

# MAERSK POST

1/1998







**Cover:**

*MAERSK BEATER berthed at West India Dock in London with the Canary Wharf tower in the background, where The Maersk Company has its head office.*

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This year is the tenth anniversary of the Danish International Ship Register (DIS).

It was established as a necessary reaction to a heavily declining merchant fleet, resulting in fewer jobs for seamen - Denmark as a seafaring nation was threatened.

The establishment of DIS reversed this trend: the Danish flag is one of the few which have been strengthened in the EU. Employment has increased significantly and today the fleet is one of the most modern in the world.

An important condition for this development has been continual adjustment to the framework for operating ships under the Danish flag. An example of this is the recent implementation of a number of proposals from the Danish Committee on the Future of the Merchant Fleet including a new training programme which will contribute to ensuring qualified and flexible crews on board our advanced vessels. We alone have more than 500 Danish officer cadets.

Wherever possible, we wish to man our Danish vessels with Danish seafarers, and it is gratifying to see - but also necessary - that the maritime unions are playing an active role in the efforts to make Danish shipping competitive.

The establishment of a number of APM-project vessels with flexible manning and operating agreements is one example. Joint efforts to obtain international acceptance of up-to-date bridge procedures is another.

Safety at sea remains a key issue. DIS is and must continue to be a quality register backing up the initiatives taken in the International Maritime Organisation (IMO) to enhance safety further. An example is the implementation of the International Safety Management Code (ISM) which aims at ensuring that all vessels, regardless of owner or nationality, are operated according to the same high safety and environmental standards.

In this connection, it is worth mentioning that all Maersk vessels and Maersk organisations responsible for the operation of vessels have already obtained the ISM Certificates which have to be in place by 1 July. The marine departments in the A.P. Møller Group deserve praise for this.

JESS SØDERBERG



*The laser installation cuts and welds at so far unprecedented tolerances.*

*Photo: Lars Skaaning*

*The Danish Minister of Business and Industry, Jan Trøjborg (right), at the official inauguration of the laser installation.*

*Photo: Benny Ahlmann-Jensen*



# LASER technique opens up new prospects

On Friday 12 December 1997, the Danish Minister of Business and Industry, Jan Trøjborg, visited the Odense Steel Shipyard where he officially inaugurated the Yard's new laser installation. The inauguration marked the commissioning of a technological innovation in the ship-building industry. It has been compared with the decisive steps taken in connection with the change from riveting to welding of ships.

■ The laser installation, which can handle plates of up to 20 mm, can cut and weld at unprecedented tolerances - less than  $\pm 0.5$  mm. The Lindø Yard and its partners have invested large amounts in the installation which will be used in current production and in research into laser techniques. So far, the laser technique has only been used for thin plates, but it opens up new prospects for heavy industries such as ship-building.

The investment has been made first and foremost to reduce the extensive adjustments resulting from conventional welding. Welding with minimum filler material is conditional on great precision when cutting the steel plates. The greater precision and less filler material, the less thermal stress on the material. Existing cutting and welding techniques with large tolerances cause a strong thermal stress on the steel plates, resulting in considerable deformation.

With the new laser technique it is possible to concentrate the thermal stress on a small area, thus avoiding much of the subsequent, time-consuming adjustment and alignment that are necessary in connection with the production techniques applied so far.

This technological innovation, which contributes to establishing Lindø's leading position, is the result of co-operation

between the Growth Fund, which has invested in the project, Denmark's Technical University, the University of Aalborg, the Force Institute and other companies as well as the Yard's own experts. This project will contribute to Denmark leaving her mark on international development in this area in the years to come.

In his address to the many guests at the inauguration and the preceding laser seminar, Business and Industry Minister Jan Trøjborg stressed that the laser project is a good example of the outstanding and visionary work carried out at the Lindø Shipyard and many other Danish companies. In many areas Danish companies are pioneers and leaders on the international scene and have been able to arrange profitable co-operation with the institutions of higher education for the benefit of all parties.





The sudden death here at the office on 29 January of Executive Vice President Knud Erik Møller Nielsen was a painful loss and a great shock. First and foremost for his Wife and Children, but also for A.P. Møller, for international container shipping and for everybody who had the pleasure of working with him.

We shall miss Knud Erik Møller Nielsen and honour his memory.

JESS SØDERBERG

# The Citadel in its former glory

**The last phase in the project of restoring an exceptional fortification will soon begin, thus ensuring a piece of the history of Danish civilisation.**

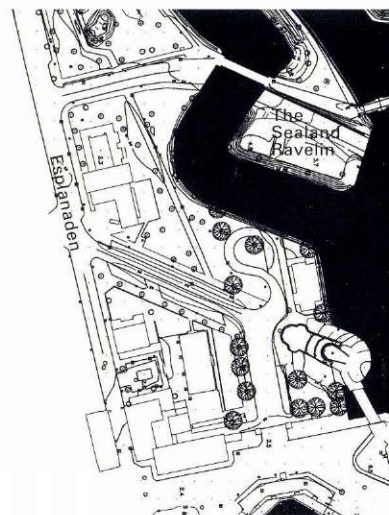
By Birthe Lauritsen

■ When Sleeping Beauty was roused from her long sleep, the Prince had to force his way through dense thickets of hawthorn. Not only in the fairy tale were the two centimeter long prickly thorns to keep unwelcome visitors at a distance or at least make further progress difficult; this was also the case around the Citadel Frederikshavn - today the Citadel. Thousands of hawthorn bushes - the barbed wire of that time - stood as a broad wall at the foot of the ramparts, thus forming part of the fortifications.

Some of them are still there, and last autumn soldiers brought in an unusual harvest to ensure their 300 to 400 year old genetic heritage. Two thousand ripe berries were collected and later sown in a green house belonging to the Copenhagen Park Authorities. In a few weeks they will begin to sprout. Next autumn the

