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TIMES

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**MULTI-PURPOSE FLEET GREENER THAN EVER
THANKS TO SECOND EASYMAX**

IN THE CLUTCHES OF CORONA
SENIOR CREW MANAGER MARIANNE KLAT EXPLAINS

STAYING SUSTAINABLE AT SEA
INTERVIEW WITH MATTI TAMMINEN, HEAD OF PULP LOGISTICS AT UPM



SOLIDARITY AND LOYALTY

Nobody could have predicted how turbulent the past months would be. So many otherwise stable factors have become disrupted, leading to uncertainty. 2020 comes almost to an end. What will the new year bring? Can we meet family and friends again? Can we travel freely again? Can we start visiting our relations? How to proceed? Where will we stand one year from now? All questions that cannot be answered with certainty. Resulting in uncertainty which can easily become paralyzing. But that is our worst-case scenario. We need to move on, building on our assets and on our abilities. To depend on the solidarity which was another unexpected result of the Covid-19 crisis. And to trust on the example set by previous generations, who conquered setbacks with willpower and perseverance. In close cooperation with customers, suppliers and our Wagenborg family we once again will overcome this tough period.

It is no coincidence that this edition of Times is about solidarity, about finding solutions together, about adapting and bouncing back, about the challenges during the Covid-19 crisis while at the same time developing for the future.

This edition presents the story of six Wagenborg crew members who were 'trapped' on board for months due to border restrictions and who, despite missing their friends and family, made the most of their situation. It is truly admirable to see how trust and loyalty can make the difference.

That same loyalty manifests itself in stable relationships with our clients. We'll be talking with Jagjit Bibra-Hertle of ADM on our mutual future. Matti Tamminen of UPM will explain the logical cooperation with Wagenborg when considering our shared focus on sustainability.

We are working hard on our future, after all. The Wagenborg ambition is to make her business more sustainable every day. Proof can not only be found in the new 'green' mobile cranes. The imminent delivery of the second EasyMax, an ice-strengthened multi-purpose vessel that reduces CO₂ emissions with over 60% compared to its peer group, makes the fleet greener than ever. Meanwhile, our continuous focus on fuel efficiency by using monitoring systems resulted in 7% less CO₂ emissions compared to last year. And we will continue! It will be clear: our company, and indeed the entire shipping sector, is making every effort to reduce its impact on the environment. The good news is that maritime transport is already by far the most environment-friendly mode of transport. We therefore try to combine any activities in the field of environment, people and innovation, backed by our own knowledge and capacity and with the assistance of others.

Innovation is by no means new to Wagenborg, nor to our shipyard partner Royal Niestern Sander. With a conversion contract for a walk to work vessel and a new build order for the world's first 'shallow draft walk to work' ice breaker, our reputation in the 'walk to work' market is developing nicely.

While we're on the subject of development: Wagenborg has expanded its trading area to West Africa. When considering the existing trading area, this expansion is a logical next step. The same actually applies to expansion of our agency in Finland, where on an average every day a Wagenborg vessel makes a port call.

I would like to thank you very much for your loyalty and commitment during this year. I am fully aware that it has not always been easy, but together we have been able to continue our services, despite the difficult circumstances.

Last but not least, I'd like to wish you and your loved ones a Merry Christmas and a safe and healthy 2021. For those of you on board, a safe journey and for our watch-keepers, a good watch. Stay healthy and take care of each other.

Egbert Vaarsteen



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We see it as our duty to society and to future generations, to contribute optimally to a liveable world. Investing in innovative and sustainable equipment is a logical step in achieving this.

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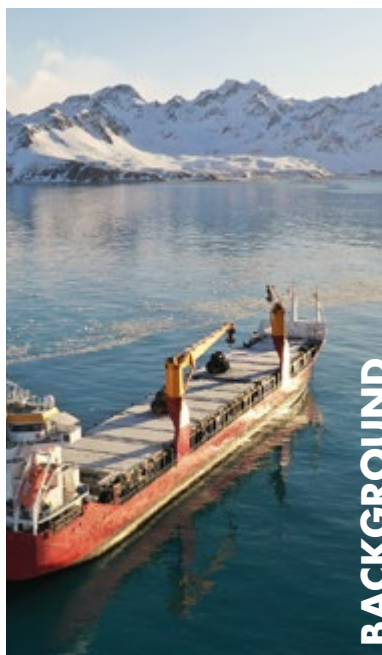
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Various project-based cargoes are often also regularly shipped via the standard trade routes between Europe, America and Asia, including yachts.

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MULTI-PURPOSE FLEET BECOMES EVEN GREENER THANKS TO SECOND EASYMAX

After months of working on construction number 851, it is time to present the second 'EasyMax'. The 'EasyMax' is an Open Top Multi-purpose Ice Classed ship with a load capacity of 14,200 ton and a hold volume of 625,000 cbft. The combination of the large load capacity and extremely low fuel consumption of this ship makes Wagenborg a market innovator in terms of sustainability.

This unique ship was designed by Royal Wagenborg and Royal Niestern Sander in collaboration with carefully chosen partners. The interests of our clients were paramount in this design in order to offer significantly more efficient and reliable transport. What's more, the 'EasyMax' can be relatively simply built and operated.

MAXIMUM DIMENSIONS AND LOAD CAPACITY

With a load capacity of 14,200 ton and a hold volume of 625,000 cbft, the 'EasyMax' is the largest ship ever built inland in the northern Netherlands. At a length of 149.95m, a width of 15.90m and a draft

of 8.60m, the 'EasyMax' has reached the maximum possible dimensions within the capacities of the Royal Niestern Sander shipyard. Thanks to its two large box-shaped holds, 13.50m wide, 12.10m high and 47.36 and 64.38m long, respectively, the 'EasyMax' excels in its class due to an extremely high intake of heavy loads, light loads, wood and paper products and open-top loads. This makes the ship optimally deployable within the Wagenborg trading area. The 'EasyMax' is suitable for global trade shipping, including areas such as the Baltic Sea, North Sea, Mediterranean Sea, St. Lawrence Seaway, Panama Canal and the Suez Canal.



The successful launch of the ship on 29 October 2020 attracted great digital interest.



“

**The extremely economical
'EasyMax' excels in its class
due to the extremely high load
intake.**



**CHECK OUT THE EASYMAX
LAUNCH IN OUR OFFICIAL
AFTER-MOVIE**



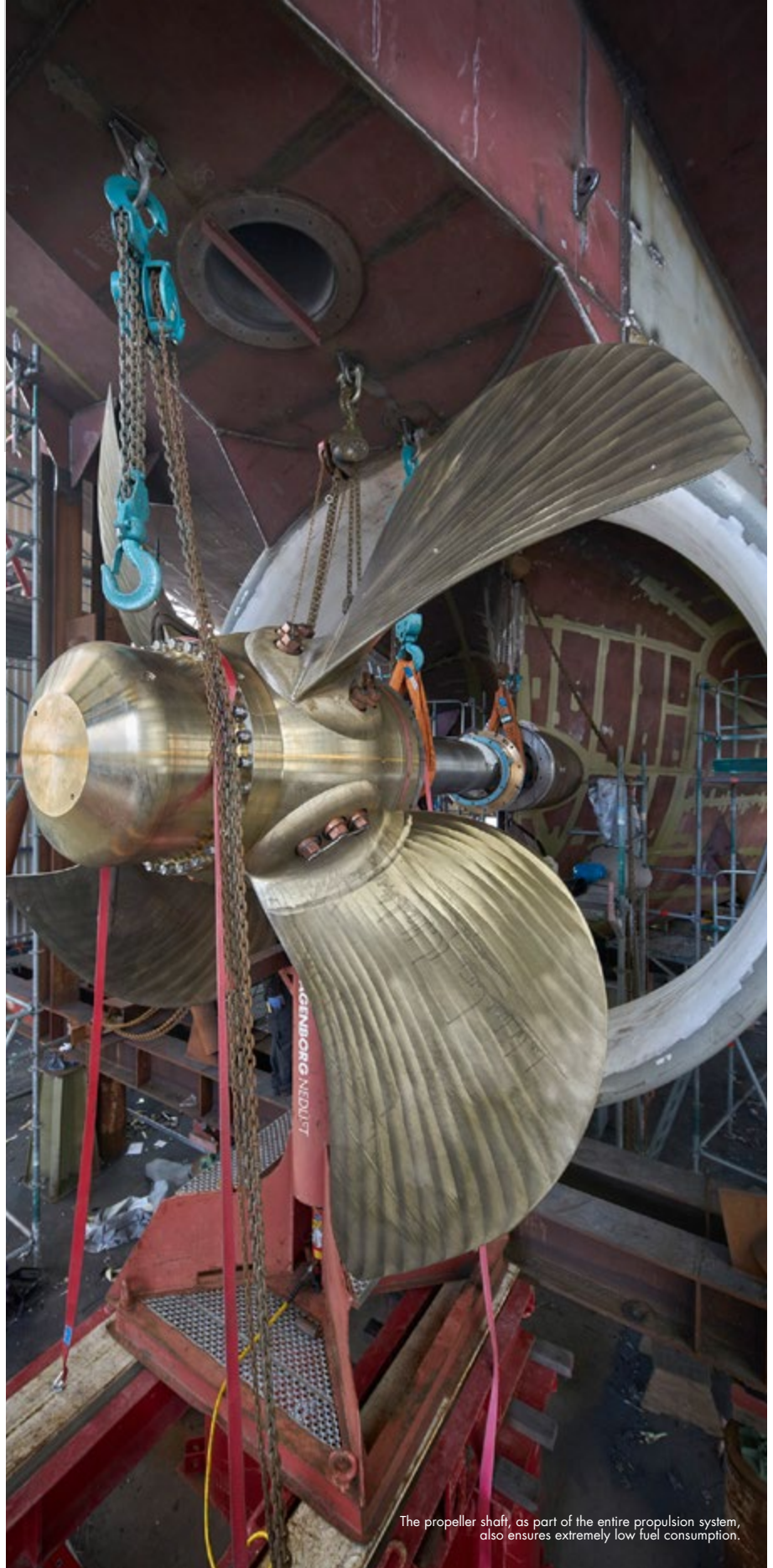
The hull shape has been optimised for various drafts, resulting in an ultra low EEDI Energy Efficiency Design Index.

