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Copies: 17,000 Danish, 27,800 English

Local correspondents: AUSTRALIA: Peter West

Kristian Vandermeer

BALTICS: Diana Stankevica

BANGLADESH: M. Shamimul Huq

BENELUX: Georges Caulier EGYPT: Nabil Gavar

FRANCE: Jørn Skarregaard

GERMANY: Susanne Heinken

HONG KONG: Steen Brodsgaard Lund

INDIA: Mahalakshmi Natarajan

INDONESIA: Brian R. Pedersen

JAPAN: Bo Lindberg Andersen

KOREA: Jeffrey K. Kim

MALAYSIA: Loo Sook Yee

NIGERIA: Timothy Alamu

NORTH AMERICA: Tom Boyd

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SPAIN: Javier Lopez

SOUTH AMERICA: Chris Ruhalter

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MAERSK MEDICAL: Marianne Maltow

ROSTI: Karin Nielsen

ROULUNDS: Elsebeth Bastholm

THE LINDØ YARD: Steen Schougaard

Christensen

DISA: Åse T. Larsen

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ment with the editor.

The effects of the terrorists' attack last September are still being felt also by the transportation industries. And the past year has seen an unparalleled concentration on security-related issues.

Companies in the A.P. Moller/Maersk Group are – and have always been – focused on safe operations, and make every effort to protect our employees, our customers and own assets against foreseeable hazards.

On 15 July, Maersk Sealand and Safmarine proudly signed up for participation in US Customs' initiative – Customs Trade Partnership Against Terrorism (C-TPAT), one of the first carriers to do so. When, on 26 August, the US Customs opened for forwarders to sign up, Maersk Logistics was also among the first to apply to the programme, which entails close co-operation between US Customs, our customers and suppliers and ourselves with the aim of securing the whole supply chain.

We are also working closely with the US Government, the EU Commission, IMO and other bodies to mitigate the risks.

The co-operation between all parties involved is crucial for future free and safe global trade.

On 28 August the Shipping Companies published their interim reports, and for the first time the Profit & Loss statement included results from associated companies. The half-year result was about DKK 9 billion compared to DKK 7.3 billion for the first half of 2001. The report was well received.

However, excluding mainly unrealised currency adjustments and changes in value of securities, the result for the first six months of 2002 is well below the corresponding period in 2001. The main reason is the decline in market conditions, particularly in the container and tanker businesses. Despite hard and to a large extent successful efforts to reduce our operating costs, they have not been sufficient to offset the deteriorating rate levels.

For the full year result we have fortunately been able to raise our expectations for the A.P. Moller/Maersk Group as a whole. Unfortunately this is not the case for our shipping activities, where we still foresee a negative result in the Danish shipping activities. Oil and gas activities in the North Sea are expected to realise a result at the level of 2001, which is slightly better than previously expected, and also the associated companies combined are expected to come out better.

We can be satisfied with the result of some of our activities, and with the efforts made in all activities to achieve the best possible results under challenging circumstances. Some of our main activities, however, still face very difficult conditions and our very best efforts are still needed.

**JESS SØDERBERG** 



Madame Yan Jun Qi, Vice Mayor, Shanghai and Yang Xiong, Deputy Secretary General, Shanghai with Jess Søderberg (centre) and Per Jørgensen (left) from the opening ceremony.

# Jess Søderberg visits China

From 2 to 5 July Jess Søderberg visited the recently established Greater China Region. The itinerary included visits to Shanghai, Qingdao, Guangzhou, Zhuhai and Hong Kong.

In Shanghai Mr Søderberg attended the opening of a new joint venture between Mærsk Data and a local Chinese partner owned by the Shanghai Municipal Government. The opening ceremony of E-Ma Logistics Systems (Shanghai) Ltd. enjoyed a considerable attendance by government officials including Shanghai's Vice Mayor Yan Jun Qi as well as many future clients. The opening of E-Ma marks the first presence of Mærsk Data on the Chinese Mainland and will cater to the growing need for sophisticated systems solutions within the transportation industry.

During the visit to Qingdao Mr Søderberg held constructive meetings with Mr Shicheng Du, concurrently Vice Governor of Shandong Province and Mayor of Qingdao as well as with Mr Ruimin Zhang, Chief Executive Officer of Haier Group, the fastest developing producer of home appliances in the world. The visit to Qingdao also included a brief tour of Qianwan Container Terminal and Mærsk Container Industri's factory.

In Zhuhai the focus was touring the Flextronics plant facility. Flextronics is the global leader within Electronics Manufacturing Services delivering operational services to technology companies.

In recent years China has really opened up to the international community, and not least the country's entry into WTO (World Trade Organisation) was a major step forward. China is one of the countries in the world in which other countries invest the most, and the Chinese export sector is becoming increasingly important for the country's economy. The Chinese economy has proven to be remarkably resistant to crises on the world market, e.g. the economic crisis in Asia in 1998 and the global recession in 2001. All this has led to the Chinese focus on logistics. The Chinese infrastructure must be improved - at the moment about 20% of the price of a Chinese product goes to transport charges, which is almost twice as much as a product manufactured in Denmark.



Jess Søderberg meets Chad Lindsay, Director of Terminal Operations, Pier 400 (right) and Alan McCorkle, Managing Director, Pier 400 (centre).

# Pier 400 Los Angeles

APM Terminals' newest, most modern container terminal in the world opened 15 August 2002 in Los Angeles, California. An opening ceremony customer reception was attended by over 1,000 people and Jess Søderberg gave the keynote address.

Pier 400 was started in 1994 by the Port of Los Angeles as a concept for an entirely new facility on land reclaimed from the sea.

The project started in 2001 with the formation of the Pier 400 transition team who focused on operations, transition, processes and systems. Early in the project, members of the Pier 400 team visited leading world ports to examine first hand best practices and new technology.

The Port of Los Angeles has literally moved mountains - 10 million tons of quarry rock from Santa Catalina Island alone - and has performed a feat of marine engineering and construction that will define the next generation of terminal design and operation. This expertise, the assistance and can-do attitude of the community and City of Los Angeles government, brought Pier 400 to completion ahead of schedule and under budget, while setting a new standard in environmental awareness and coordination. Today, Pier 400 ranks as one of the largest dredging and landfill projects in the United States. An engineering marvel, Pier 400 is built entirely on land reclaimed from the sea with dredged sand and rock from local shipping channels.

At 484 acres in size - big enough to hold nearly 370 football fields - Pier 400 represents the largest proprietary container terminal in the world: 7,200 feet of wharfage, six post-panamax shipping berths, a 40 acre on dock rail facility, a 300 acre container yard with a projected annual capacity of 2.4 million TEU, and the largest, fastest gantry cranes in North America, with an outreach of 210 feet (22 containers wide). For refrigerated cargoes, there will be 1,800 refrigerated plugs, outfitted with the most advanced remote monitoring equipment available today.

The Pier 400 team evaluated numerous technologies throughout the past two years.



At 484 acres in size — big enough to hold nearly 370 football fields — Pier 400 represents the largest proprietary container terminal in the world.