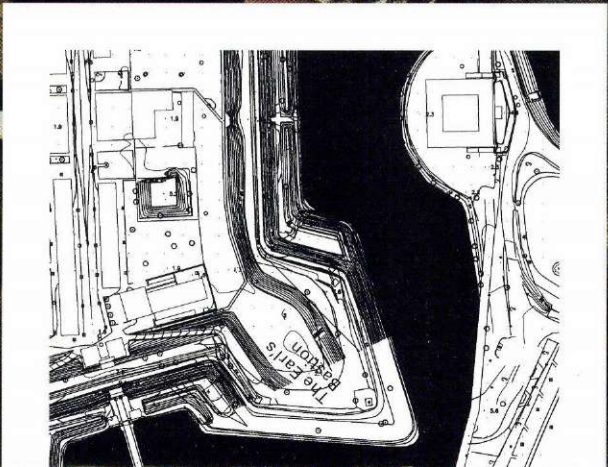
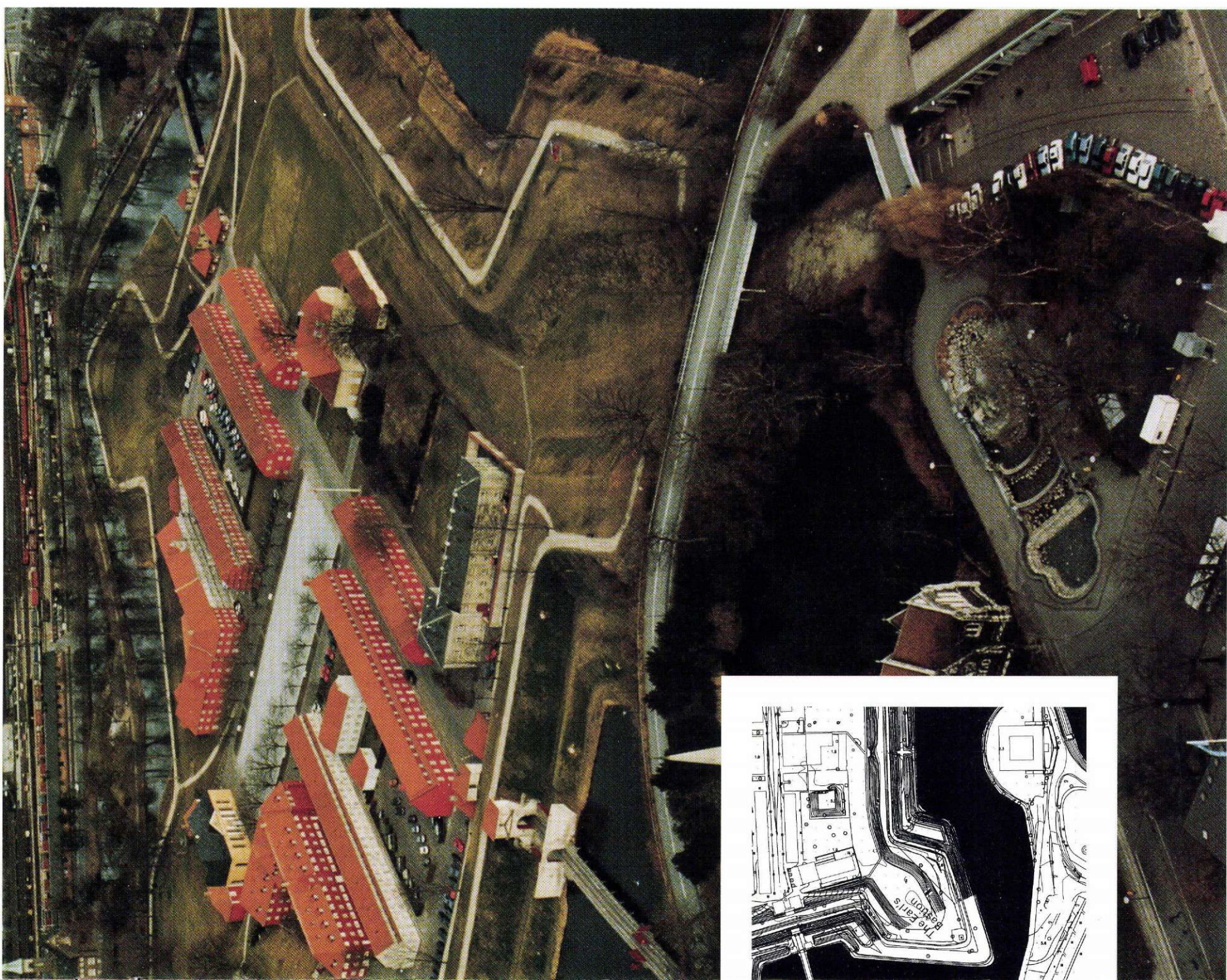
15-18 cm high plants will be potted and in the spring of 1999 they will be ready to be planted at the two entrance gates of the Citadel: Kongeporten ("The Royal Gate") and Norgesporten ("The Norway Gate").

"Project Hawthorn" forms part of the final restoration of the Citadel within the ramparts, including the re-establishment of



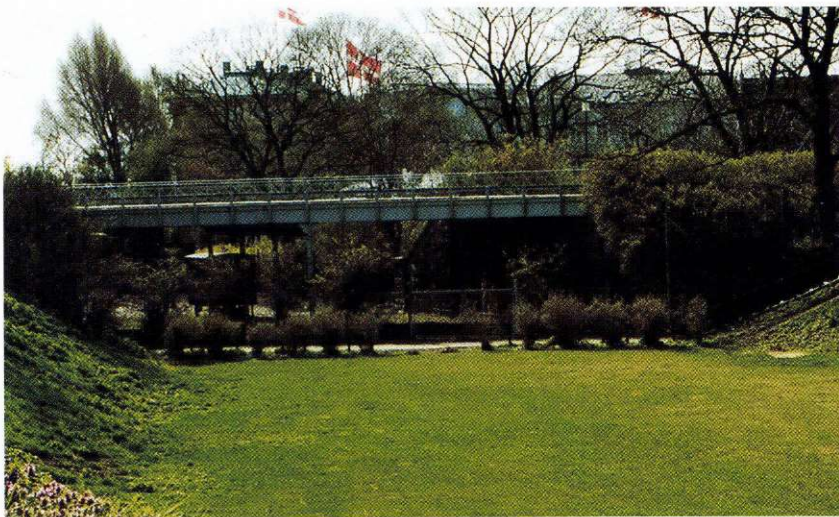
*The road which today crosses The Sealand Ravelin and The Earl's Bastion will be removed and the area re-established as shown on the architect's plan.*







**...in  
its former  
glory**



*The road will be removed and the moat restored to complete the circle around the Citadel.*





Grevens Bastion ("The Earl's Bastion") and Sjællands Ravelin ("The Sealand Ravelin"). The work is expected to be completed in December and will cost 23 million Danish kroner which has been donated by the A.P. Møller and Chastine Mc-Kinney Møller's Foundation. As Ove Hornby, Director of the Foundation, puts it "The Citadel is a national monument, an expression of a military past and a will to defend ourselves. Many people come to visit the Citadel, and complete restoration of the limited space of today's Citadel would be nice."

#### **Ramparts and vandalism**

The Earl's Bastion was one of the first to be built by the Dutch fortification expert Henry Ruse after King Frederik III had given him permission in 1661 to finish Christian IV's project. The establishment of ramparts and bastions began in the spring of 1662. A whole regiment of soldiers - Ruse's own regiment - was placed at his disposal as builders. Farmers from Amager probably had to turn up with wheelbarrows filled with rocks for the foundation. This was common practice.

The fortifications remained like this for more than 225 years, "until vandalism entered the Citadel" as a former commandant put it. It was "not a very beautiful connecting road to The Free Port" which a hundred years ago intruded into the inner pentagon. On this occasion the Sealand Ravelin also disappeared. Over the past hundred years the Citadel has been subject to many interventions which have threatened to destroy completely the historic impression for posterity. Now, the area is being returned to its original form. In March, the final phase begins - a phase which might disclose how these complicated ramparts came into existence. "We have never

dug directly into the ramparts and so we do not know how they are constructed. Therefore - and because it is a preserved monument of the past - we will be there for the turning of the first sod, hoping to find an exciting cut", says Bi Skaarup, Museum Inspector of the Copenhagen Town Museum.