LOW FUEL CONSUMPTION

The 'EasyMax' gives Wagenborg a relatively large ship in terms of freight intake and hold capacity, without greatly increasing the total dimensions and the weight. Moreover, the combination of the main engine, gearbox, propeller and thruster gives the 'EasyMax' a low-energy propulsion system, resulting in extremely low fuel consumption. What's more, the hull shape has been optimised for various drafts, resulting in an ultra low EEDI Energy Efficiency Design Index.

BRIDGE AND ACCOMMODATION FORESHIPS

Unlike the vast majority of the Wagenborg fleet, the designers opted to install the bridge and accommodation in the front of the 'EasyMax'. One of the principles during the design process was to achieve maximum dimensions and hold capacity in two square spaces. By including the accommodation in the front, which is largely shaped to achieve low fuel consumption, a larger hold volume could be created aft and on deck. This also achieved savings in the total ship weight,



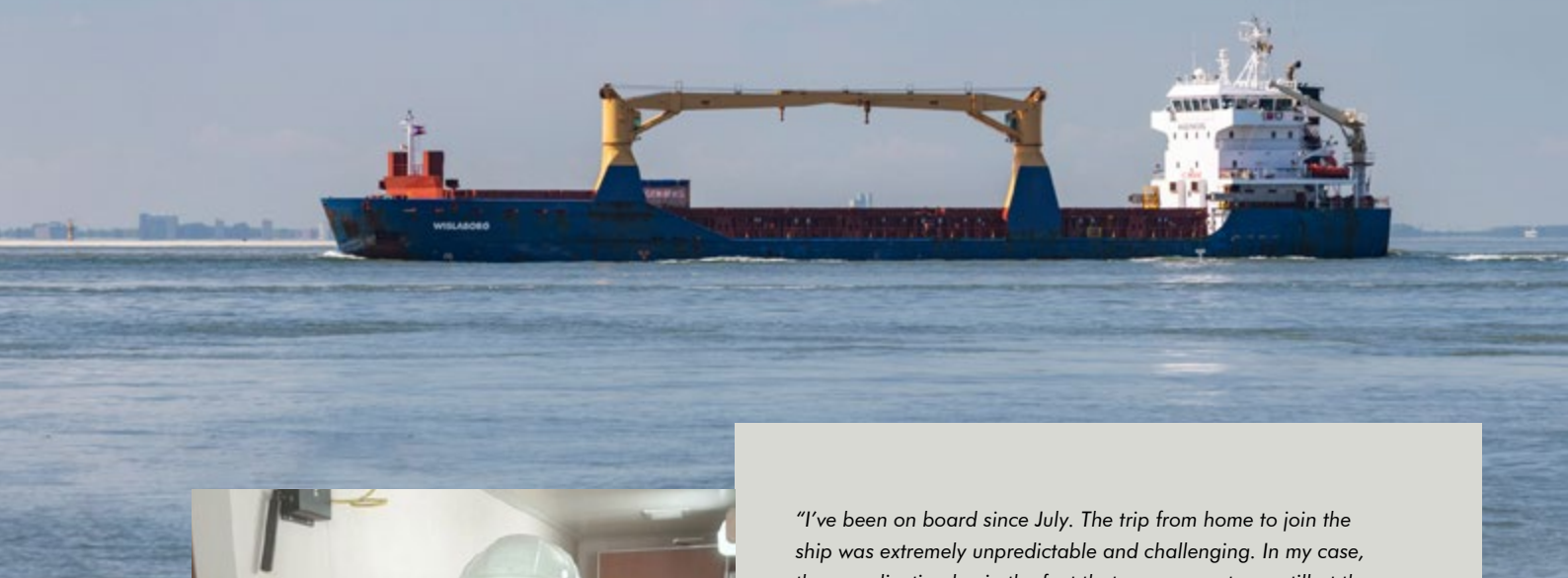
The propeller shaft, as part of the entire propulsion system, also ensures extremely low fuel consumption.

and is even further enhanced by a lack of sight line limitation for deck loads and open-top loads. The accommodation could therefore be moved one deck down. An added advantage is that the centre of gravity

is lowered, improving the stability of the ship and therefore the load capacity. Finally, by designing the accommodation in an aerodynamic shape, there is less resistance and therefore greater fuel economy.



In terms of life on board, we work according to the standard daily schedule.



VLADIMIR SEMENCHUK
(30)
 Chief Officer
 MV Wislaborg

"I've been on board since July. The trip from home to join the ship was extremely unpredictable and challenging. In my case, the complication lay in the fact that my passport was still at the American Embassy for extension of my visa when the Covid-19 pandemic broke out. After no positive visa results during five months of leave, I had to request a new passport. And because time was starting to run out, I hadn't requested a Schengen visa. I was afraid otherwise that my new passport would also be held up at the embassy. Luckily, I was able to board the MV Wislaborg in Turkey without a Schengen visa.

After receiving the air tickets, I left my home town of Rostov-on-Don. But I hit the next obstacle in Moscow: the plane landed with a considerable delay. This cut the transfer time to 30 minutes between flights. Of course that wasn't enough. Nobody was sure when the next flight would leave, as there were not regular flights to Turkey at that point. I called the office for assistance.

We decided I would fly from Minsk, to which I could travel safely by taxi from Moscow. My main task was simply not to miss the flight this time around. All went well and after a couple of days' wait, I was transported by boat to the MV Wislaborg.

Once on board, life is somewhat different. The main difference is that you don't know exactly how long you'll stay on board. And you do worry more than normal about your family and their health. But otherwise we live and work according to the standard daily schedule.

Finally, I'd like to wish all crew members and their families good health. Never lose hope, and remember that every cloud has a silver lining. I wish you all a lot of success and a safe voyage."

CONSTRUCTION OF EASYMAX2: CHALLENGES DURING THE COVID-19 ERA

It is no mean feat to build a ship even under normal circumstances, let alone during the Covid-19 era. Project managers Alwin Huisman (Royal Niestern Sander) and Udo Borger (Wagenborg) have the task of organising construction of Wagenborg's latest ship, the EasyMax2.





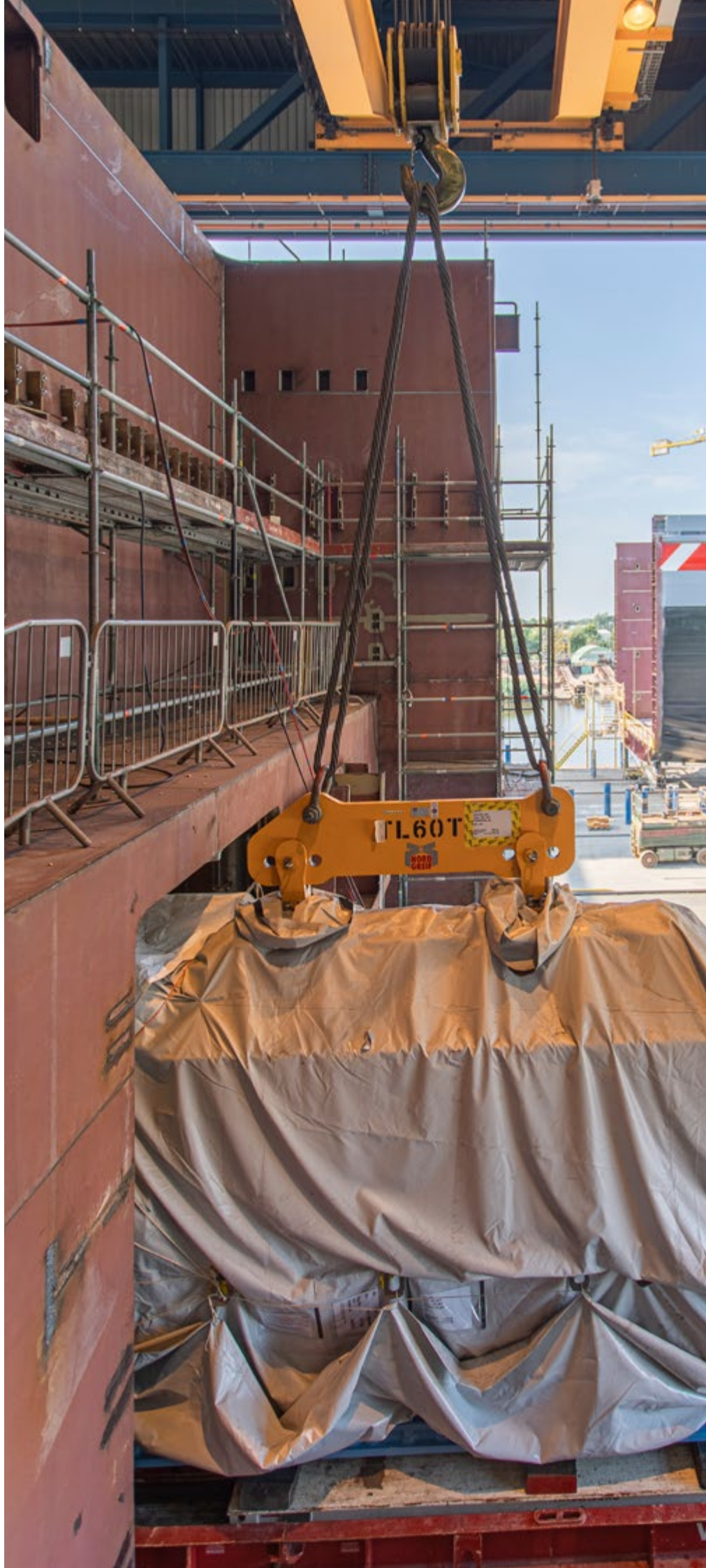
So much was still unclear. Even clearing your throat was suspicious.