They chose technologies that enabled:

- viewing of all operations as a single, unified process
- bilingual, programmable signs for truckers
- closed circuit television cameras and optical character resolution (OCR) to take pictures of containers and chassis that automatically populates computer screens with shipment details
- use of swiped routing tickets to expedite trucker transactions, which also measures trucker time inside the terminal and eliminates paperwork
- the use of over 60 cameras throughout the terminal to monitor traffic flows
- construction of a driver assistance building with phones and faxes to help truckers

communicate

 design of terminal traffic flows to reduce cross traffic and eliminate accidents and delays.

Environmentally friendly

Before construction, the Port of Los Angeles undertook numerous environmental studies. These studies looked at the transportation and air quality issues surrounding construction and utilisation of the new working pier.

While building Pier 400, the electrically powered dredge Florida was used which meant a significant reduction in air emissions. Also contributing to the decrease in air emissions was the utilisation of an on-site concrete plant.

Ten NOELL gantry cranes were selected – all electrically powered. On dock rail - loading containers directly on to trains eliminate truck trips, along with the air emissions they produce. Each fully loaded railcar loaded on dock takes 10 trucks off local freeways.

A protected nesting site for birds - the least tern is a small seabird that is listed on the Federal and State endangered species roster - was preserved.

Also two bridges were built to ensure that migratory fish patterns in local lagoons would continue uninterrupted. And special hooded lighting towers were selected to minimise evening light glare to local communities.

### MÆRSK FRONTIER

On 7 June MÆRSK FRON-TIER celebrated the 10th anniversary of her employment with Mærsk Olie og Gas AS, and on 18 June the vessel commemorated her call no. 1,000 for Mærsk Olie og Gas. The latter took the form of a small gathering on board MÆRSK FRONTIER in Esbjerg.

Some of the retired captains and chief engineers, who had been in from the beginning, participated in the event.

MÆRSK FRONTIER was delivered from Ulstein Yard on 4 June 1992, the first of six vessels in a new series. Since 1992 about 40 vessels of this type have been built, but have been changed in several respects throughout the years. The basic design, however, is still like MÆRSK FRONTIER.

Per Wistofi, Port Director, presents Captain Tommy Kümler with Esbjerg Port's gift on the occasion of the vessel's call no. 1,000.





Sponsor Denise Persson with from left: Jess Søderberg, Helle Søderberg, Stefan Persson, John Skov Hansen, Odense Steel Shipyard and Captain Egon Kolmos.

## CORNELIA MÆRSK

On Saturday 25 May 2002 Odense Steel Shipyard presented another newbuilding in the series of large post-panamax container vessels built for A.P. Møller. Mrs Denise Persson, wife of Mr Stefan Persson, Executive Chairman of Hennes & Mauritz AB, named the newbuilding CORNELIA MÆRSK.

CORNELIA MÆRSK adds to the series of large container vessels with a capacity of approximately 6,600 TEU, including a con-

siderable number of reefer containers.

CORNELIA MÆRSK is additionally equipped with an education centre for up to ten cadets, which enables the vessel to be used as a training ship,

CORNELIA MÆRSK is registered in Kalundborg and is commanded by Captain Egon Kolmos with Torben Lund Jørgensen as Chief Engineer. The vessel has a crew of 15.

# Maiden voyage with the cadet training vessel

On 21 July 2002 nine dual officer cadets signed on to the newbuilding and cadet training vessel CORNELIA MÆRSK in Hong Kong.

These cadets are employed on a scholarship agreement with A.P. Møller after concluding HF-Søfart or training on board the Danish training vessel S.S. DAN-MARK. The cadets are participating in the dual cadet training scheme as future officers in the A.P. Moller Group and are expected to graduate as dual junior officers in July 2006.

To familiarise the eight male cadets and one female cadet with the vessel and the operational procedures on board, the Cadet Training Officer (CTO) conducted a shipboard familiarisation training, with the object of introducing company norms and standards at sea as well as values and culture. The cadets were also interviewed by the CTO in order to establish an educational plan covering the goals for the first period of seagoing service.

The training programme covers 22 weeks, based on a 3-week rotation. This programme makes it possible for the cadets to assist the appointed deck or engine officer on duty for a period of three weeks as well as participating in daily classroom lectures.



The cadets are having lessons in rules at sea while visitors from the terminal in Hong Kong pass by.

The lessons combine theoretical knowledge and practical training, and cover the tasks and training objectives laid down in the training record book, which incorporates the training standards issued by the Danish Maritime Authority.

CORNELIA MÆRSK is equipped with an internet café, which permits the CTO to conduct teaching and study hours for all cadets at the same time. The room also serves recreational purposes with the opportunity to use e-mail communication as well as other activities. The facilities in the classroom include a projector and a number of whiteboards.

Not only the training arrangement and facilities on board, but also the participation and co-operation of the ship's management and crew on board the vessel, have made the first three weeks a contributory factor in making the environment on board well-organised for the vessel's role as a cadet training ship.

The cadets remain on board the vessel for five months. After completion of their sea service they return to SIMAC in Svendborg to continue their training as future dual junior officers.

### **MAERSK GEELONG**



Left to right: Peter Frederiksen, A.P. Møller, Captain Pondicherry J. Shailendra, Felipe Dabdoub, Evelyn Maria Dabdoub, Chief Engineer Gerard Jude Weller, Bjarne Hansen, Maersk Singapore Pte., Kil Seon Choi, President and Chief Executive Officer, Hyundai.

On 15 May 2002 a new container vessel was named at Hyundai Heavy Industry in Ulsan, Korea.

Mrs Evelyn Maria Dabdoub, wife of Mr Felipe Jesus Dabdoub, Executive Vice President of Dole Worldwide Packaged Foods, named the vessel MAERSK GEELONG.

Captain Pondicherry J. Shailendra will command the vessel with Gerard Jude Weller as Chief Engineer. The ship will enter into Maersk Sealand's Far East/Europe service.

The Maersk Company Limited officially named the Langsten Hulls 188 and 189 at a dual naming ceremony on 30 April at Tomrefjord, Norway. Langsten Hull 188 was named MAERSK HANDLER by Mrs Patty Ivy, wife of Mr Mike Ivy, Business Support Group Manager for BP Exploration. Langsten Hull 189 was named MAERSK HELPER by Mrs Ingelise Høg, wife of Ole Høg, Executive Vice President, A.P. Møller.

MAERSK HANDLER and MAERSK HELPER are a class of multi-purpose offshore support vessels, which have been built to a high specification, with additional emphasis on improving the environmental working conditions of the officers and crew by, for instance, reducing the noise level on board the vessel.

# MAERSK HANDLER and MAERSK HELPER



Left to right: Ole Høg, A.P. Møller, Ingelise Høg, Patty Ivy, Mike Ivy, Grete Hassing. Michael F. Hassing, The Maersk Company Ltd., Charlotte Bindseil and Lars Vang Christensen, The Maersk Company Ltd.



An artistic impression of SAMTRA's building.