#### **The fifth point**

When you enter the Citadel from Esplanaden, you go through The Royal Gate. To the right you find The Earl's Bastion, one of the five points which make the fortifications visible even on a satellite picture. They will become even more distinct in the future. The closed railway and connecting road, which for decades cut through the eastern side of the Citadel, meant that the moat had been filled both in front of The Earl's Bastion and the opposite Princess' Bastion. The original site around the latter was cleared in 1989. Now the turn has come for The Earl's Bastion.

#### **Another wooden bridge**

The area between Esplanaden/Churchill's Park and The Royal Gate originally contained The Sealand Ravelin, a building situated between the outer and inner moat from which it was possible to keep an advanced check on people coming and going. It was closed down in 1856, and in this connection considerable cuts were made into the landscape when the connecting road over the ruined Earl's Bastion was established.

Next summer, the Ravelin will be re-created as a triangular island connected with Churchill's Park by means of a wooden bridge similar to the one which today leads to The Royal Gate. The Ostenfeldt Bridge behind the Gefion Fountain will be turned 45 degrees to maintain its function after the moat has been

led past The Earl's Bastion. The park is being restored with public funds.

#### **A clear view**

When the old fortifications return to their original form, a landscape architect is to prepare care programmes for the area. "It is certain, however, that new trees will not be planted outside the ramparts after Dutch elm disease has forced us to cut down all the big elm trees", says Major Bjarne Sørensen, Commandant of the Citadel. "This means that today the ramparts are visible both from the sea and from ashore. This view is to be maintained although new trees will be planted within the ramparts and possibly at the top. Their nature has not yet been decided. However, it definitely has to be an old type of Danish wood".

#### **Free admission to the ramparts**

Today, the Citadel houses several military authorities. It is no longer a closed area, but a much frequented place. People come to enjoy the atmosphere or to go for a walk on the ramparts. It is all free, but it was not always like that. At the end of the 17th century, people outside the garrison had to buy admission cards to go for a walk on the ramparts. The money went to the military band which could be enjoyed on special occasions. Stray dogs on the ramparts were shot. Today, they are welcome too.

In the middle of the 18th century, the first footpaths were established on The Earl's Bastion and The Princess' Bastion. So you might say that this year the ring is closed when The Earl's Bastion re-emerges in its original form.





**MAERSK SUPPLY  
SERVICE**



*The buoy was tested locally by Roulunds before being put into production.*

# Diversity

## - a strong point



*The rubber sacks have proved to be excellent fenders, here used for one of Norfolk Line's vessels.*

550 metres below sea level, had however been developed for ordinary summer use and not for winter use in an ocean which during the coldest months of the year is one of the world's roughest and most stormy.

### Development at high pressure

To protect the anchor system from the strong waves of the winter storms, it was decided to lower the buoys to about 45 metres below sea level. A buoy placed below sea level is, however, very expensive special equipment, and Maersk Supply Service might therefore have been forced to supplement their existing supply of special buoys with at least one more. Other alternatives were considered as even just one of these buoys is very expensive.

An experienced development team at the sister company, Roulunds Fabriker, was given the assignment: "Make a buoy that will stand being below sea level at water depths of up to 100 metres, constructed on the basis of existing expertise and ready for delivery by the end of the

year". During the following months a very committed team at Roulunds worked day and night, and ideas, developments and tests soon resulted in a range of prototypes until the ideal solution was found: a buoy based on a handy air-filled rubber sack of low weight and great strength. In addition, it could be produced at a very reasonable cost.

### One product - many applications

The buoy has been a success, and today it is part of Roulund's product range. Besides its original use as a marker buoy, the black rubber sack has also proved to be an excellent fender on quays. Norfolk Line is one of the companies that is benefiting from the new invention and successfully uses it on its quay at Scheveningen in Holland.

Besides carrying out this assignment for Maersk Supply Service, Roulunds Fabriker has also had the opportunity of distributing the buoy to other customers as well as developing it for use in whole new areas.

By Karina Demuth

■ The A.P. Moller Group's many - and quite diverse - companies often profit from each other's expertise. A good example is the story of Maersk Supply Service, which was faced with an unexpected challenge two years ago. As a result of inter-group teamwork Maersk Supply Service was able to carry out a major assignment at very short notice and at a very competitive price. As a spin-off, A/S Roulunds Fabriker have added to their product range with a new and promising product.

The story began when an anchor system was about to spend the winter in the Atlantic west of the Shetlands due to delays in a project. The system, which consisted of large floating buoys chained to cables approximately





# MAERSK INV



By Martin Poulsen

On 4 November 1997 A.P. Møller and PSA Corporation Limited (Port of Singapore Authorities) signed an agreement for Maersk to acquire a 4.8% equity share in Dalian Container Terminal (DCT), the primary container terminal in Dalian in northeast China. Dalian is a major city in the Liaoning province; it has a bustling port with an estimated throughput of 470,000 TEU in 1997 and serves a hinterland with a

population of 125 million and an annual GDP of USD 60 billion. The port of Dalian is an ice-free natural deep-water port. Today Maersk Line serves Dalian with weekly calls to Japan and Hong Kong.

The venture is the first joint overseas investment between A.P. Møller and PSA Corporation and combines the strength of Maersk Line as a leading firm in the shipping trade with the





# ESTS IN PRC

expertise of PSA in port and terminal operations. The partnership will undoubtedly contribute to developing DCT into a major container port in north-east Asia in the years to come. The terminal is presently being upgraded and will, when finished, have a 1,340-metre berth and nine ship-to-shore cranes. The facility will be able to accommodate post-Panamax vessels.

To celebrate the event Maersk

China and PSA hosted a dinner in Dalian for 300 guests, including senior government officials, customers and business associates. In his address the Mayor of Dalian paid tribute to the A.P. Moller Group for its commitment to Dalian both via the DCT investment and through newbuilding orders for four 110,000 dwt product tankers from the Dalian New Shipyard.

The guests had an opportunity to view the two companies' promotional videos and enjoy live performances of traditional Chinese acrobatics and folk music.

The event was widely covered by the local press and has further added to the goodwill and respect which Maersk enjoys in northeast China.






The Maersk Inc. affiliated companies, Bridge Terminal Transport Inc. (BTT) and Pacific Rim Transport Inc. (PRTI) have now become the largest container hauling trucking organisation in North America based on their number of revenue moves. They operate over 1,500 trucks in 35 locations.

By Paul Pavlick

Started from modest beginnings in 1982 in Port Newark, New Jersey, with four drivers and a small office, the core business objective was to provide seamless transportation between the port and the customer's facility for international shipments. Today, BTT operates in 28 locations and PRTI has seven locations with a combined operating staff of 205 and 1,500 trucks. The network

covers most port locations and inland rail sites and stretches from Vancouver, Canada, to Tampa, Florida, from Boston, Massachusetts, to Long Beach, California, and from Detroit, Michigan, to Laredo, Texas. At most locations, storage of containers, chassis and trailers is available as well as security, inspection of equipment, maintenance and lift operations. Services are performed for Maersk





*The BTT and PRTI  
drivers together logged  
over 88 million miles  
in 1997.*

# Trucking in NORTH AMERICA

Line, other shipping lines, and other clients. In 1997, the volumes reached 820,000 revenue dispatches.

