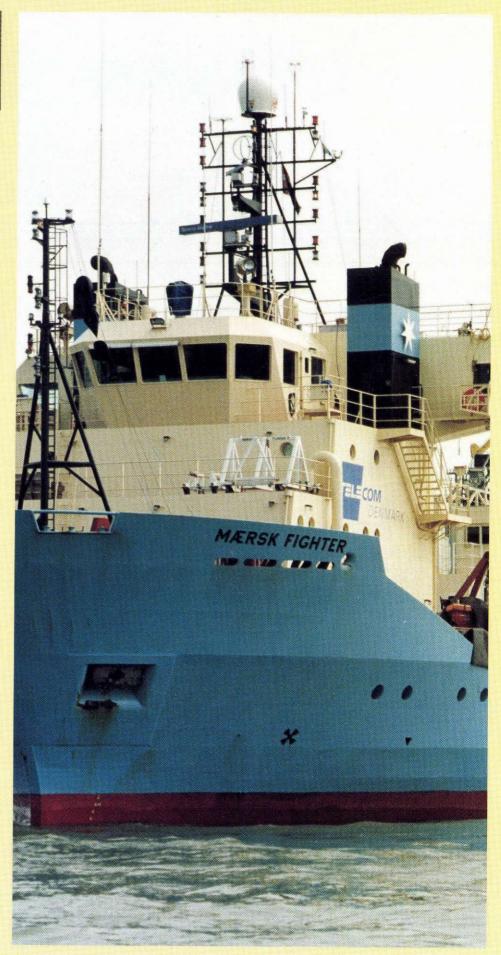
DGPS is a satellite system from which, with the help of signals from three satellites and a reference station on land, one can obtain information on any position to within a few metres. So that the computer can allow for wind driftage, information from a wind sensor is fed and it is connected to the gyrocompass to determine which way the vessel is pointing.

...but it has to be kept under control

The DP computer is something of a child prodigy, without which it would be extremely cumbersome to lay cable. But, like other children, it needs constant attention and offers endless possibilities, so it is not exactly labour-saving. In fact, it certainly cannot look after itself; on the contrary, it requires an extra navigator on board to be its "babysitter".

Among the many alternative uses of the DP computer, one of the most useful functions with regard to cable-laying is "auto-tracking". This makes it possible for the vessel to follow quite precisely and at a low speed, a previously established route. Another function is the position control, which allows the vessel to remain stationary at a given position. This is important when the cable is taken up or spliced, especially in shallow waters.

The work is just as exciting as we had expected and we are delighted with the outstanding cooperation with Telecom, both at sea and on land. CANTAT-3 has now been successfully completed and other tasks await the Telecom-Maersk team, first on the programme being the RIOJA connection between Belgium and Holland, and then Denmark-Germany Phase 2.







AIR FORCE ON THE LOOKOUT

Colour sergeant C.L. Petersen, who is a photographic interpreter with the 729th Squadron of the Danish Air Force, has sent these photos to the P.R. Department with a covering letter to let us know that while carrying out a routine navy search, the crew happened to see two of A.P. Møller's impressive vessels and took the opportunity of photo-

graphing them. The photo of LADBY MAERSK was taken on 09.29.1993 at 10.51 a.m. at position 5548 North 1050 East, and MAERSK HARRIER (not shown) was photographed two minutes later at position 5540 North 1100 East. The photos were taken from a RF-35 photographic reconnaissance aircraft with three cameras mounted in front.

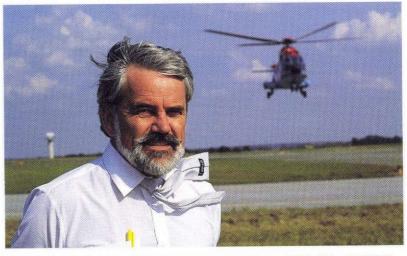
NEW FACTORY In Hong Kong

Maersk Hong Kong Ltd. has recently invested DKK 150 million in a new plant for refurbishing containers and diesel engines, and on 25th April 1994 the plant was inaugurated by Prince Joachim of Denmark.