# Maritime Training Academy in South Africa

A new maritime training academy, a gift from The academy, a gift from The A.P. Møller and Chastine Mc-Kinney Møller Foundation, Safmarine and Maersk Sealand to the South African Nation, has been named South African Maritime Training Academy (SAMTRA).

The two-storey, 2,000 square metres building will be constructed on a section of the grounds of Simon's Town High School near Cape Town. Completion of the Academy is anticipated by the end of 2002.

State-of-the-art computerised ships' engine and navigation room simulation equipment will be sourced from the Danish Maritime Institute (DMI).

The Academy will provide skills training for the broader South African maritime sector, including the merchant marine, harbour craft, the fishing industry and the military, leading to enhanced career opportunities for men and women from all cultural backgrounds. The Academy's training facilities will also be accessible to seafarers from other maritime nations in southern Africa and further afield in line with the South African government's initiative.

A symbolic soil turning ceremony was performed on 11 June 2002 by Professor M. Rwelamira, Director General of the Department of Transport, on the site of the new academy.

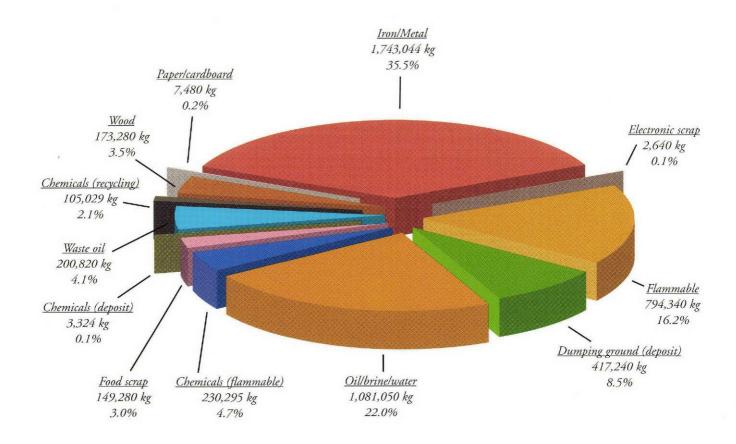
The location of the academy, adjacent to the Simon's Town school, is appropriate since the A.P. Moller Group has, for some years, funded maritime studies classes at this secondary school.

Simon's Town has a maritime tradition, spanning several centuries, through its links with the South African Navy and formerly with the British Royal Navy.



At the soil turning ceremony of the South African Maritime Training Academy (SAMTRA) seen left to right: Professor M. Rwelamira, Director General, Department of Transport, Advocate André Gaum, Western Cape MEC for Education, Professor B. Khoapa, Ove Hornby, A.P. Møller and Lars Reno Jakobsen, A.P. Møller.

# Waste handling in the North Sea



4,907,823 kg. That is the amount of waste that Mærsk Olie og Gas AS sent ashore in 2001 from the platforms in the North Sea. For many years a great deal of effort has gone into ensuring as high a recycling percentage as possible – with good results.

Waste from production platforms and drilling rigs operating for Mærsk Olie og Gas in the North Sea is transported ashore. In 2001 it amounted to about 5,000 tons which is recycled as far as possible, whether it is fluorescent tubes, food scraps, metal or chemicals. Once the routines are incorporated it is obvious that a lot of waste can be recycled in a way which is good for the environment, safety and economy. In 2001 Mærsk Olie og Gas succeeded in attaining a recycling percentage of

92, including the waste which is incinerated and thus contributes to district heating. The recycling percentage was 62 without the flammable waste.

The necessary source separation of waste takes place on the platforms in the North Sea, where containers and environmental stations are set up to which the waste is delivered. Today the platforms have come far in respect of efficient source separation, thus increasing the safety for those who would have sorted the waste ashore.

Tyra West was the first platform to introduce source separation. Small waste containers were set up near the relevant work places, containers in different colours and clearly labelled to make it easy for the employees to see what type of waste went where. The contents were eventually gathered in large separate units and shipped to shore. The experience gained on Tyra West has subsequently been used on other platforms.

Waste is certainly not just waste. There are containers for card-board, paper and other flammable materials, for iron and metal, for oil residue, food scraps, wet kitchen waste, hospital waste, etc. as well as containers for bulky waste in several places.

Wherever batteries and ink cartridges are handed out there are containers for the used ones. Painters have a whole series of chemical drums with lids for sorting of brushes, cloths, paint waste, empty plastic packaging, empty pots in metal, etc. in each drum. Most recyclable materials are thus sorted straight away. Furthermore, there is a small press to squeeze pots together into hardly anything. Volume

means a lot when everything has to be lowered from the platform and sent by ship to shore.

The chemical database which has been continuously developed over the years by Mærsk Olie og Gas contains information about more than 4,000 substances that are used or have been used offshore. About 1,350 of the 4,000 products in the database are active, which means that they are currently being used. Glue, toilet-bowl cleanser and many other domestic products are in fact chemicals. Although many of the substances are not classified as dangerous, they are included in the chemical database so that they can be properly disposed of. If you type a given number in the extensive database, all relevant information will be displayed on the screen, e.g. how the substances are to be handled, disposed of and transported. At the same time, it is possible to make statistics of the various types of waste, how much they weigh,

In the platform laboratories samples are taken regularly from the oil and gas recovery process, and the many lab activities result in a lot of chemical waste. The laboratory technicians themselves sort this in waste containers.



Volfgang Stammer with the winning team.

# Welding champions

Wolfgang Stammer, Managing Director, Jürgen Kräplin, Chairman of Works Council, and Andreas Klar, Head of Personnel Development, Volkswerft, Stralsund welcomed the successful participants of the national competition "Youth Welds" 2-3 May 2002 in Schwerin, Germany.

It is almost a tradition of Volkswerft that trainees qualify for this competition regularly and that one of them wins the title "Regional Champion of Welding of Mechlenburg-Vorpommern".

Of a total of six possible participants from the complete area of Vorpommern, five trainees from Volkswerft successfully qualified for this competition.

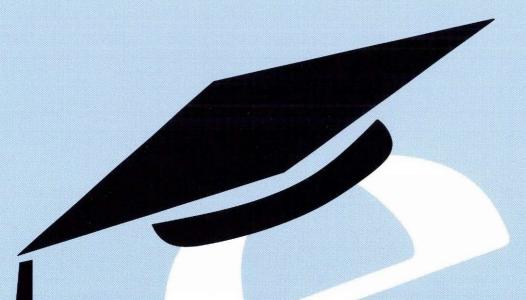
Placing in the competition: Regional champion for Trainees, Thomas Naguschewski, Category "Arc-welding by hand".

Regional champion for Trainees, Christian Grimm, Category "MIG-welding".

3rd place for Trainees, Christian Schmidt.

With this result the three trainees also qualified for the federal competition on 9 September 2002 in Aachen, Germany. The winners of this federal competition will participate in the World Cup in Korea.