To offer more value-added services, BTT/PRTI have invested in a specialised chassis fleet totalling over 400 units. This provides the ability to carry 24 metric tons 20' containers and ISO tank containers.

As the largest container trucking company in North America, with drivers logging over 88 million miles in 1997, the operation involves inherent risk and exposure. A major safety and compliance programme is an integral part of the business, and training in the Maersk Quality Process has been conducted and has become the norm for the trucking organisation's cultural behavior.

To manage growth, advanced technology has been applied to the document storage and retrieval segment of the business. More than 3.3 million pieces of paper are scanned onto optical disks by using sophisticated "imaging" technology.

The future is promising, and safe, successful operations and profitable growth drive the business plan forward.





# Air freight of 105 tons of wires

"We want Maersk to commence with the procurement and air transport of work wires and assorted mooring hardware as soon as possible, using the Antonov 124 option."

By Dennis Jakobsen

■ This was the message when the Purchasing Department and Maersk Supply Service initiated air transport of 105 tons of anchor handling equipment on 24 December 1997 from London to Douala in Cameroon on a Russian cargo plane of the Antonov 124-100 type.

The story began on 10 December when Maersk Supply Service received an inquiry from a customer, Conoco E&P Nigeria Ltd, for procurement and delivery of 4,000 metres of 76 mm steel wire and various anchor handling equipment in Nigeria or alternatively Douala on 15 January 1998 at the latest.

The Purchasing Department im-

mediately made inquiries of suppliers and forwarding agents and realised that meeting the time-limit called for transport by air, i.e. chartering of the world's largest commercial cargo plane, an Antonov 124-100. The expenses were approved by Conoco the day before Christmas, and a week later the Purchasing Department had placed orders for steel wires and anchor handling equipment and chartered the Antonov. Nine days later, seven trucks with the cargo of steel wires and anchor handling equipment arrived at Stansted Airport in England and loading could commence.

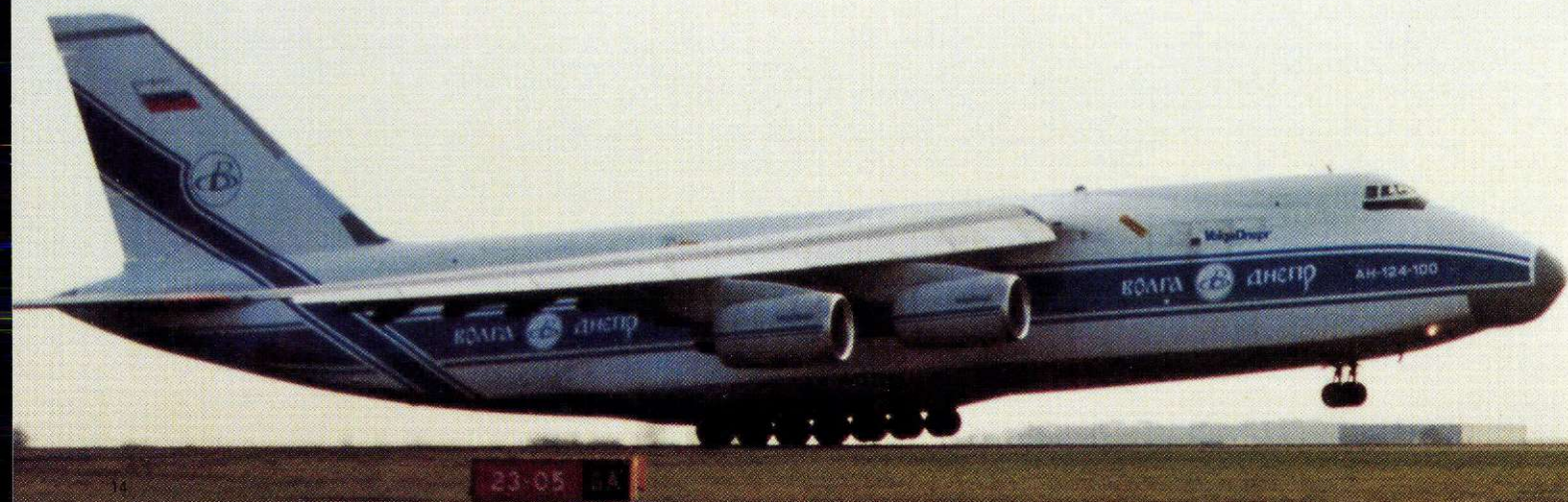
The Antonov aircraft, originally built for transport of Russian military equipment, can carry up to 110 tons for long distances. A special facility is the integrated crane with a lifting capacity of up to 20 tons. Loading can also take place by ramps ahead or astern. In this case loading of the eight wire drums,

up to 14.5 tons each, was carried out by using the crane via the stern ramp. The crew totals 15-17 men, including seven technicians who maintain the aircraft themselves, and two teams of a total of eight persons which makes it possible to fly non-stop for 20 hours.

The loading operations were completed late Saturday 10 January 1998 and the next day at 11.08 a.m. the 356-ton heavy aircraft departed for Douala where it arrived at 10.30 p.m. after a fuel stopover in Spain.

In Douala, Maersk Cameroon arranged the unloading and clearance of the freight. On 11 January at 03.00 a.m. the equipment had been safely stored and the transport of 105 tons of steel wires and anchor handling equipment was completed. A few days later the equipment was transported to Conoco's drilling rig by the supply vessel MÆRSK PACER.

*The Antonov aircraft is 69 m long with a wing span of 73 metres. By way of comparison a Boeing 747-200 is 70.5 m long with a wing span of 60 metres.*





# Powerful guest in



*MAERSK BEATER preparing to enter West India Dock.*

# London

By Russell Harvey

MAERSK BEATER "Open Day" was attended by over 170 customers and staff when the vessel visited London on 28 October 1997. The vessel berthed at West India Dock in London's Docklands, close to The Maersk Company Limited's head office, also providing an ideal opportunity for office staff to take an educational tour around the vessel.

The Maersk Company's head office in London is located on the 31st floor of One Canada Square, better known as the Canary Wharf tower, the tallest

office building in Europe and the centrepiece of the London Docklands development. West India Dock originally opened in 1802 as London's first purpose built trading dock. It was part of London's great inner docks which played a crucial role in world trade. The dock closed for general cargo operations in 1980 and now plays host to the occasional visiting vessels which in recent years have included the Royal Yacht Britannia and now, most recently, MAERSK BEATER.


MAERSK BEATER is one of the

world's most powerful offshore anchor handling and towing vessels. The British flag ship is the Maersk Company's newest vessel and was delivered from Simek AS in Norway on 26 September 1997. She is one of a class of four vessels being built for the A.P. Moller Group which are designed to provide worldwide support for the deep water drilling industry and also to work in the offshore construction industry. The newbuilding is now in West Africa where she will support a deep water drilling programme.