The new factory, which has a staff of 400, will undertake the refurbishment not only of Maersk Line's but also of other shipping companies' containers, with an expected turnaround time of 4-5 units per hour.



The plant was officially inaugurated by HRH Prince Joachim who, for the last six months, has been working as a trainee with Maersk Hong Kong.



EXCLUSIVE AWARD TO MAERSK AIR CAPTAIN

On 11th May 1994, on behalf of the Danish Aviation Journalist's Club, the Danish manufacturer, Hans Ellehammer, who is the son of Denmark's famous aviation pioneer Ellehammer, presented the Ellehammer Award to Captain Jan Hagemann Sørensen, General Manager of Maersk Helicopters, a section of Maersk Air.

Jan Hagemann Sørensen is 55 years old and has been flying for 35 of those years - first as a fighter pilot in the Air Force and later as a helicopter pilot with the Greenland Aviation Company. For the last 20 years, Jan Hagemann Sørensen has been with

Maersk Helicopters, where he has the dual job of General Manager and active helicopter pilot of Super Puma-type helicopters.

Jan Hagemann Sørensen was selected to receive the Ellehammer Award in recognition of his great contribution to the building up of a professional Danish helicopter company with a staff of 85 who, regardless of weather conditions, carry out the often difficult task of flying the three Super Pumas and the two Dauphins between the base in Esbjerg and the platforms in the North Sea.

Marita Petersen

FREIGHT AWARD FOR EXCELLENCE

Maersk Line topped the polls at this year's 8th Asian Freight Industry Awards organised by the publication, "Cargonews Asia", taking a total of five awards, with a clean sweep of the liner trade categories.

The prizes for "Best Global Shipping Line" and "Best Shipping Line: Asia-Middle East" won by Maersk were presented for the first time this year, while the other awards are quite familiar to us, since we won "Best Shipping Line: Asia-Europe" for the 7th year in succession, "Best Shipping Line: Transpacific" for the 4th year in succession and Best Shipping Line: Intra-Asia" for the 2nd year in succession. Businessmen and shipping professionals from 17

countries were invited to vote on the principle that the users of, for example, cargo services vote for the shipping lines providing cargo services etc, and the only criteria are excellence and top quality. Similar awards are presented to forwarders, seaports, terminal operators and the air freight industry.

It is extremely encouraging for us that, in tough competition with other first class container lines, our customers have given Maersk this vote of confidence, enabling us to win awards for not just one or two trades, but for all the services covered by the survey.

Teresa Suen



From right to left, the publisher of "Cargonews Asia", Mr. Martin Slavery, representatives of Maersk Hong Kong Ltd. and Mr. Jack Matsano, the Master of Ceremonies at the Awards.



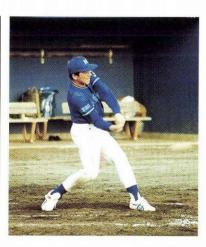
SALAMIS WINS STEP AWARD

In September 1993, Salamis (Marine & Industrial) Limited took part in the UK National finals of the Shell STEP programme, and their STEP student, Hazel Gordon, succeeded in winning the Judge's Commendation Award.

The STEP (Shell Technology Enterprise Programme) Scheme is 100% sponsored by Shell. It is aimed at small/medium-sized companies and seeks to provide mutual benefits for both students and employers.

Hazel's assignment was the task of providing Salamis with a Computerised Estimating System. Her solution to the task won her both the Local and Scottish finals and took her to the UK National finals, where she won the Judge's Commendation Award.

The Computerised Estimating System will save Salamis both time and money, and is another step on the way to Cost Reduction.



Mr. Yamazaki from the Maersk Bluestars.

Jesper T. Lok

BASEBALL IN JAPAN

On March 18th/19th 1994, the two Maersk baseball teams in Japan, the Maersk Bluestars from our Toyko and Yokohama offices and Maersk Western Team from our Kobe and Osaka branches, met in the All Japan Maersk Championship in Hamamatsu, which is located between Osaka and Tokyo. The event, the first of its kind, was organized by the newcomers from Tokyo and both teams stayed overnight at a ryokan (Japanese hotel) in preparation for the championship.

Both teams participate in regular matches against other companies in their respective areas, but the greater experience of the Maersk Western Team was clearly in evidence in the matches, which they won 10-0, 8-7 and 7-4.