“On the arrival of the first Covid-19 wave, the construction work was actually nicely on schedule”, Borger reflects. “We were working hard on the welding process. With hindsight, it was a blessing in disguise because masks were already being worn and this is reasonably individualistic work, which we were more or less able to continue.”

“I was shocked however when I realised what the consequences of the virus could be”, adds Alwin Huisman. “We immediately took all kinds of practical action. Think in terms of walking routes and split breaks. But so much was still unclear. Simply clearing your throat was suspicious, and absenteeism was very high. We also have colleagues from Poland, Romania and Germany of course. Some of them headed for home during the first wave, and others struggled to get back here again. That made our planning very complex at times.”

Travel restrictions were also a complicating factor for Borger himself. *“I generally visit our suppliers for the acceptance tests. In February for example, I was in Romania for the purchase of the switchboard. However, delivery of the main engine was right in the middle of the first wave. I couldn’t get to Rostock, and had to observe from the sideline via Teams. Normally you can feel and smell things, which is pretty difficult through a computer, but we managed.”*

On 29 October, the EasyMax was launched under the watchful eye of thousands of online viewers. A couple of weeks later than planned, but still a top performance when considering the extra challenges offered by Covid-19 and the hectic situation at the shipyard. *“I’ve been through the process many times, but it’s always exciting”, says Huisman. “It’s the only point in the whole process that you truly have zero control.”*





We are currently working hard on finishing and commissioning the ship. And that in itself brings new challenges. “We work with subcontractors from Norway and Belgium, for example. Can they get here to finish the work?”, Borger sketches the situation. Huisman adds: “And as for the commissioning. Until now, we’ve been able to plan the work so that people could keep their distance. We’ve also been able to give our personnel the leeway to make their own choices in situ. Luckily it’s a big ship. When commissioning it however, we won’t be able to avoid a number of people sharing the same space. Think in terms of the main engine for example, where different disciplines are required during the commissioning process. We are currently very strict in terms of who is absolutely necessary, in order to limit numbers, allowing them to keep as much distance as possible and of course working with face masks. It helps that there is now also quick testing available.”

And so the men expect a successful end to the construction process, for delivery of the sustainable ship by spring 2021.



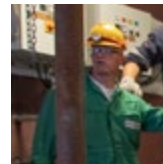
Can subcontractors get here to finish the job?



Udo Borger

Superintendent, Wagenborg Projects & Newbuilding

During building or conversion projects, Udo Borger is responsible for ensuring that each ship meets all specifications and that schedules are met. He started his career at sea in 1998. After 8 years, he switched to shore, to take on the position of superintendent. He has been with Wagenborg since last year.



Alwin Huisman

Project Coordinator Royal Niestern Sander

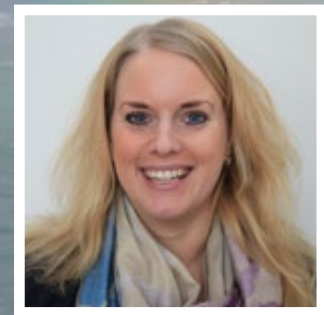
Alwin Huisman has worked at Niestern Sander since 1997. He organizes and coordinates the construction of new ships at Niestern Sander Shipbuilding. In this position, he is involved in, among other things, the planning, progress, purchasing, commissioning and delivery of ships.



IN THE CLUTCHES OF CORONA?

Copy: Henk Zuur (Schuttevaer)

Months away from home, stuck on a ship where you could have disembarked if only you were allowed to, food and medication running out and no direct contact with your family all that time. Covid-19 has trapped hundreds of thousands of crew members at sea for many months. They are accustomed to an extended stay away from home, but not this long. According to the most recent estimations, around four hundred thousand crew members are stuck on ships they are not allowed off. This is a massive number in a sector which employs around 1.8 million people. It has however become daily reality, also for Marianne Klat, Senior Crew Manager at Wagenborg in Delfzijl.





As the coronavirus increasingly started to take its toll in March, Wagenborg saw no other option than to stop crew changes. Marianne Klat (35). *"From crew management we called all our ships in order to let them know we were there for our crew members. You can't just leave people on board without information, you need to say what must be said as honestly as possible. Also to those waiting at home. They need to know that you are working for the crew members, but also that you're faced with new or amended measures almost every day."*

"With the knowledge that all shipping companies and crew management organisations are facing the same problems, it soon became clear that this would be an immense challenge", explains Klat. Together with her colleagues in Delfzijl, St Petersburg and Manila, she is faced with the almost daily recurring challenge of getting more than 500 crew members on and off board. *"Communication is just essential,"* says Klat. Generally speaking, there is a crew switch between crews on cargo ships every so many weeks or months. In shipping, we work according to a "man-for-man system". A new crew member only comes on board once another crew member is ready to leave.

Via the gangway?

"Our principle is that the Covid-19 virus must not get its clutches on a ship that sails worldwide. In the ports therefore, the only people allowed on board are dockers and port workers, and essential services are organised according to a specific official

protocol. Apart from that, nobody else is welcome. And while every possible measure is taken, we simply cannot guarantee that the virus won't sneak on board via the gangway anyway." And even though there were crew members who needed to be released in mid to late March, this was unfortunately impossible at that time. With a sense of safety first, this was very well received on board and also at home among the people waiting to start their new term of employment.

Crew changes? But where...

Klat: *"Wherever this was possible, we were luckily able to start crew switches again by mid-April on a very limited scale. Things are also becoming somewhat easier in most of the European ports at the moment. The people going on board are provided with packages of gloves, face masks, hand gel, etc. in order to keep a good stock of protective equipment on board the ships."*

We check with the ship's agent per country and per region to see what is easiest and where there are options for crew switches. *"We may well have our wishes, but let's not forget that the aviation industry is also affected. So there you are with one or more crew members. You're dependent on assistance from the various authorities, though they too often have their backs up against the wall. Our Dutch crew members generally only spend three months on board",* explains Klat. *"Instead of those three months, this became four, five and occasionally even six months."*



A number of Filipino crew members were en route to Canada via China, but were on board at the end of their term. In Japan they were relieved and flights could be booked. Because their country was in a lockdown, people in Manila had to be quarantined for 2 weeks and then quarantined for 2 weeks after each domestic flight. One crew member was on the road for 6 weeks before he got home: very sad.

Frustrating

Klat: *“There is virtually no more lockdown on crew switches, also because flights are more regularly available and because we can now test crew members. Despite results are more readily available there are still visa requirements, or countries unwilling to welcome foreigners. Official bodies and authorities (worldwide) who are unable or unwilling to cooperate.”* As an example, Klat mentions the fact that Wagenborg had a crew switch in Philadelphia which went entirely according to plan. Two days later, a Wagenborg ship docked at the same quay for a planned crew switch. They were refused, without any statement of reasons. The crew going on board were allowed on board, but the departing crew members were refused. *“Call it what you like. Arbitrary officialdom? Extremely frustrating!”* says Klat.

Repatriation of Vietnamese crew members is in a league of its own. They must personally

register for a specified official government flight, generally while they are still on board their ship. They then play the waiting game to see whether they will be allowed access to Vietnam. *“It’s a bit of a lottery, whether they’re accepted or not. In the event of a negative decision, an identical procedure starts from the following country where the man in question hopes to be signed off board. There is no certainty any more. That simply isn’t fair!”* according to Marianne Klat. *“At some point or other, people need to go home, also because tiredness becomes an issue.”*

This crew manager is absolutely adamant about the fact that crew members are very understanding of the situation. The atmosphere on board the ships is good, and people support each other. So far, there has been no instability, no tempers, no treading on toes. On board and at home, everyone is aware that the situation needs to be dealt with. Wagenborg makes every effort to keep things

running smoothly where possible, despite the extra (travel) expenses when the trip must be diverted.