*Lionshead by Cape Town  
in South Africa.  
Photo: Erik Svenson*

# Africa, a Prosperous continent

By Thomas Ørting Jørgensen

■ Africa has had the reputation of being a region with many commercial possibilities. However, the pursuit of these possibilities involved great challenges. Political revolutions, fundamental structural problems and slow economic development troubled the continent and kept foreign businessmen and investors away. In recent years, several African countries have showed relatively promising economic trends and have begun to liberalise the infrastructure in return of increased debt relief from the Western World.

Considerable growth in African exports has resulted in increased income and thus less pressure on government finances. It is estimated that the growth in African countries (defined as the increase in GNP) will be 5% over the next five years. Another element which is a breeding ground for increased optimism is the fact that in most countries improvements in the economy are accompanied by a genuine wish for fewer trade barriers and unrestricted trade.

Concurrently with the industrial-

ised countries' increasing interest in Africa, exploration for oil and minerals has developed. Major finds have been made along the coasts, especially off Angola, which are being prepared for production, resulting in additional injection of capital into the African economies.

Countries like the Ivory Coast, Ghana, Senegal, Nigeria and Angola to the West, Zimbabwe and Kenya to the East and South Africa are expected to be the economic driving force of the continent, supplemented by the relatively developed economies of Morocco and Egypt to the North.

## West Africa

Even though Maersk Line has had regular services to West Africa for more than 35 years, it is only recently that there has been rapid development. Today, Maersk Line covers the entire coast from Mauritania in the North and Angola in the South with nine vessels and a capacity which is seven times larger than it was in 1985 when the trades were containerised. More than 800 calls are made each year, and



the increased cargo volumes are handled by 27 offices in 19 countries which all together employ over 500 people.

In 1997, cargo was accepted for three new countries, five new offices were opened and an additional two Owner's Representatives were posted. Correspondingly, expansion continued with stevedoring and terminal activities as well as re-shipment of cargo by rail or road. Finally, Mercantile opened four offices in the region.

# Africa



## South Africa

Considerable developments in the country have made it a natural base for many of Maersk Line's latest initiatives. Today, from Europe, South Africa is covered by seven vessels on two strings, one covering Angola and Namibia and one continuing to Reunion and Mauritius. From the Far East, Maersk Line has a vessel in the consortium Good Hope Express with direct routes from the Far East to South America via Durban and Cape Town. To support these activities, five onshore offices have been opened in South Africa, one in Namibia and Reunion respectively, and Owner's Representatives have been posted to

Angola and Mauritius. A feeder will in March be put in to cover the market between South Africa and Angola and give export coverage of Lüderitz in Namibia where there is a considerable potential for refrigerated cargo.

The most important South African imports are consolidated cargo, car parts for the South African car industry and beef and poultry in reefer containers. From South Africa, the large market for exports of fresh fruit is of particular interest. It is estimated at 800,000 tons per year with oranges, apples and pears as the largest commodities. Exports used to be supervised by a state monopoly responsible for marketing and logistics, but after the abolition of the monopoly, several plantation co-operatives have shown interest in marketing their products themselves. This is to the advantage of Maersk Line who offers access to almost all markets in the world.

## East Africa

Exports, particularly of goods such as coffee, tea, tobacco and cotton contribute to the economic development in this region and help to finance imports of textiles, foodstuffs and semi-manufactured articles for local industries.

Since its activities began in 1987 as the first agency in Mombasa in Kenya, Maersk Line has had rather a low profile. In 1996, however, when it was decided to put in its own vessels, major changes took place. The new East Africa trade has resulted in the opening of new offices, supplementing existing offices in Kenya (Nairobi and Mombasa) and Tanzania (Dar-Es-Salaam). The new offices are in Beira in Mozambique and in Harare in Zimbabwe. There is also foreign representation in Malawi and Uganda. The keen interest in the new service is best reflected in the speed at which additional

tonnage has been added. From two vessels at the beginning of 1997 to five modern vessels today. The newest initiatives include calls at Victoria on the Seychelles.

## North Africa

Today, Maersk Line is represented in Morocco by three offices and a Mercantile organisation, in Tunisia by an Owner's Representative and in Algeria by a foreign agent. Maersk Line has also established its own organisation in Egypt, which will soon take delivery of the first of ten newbuildings from Taiwan. The four following newbuildings are expected to enter the West Africa trade during 1998.

## Other interests in the region

A new service has just been launched - Flex-Con - offering combined break bulk and container capacity between the US Gulf and West Africa. From March this year, five vessels will be employed, making it possible to transport project cargo and mixed cargo to Africa, and cocoa beans, cotton and timber back.

Other companies in the A.P. Moller Group also have activities in Africa. Mærsk Olie og Gas AS participates in oil exploration in Algeria and at the moment Maersk Supply Service has seven vessels operating in West Africa.

All in all, Africa is from March covered by 33 Maersk Line vessels, and developments during recent years have clearly demonstrated that Africa plays an important part in Maersk Line's strategic plans.

Today, A.P. Møller is the best represented shipping company in Africa and is ready for the increased trade which this exciting and fascinating continent will undoubtedly experience in the future.





*Signing ceremony with U.S. Customs Commissioner Sam Banks (right) and Tommy Thomsen, Maersk Inc.*

# Super Carrier

By John Hyde

Maersk has entered into a closer working relationship with U.S. Customs Service by signing a "Super Carrier Initiative Agreement" for the container vessels and terminals. "Maersk Inc. has always been active in maintaining a strong working relationship with the U.S. Customs Service" said Samuel H. Banks, Acting Commissioner of the U.S. Customs Service in Washington D.C. "We welcome Maersk's participation in the Super Carrier Initiative Program as a sign of the company's continued strong commitment to fighting drug smuggling. World-class companies like Maersk, who step up and take responsibility for helping to address narcotic smuggling in commercial shipments are to be commended for their activism and civic responsibility in helping to keep drugs out of the United States."

Maersk has been a participant in the Sea Carrier Initiative Program since 1989, and has consistently co-operated with U.S. Customs in implementing

security measures and taking other steps to keep drugs out of commercial shipments aboard its vessels. In addition to making a strong commitment at the corporate level, Maersk offices at the local port level have also co-operated fully with customs officials in the interdiction of narcotics in commercial shipments.

The Super Carrier Agreement was developed to meet the needs of carriers operating in high risk locations. The goals are to establish a drug-free workplace, to prevent illegal drugs from being placed aboard commercial conveyances and to limit carriers' vulnerability to drug-related penalties. The U.S. Customs Service will determine a carrier's eligibility to participate in the Super Carrier Program based on a carrier's service of high-risk routes, the carrier's participation in the standard Carrier Initiative Agreement, and U.S. Customs' ability to provide training and site surveys at the carrier's foreign and domestic locations.