# A licence to the future



Today, customers make more than 15% of all Maersk Sealand container bookings electronically. By 2005, this is expected to grow to 80%. This change in our business has created new demands for training and knowledge sharing across our organisation. Therefore Maersk Sealand has launched an ambitious, global e-learning programme: The E-driver's Licence.

During the past few years a series of innovative e-commerce solutions have been launched:

- www.maersksealand.com
- www.inttra.com
- Electronic Data Interchange (EDI)
- Desktop Solutions (an e-mail based shipping system).

The continually increasing acceptance and use of these new

services has contributed to Maersk Sealand becoming an industry leader in e-commerce. To maintain this position and continue to develop e-commerce, education is crucial. In May this year, the E-drivers Licence was launched on the virtual Maersk Learning Centre.

The E-driver's Licence is a learning programme which provides the employee with useful insights into Maersk Sealand's e-commerce channels. The objective is to prepare and strengthen our organisation across all levels, functions and geographical locations to meet the challenges of the existing and future electronic business environment.

The programme consists of six individual training modules:

• Maersk Sealand e-commerce

- Maersksealand.com
- INTTRA
- EDI
- Comparison of the e-channels
- Internet Explorer.

Each module contains a thorough description of the topic with animation, text and sound. Some modules include hands-on exercises, which allow the employee to try out the functionalities in an interactive and inspiring training environment. A test concludes each module, and all six tests have to be passed in order to obtain E-driver's Licence Certification.

#### Global success

The E-driver's Licence programme has already been widely embraced and accepted as an important tool to increase and develop e-commerce awareness



and skills. Since its launch in May, the number of graduates has exceeded 60% of all Maersk Sealand staff. By the end of the year, all Maersk Sealand employees are expected to have graduated from the programme.

Global access to training – Maersk Learning Centre

Maersk Learning Centre (MLC) is an intranet-based system gathering all A.P. Møller training in one place. MLC provides access to e-learning, manuals, CD-rom based training and enrolment in traditional class teaching. At present there are more than 150 courses in MLC, from PC-drivers Licence and E-driver's Licence to courses in management and other personal development.

Each employee can easily find a

list of all the courses offered. At the same time, the system provides a general view of the courses that the employee has taken, is taking or has enrolled in. MLC is useful for education managers and other managers too, as they can view the competence level of their employees and go through test results.

Large-scale purchasing advantages

The various companies in the A.P. Moller Group have their own version of MLC with their own user interface and own courses. The platform and a number of standard courses, however, are shared, and that may become important for all parties. The individual user has more educational programmes to choose from, and the companies can draw on each other's

knowledge and competence in the field of education to enhance the quality of the education in general. In addition, it is possible to derive large-scale purchasing advantages from the fact that several APM companies share the purchase and supply of education.

Mærsk Data functions as the supplier of MLC and is responsible for the implementation. Further development of the system takes place in co-operation with present and future A.P. Møller companies using the system.

Maersk Learning Centre is available via the internet on the address http:/mlc.apmoller.net, but so far only for users in Maersk Sealand, Maersk Logistics and Safmarine.



Prince Joachim with the official World Cup Fevernova football with from left, Jan Nørgaard Lauridsen, Maersk Logistics, Peter Mucha, adidas International, Klaus D. Flock, adidas-Salomon International Sourcing, Søren Stig Nielsen, Maersk Logistics and Benton F. Kauffman, Maersk Sealand.

# Prince Joachim meets adidas-Salomon

On Monday 10 June 2002 during the World Cup in Korea and Japan Mr Peter Mucha, Managing Director of adidas International in Europe and Mr Klaus D. Flock, Managing Director, adidas-Salomon International Sourcing in Asia had the honour to meet His Royal Highness Prince Joachim in Seoul, Korea.

Being one of the official World Cup partners as well as being the official World Cup football supplier it was a pleasure for adidas and Mr Klaus Flock to present the Fevernova football to Prince Joachim as a memory from the World Cup.

The partnership between adidas-Salomon and Maersk has developed over the years, and today Maersk Logistics is proud to be a significant logistics provider and Maersk Sealand to be the main ocean carrier for adidas-Salomon.



Netto is part of the "Dansk Supermarked Gruppen", which in Denmark includes Føtex and Bilka among others.

In 1981 the first store was opened in Copenhagen. Today there are 338 Danish Netto stores.

In 1990 the first stores in Germany and England were opened. Today there are 184 German and 127 British Netto

In 1995 the first stores in Poland were opened. Today there are 54 Polish Netto stores.

In 2002 the first stores in Sweden were opened. Today there are 11 Swedish Netto stores.

In all countries Netto's permanent product range includes 1,000 articles – primarily food. Add to this 50-100 spot articles that change every week. The sales area of the stores is about 550 square metres, with certain variations from country to country.

The price profile is uncompromising, and Netto's prices are typically 15-20% below market level.



From the opening of the first Netto store in Sweden

# **Netto in Sweden**

In May 2002 Netto opened in Sweden, which became the fifth Netto country. Netto, which is part of the "Dansk Supermarked Gruppen", opened its first store in 1981 in Copenhagen. More than 700 stores in five countries have been opened in quick succession since then. The concept is clear: the lowest prices of food on the market and a limited non-food product range – that is without compromising on quality.

The decision to introduce Netto into the Swedish market was taken last autumn, and it was agreed that the expansion in Sweden would take place in cooperation with the largest convenience store in the Swedish market, the Swedish/Dutch ICA Ahold AB. To that end a joint venture company was formed in which Dansk Supermarked A/S and ICA Ahold AB each hold 50% of the shares.

During the period from the autumn of 2001 to the opening of the first store in the city of Trelleborg on the south coast of Sweden on 8 May 2002, a number of problems were solved to

ensure a successful entry into the new market.

The area of expansion is the south of Sweden, which has about 3.9 million inhabitants of an overall population of about 8.9 million. The stores will primarily be placed near cities, for example Malmö, Helsingborg, Lund, Gothenburg, Växjö, Jönköping and Halmstad. In the southern part of the area many Swedes are familiar with Netto as they frequently shop in Denmark, so it is only natural that the first stores should be opened there.

Netto's Swedish head office and central warehouse are both in Halmstad, which is strategically situated in the area of expansion with effective logistical possibilities. Supply of goods to the stores is by road, typically in the form of semi-trailers, which will hold 33 EUR pallets. Most of the product range is delivered directly from the central warehouse. Direct deliveries to the stores are reduced to an absolute minimum. From the central warehouse the stores are supplied 3-5 times a week, al-

though fresh food such as milk, bread, fruit and vegetables are delivered to the stores every day.

The product range is decisive for success or failure. With only 1,000 articles in the permanent product range, it is extremely important that the right articles are put on the shelves. Netto's target is to cover about 90% of the normal consumption of a household. Culture and eating habits vary from one country to another, and Netto's product range is therefore adjusted to local conditions and determined in each individual country. Different rules and regulations in each country also influence the product range. In Sweden, for instance, the sale of alcoholic beverages containing more than 3.5% alcohol is not allowed. This means that the Swedish Netto stores carry neither wine nor other alcoholic beverages, thus making more space for sweets/ chocolate and frozen products, which sell well in Sweden.