Future

Looking back on these difficult times, Wagenborg was able to release all its crew, with an exception here and there. Wagenborg could and still can meet the sailing schedules of the ships to a reasonably good degree, even with the rotations of Dutch and Eastern European crews. *“We are delighted with what we’ve been able to achieve so far. In the early days in particular, we were considerably less positive about the situation into which we’d suddenly been launched. What will the future bring? We’ll soon see. The holiday season is nearly upon us. Our unwritten rule is that you are home for the holidays once every three years. Will we manage that this year? Together with all our crew members and my fellow crew managers, I sincerely hope that we are sailing into a healthy future, without Covid-19!”*



Crew changes in Baie Comeau in Canada were possible; flying at this place was not possible. To relieve a ship, the crew flew to Montreal and were then transported to the ship by taxi or rental car, a journey of approximately 10 hours. Crew changes in many other countries were not possible: America and Panama were completely closed, we had ships in Asia, South Vietnam, China. An additional problem was that some ships had an “challenging” rotation.



Together with all our crew members and my fellow crew managers, I sincerely hope that we are sailing into a healthy future, without Covid-19!



KOEN SPEIJER

40 SHIPPING AGENT

"I RECOGNISE SERIOUS OPPORTUNITIES TO INCREASE OUR ACTIVITIES IN THE REGION"

"For the past 15 years, I'd been working for an international shipping company in Ghana. I was briefly back in the Netherlands early this year. I wasn't really planning to stay here but was unable to leave because of Covid-19. And then I saw the vacancy for the office to be set up in Terneuzen. It was exactly my thing, as I'd been doing similar work in Ghana. I had begun there in a very small office, that just kept growing. What a fantastic challenge to also achieve that sort of success for Wagenborg."

I started on 1 May this year. By now, my colleague Xander Blom and I have set up the office. I'm responsible for the agency calls for south-west Netherlands, as well as the commercial aspects and support to our other divisions.

It's really enjoyable work, with the exception of typing in all the figures. And it's great to see that things are progressing even better than expected. We were responsible for agency tasks for our own scheduled services and for other ships right from the start, but

we are now also receiving a wider variety of requests. I recognise serious opportunities to increase our activities in the region. And that doesn't only apply to the agency side. After all, the Wagenborg core activities also include offshore support, storage and transshipment, chartering, heavy lift transport and mobilisation projects. You can't help noticing that more and more people are discovering that Wagenborg also has a set-up in the Zeeland region."



If you've been at sea for two weeks, we can be pretty certain that we have no infections on board.



PATRICK VAN SCHOONHOVEN (41)
Captain MV Aragonborg

"On board, we live as a family in a small, closed community. While it's difficult to maintain social distancing, if you've been at sea for two weeks, we can be pretty certain that we have no infections on board. The main threat comes from interaction onshore. Paperwork is all digital nowadays, but it's always a challenge to keep a distance from stevedores, foremen and pilots.

New crew members are also potential threats. These new crew members therefore wear face masks and gloves when in the public spaces on board. They also dine separately from the existing crew and must stay in their cabin where possible during their free time. Luckily most of the crew members on board are currently still within their regular contract period, which I think certainly boosts the atmosphere.

Have I ever felt unsafe? We are currently sailing towards Florida and the situation in the United States is not too rosy. It doesn't feel particularly unsafe, but the daily Internet reports of more than 10,000 new infections would almost suggest that there is more risk of someone bringing the virus on board than at other locations.

My previous term on board was not much longer than normal. I was lucky to be released quite quickly once the crew switches were restarted. So now I'm back on board, with no idea of whether I will be released on time again. The greatest impact at the moment is that nobody knows where this situation is heading and how it will all develop. My wife and I take a pretty down-to-earth view. We'll see when I can get home again. For those at home: take care, stay safe and healthy and I promise to do the same. I love you all and I'll be home as quickly as possible."

WORLD PREMIER UNDER CONSTRUCTION

ROYAL WAGENBORG AND A JOINT VENTURE OF MERCURY SAKHALIN AND POLA & ROYAL NIESTERN SANDER ARE INTRODUCING THE WORLD'S FIRST 'SHALLOW DRAFT ICE-BREAKING WALK TO WORK VESSEL'

Following a tender procedure, the Royal Niestern Sander shipyard and a joint venture of Mercury Sakhalin and Pola have signed an agreement for

construction of the world's first 'shallow draft ice-breaking walk to work vessel'. Upon completion in December 2021, Mercury Sakhalin will commission the

ship nearby the east coast of Sakhalin, for the oil and gas industry.

Impression of the first shallow draft ice-breaking walk to work ship in the world, working in the Sakhalin ice.



OPERATIONAL EXPERIENCE OF WAGENBORG OFFSHORE

Wagenborg Offshore functioned as intermediary between the two parties. The company contributed operational experience to the project, being familiar with sailing icebreakers in shallow waters in the Caspian Sea and its 'walk to work' track record in the southern North Sea. Together with the in-house design and

shipbuilding expertise of Niestern Sander, a new and innovative type of walk to work ship was born. Mercury Sakhalin will commission this new ship for the purpose of the oil and gas industry.



Operational deployment all year round

The shallow draft ice-breaking walk to work ship was specially designed and optimised for use all year round in the challenging conditions on the east coast

of Sakhalin, which vary from -30 to +35 degrees. By combining a draft of 3.15 m, a transit draft of 4.0 m in open water and a grounded bottom notation, the ship can be deployed all year round. Thanks to the proven Wagenborg hull

for ice breaking purposes and the Azimuth thrusters, the ship can break up to 100 cm of ice. The active heave compensated gangway on this ship has been optimised for both winter and summer operations, resulting in multiple



gangway positions. The ship will provide transfer services for a maximum of 40 persons, from the shallow port of Nabil to offshore platforms near the east coast of Sakhalin. What's more,

the ship can be deployed for emergency response to oil leakages.

Economic impulse

The ship is expected to be delivered

late in December 2021 and may be regarded to be one of the largest new build orders for Niestern Sander. Various subcontractors and suppliers from the region have also been involved



in this project, for engineering, supply of steel, components for the engine room, navigation and life-saving equipment. This indirect employment is a substantial economic impulse for the northern Netherlands.

Arcticaborg as the predecessor

Wagenborg Offshore has already been working with Mercury Sakhalin, with the Arcticaborg icebreaker, since November 2019.

KATHY SCHIERE

33 **CHARTERING OPERATOR DEEP SEA** "IT'S FANTASTIC IF YOU CAN TAKE OVER DUTIES FROM THE SHIP AND EVERYTHING GOES EXACTLY THE WAY YOU PLANNED AND ARRANGED IT"

“Addressing a class full of teenagers or conducting research in Historic Literature? I couldn’t see myself doing that, but what was I to do? My brother believed this agency could be just what I needed. Perhaps not the most logical choice with a Master in Dutch Language & Culture, but I was attracted to the opportunity of making a practical contribution to a process. So when I discovered a vacancy for Logistic Talent on the Wagenborg website, I decided to apply. I would be the link between the shore and the ship, making all the arrangements for ships entering the ports. That sounded appealing, though I had no idea what was entailed at that point. That I would be alone at the office at 3 a.m., to board a tanker an hour later to get a signature on Bills of Lading, for example. I was immediately hooked. It’s fantastic if you can take over

from the ship and everything goes exactly the way you planned and arranged it. During my years with the Agency, I was also given the opportunity to follow the Logistic Management course.

Alongside the standard agency work, I was able to tackle interesting projects, such as the finishing of cruise ships at the Meyer Werft shipyard. There was this giga-ship at a complete Wagenborg quayside, with Nedlift cranes, Stevedoring forklift trucks, Wagenborg tugs and full warehouses. All because I had made a few telephone calls.

Next step

After a couple of years with the Agency, the Claims Department felt like a nice next step. I went along for a couple of days per week and got myself the necessary certificates,

before discovering that it wasn’t really for me. It did however open the door to the head office. During Christmas drinks, I was introduced to the director of the Chartering Department, who invited me to check out his department. Soon after, I started work as an Operator Deep Sea.

This is such a fun job, thanks to the dynamics, the travel and the daily contact and collaboration with captains, agents, clients, the colleagues of Fleet Management, the administrative department and of course my fellow brokers. During my first year in the Chartering Department, I followed the Netherlands Ship Broker’s course. I’m pleased to say I came top of my year and was the first woman to pass with honours. That really is something I’m proud of.



After spending 2 1/2 years working with the E and V-XXL types, I was able to switch to the geared ships and the Oranjeberg RoRo ship in the summer of 2019. This meant new commodities, new trades and a different approach to loading; i.e. ships with totally different issues. That took me a fair bit of Googling; the location of certain ports around the world for example, or the AMSA, specific loading rules for Australia which I'd never heard of before. One of the great things about working for Wagenborg is that you don't need to know everything, you're allowed to make mistakes as long as you're willing to learn.