# DRUG WARNING NOTICE



The owners of this vessel will cooperate fully with public authorities in the criminal prosecution of a vessel found possessing illegal drugs or paraphernalia aboard the vessel.

issued as part of the Skuld P&I Association's "Loss Prevention" program.  
Telex Oslo: 71091, Telex Copenhagen: 19561, Telex Stockholm: 19561



# GUDRUN MÆRSK

By Sean Lynch

The fifth container vessel in a series of seven from Hyundai Heavy Industries was named at the Ulsan Shipyard on 21 November 1997 in Ulsan, South Korea. Mrs Alice Inge Mygind Hansen named Hyundai hull no. 1067 GUDRUN MÆRSK. Mrs Hansen was accompanied by her husband, Mr Bjarne Hansen, President of Maersk Air and Executive Vice President of A.P. Møller. Mr C.H. Cho, Executive Vice President of Hyundai Heavy Industries, and Mr Knud Stubkjær, then Managing Director of Maersk Singapore Pte Ltd, welcomed the guests.

GUDRUN MÆRSK and her sisters each have a capacity of more than 4,300 teu including reefer containers. The main engine, a ten cylinder B&W 10K90MC-C diesel engine producing 58,600 BHP, gives a speed of more than 26 knots. GUDRUN MÆRSK has a length of 292 metres, a width of 82 metres and a draught of 12 metres.

The vessel's home port is Copenhagen and she will be commanded by Captain Gunnar Rasmussen with Jørn Grimstrup as Chief Engineer.

On 28 November 1997, a week after the naming ceremony, GUDRUN MÆRSK was delivered to A.P. Møller and entered the Maersk Line service between Asia and North America.

*The sponsor, Mrs Alice Inge Mygind Hansen, with her husband, Mr Bjarne Hansen, and their two daughters.*





# Maersk Air's new JETTE

By Tina Ryder Tønnesen

■ On 27 November 1997 at 1.23 p.m., Maersk Air's new "Jette" landed in Copenhagen Airport, and the first flight for A.P. Møller took place on 4 December 1997. It went to Stansted and among those on board the aircraft were both the former and the present chairman of Maersk Air's Board of Directors, Partner Ib Kruse and Bjarne Hansen, now Maersk Contractors.

The new "Jette" is the fifth in A.P. Møller's series of business air-

craft. It was built in 1994 by the Canadian factory Bombardier Inc. and is of the Canadair Challenger CL601-3R type. Its registration letters are OY-APM, and there is room for 12 passengers.

The former "Jette", a BAe 125-800 aircraft built by British Aerospace, has been sold to International Aviation Ltd in the USA where it will continue as a business aircraft.

*The old "Jette" (OY-MCL) and the new "Jette" (OY-APM) in Dallas, Texas.*



## New transport solutions

By Russell Harvey

■ What do you do when your customer is located far away from a port, has very heavy cargo, high volumes and your country has

container due to the road limitations, or you can apply some ingenuity.

In the UK, Maersk Line was faced with such a challenge for English China Clays. The solution was to set up a special dedicated train for the customer's exports, which was done by working in close co-operation with English Welsh & Scottish Railway and Pentalver Transport (a company owned by The Maersk Company).

Various problems were encountered in terms of rail facilities and timing, but through creativity and co-operation the first train left in the first week of December 1997 and will run regularly.



*The dedicated train making its way through the English countryside.*

strict road weight limitations? You can either continue as usual, with your customer unable to utilise the full payload of the



*HRH Princess Benedikte was guest of honour at the inauguration of the newly restored Danish Seamen's Church in Singapore.*

## Seamen's church restored

■ Since 1984, the Danish Seamen's Church of Foreign Ports has had a priest in Singapore. The church is housed in a building rented from the Port of Singapore Authority (PSA) containing the church, common rooms and the priest's residence. The Danish church is visited by 11,000-12,000 people each year and is the setting for services and other religious ceremonies, Danish lessons and lectures, etc.

Throughout the years the church has become worn and last year the church council started collecting for an extensive restoration. The exterior was funded by the PSA, whilst the restoration of the interior was made possible by a donation of DKK 300,000 from the A.P. Møller and Chastine Mc-Kinney Møller's Foundation.

The inauguration of the church was held on 4 December 1997. Among the guests present at the service and subsequent reception was HRH Princess Benedikte.



*The building housing the church is rented from the port authorities in Singapore, who have undertaken the restoration of the exterior.*





## An old acquaintance

■ In October 1997, the container vessel BILBAO EXPRESS was chartered for a voyage from Aarhus to Yantian with a full load of 40' dry containers.

In spite of her red colour the vessel seemed familiar, and it

turned out to be the old CECILIE MÆRSK, built in 1967 and disposed of by the Maersk fleet in 1991.

A memorable sight of this old, but well-kept vessel loaded with 561 brand-new Maersk containers.

*The new 3,000 m<sup>2</sup> extension brings the total reefer line area up to 21,800 m<sup>2</sup>.*



## Inauguration in Tinglev

■ On 31 October 1997, the inauguration of Mærsk Container Industri's (MCI) new 3,000 m<sup>2</sup> extension took place, which will increase production capacity for reefers by 50%. The extension was built in record

time and MCI now has a production and office area of well over 40,000 m<sup>2</sup>.

During the year the number of employees increased by 100 to a total of 600.

## Reefer seminar

By Preben Hartvig Andersen

■ Maersk Bangkok Branch recently conducted a successful seminar for its reefer customers in Thailand. The seminar focused on basic principles of reefer functions, air distribution patterns, pre-stuffing preparations, including the use of temperature probes, packaging and stowage patterns as well as the advantages of using Maersk Line's reefer equipment.

The seminar was held by Maersk Bangkok Branch staff, reefer experts from Maersk Singapore, a professor from Kasetsart University specialising in management of post-harvest products and a representative from SGS, a survey company used by Maersk. The wide spectrum of experts ensured that both the theoretical and practical handling of reefer equipment and cargo was well-covered and that all questions from customers were answered in detail. The seminar included a visit to Maersk's own Lat Krabang terminal.

Based on the high level of interest and the positive reaction from the participants, it has been decided to make the reefer seminar a regular event in Thailand.



*More than 140 customers from 70 companies attended the seminar, and the feedback was very positive.*





## Quality assurance centre

By Sean Lynch

■ On 21 October 1997, a ribbon-cutting ceremony and reception were held at Mercantile Korea's Quality Assurance

*The centre's two buildings can hold up to 15 forty foot container loads of flat-packed garments and garments-on-hanger.*

and Consolidation Centre in Seoul. It was developed by Mercantile to meet the increased service requirements of two of its customers, Pacific Buying and Marketing Service Ltd (PBMS) and Liz Claiborne International Ltd. The latter was represented at the reception by Mr Gary Ross, Vice President for Asian Operations, and Mr Stan Austin, Vice President for Quality Assurance (USA). From PBMS Mr Lon Garwood, Managing Director, attended.

## Ashfair '97

By Eric B. Williams

■ In November 1997, Maersk Ghana participated in the second Ashanti Regional Trade Fair, suitably named Ashfair '97. A brand-new 40' high cube reefer container from Tinglev served as a stand with a display of information about Maersk Line services inside. This proved both enlightening and informative to the visitors and helped to show Maersk's commitment to Kumasi and in particular the hinterland coverage which is very much appreciated in the region.