The Maersk Bluestars team was only formed last autumn, so the amount of practice they have had so far is limited. Nevertheless, the outing was such a great success that both teams are planning to make it an annual event, and the Maersk Bluestars have already begun to train more intensively.



Mr. Matsumura from the Maersk Western Team.



TWO NEW BOEINGS

In March 1994, Maersk Air took delivery of two brand new Boeing 737-300 aircraft direct from the manufacturers in Seattle. Both aircraft are now operating in Denmark and have been given the registration numbers OY-MAO and OY-MAP. These were the 37th and 38th Boeings, and number 39 and 40 will be delivered during the course of the Spring 1995. In addition, Maersk Air has placed an order for 12 Boeing 737-700s, an aircraft type which is still under development at present, so delivery will not take place until 1997. As the first European airline to order Boeing 737-300, 737-500 and now 737-700 aircraft, Maersk Air is for the third time one of Boeing's launching customers.

Some prominent Danish guests were present when aircraft no. 37 was handed over in Seattle at the beginning of March. Minister of Economic Affairs, Marianne Jelved and Minister of Finance, Mogens Lykketoft, were in Seattle on other business. The photo shows the two Danish ministers standing with the Managing Director of Maersk Air in front of OY-MAO.

Marita Petersen

INDONESIA - ON TIME EVERY TIME

In December 1993, Maersk Line received the year's award for the shipping line with the most reliable and punctual feeder operation in the port of Tanjung Priok, Jakarta.

This achievement was accomplished through hard and dedicated work on the part of all members of staff in our Operations Department and Terminal Office, as well as through fine collaboration with the rest of our organisation and with the port authorities.

The photo shows Mr. Lars R. Jakobsen receiving the award on behalf of Maersk Line Indonesia.

Christian H. Laursen



SAFETY AWARD

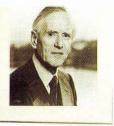
A new Maersk Company record was reached at the end of 1993, when the offshore vessel, MAERSK SERVER, achieved an unbroken period of service of 1,696 days or 4.6 years, without any occurrences of Lost Time Accident. In recognition of this outstanding achievement, Mr. Flemming Jacobs, Managing Director of The Maersk Company Ltd., presented the Master, Captain

Alasdair Matheson, and the Chief Engineer, Officer David Nesbitt. with a Commemorative Plague and at the same time made a donation to the vessel's Welfare Fund.

Mr. Jacobs congratulated Captain Matheson on the achievement of the two teams on board, while noting that the vessel's overall performance proved the point that a safe ship is also an efficient one.

Ann Pulham





NEW MAERSK AIR SERVICE TO KRISTIANSAND



In March 1994 Maersk Air opened its third overseas service from Copenhagen, this time to Kristiansand. Maersk Air makes three return flights of just over one hour each way by Fokker 50 aircraft during the week, with a reduced service on Saturdays and Sundays.

The opening of the service was celebrated both in Copenhagen and Kristiansand, and the four young members of the Tivoli Guard who took part in the arrangement helped to make the day even more festive.

The photo shows from left to right apart from the four Tivoli Guards, Chairman of the Board of Maersk Air, Troels Dilling, Managing Director of Københavns Lufthavn A/S, Niels Boserup, Managing Director, Bjarne Hansen and Commercial Director, Jørn Eriksen, both of Maersk Air.

Marita Petersen



Dinner at the historic Newman House at the University of Dublin.

A TASTE OF IRISH HISTORY

On 14th April 1994, The Maersk Company (Ireland) Ltd. held a dinner for its major Irish import and export customers.

The dinner was held at the University of Dublin, St. Stephens Green, in Newman House, an historic building dating back to the 1880s. The famous Irish author James Joyce attended this university, which was one of the first to be established in Ireland.

The interior of Newman House boasts some out-standing stucco ceiling designs by the famous Lafranchini Brothers. At present the building is undergoing major external restoration, but will be restored to its former glory by this summer.

The evening was a tremendous success, and enabled our foreign visitors, including representatives of the Board, Palle Juhl, Flemming R. Jacobs, Tomas Dyrbye and Jens B. Madsen, to gain a first-hand glimpse into Irish history.