Netto in Sweden plans to open about 20 new stores in each of the coming years.

# Cadets from China

In May 2002 the first class of Chinese cadets visited Kogtved Søfartsskole and Svendborg International Maritime Academy (SIMAC). Mrs Ane Mærsk Mc-Kinney Uggla representing The A.P. Møller and Chastine Mc-Kinney Møller Foundation and Jess Søderberg welcomed them during their visit to Esplanaden.

Today the cadets are sailing on board the training vessels on their first assignments at sea. The sturdy young men have just got their sea legs going, however, we are confident that they will heed Mr Søderberg's advice when he quoted these famous words from a song by Bob Dylan:

May your hands always be busy May your feet always be swift May you have a strong foundation

When the winds of changes shift

#### A new education

The history begins in May 1998 when Jess Søderberg visited the People's Republic of China which provided an opportunity to see the many activities undertaken by the A.P. Moller Group and the investments for the future. One of these was to explore the possibility for A.P. Møller to invest in educating potential ship officers for the future.

Seeds of this investment were sown in July 1999 when Mr Huang Zhendong, Minister of Communications, visited Esplanaden, where co-operation in maritime education and training between China and Denmark was initiated.

In March 2000 a fact finding mission to China was established with representatives from A.P. Moller Singapore and Maersk Training Centre to explore avenues to set up a training scheme for Chinese cadets, in close liaison with the various Maritime Universities in China and Maersk (China) Shipping Co. Ltd.

The institutes were vetted for their capabilities to train cadets not only to international standards but also to meet our own A.P. Møller standards of training.

11 May 2000 was a red letter day for A.P. Møller as it became the only foreign company to be given the opportunity to envisage a training scheme and directly employ cadets. This momentous occasion coincided with the 50th anniversary of Sino-Danish diplomatic ties.

The real work started in July 2000, when a meeting was convened in Beijing with delegates from Maersk (China) Shipping, A.P. Moller Singapore and Dalian Maritime University to draw out the modalities which included administrative procedures, cadet contracts and training scheme, to ensure that local and international regulations were adhered to.

Once the ground rules were established representatives from the Group Ship's Personnel Management (GSPM) visited the university to select the cadets and also to ensure that the cadets received the same level of









education and training across the A.P. Moller Group.

The applicants were screened under an intensive selection procedure and special emphasis was laid on their skills in spoken and written English. Out of 370 candidates only 30 were selected after two rounds of interviews. Three withdrew due to personal reasons. The Maersk class commenced in September 2000 with 27 cadets, whilst one dropped out due to personal reasons after completing one year study.

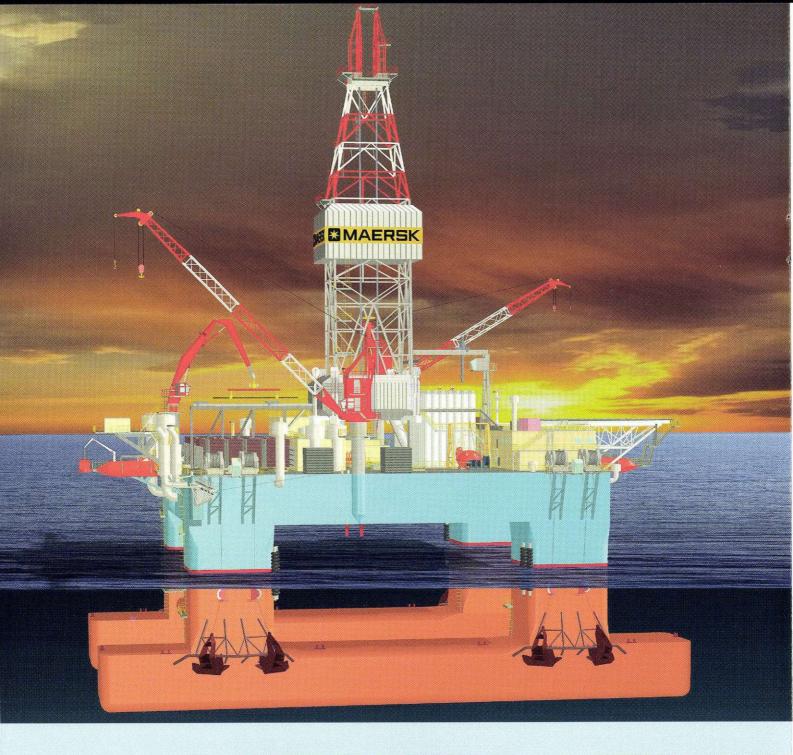
The cadets arrived in Singapore in September 2001 on completion of the first phase of their maritime education in Dalian, China. Over the next eight months they were coached intensively in written and spoken English and a pre-sea training phase which encompassed practical aspects of their education at sea including, but not limited to seamanship, navigation, ship stability, etc. at Singapore Polytechnic. Efforts were also undertaken to arrange vessel visits and visits to the local shipyards in Singapore.

### The envisaged training scheme includes:

- 12 months at Dalian Maritime University
- Three months at Singapore Polytechnic (intensive English course)
- Five months at Singapore Polytechnic (pre-sea training)
- One month at Kogtved (introduction to A.P. Møller culture and values)
- 20 months of sea-service
- 12 months at Singapore Polytechnic (competency certificate – class 3)
- Six months at Dalian Maritime University (bachelor degree)







The voyage from Singapore to Baku commenced on 8 April and was completed in 45 days – two weeks ahead of schedule.



# Birgitte Gam and Ray Watkins

# Maersk Contractors' first drilling rig in the Caspian Sea

Following the award of a three-year drilling contract by Exxon Azerbaijan Operating Company and Chevron Overseas Petroleum Azerbaijan, Maersk Contractors placed an order for a newbuilt semisubmersible in February 2001. This latest addition to the fleet will be Maersk Contractors' first drilling rig in the Caspian Sea when delivered in late 2003.

### A highly automated and safe semi-submersible

The new rig will be the most automated and powerful unit in the Caspian Sea. It will be capable of drilling in water depths from 75 to 1,000 metres which means that it can operate in more than two thirds of the Caspian Sea, inhibited only by the shallow water in the northern part of the Sea.

The rig has been mechanised and automated to the same extent as the modern rigs in the North Sea which will eliminate potentially dangerous work situations, in particular on the drill floor where the drilling is controlled from the driller's cabin, and activities necessitating manual intervention from the crew have been reduced. The automation of the rig will further en-

hance safety and improve working conditions for the crew.

The capacities of the derrick and the drilling equipment are similar to those of the large drilling rigs in the North Sea – an area which is known for its harsh environment and proportionately large capacity rigs – which will enable drilling of wells to a depth of 30,000 ft (9,144 metres).

Another thing which distinguishes this rig from other designs is the high level of environmental protection. The rig is equipped for zero discharge which means that all fluids, including rainwater falling on the rig, will be collected in a drainage system and cleaned before being discharged.