Kumasi is about 250 km north of Ghana's capital Accra. It is the second largest city with around one million inhabitants. Surrounded by a wealth of resources such as gold (this explains Ghana's former name "The Gold Coast"), timber and industrial crops like cocoa and palm oil, Kumasi is an economic nerve centre bustling with mining and quarrying, timber processing, agriculture, manufacturing, trading and hotel activity.

In November 1995 Maersk Line established a sales office in Kumasi and has subsequently seen a remarkable upsurge in support, particularly in timber export, and an extension of the service range.

Supported by the head office in Tema and the branch office in Takoradi (both port-based), Maersk Kumasi's hinterland coverage makes Maersk's coverage of Ghana second to none.



*Kumasi Branch Manager, Nii Klotiey Odonkor, and Marketing Manager, Eric B. Williams, attended the Ashfair to receive the dignitaries, here the Ashanti Tribe Prince, Nana Poku.*

## Cadets of the Year

■ On 22 December 1997, the officer cadets of the year were selected. As it was the first time, the selection took place among five year-groups of cadets from the Maersk fleet, a total of 600 candidates. In future, the selection will only take place among the year-group concerned.

The nomination of candidates is made by the principals of the schools and the ship's management on board and is based on references regarding the cadets' diligence, loyalty, ability to co-operate and relationship with colleagues and superior. The final choice is made by the



*Michael Zacho (mid-left) and Anders Møller together with Ole Hog, Technical Organisation, and Jørgen Haagen Frederiksen (left), Maersk Training Centre.*

management of Technical Organisation on the recommendation of Maersk Training Centre. In 1997, the choice fell on deck apprentice Anders Møller who began his training in July 1996 and now studies at the Navigation School on Fanø and engine apprentice Michael Zacho who began his training in August 1995 and now receives his practical training on the gas carrier HELENE MÆRSK after taking the first term at the School of Marine Engineering in Svendborg.

As evidence of the honour the two apprentices were each presented with an engraved gold wrist watch.





## Awards in Sri Lanka

■ At an award ceremony held by the Institute of Chartered Shipbrokers in November 1997 there was only one award for shipping agents. The award is decided by

customer votes and is given to the shipping agent offering the best customer service in the Sri Lanka/USA trade.

This year it went to Maersk Lanka (Pvt.) Ltd and it is considered a great tribute to the hard work put in by all staff in the organisation. The award was presented by Charles Stride, Chairman of the ICS (London), to Jeremy T. Haycock of Maersk Lanka.

On top of that, the award for the student with the highest test score was given to a Maersk employee, P.K. Jayasinghe.



Left to right, Mr Martin M. Skaanild (Maersk France), Mrs Dominique Monteux and Mr Claude Petit (CAT), Mr Jean-Yves Franco (Maersk France), Mr André Graillot (Port of Le Havre), Mr Laurent Bresson (Maersk France), Mrs Marielle Haiste (CAT), Mr Claude Renaudon, Mr Daniel Mecenat and Mr Michel Lemaire (GEFCO), Mr Erik Møller Nielsen (A.P. Møller) and Mr Jens Holger Nielsen (Maersk France).

## Le Havre/South America

■ In October 1997, Maersk Line launched its new direct service from Le Havre to the East Coast of South America with the inaugural call of MAERSK SANTOS at Le Havre. The service offers weekly, fixed day calls with some of the fastest transit times to the South American market.

The direct call is of particular interest to two major Maersk customers, CAT and GEFCO, in-house forwarders for the Renault Group and the PSA Group (Peugeot/Citroën), respectively. The shipments from these customers consist of large

volumes of car parts. Key contacts from the two companies were present during the inaugural call, when they received a brief introduction to the new service.

The business relationship with CAT and GEFCO developed significantly in 1997 and is expected to develop even further in 1998. Both customers have welcomed the new Maersk Line product which they regard as a sign of the willingness and capacity of Maersk Line to continue the development of a solid business relationship.



## Seafood in Beijing

By Per Heisselberg

■ In 1997 the famous Seafood Show in PRC was held in Beijing and was well attended with an estimated 3,000 guests. Maersk was in the forefront right from the start with a brand-new reefer container close to the entrance. In the exhibition hall there were no fewer than three stands with a multimedia PC, the A.P. Møller video presentation and a giant poster behind the counter. Friendly and enthusiastic Maersk sales and reefer specialists distributed the eye-catching brochures and handouts made especially for this event. About 1,000 containers were booked and 1,000 business cards collected.

The sales staff are now busy following up on these prospective clients, and sales leads have been sent to colleagues overseas.



# Settling in Greece

By Morten Brühl

■ Maersk Line plotted yet another two offices onto its world map of its own agencies when the new organisation in Greece, Maersk Hellas Limited, opened two new offices in Piraeus and Thessaloniki on 24 September 1997. At the inauguration reception in December 1997, the Danish Ambassador, Thomas Rechnagel, Greek officials and some 300 customers along with the Chairman of Maersk Hellas Limited, Flemming Ipsen, officially opened the head office in Piraeus. During February Maersk Line will add direct calls with its own tonnage to Piraeus and to the island of Crete, and in March to Thessaloniki, making Maersk Line second-to-none in the coverage of Greek ports.

*Maersk Hellas' head office in Piraeus.*



## Personalia

### Esplanaden



**40 Years Anniversary**  
Henning  
Hvenegaard  
1 June 1998



**25 Years Anniversary**  
Erik Vad-Hansen  
1 March 1998



**25 Years Anniversary**  
Jørgen Jensen  
1 March 1998



**25 Years Anniversary**  
Agnes Brunstad  
1 April 1998



**25 Years Anniversary**  
Aage Hansen  
12 April 1998



**25 Years Anniversary**  
Lars Ravn Hansen  
30 May 1998



**25 Years Anniversary**  
Tim Krarup  
Sørensen  
1 June 1998



**25 Years Anniversary**  
Leif Velsø  
1 March 1998



**25 Years Anniversary**  
Karl Jacob B.  
Christensen  
7 March 1998

### Mærsk Olie og Gas

### Maersk Contractors



**25 Years Anniversary**  
Towmaster  
Poul Jørgensen  
1 March 1998



**25 Years Anniversary**  
Mechanic  
Kim Brian Jensen  
1 May 1998



**Retiring**  
Freddy Tom  
Andersen  
27 March 1998



**Retiring**  
Ove Johansen  
7 April 1998

### The Fleet



**40 Years Anniversary**  
Chief Engineer  
Flemming Groth  
1 March 1998



**40 Years Anniversary**  
Chief Engineer  
Niels Ryom  
30 April 1998



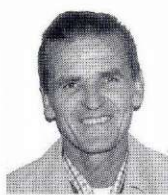
**25 Years Anniversary**  
Ship's Assistant  
Erik Juul Davidsen  
1 March 1998