SPANISH FOOD FAIR

Maersk España participated for the first time in the Alimentaria Food Fair, held in Barcelona on March 1st - 4th. The stand was in the transportation/logistics section and the Maersk contribution consisted of a brand new 40' hi-cube reefer container. The inside of the container was decorated with photos of global Maersk reefer operations and with an artist's impression of Maersk España's new terminal expansion project in Algeciras.

The photo shows the highlypolished container at the Maersk stand with members of the Maersk España staff.



CORPORATE WAR GAMES

"War Games" is a game which became a craze in the United States and Europe, and which is now storming Hong Kong. Despite its name, it is not an aggressive or violent game, but one which encourages qualities such as enhanced work performance, discipline and team spirit.

Our Sports Club organized the game for a total of 74 members of staff on two consecutive Sundays in December. They all turned up in army camouflage fatigues and grouped themselves into teams of at least four, to engage in competitive hostage and rescue situations. They stalked each other through "deadly" mazes, let off steam in "search and destroy" missions and shot at each other with semi-automatic weapons - loaded, not with bullets, but with paint!

By the end of the day, all the participants were totally exhausted, but they certainly enjoyed themselves.

Belina Chick

SENEGALESE VISIT TO ALGECIRAS

On February 5th 1994, a Senegalese delegation visited Maersk España's new terminal expansion project in Algeciras. The delegation, headed by His Excellency the Minister for Fishing and Maritime Transport, Mr. Abdourhamane Sow, and including the General Manager of the Port of Dakar, Mr. Djibril N. Gom, and representatives of Maersk Senegal, S.A., visited Algeciras in order to get

acquainted with present and future terminal facilities and operational processes.

The party was also welcomed by the Port Authorities of Algeciras, who provided additional information on the role of Algeciras as the leading container port in the Mediterranean.

Harry W. Glogauer



Esplanaden



40 Years Anniversary Ib Jepsen Nielsen 14 June 1994



40 Years Anniversary Per Jørgensen 1 August 1994



25 Years Anniversary Martin Aalling 1 August 1994



25 Years Anniversary Rolf Knudtzon 1 August 1994



25 Years Anniversary Hans Erik Mortensen 1 August 1994

The Fleet



40 Years Anniversary Chief Engineer Sven Høi Jacobsen 1 July 1994



40 Years Anniversary Chief Steward Uwe Heinrich Nissen 15 August 1994



40 Years Anniversary Captain Niels Clausen 19 September 1994



25 Years Anniversary Erik Stokholm 1 August 1994



25 Years Anniversary Freddy Rosendahl Jensen 1 August 1994



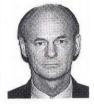
25 Years Anniversary Sonja List Johannsen 5 August 1994