The new semi-submersible drilling rig has a hull design similar to that of a catamaran and is secured at the drilling location by anchors.

The soft seabed in the Caspian Sea does, however, make it difficult to secure the anchors. In order to solve this problem the rig has been fitted with an eight-point wire rope mooring system with high holding anchors. These anchors have a special shape which reinforces their grip in the seabed.

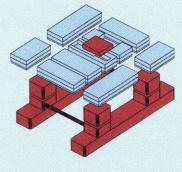
### Construction and transport

Maersk Contractors contracted KeppelFELS, Singapore and the Caspian Shipyard Company (CSC) in Baku, Azerbaijan to build the rig. CSC is a joint venture between KeppelFELS of Singapore and the State Oil Company of the Azerbaijan Republic (SOCAR). KeppelFELS have fabricated the pontoons, the columns and the drill floor substructure while assembly and outfitting will be carried out by CSC.

Although the distance from Singapore to Baku is close to 7,000 nautical miles, the fabrication of the larger sections in Singapore with subsequent transportation by sea to the Caspian Sea was deemed more economic and time effective. CSC is responsible for the fabrication of the topside modules which, among other things, will contain the main engine, auxiliary machinery, mud mixing and pumping equipment as well as accommodation facilities. CSC will also be responsible for the final assembly and commissioning of the unit. This



The two pontoons were transported on a heavylift vessel from Singapore to Kerch, Ukraine where they were offloaded and towed the remaining distance to the Azerbaijani capital Baku. Each pontoon weighs 1,500 tonnes and is 90 metres long, 14 metres wide and 8.6 metres high.



In order to expedite the delivery the rig is being built in parallel at two different yards: the red parts were built in Singapore while the blue parts are being built in Baku, where the rig will also be finally assembled and commissioned.

means that approximately 70% of the rig construction will be carried out in Baku.

The keel laying of the rig took place in July 2001 at Keppel-FELS in Singapore, and at the same time the construction of the topside modules began in Baku.

In April 2002 transportation from Singapore to Baku com-

menced. The columns and the drill floor substructure were loaded on to one heavylifter while the two pontoons were loaded on to another. Starting out in Singapore the heavylifters sailed across the Indian Ocean through the Red Sea, the Mediterranean Sea and the Black Sea. As the Don/Volga river system does not allow for the large heavylifters to pass through, the columns and the drill floor sub-

structure were re-loaded on to large river barges in Mariupol and transported via the Don/Volga river system to Baku in the Caspian Sea. As the two large pontoons – obviously – are able to float, they were offloaded in Kerch, Ukraine and towed by tugs the remaining distance to Baku. The 45-day voyage was successful and the first pontoon arrived in Baku two weeks ahead of schedule.

### The Caspian Sea

The Caspian Sea is located in North West Asia, land-≧locked between Azerbaijan, Kazakhstan, Turkmenistan, Russia and Iran. Since the break-up of the Soviet Union in 1991, the Caspian Sea - as well as the region surrounding it - has become the focus of much international attention due to its huge oil and natural gas reserves. The Sea, which is 700 miles long, contains six separate hydrocarbon basins, but most of its oil and natural gas reserves have not been developed yet. Although the littoral states of the Caspian Sea are already major energy producers, many areas of the Sea and the surrounding area remain unexplored.

The prospect of potentially enormous hydrocarbon reserves is part of the allure of the Caspian Sea. Proven oil reserves of the Caspian Sea are estimated at 17 billion barrels, comparable to 21 billion barrels in the North Sea. In addition to this the possible reserves also look very promising. The fleet of mobile drilling rigs in the North Sea presently numbers some 60 units whereas the Caspian Sea has only six.

Since their independence in 1991, Azerbaijan, Kazakhstan and Turkmenistan have sought to develop their national oil and natural gas industries. Although the Soviet Union had attempted to exploit each of the republics' energy resources, lack of investment and insufficient infrastructure resulted in declining rates of production. Over the last 10 years, however, especially Azerbaijan and Kazakhstan have received large amounts of foreign investment in their oil and natural gas sectors. With additional investment, the application of modern technology and the development of new export outlets, oil and natural gas production in the Caspian Sea could grow rapidly.

The largest inland body of water, the Caspian Sea is home to the famous sturgeon which produces the eggs for the caviar industry. The spotlight on the Sea's resources has brought attention to the plight of its environmental health.

The climate in the Caspian Sea is unique. In the northern part, which is quite shallow, the temperature can drop below -30°C and create ice with a thickness of more than 1 metre in the winter thus closing the only real entrance to the Sea. In the southern part the temperature can reach 40°C in the summer.

## Maersk Logistics Czech Republic

From the excavation site.





The new location of Maersk Logistics Czech Republic, just outside the International Airport Prague, 10 km from the city centre, performs a broad range of logistics services, in the state-of-the-art warehouse.

However, from the start, some interesting challenges were met. After signing the contracts for the terminal, in late spring 2001, it was soon discovered that the terminal would be built on a historical place, dating back several thousand years. The greenfield development seemed to be drastically delayed by an excavation with an undefined end, However, special care was taken to discuss with the leading archaeologists how to facilitate the dig process in the most efficient, timely manner. A manner that would not jeopardise the findings, or press the work of the archaeologists - but nonetheless would facilitate a development process for the Terminal to open as planned by the end of 2001.

In co-operation with the Dutch developer Grontmij, the archae-ologists and our project team, a progress plan was established and signed by all the parties. This was created to ensure the best timing for the project. The co-operation with the local archaeologists showed that a construction project can go hand in hand with an excavation. Finally, the terminal was completed and was fully operational on 15 December 2001.

### The result of the excavation was:

- 20 full, intact human skeletons dating back 4,200 years before Christ
- 1,800 vases, pots and other artefacts
- 8,000 cartons of other findings
- two "Celtic" era houses (including a communal "long house")
- one oven from the young bronze age, that was used to melt iron.

The team effort provided the

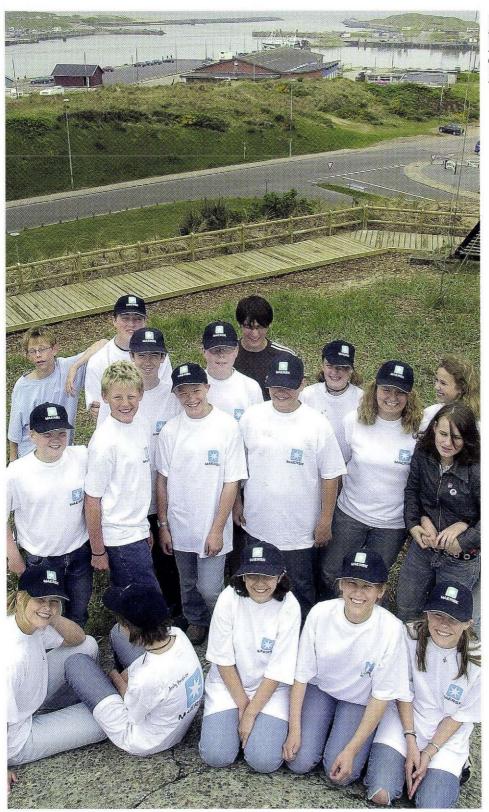
best approach to keep the dig and our warehouse project alive, in parallel.