**25 Years Anniversary**  
Chief Engineer  
Karl Johan Frigaard  
15 May 1998



**25 Years Anniversary**  
Chief Engineer  
Ib Nielsen  
30 May 1998



**25 Years Anniversary**  
Chief Officer  
Bøje Grønvald  
Hansen  
1 June 1998



**Retiring**  
Captain  
Kurt B. Brændekilde  
31 May 1998



## Organisations Abroad



**25 Years Anniversary**  
Albert P. van  
Woersem  
Norfolk Line  
26 February 1998



**25 Years Anniversary**  
Ab W. M.  
Mohrmann  
Norfolk Line  
1 March 1998



**25 Years Anniversary**  
Hans L. Boeke  
Norfolk Line  
21 March 1998



**25 Years Anniversary**  
Teruyuki Ishii  
Yokohama  
1 April 1998



**25 Years Anniversary**  
Mitsuyuki Kaneko  
Tokyo  
1 April 1998



**25 Years Anniversary**  
Toshiyuki Saito  
Tokyo  
1 April 1998



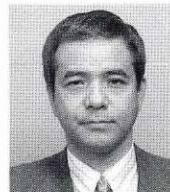
**25 Years Anniversary**  
Masanobu Kurihara  
Yokohama  
1 April 1998



**25 Years Anniversary**  
Isao Kubo  
Kobe  
1 April 1998



**25 Years Anniversary**  
Josuke Minooka  
Kobe  
1 April 1998



**25 Years Anniversary**  
Kenji Masao  
Kobe  
1 April 1998



**25 Years Anniversary**  
Junichiro Takeuchi  
Antwerp  
1 April 1998



**25 Years Anniversary**  
Chiaki Okamoto  
Osaka  
10 April 1998



**25 Years Anniversary**  
Palle Weidlich  
Göteborg  
1 May 1998



**25 Years Anniversary**  
Michinori Sugawara  
Kobe  
1 May 1998



**25 Years Anniversary**  
Anders Nielsen  
Bangkok  
1 June 1998



**25 Years Anniversary**  
Kenji Ohmoto  
Tokyo  
1 June 1998

## Maersk Air



**25 Years Anniversary**  
Annelise Kristensen  
8 March 1998



**25 Years Anniversary**  
Ole Kristensen  
12 March 1998



**25 Years Anniversary**  
Leif Normand  
Gertsen  
19 March 1998



**25 Years Anniversary**  
Bjarne Bo Petersen  
19 March 1998



**25 Years Anniversary**  
Preben Pedersen  
26 March 1998



**25 Years Anniversary**  
Erik Kastebo  
26 March 1998



**25 Years Anniversary**  
Mona Brøgger  
1 April 1998



**25 Years Anniversary**  
Siw Ann-Marie  
Möller Karlsen  
1 April 1998



**25 Years Anniversary**  
Anne-Marie Li  
Waldegskog Nielsen  
1 April 1998



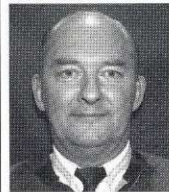
**25 Years Anniversary**  
Majken Thyregod  
Clausen  
1 April 1998



**25 Years Anniversary**  
Anna Marie  
Pedersen  
1 April 1998



**25 Years Anniversary**  
Erik Sliben  
2 April 1998



**25 Years Anniversary**  
Jens Albert  
Boserup Jensen  
2 April 1998



**25 Years Anniversary**  
Hans Jørgen  
Elmann  
30 April 1998



**25 Years Anniversary**  
Per Nielsen  
1 May 1998



**25 Years Anniversary**  
Salvador Vila  
1 June 1998

## Roulunds



**25 Years Anniversary**  
Mamoru Sato  
Yokohama  
6 June 1998



**50 Years Anniversary**  
Arne Richardt  
Hansen  
14 April 1998



**25 Years Anniversary**  
Ove Rendbo  
Mikkelsen  
15 March 1998



**25 Years Anniversary**  
Tove Nielsen  
24 April 1998

## Maersk Medical



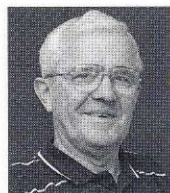
**25 Years Anniversary**  
Sonja Hansen  
12 February 1998



**25 Years Anniversary**  
Hanne Petersen  
19 March 1998



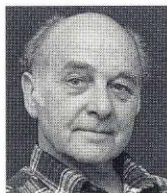
## The Yard



**40 Years Anniversary**  
Carl Erik Duus  
17 April 1998



**40 Years Anniversary**  
Carsten Uwe Wulff  
Rasmussen  
24 April 1998



**40 Years Anniversary**  
Erik Madsen  
24 April 1998



**40 Years Anniversary**  
Oskar Jæger  
24 April 1998



**40 Years Anniversary**  
Kjeld Karlson  
12 June 1998



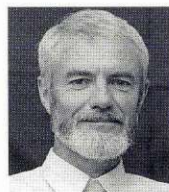
**25 Years Anniversary**  
Christian Laursen  
6 March 1998



**25 Years Anniversary**  
Ivan Frost  
20 March 1998



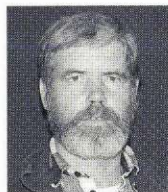
**25 Years Anniversary**  
György Horvath  
20 March 1998



**25 Years Anniversary**  
Torsten Lundetoft  
Clausen  
27 March 1998



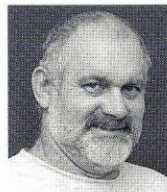
**25 Years Anniversary**  
Doris M.  
Christensen  
3 April 1998



**25 Years Anniversary**  
Kurt Jespersen  
3 April 1998



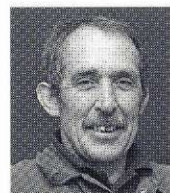
**25 Years Anniversary**  
Allan Finn Ø.  
Hansen  
17 April 1998



**25 Years Anniversary**  
Hans Georg  
Christiansen  
17 April 1998



**25 Years Anniversary**  
Hans Ove  
Rasmussen  
24 April 1998



**25 Years Anniversary**  
Palle Torben  
Kristensen  
15 May 1998



**25 Years Anniversary**  
Ingvar Lindberg  
Johannessen  
15 May 1998



**25 Years Anniversary**  
Niels Aage Jensen  
29 May 1998



**25 Years Anniversary**  
Gert Winther  
Hansen  
29 May 1998



**25 Years Anniversary**  
Bjarne Gervig  
29 May 1998



**25 Years Anniversary**  
Kirsten Buus  
Nielsen  
12 June 1998



**25 Years Anniversary**  
Bjarne Rasmussen  
12 June 1998

## Mærsk Data



**25 Years Anniversary**  
Per Steffen Hansen  
1 May 1998

## Obituary

The A.P. Møller Group is sorry to announce the following deaths:

Preben Hjorth  
The Yard  
20 November 1997

Ib Aage Andersen  
Roulunds  
6 January 1998

Knud Erik Møller  
Nielsen  
Esplanaden  
29 January 1998

Preben Agerbæk  
The Yard  
4 December 1997

Jørgen Arne  
Jeppesen  
ex LAUST MÆRSK  
12 January 1998

Tage Nielsen  
Maersk Air  
6 February 1998





**MÆRSK**