25 Years Anniversary Conny Randrup 1 October 1994



Retiring Birte Richardt 1 September 1994



25 Years Anniversary Electrician Ole Mortensen 11 July 1994



25 Years Anniversary Captain Niels Beyer Nielsen 18 July 1994



25 Years Anniversary Captain Steen Henning Larsen 23 July 1994

Maersk Air



25 Years Anniversary Erik Gravgaard 1 August 1994



25 Years Anniversary Dan Olafur Johnson 1 September 1994



25 Years Anniversary Kirsten Rita Fjeldsøe 1 September 1994



25 Years Anniversary Poul Damkjær Vind 1 October 1994



25 Years Anniversary Kurt Rønhof 1 October 1994



25 Years Anniversary Chief Engineer Steen Sørensen 1 August 1994



25 Years Anniversary Chief Engineer Carl Anders Lindqvist 1 August 1994



25 Years Anniversary Chief Engineer John Faber Christensen 4 August 1994

PHARMA-PLAST



25 Years Anniversary Kathe Nielsen 1 May 1994



25 Years Anniversary Lise Rasmussen 3 June 1994



25 Years Anniversary Birthe Jørgensen 16 June 1994



25 Years Anniversary Inger Klement 1 July 1994



25 Years Anniversary Annie Grethe Jørgensen 7 September 1994



25 Years Anniversary Captain Leif Nielsen 5 August 1994



25 Years Anniversary Chief Engineer Harald Aastrup 5 August 1994



25 Years Anniversary Captain Knud Heinrich Frerks 1 September 1994

Roulunds



25 Years Anniversary Niels O. D. Pedersen 2 July 1994



25 Years Anniversary Leif Ejner Olsen 1 August 1994



25 Years Anniversary Kaj Ove Hansen 18 August 1994



25 Years Anniversary Bjarne Johansen 29 September 1994



25 Years Anniversary Lis Eriksen 7 October 1994



25 Years Anniversary Chief Engineer Carsten Laursen 27 September 1994



Retiring Radio Operator Uffe Helles 1 August 1994



Retiring Captain Aksel Helmer Nielsen 1 September 1994

The Yard



25 Years Anniversary Chief Engineer Jens Otto Munk 1 July 1994

Org. Abroad



25 Years Anniversary Kris Krabbe U.S.A 22 April 1994



40 Years Anniversary Jørgen Jensen 12 August 1994



40 Years Anniversary Poul Erik Hansen 26 August 1994



25 Years Anniversary Jørgen Juhl Petersen 10 June 1994

25 Years

Anniversary

Tom Preben Holm 1 July 1994



25 Years Anniversary Dennis R. Carstensen 10 June 1994

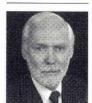


25 Years Anniversary Leif Mortensen 10 June 1994



Anniversary Georg Villy Pedersen 24 June 1994

DISA



25 Years Anniversary Ivan Vangberg Herley 9 June 1994

Maersk Oil and Gas



25 Years

Anniversary

William Eghøj Nielsen

24 June 1994

25 Years Anniversary Amornrat Osathanond Siam Shoreside Services Ltd 21 May 1994



25 Years Anniversary Tommi Kristensen 5 August 1994



25 Years Anniversary

Jørgen Hansen 24 June 1994

25 Years Anniversary Per Birk Jenser 5 August 1994



25 Years Anniversary Niels Pauli Jensen 5 August 1994



25 Years

Nielsen

Anniversary

1 July 1994

lens C. Bredal

25 Years Anniversary Keld Hedal Nielsen 5 August 1994

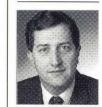


25 Years

Anniversary

Claus Nørregaard 1 July 1994

25 Years Anniversary Carsten Mark Pedersen 12 August 1994



25 Years Anniversary Jens-Olaf Madsen Maersk Oil Qatar 1 August 1994

Obituary

Chief Engineer Christian Christensen ex KAREN MÆRSK 9 December 1993

Captain Børge Pedersen ex LEDA MÆRSK 16 February 1994

Ship's Assistant Jan Lykke Bukhave ex MÆRSK TERRIER 19 February 1994

Ship's Assistant Niels Bo Wessberg ex MÆRSK TERRIER 19 February 1994

Chief Engineer Mogens Aagaard ex MAREN MÆRSK 22 February 1994

Ship's Assistant Per Bohn ex MÆRSK TRADER 3 March 1994

Benny Hartung The Yard 7 March 1994

Sven Erik Sveel Roulunds 18 March 1994

Per Knudsen Brædstrup The Yard 26 March 1994

Ship's Assistant Jørgen Peter Jeppe ex MÆRSK ASSISTER 9 April 1994



25 Years Anniversary Lee Chak Kwan Brigantine Services Hong Kong 20 August 1994



25 Years Anniversary Niels Lillelund Jørgensen 1 September 1994



25 Years Anniversary Peder Bilde 12 August 1994



25 Years Anniversary Axel Niels Westphalen 19 August 1994



25 Years Anniversary Ib Andersen 19 August 1994



25 Years Anniversary Finn Nielsen 2 September 1994



25 Years **Anniversary** Keld Gregaard Madsen 9 September 1994



25 Years Anniversary Frede Leif Henriksen 9 September 1994



25 Years Viggo Chr Hansen 16 September 1994



25 Years Anniversary Kai Lau 30 September 1994



25 Years Anniversary Johannes Vedel 30 September 1994



25 Years Anniversary Jørgen Oluf Jensen 7 October 1994