A team approach also provided the successful game plan to land a three year contract with Kimberly-Clark. The 3PL (Third Party Logistics Provider) contract will encompass all facets of the Kimberly-Clark operation, including management of their regional diaper production warehouse, including all local services like co-packing, customs clearances, and distribution for the Czech and Slovak Republics. Today, the Kimberly-Clark operation employs more then 50 full-time staff in two countries.

The teminal operates 24 hours a day, seven days a week and coordinates more than 20 truck loads per day to Central and Eastern Europe, delivers more than 2,000 local consignments and handles all Kimberly-Clark's specific customs claims through a direct access to the local customs authorities.

# Vessel's adoption

An invitation for close contact between vessels and schools



7.a Hvide Sande School.

After a period in oblivion vessel's adoption scheme has been resumed with great success and to the delight of both pupils and teachers in the adopting school classes and the crew on the adopted vessels. Vessel's adoption makes it possible to establish a long-term contact between a modern Danish cargo vessel and a school class, typically in the city where the vessel is registered. The idea of this kind of active vocational guidance is not recent, as it has been traditional to establish such ties between vessels and schools for many years.

In practice, contact between the vessel and the school class is usually established by a written approach from A.P. Møller to the local education authority in the municipality where a new Maersk vessel has just been registered. But the initiative to adopt a vessel may also come from the pupils and teachers in a school class. The invitation is usually extended to a junior class, so that contact with the vessel can continue for many years. Contact between the vessel and the class typically consists of frequent communication by e-mail, including exchange of photographs and drawings, etc. Later the contact may lead to a visit on board "the class' vessel" calling at a North European port or a visit to the school by members of the

The vessel's adoption scheme enables the school to establish a personal contact with an important part of Danish industry. The contact may be utilised for joboriented training in Danish, mathematics, natural science and

English, where the extent and initiative naturally rest with the individual teachers and pupils in consideration of the age group. Traditional teaching materials are not included, but A.P. Møller offers various brochures, drawings and plans that are relevant to the teaching according to need. The adopting classes also receive a subscription to Mærsk Post; the junior forms receive the Danish version, the fifth forms and up receive the English version.

A.P. Møller hopes that the renewed life of the vessel's adoption scheme will help to spread knowledge of the importance of shipping to young people and thus create interest in the exciting educational programmes offered in shipping, whether it is about a career at sea or on land.

In May 2002 pupils from 7.a at Hvide Sande School visited "their" vessel LAURA MÆRSK in Bremerhaven. Afterwards A.P. Møller received the following greeting:

"7.a would like to thank you for a well organized visit to LAURA MÆRSK. We are impressed by all the kindness and obligingness we met on the vessel despite pressure of work. They did it so well that some of the pupils have become interested in taking a maritime education.

After we got back home we have worked with some of the things we learnt. 7.a is honoured to be invited to adopt this vessel.

Our kindest regards 7.a at Hvide Sande School"



Retirees visiting Lindø Yard.

### Revisit to the Lindø Yard

Steen Schougaard

The annual, well-attended visit to the Lindø Yard is a clear proof of the continual interest that retired employees take in the development of their former workplace.

On 27 June 2002 the Lindø Yard played host to 358 retired employees, who had an opportunity to meet their former colleagues and workplace again. The employees look forward to this reunion, which has been a tradition since the Lindø Yard was situated at Odense Canal.

The oldest participant in this year's event was 95-year-old Jørgen Viggo Larsen, a former service employee at the Yard.

The guests arrived late in the morning, and after a welcome by the Yard Orchestra and a representative from the Personnel Department, they had an opportunity to walk round the Yard for themselves and meet former colleagues and receive an impression of the changes made in the production since their last visit.

After that the Yard served lunch, at which a representative of the management spoke about the situation of the Yard, followed by a social gathering with the shop stewards at the Yard.

### **Visit from China**



Governor Bo Xi Lai with Jess Søderberg (right) and Tommy Thomsen.

From 13-15 May a delegation headed by Liaoning Governor Bo Xi Lai visited Denmark and on 14 May the delegation was welcomed at Esplanaden.

During the visit the delegation met with A.P. Møller Senior Management and discussed issues of mutual interest.



Pekka Laine (left) and Kirsi-Maarit Poljatschenko, Maersk Finland in front of Kotka Container Terminal.

### Anniversary of Kotka port

Kirsi-Maarit Poljatschenko

The Port of Kotka in Eastern Finland hosted an anniversary party to celebrate both the port's 130-year history and the namegiving of the port's new crane – "LASSI".

Maersk Sealand operated feeder vessel SEA NORDICA was loading containers during the inauguration ceremony which took place at Kotka pier on 13 June. Maersk Sealand calls at Kotka port weekly.

Kotka port is the gateway for exports of forest products from the mills of South East Finland. Kotka container terminal is only 50 km from the border between Finland and Russia; most of the port's inbound volumes are in transit to the Russian market after discharge at Kotka.

The managing director of Kotka Port, Mr Lassi Arminen lost his life in a tragic accident in January 2002 and it was then announced that the new crane would be named after him.

## Maersk Logistics honoured



In the Target Award photo, pictured from left to right: Kenneth Christensen, Maersk Logistics, Anthony A. Chiarello, Maersk Logistics, Mike Hoyt, Vice President of Transportation, Target Corporation, Debbie Moore, Hudd Distribution Services Inc., Chesapeake, Virginia, Mitch Stover, Senior Vice President Distribution, Target Corporation, Eric Chan, Maersk Logistics. Alan Chow, Maersk Logistics Hong Kong who is not pictured also won a Target award.

Kara Heinrich

In May, for the third consecutive year the Target Corporation honoured Maersk Logistics, with the prestigious "Consolidator of the Year" award as well as five individual "All Star" awards that recognise committed employees of Maersk Logistics who have demonstrated strong performance in meeting Target's levels of service.

In June, during their Global Services conference held in Bentonville, Arkansas, Wal\*Mart Stores Inc. named Maersk Logistics "Origin Cargo Manager of the Year". In presenting the award, Wal\*Mart Senior Management highlighted Maersk Logistics' outstanding performance throughout the significant migration of their Asia to North America business.

### JASREP Award

Dennis Jacobsen

The vessel SEA-LAND DEFENDER has received the JAS-REP award from Japan Coast Guard. JASREP (Japan Ship Reporting System) is a voluntary reporting system in which vessels report their positions and other relevant information to Japan Coast Guard. This system helps Japan Coast Guard to conduct more efficient search and rescue missions in the waters of Japan.

The award, which consists of a



Captain Glen Haig (left) is presented with the award by Mr Kobukata, Maersk KK Yokohama.

plaque and a Letter of Appreciation, was handed over at the Maersk Minami Honmoku Terminal in Yokohama on 7 March 2002. SEA-LAND DEFENDER received the award for being the most co-operative vessel of foreign shipping lines in 2001, with a total of 403 reportings to JASREP during the year.