Know-how and dumplings

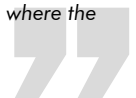
By now, I've visited many ports to see how loading and unloading works in practice. I also visit the ships whenever I get the chance.

The men and women on board really take the time to show you around the ship and to explain anything you need to know. There's always a warm welcome. And, for example, I look back with great pleasure on the many dumplings I've eaten on board the E types. What a pity that visits are currently not an option because of the Covid-19 virus.

That same willingness to share know-how can also be found throughout the office. From Hans Kroon for example, with his ability to instantly rethink matters, and his eye for details. And Albert Sniijders, who quite simply has a practical solution for anything, often before the problem has presented itself. This cooperation ensures that we can optimise the processes concerned with the trips, a little more each day.

The sky is the limit

If you're willing, anything is possible at Wagenborg. I really feel the sky is the limit here. We still have that true family feeling. When I applied to be an agent, Eric Wagenborg concluded our final interview with: "Welcome to the family." And that family feeling is very much here to stay. Even though I'm no longer part of Stevedoring, Mr Wagenborg still regularly enquires how I'm doing and offers me support in my development. I'm currently following the International Ship Broker course. This is where I belong, the shipping world is my world. I still love the idea of calling the captain of the Thamesborg and saying: "You need to go to Canada", and hey presto, that's where the ship goes."



WAGENBORG NEDLIFT IS GOING GREEN!

Sustainability is a strategically important factor at Wagenborg Nedlift. We see it as our duty to society and to future generations, to contribute optimally to a liveable world. Investing in innovative and sustainable equipment is a logical step in achieving this. In doing so, Wagenborg Nedlift is significantly contributing to the increased sustainability of building and construction work in the Netherlands and further afield. An update on the latest developments.



Mobile tower cranes

Wagenborg Nedlift's fleet of mobile tower cranes has expanded considerably recently. Once constructed, a number of these flexible and efficient cranes are suitable for fully electrical use. This is achieved using the construction power supply at the building site. Efficient, sustainable and quiet!

Fork lift trucks

The forklift trucks used by the Wagenborg Nedlift installation specialists for installation work in company buildings, were recently replaced by emission-free electrically powered versions. Sustainable and quiet!

Mini cranes

As strong as ants yet 100% electric: the Wagenborg Nedlift mini cranes! These little powerhouses can be used in tight working locations where they supply surprising hoisting performance. Being emission-free, these mini cranes provide a solution when moving machines around company buildings, for example.



Mobile telescopic cranes

When electrification is not yet an option, Wagenborg Nedlift opts for the most sustainable and modern technology when purchasing new equipment. Recent investments include new Liebherr mobile telescopic cranes of the LTM1450-8.1 type (450 ton hoisting capacity) and the LTM1650-8.1 type (700 ton hoisting capacity). Both cranes feature ECOdrive and ECOmode technology, thus limiting fuel consumption and noise while driving and during hoisting work.



Knuckle boom cranes

The new knuckle boom cranes are both an economic and sustainable addition to the Wagenborg Nedlift fleet. These extremely versatile powerhouses with a capacity of 92 tm and 165 tm are suitable for heavy duty hoisting at great heights and can also be used as aerial work platforms. The knuckle boom cranes can be deployed electrically for both the hoisting and work platform functions. The cranes are fitted with a (removable) electro-hydraulic power pack, fed via high-voltage current. The truck on which the knuckle boom cranes are fitted has a modern Euro 6 engine.

Sustainable bamboo

Besides purchasing sustainably innovative transport and hoisting equipment, Wagenborg Nedlift also takes a critical view of sustainable alternatives for any other equipment, such as recently the screw pump spindles. Traditionally, tropical hardwood (azobe) is used for screw pump work. However, azobe wood is a scarce natural commodity and therefore not a sustainable solution. Wagenborg Nedlift therefore searched for a better alternative. After extensive research and testing, bamboo screw pump spindles were found to be the most effective, and considerable investments are therefore to be made in this sustainable and safe material.

Advantages of bamboo:

- bamboo is a sustainable and ecologically responsible product
- constant quality and dimensioning is guaranteed thanks to a quality-controlled production process
- bamboo spindles are independently tested and certified by SGS
- the mechanical properties of bamboo are superior to those of azobe
- bamboo screw pump spindles are insensitive to weather conditions



STAYING SUSTAINABLE AT SEA

Copy: Andrew Flowers Source: www.upmpulp.com



The Dutch shipowner Royal Wagenborg transports pulp for UPM, from Finland to the European continent. This is a partnership based on sustainability.

Established more than 100 years ago, Royal Wagenborg is nowadays one of Europe's largest market parties in the dry cargo sector. From its head offices in the Netherlands, the company operates more than 200 vessels which undertake a total of around 4500 trips annually. Included in these is a monthly trip for UPM, whereby pulp is transported from Finland to Spain and then on to Italy.





Wagenborg was one of the parties we used for spot shipments and we discovered that they were very punctual: they delivered at the right time and the right place.

Matti Tamminen, head of Pulp Logistics at UPM, explains how sales soared for the company and how that soon resulted in collaboration with Royal Wagenborg.

“When we entered the pulp market more than 10 years ago, we booked spot-based capacity for the Mediterranean market, according to customer demand”, explains Tamminen. “But once our volumes began to increase in the Mediterranean region, and particularly in Italy, this spot demand approach to transport became too risky when considering the delivery reliability and availability of capacity, we decided to find ourselves a reliable partnership.”

“Wagenborg was one of the parties we used for spot shipments and we discovered that they were very punctual: they delivered at the right time and the right place. They also have a modern fleet and strong focus on sustainability, making them a logical cooperation partner for UPM”, Tamminen continues.





Award-winning maritime innovation

Thanks to continuous investments in its fleet, Wagenborg has been able to substantially reduce its CO2 emissions over the past 20 years. The latest ship, the EasyMax built in the Netherlands and named 'Egbert Wagenborg', produces 61% less CO2 emissions than the ships deployed by the company back in 1997. This resulted in the KVN Shipping Award for innovation in the maritime industry.

"Wagenborg has always been driven by innovation, which naturally results in sustainability", says Koos Zumkehr, Chartering Director at Wagenborg. "We therefore opted for the EasyMax, an ice class ship capable of sailing the Baltic Sea for UPM all year round. Its large load capacity and extremely low fuel consumption makes the EasyMax a segment leader when it comes to sustainability."

"We are so pleased with the Egbert Wagenborg that we shall soon be introducing another EasyMax ship to our fleet," says Zumkehr. "Building work on the EasyMax2 is progressing nicely."

Just like UPM, the Wagenborg sustainability targets for 2030 comply with the United Nations Sustainable Development targets. Although Wagenborg is currently focusing on improving fuel efficiency, the company is also working to introduce biofuels and hydrogen propulsion systems in some of the ships operating closer to home. Wagenborg hopes to apply the lessons learned here to the rest of its fleet. In fact, the company has set itself the target of introducing an emission-free ship by 2030.

"We are actively participating in the energy transition within shipping", explains Zumkehr. "Together with our stakeholders, we take up sustainability challenges in order to reduce our footprint wherever possible."

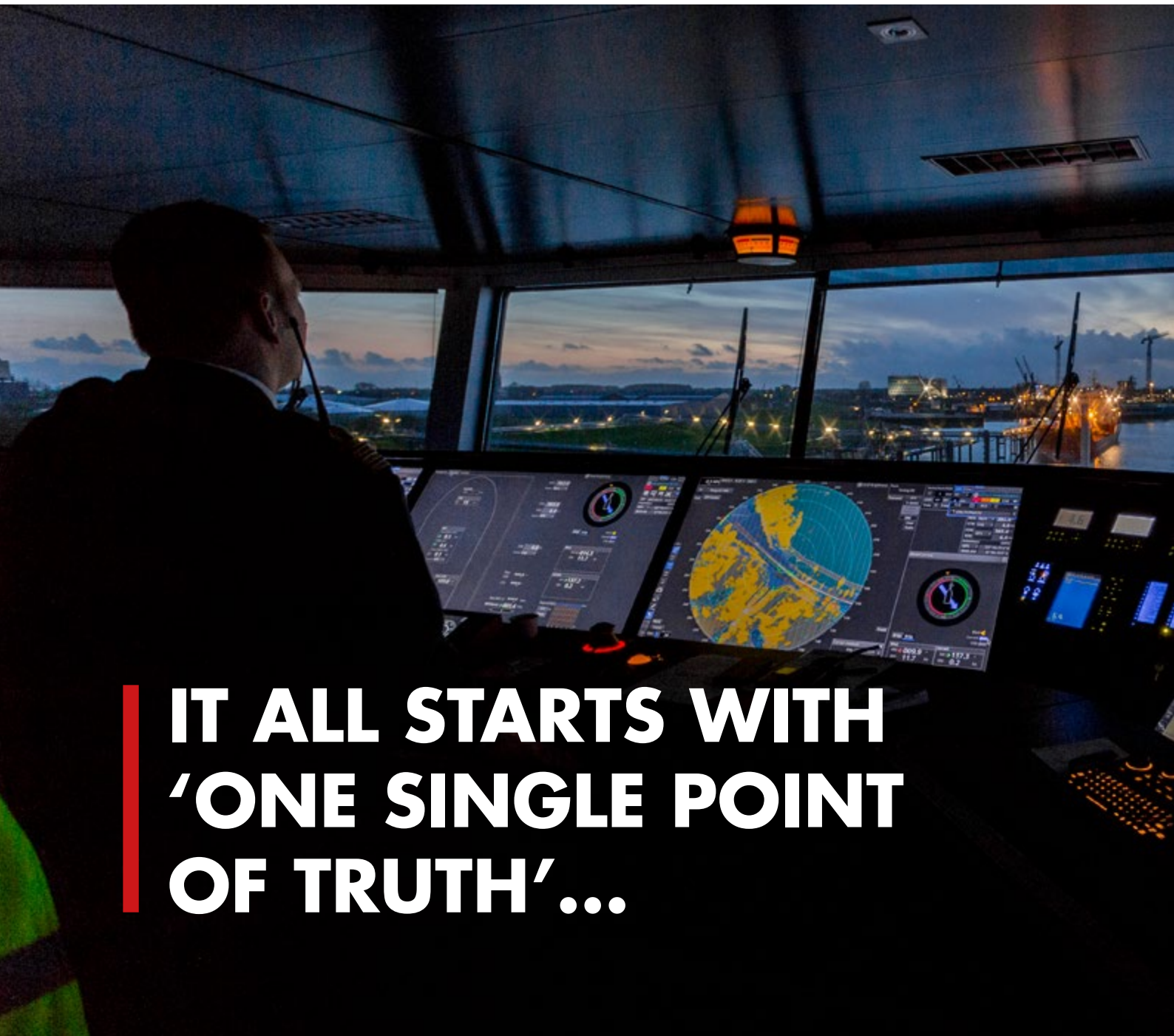
En route to alternative fuels

In a separate sustainable shipping initiative, UPM has entered into a contract for design and construction of seven sustainable ships which will be fuelled with liquid natural gas (LNG). Fuelling a ship with LNG reduces CO2 emissions by approximately 25% versus the traditional diesel used in shipping. The reduction in other greenhouse gases will be even larger: nitrogen oxides will be reduced by 85%.

Four of the LNG ships will be used for the transport of pulp and the remainder for other forestry products. They will be delivered over 2021 and 2022, allowing UPM to meet its pledge to move on from fossil fuels.



Together with our stakeholders, we take up sustainability challenges in order to reduce our footprint wherever possible.



IT ALL STARTS WITH 'ONE SINGLE POINT OF TRUTH'...

Technical innovations make it possible to optimise trips by choosing the best route for example, and sailing at the most efficient speed. This not only renders shipping more sustainable but also increases the international competitive position. Wagenborg is therefore working hard on the options for digitisation and smart shipping. We're talking to Eldert Heijkoop (Manager Operations Chartering) and Maurice Stokhof de Jong (Contract Manager Projects & New build) on more efficient trips, remote maintenance, smart navigation and planning software, as well as significant fuel savings.

Sailing with smart technology

Smart shipping is advanced automation of sea shipping. It requires more than just the technology on board of Wagenborg ships. Information on all the related ambient elements is equally essential, such as the weather and available port facilities. *"This live data enables our ships to react to a situation. It allows the crew or one of the operators to take direct action. By opting for an alternative route when bad weather is imminent, for example",* explains Heijkoop. Wagenborg has already taken the necessary steps in this direction. Stokhof de Jong: *"We have upgraded the computer network on board 62 Wagenborg ships for this purpose, as well as installing monitoring systems on the bridge and in the engine room, and incorporating switches in order to be*



I regard it to be an innovation process for even more efficiency initiatives which in the end will benefit both Wagenborg and our customers.

able to add even more systems at a later date, for remote support for example." Using a satellite connection, microdata such as the ship's position, speed, fuel consumption and ETA is already exchanged between the ship and the organisation on shore.

Smart shipping to save fuel and money

Live data from the Wagenborg ships results in optimum gearing of sailing plans. Heijkoop continues: "Thanks to that live data, we can gear our route more effectively to the weather forecast,

opening hours of the terminals and available port berths, for example. Just-in-time arrival of our ships will become the standard. More accurate ambient information enables a ship to reduce speed if the waves, current and wind are favourable for example, without any detrimental effect on arrival times. It also makes a difference in fuel consumption; 1 knot of extra speed costs approximately 30% more fuel! Digitisation therefore offers Wagenborg new opportunities to save fuel and therefore money. Savings which can be used for further investment to render our ships even greener."

Improved competitive position due to digitisation

Digitisation in shipping therefore ensures that ships can sail more efficiently. "In the end of course, it's all about getting the best possible returns out of the ship. Real-time insight into expected arrival times, fuel consumption or speed can help us greatly when adjusting and anticipating certain situations. I'm proud that Wagenborg has the people on board capable of thinking out of the box in order to take steps towards the future, despite any limitations", says Heijkoop.

A smart future fleet

It will be clear by now that there are endless opportunities. "What will the future hold?", Stokhof de Jong wonders. "We currently find ourselves in a digital revolution. Personally, I believe that as a larger shipowner, we can benefit from economies of scale via the route we have chosen to take, with live data, trip optimisation and opportunities for a smart office." Heijkoop adds: "We are already seeing customers who want to develop a system together with us, to share fleet data and freight data: when will the freight be ready? Can a ship arrive 24 hours later? It's all about just-in-time delivery and keeping the CO2 footprint of each trip as low as possible. We are now increasingly able to give a precise account of how the work on board our ships is progressing minute by minute, allowing for tighter scheduling and calculations, and enabling us to offer even more reliable services to our customers. I regard it to be an innovation process for even more efficiency initiatives which in the end will benefit both Wagenborg and our customers."

SMART THINKING WHEN SWITCHING THE CHURCHILL BRIDGE IN LEIDEN



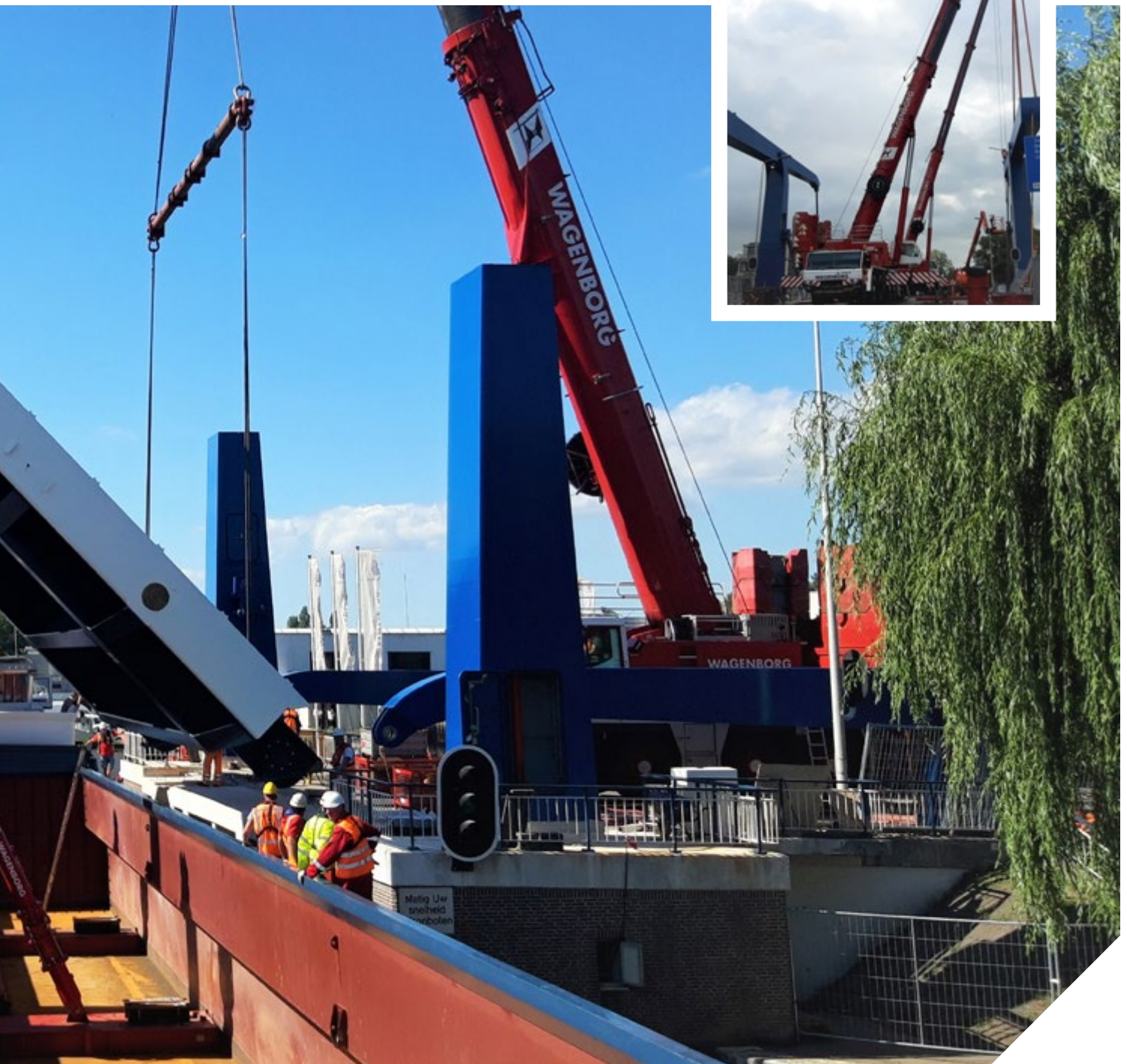
The Churchill bridge in Leiden was due for renovation last summer. This bridge is an important link in the N206 road, which connects the A4 and A44 highways. The work took place in the summer period in order to limit traffic hindrance where possible.