Tom Jørgensen and Mayor Louise Gade.

### First call SVEND MÆRSK

Niels Nielsen

SVEND MÆRSK made its first call at the Port of Århus, Denmark, on Saturday 25 May 2002. During the port stay a total of 1,047 containers were handled by three cranes, corresponding to 84 moves/hour.

The large S-type vessels have received a lot of attention from the city and port management. To highlight the occasion, the Port of Århus held a reception during which the lord mayor, Louise Gade, awarded Tom Jørgensen, Managing Director of Thor Jørgensen A/S, "Århus Havns Erhvervspris" (The Port of Århus Commercial Award) for his long interest and contribution to the growth and development of the port.

### Visit by the Vice President of Brasil

Carsten Følbæk

On 17 May 2002, the Vice President of Brazil, Marco Maciel, visited Esplanaden. The programme included a viewing of the A.P. Møller slide show followed by lunch hosted by Jess Søderberg. During lunch various new and additional activities for Maersk in Brazil were discussed.

The Brazilian group was spearheading a trade delegation to the



Vice President Marco Maciel (left) was welcomed by Tommy Thomsen.

Nordic countries to promote bilateral trade.

Maersk has been incorporated in Brazil for 25 years, and today, with very few exceptions, all the Group's activities are present in the country and particularly so in container transport, offshore services and exploration/production.

# **APM Terminals Romania supports KFOR mission**

Morten J. Lund

For the first time, the U.S. Army chose the Black Sea port of Constantza to rotate its units from Kosovo which are supporting NATO performance in Eastern Europe. The whole operation took place between 25 April and 12 June 2002, and included the reception and staging of army helicopters, containers, wheeled and tracked vehicles, power generators, water trailers and engineering equipment to be shipped to the U.S. military bases.

Together with the 29th Support Group and the 21st Theater Support Command, the 44 staff members of APM Terminals Romania contributed to the successful accomplishment of the mission, especially during the



The Certificate.

operation's last phase by providing IT support, sharing and organising storage on Pier 119, and facilitating accommodation. Mr Andrei Popa, General Manager of APM Terminals Romania in Constantza, was presented with a Certificate of Appreciation as a sign of recognition of the entire APM Terminals Romania staff's dedication and support.

### **Stanley** Dragon **Boat Race** 2002



The Maersk team.

Steen B. Lund

The Dragon Boat Festival takes place in Hong Kong every year around June following the Lunar Calendar. One of the most famous activities celebrating the festival is the Dragon Boat Race. Maersk Hong Kong Limited participated for the second year running in the highly publicized event at the Stanley Beach on Hong Kong Island.

There were 18 rowers, a drummer and a helmsman from Maersk Sealand, Maersk Logistics and friends of Maersk.

On a hot and humid day recording 31°C and 93% humidity, the Maersk Team raced against 50 other teams and made big waves by winning the 'Joint Plate - Chinese/Expatriate Men Team' trophy.



A victorious closing.

## Personalia

#### Esplanaden



40 Years Anniversary Poul Flemming Skovsege 23 October 2002



25 Years Anniversary Knud Erik B evring 10 November 2002

### **Organisations Abroad**



25 Years Anniversary Zainal Abidin Baba Maersk Logistics Malaysia 28 June 2002



25 Years Anniversary Edmund Kad Maersk Taiwan 1 October 2002



Anniversary Frank L. Scappatori Maersk Logistics 3 October 2002



Anniversary Susan Blevins Moller Supply Services 10 October 2002



Anniversary Jerry Lin Maersk Taiwan 15 October 2002



25 Years Anniversary Diane Lucas Maersk Americas 24 October 2002



**Retiring** Lau Yue Fook Brigantine Services 8 July 2002



Retiring Ip Kong La Brigantine Services 18 July 2002

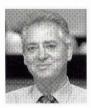


Retiring Lau Tung Cheung Brigantine Services 26 August 2002



Retiring Tim Chuen Au Tim Ch Brigantine 29 August 2002

### Norfolkline



**Retiring** Poul Erik T. Knudsen Maersk Singapore 31 August 2002

**Maersk Contractors** 



Retiring Yung Shing Maersk Hong 4 November 2002



25 Years Anniversary Jørn Haubi วยเก Haubjerg 1 August 2002



25 Years C.H.F. Arkestevn 24 October 2002

#### Maersk Ship Design



Anniversary Simon William Sheldon Senior Toolpusher 7 November 2002



Anniversary Raymond Cyril Waters 2 December 2002



25 Years Anniversary Tommy Derrell Odom Senior Toolpusher 10 December 2002



Retiring lb Aamann Høj 30 November 2002

### The Fleet



40 Years Anniversary Visti Nagel Pedersen Chief Engineer 1 October 2002

7



40 Years Anniversary Orla Hansen Ship's Assistant 21 October 2002



40 Years Anniversary Leif Hove Captain 25 October 2002



40 Years Anniversary Ole B. Arnoldi Electrical Superintendent 30 October 2002

### Mærsk Olie og Gas



25 Years Anniversary Asger Kornum Karlsen 18 October 2002

#### Maersk Air



40 Years Anniversary Frank N. Bjerg Captain 1 December 2002



25 Years Anniversary Luciano Zani Ship's Assistant 28 November 2002



Retiring Uwe Matzen Chief Officer 31 October 2002



Retiring Jens Arne Lykner Chief Engineer 30 November 2002



25 Years Anniversary Peter Willads Bønding Upholsterer 26 October 2002

### The Yard



40 Years Anniversary Leon Iversen 4 October 2002



40 Years Anniversary Heinz-Adolf Krabbenhøft 11 October 2002



40 Years Anniversary Carl J. Bregndahl Petersen 1 November 2002



40 Years Anniversary Helge Thornøe Kristensen 29 November 2002

### Obituary

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

Hans Ove Rasmussen The Yard 21 April 2002

Dan Rosendahl Rasmussen The Yard 26 April 2002

Bjarne Tjørnehøj Nielsen The Yard 31 May 2002

Søren Dalsgård Esplanaden 10 July 2002

José Rui Maersk Angola 11 July 2002

Matthew Asiedu-Ansah Maersk Ghana 18 July 2002

Thorbjørn Jensen First Engineer ex. MARSTAL MÆRSK 28 July 2002

Ole Jensen The Yard 30 July 2002

Ad van den Heuvel Maersk Delta 29. august 2002



25 Years Anniversary Klaus Mørkeberg Knudsen 4 October 2002



25 Years Anniversary John Østergaard Nielsen 4 October 2002



25 Years Anniversary Carbis Viravorian 4 October 2002



25 Years Anniversary Finn Gert Andersen 1 November 2002



25 Years Anniversary Torben Madsen 29 November 2002



25 Years Anniversary Flemming Nielsen 29 November 2002



25 Years Anniversary Carsten Henning Mogensen 6 December 2002



25 Years Anniversary Allan Harry Nielsen 6 December 2002