The Churchill bridge is a double-beam drawbridge with a steel road surface. The renovation work concerned replacement of the movable section of the bridge, the full steel superstructure, the electro-technical equipment and the drive unit.

The new road surface, the balances and other components were built by Solidd Steel Structures from the Friesian

village of Sumar. But how do you transport 117 ton of bridge span from Friesland to Leiden via inland waterways, some of which are pretty narrow? You ask the specialists at Wagenborg Nedlift.

They began by charting out the water transport route from the yard in Sumar to the bridge location in Leiden, and determining the best type of ship for the job. Due to the limited sailing width, the bridge span needed to be transported upright at an angle, in a so-called pitched framework. This pitched framework is custom built and is generally developed and produced for one-off use. An expensive and time-consuming job for the bridge builder! Luckily, Wagenborg Nedlift was able to offer the ideal solution, using its new Modular Support System. This



Modular Support System is a flexible support system with which all kinds of support constructions can be built. Think of it as giant Meccano. It proved possible to apply this handy modular system to build a custom pitched framework to transport the bridge section of the Churchill bridge. An efficient and safe solution which also saved a great deal of time and money!

The date was set for mid August: the new bridge section was on its way to Leiden. Giant mobile telescopic cranes lifted the bridge onto the ship, into the

modular pitched framework. In Leiden in the meantime, the old bridge had been removed to make room for its successor. Following a trip of a few days via the accurately planned sailing route, the new bridge section arrived in Leiden. The Wagenborg Nedlift hoisting specialists used two of our 400-ton mobile cranes to lift the 117 ton colossus out of the ship and into place.

The new Churchill bridge was back in service by mid-September.



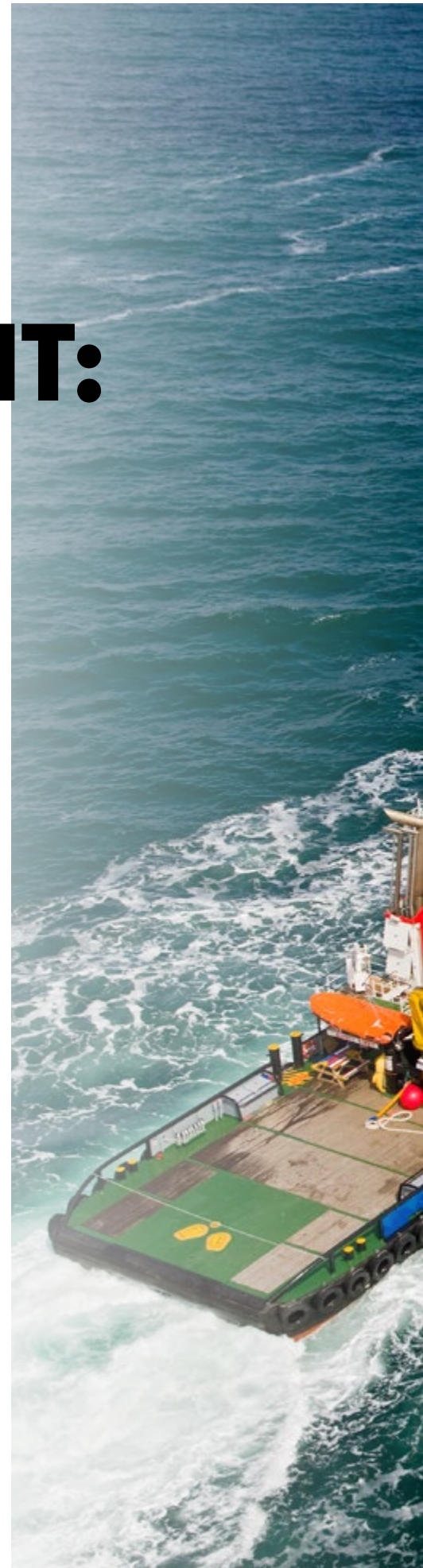
CREW MANAGEMENT: A SINGULAR PROFESSION

Interview with Operations Manager Robert Oostergetel of Damen Marine Services

Which officers have the appropriate experience to manage a project? And do they also have the necessary character? And can all the crew members get along with each other? This is the personal approach so characteristic of the arrangements for Philippine crew on board the seven working ships owned by Damen Marine Services. "It really is a double pass with Wagenborg Crew Management in Manila."

"We have a top-class operator but he soon gets seasick. So we only deploy him in the Persian Gulf, where the weather is generally always good", Robert Oostergetel (Operations Manager DMS) gives an example of the personal approach taken by Damen Marine Services when selecting crew for the company's own seven "work

boats" (see box). He draws up this crew planning together with Faith Adelantar, Wagenborg's Crewing Agent in Manila. "We have our own training academy and almost everyone returns. I therefore know all the officers personally and can determine which officer is best suited to which project. Faith takes care of the seamen."







The crew come first for Faith. And I wouldn't have it any other way.



CREW WELFARE

Oostergetel is extremely satisfied with the collaboration. *"I've been a crew member myself, and I actually even trained at Wagenborg many moons ago, so I just need to apply a bit of common sense to know how sailing and crewing all works in practice. However, crew management is still a singular profession which Wagenborg clearly understands. Their certification is always up to date for example, they comply with their contracts and perhaps even more importantly for me: there's plenty of attention for crew welfare. Of course Faith always does her best to serve us, because that's how Wagenborg earns its living, but "her boys" come first. And I wouldn't have it any other way."*

SHORT LINES

There are short lines between Gorinchem and Manila. *"When we switched to Wagenborg Crew Management, Remco van Rossum mapped out our requirements from Delfzijl. He discussed them with Faith and subsequently gave her carte blanche. That works amazingly for us. No go-betweens, no risk of confusion or unnecessary delays. Recently for example, we had a cook who suffered a broken wrist. He needed to leave the boat, we no longer had safe manning and therefore couldn't set sail. It's all hands on deck at that point. I get to work with local authorities and agents while Faith arranges for a new crew member and the rest of the trip."*

PARTY

Robert Oostergetel travels to Manila once a year, around the Christmas period. *"It's my opportunity to discuss any matters with Faith and also to meet up with a number of Wagenborg colleagues from Delfzijl. Most important of all however is the Christmas party. The crew members who are not on board all come along. They bring the whole family and proudly introduce me to their wives and children. Isn't that fantastic? What a pity we'll have to miss out on that this year."*



I'm so grateful for the 1 GB of free data on board in order to stay in touch with my family at home.



"What a disaster this year has been. The global economy has been hit hard, on land, in the air and on the seas. I hope we can recover from this global pandemic and crisis. The effects of Covid-19 make every crew member more conscious of their own health, and safety is constantly an important subject for the crew on board. However, we still concentrate on our daily routine and tasks on board, using the extra precautionary measures received from the office, including face masks, disposable gloves and other means of personal protection. That all helps us greatly in staying healthy and doing our job. Of course I sometimes feel insecure when entering a port in a risk area, such as Spain. And especially when people come on board from ashore.

I'm one of the lucky ones as a crew member working for Wagenborg. The company has given us the opportunity to stay 'close' to our family via Wi-Fi and other means of communication. I'm so grateful for the 1 GB of free data on board in order to stay in touch with my family at home. The regular updates provided by the office regarding Covid-19 are also important to me during my time on board.

I've been on board since January, but I don't mind long periods at sea. At one point, I even spent 19 months at sea for a Japanese company. And this time around, I'm willing to make my contribution in the interests of our company.

For my family and friends at home: stay safe and I'm hoping for the best in the future once this pandemic ends."



OJESTES OLMEDILLA
(43)
 Bosun
 MV Reestborg

'TRITON' FLOATING CRANE CLOSELY INVOLVED IN CONSTRUCTION OF FRYSLÂN WIND PARK



Construction recently started on the Fryslân wind park, with the first of the 89 foundation piles being sunk into the bed of the IJsselmeer lake. Wagenborg is closely involved in this important milestone, using its floating 'Triton' crane.

The Fryslân wind park is under construction in the Friesian section of the IJsselmeer lake, at Breezanddijk. Due to shallows in the IJsselmeer lake and the width of the sluices, standard offshore wind equipment cannot be used. On top of a unique working platform spanning half a football field, a large crane is in place to install the foundations. The floating Wagenborg crane known as 'Triton' has a hoisting capacity of 300 ton and is being deployed as a stabilising crane for positioning of the foundation piles.

Fryslân wind park is being built by the Zuiderzeewind contractor conglomerate. It will be the world's largest wind park in inland waters, comprising 89 turbines of 4.3 MW each. With a capacity of 382.7 MW, this wind park will provide sufficient energy for approximately 500,000 households. It will become operational in 2021.



ADM AND WAGENBORG, A SUCCESSFUL COMBINATION

Time to talk to Jagjit Bibra-Hertle and Koos Zumkehr

“I enjoy putting a client in the spotlights”, Wagenborg’s chartering director Koos Zumkehr laughs when the sun suddenly breaks through the clouds at the head office in Delfzijl. We’re talking to Senior Chartering Manager Jagjit Bibra-Hertle of ADM about the collaboration between ADM and Wagenborg.

WORKING FOR ‘ONE OF THE MOST ADMIRED COMPANIES IN THE WORLD’

ADM is the world’s largest company when it comes to grain and animal fodder, employing more than 40,000 people worldwide. ADM Senior Chartering Manager Jagjit Bibra-Hertle is one of them. At the turn of the century, he was working for the German Toepfer International, responsible for the lion’s share of grain trade for the global fodder and agricultural company, Archer Daniels Midland (ADM). “ADM and Toepfer merged in 2014, resulting in

what Forbes describes to be ‘one of the most admired companies in the world’”, Jagjit explains.

GLOBAL TRADE

Jagjit continues: “Our chartering activities take place via a number of chartering offices, such as in Singapore, Switzerland, Brazil, Mexico and Germany: close to our customers. Worldwide, ADM trades a total of approximately 50 million ton of agricultural products. This volume is in various package sizes, ranging from 1000 ton to 75,000 ton. We



Koos Zumkehr (left) and Jagjit Bibra-Hertle shake hands in the pre-Covid-19 era and discuss the cooperation between ADM and Wagenborg (photo was taken before COVID-19)





ABOUT ADM

At ADM, we unleash the force of nature to offer worldwide access to food. Using pioneering innovations, a complete portfolio of ingredients and solutions to suit all tastes, and dedication to sustainability, we give customers a head start in solving food problems, now and in the future. We are a world leader in the field of foods for people and animals, and are the world's number one company for agricultural crop production and processing. Our diversity, insights, facilities and logistics expertise offers us unparalleled opportunities to meet demand for foodstuffs, beverages, health and welfare, and more. We enrich the quality of people's lives all over the world. With head offices in Chicago, Illinois, ADM connects crops with markets on six continents. Net turnover in 2016 was \$ 62.3 billion. For more information on our company and our products, go to www.adm.com

therefore work together with around 20 different shipping companies, including Wagenborg.”

FIRST SHIPMENT OF CITRUS PULP PELLETS

The first Wagenborg shipment for ADM took place in 2005. Koos explains: “In 2005, I was in the ‘Fiat city’ of Torino, where I was visiting a grain market together with Jelle de Vries, a full-service supplier in the animal feed industry, and Feedimpex, another client. There, I was introduced to Wolfgang Westphal of



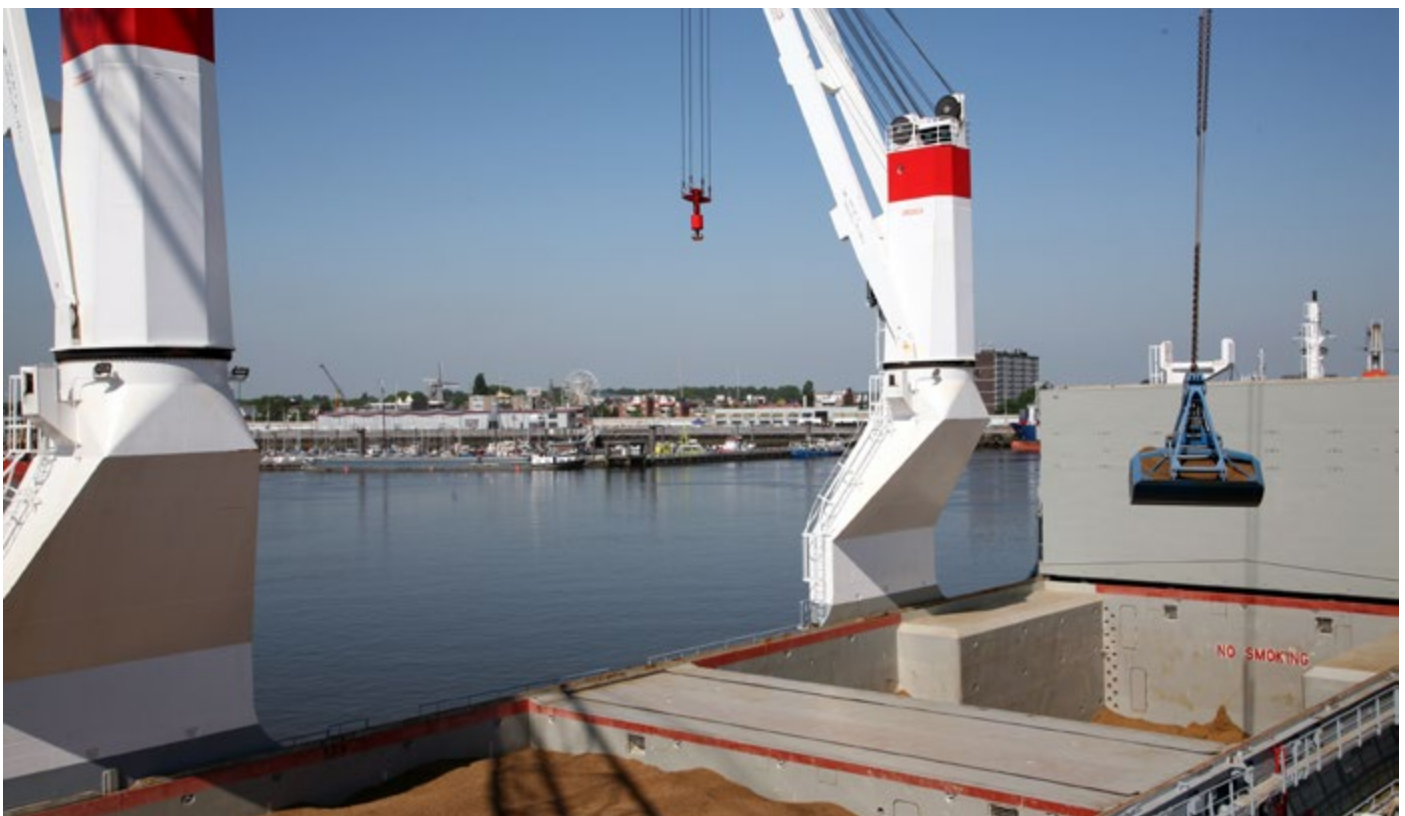
We decided to ship an initial freight of citrus pulp granulate from the east coast of the US to Ireland.



Toepfer International. Soon afterwards, we had contact again after we had contracted a project freight of wind turbines from Spain to the American Gulf but had yet to find a return freight.” Jagjit adds: “I can remember that the volume at that time was too large for the Wagenborg ships. By splitting it into smaller batches, more in keeping with the Wagenborg tonnage, Wagenborg was able to offer us a competitive price. We decided to ship an initial freight of citrus pulp granulate from the east coast of the US to Ireland.”

SCREENING AND EVALUATION

A competitive price was not the only reason for us choosing Wagenborg. Jagjit explains: “ADM is always looking for lasting relationships with our suppliers. We subject them to thorough screening before doing business. How intensively does the shipping company renovate and modernise its fleet? How old are the ships? Does the shipowner have the appropriate ships for our needs? Are the ships ‘open hatch’ and ‘fully box with no understow’? And in the end it’s a financial question of course.”





15 years on, we undertake various contracts together, both transatlantic and continental within Europe.

ADM does not evaluate the shipping separately after the trip. “Once we’ve closed our freight, it becomes the responsibility of our operations people”, Jagjit explains. “As long as we receive no complaints and everything runs smoothly, we regard it to be a success. This is indeed the case with Wagenborg. We really

appreciate it when work is conducted in a professional and proactive manner: the ship arrives on time, the holds are clean and the crew is proactive and helpful. That’s a completely different attitude when compared with Tom, Dick or Harry shipowners, who simply aren’t interested.”

FROM FIRST SHIPMENT TO VARIOUS CONTRACTS

Following this successful initial trip, the collaboration between ADM and Wagenborg began to develop. Koos explains: “We want to go the extra mile for our customers. We believe that this strengthens the relationship.” This resulted in a second trip for ADM /

Toepfer and a third between the United States and the European continent.

Koos explains: "Hans (Kroon, Director of Wagenborg Shipping North America) and Jagjit work very closely. Hans and Jagjit are both brokers with the same attitude: clear, down-to-earth, but reasonable and honest. This has proven to be a successful combination, even in the most challenging circumstances, such as the Alamosborg situation at the end of 2019. 15 years on, we undertake various contracts together, both transatlantic and continental within Europe."

CHALLENGES AHEAD

Although the past 15 years were successful for both companies, challenges lie ahead in the future. "The market in which ADM operates has changed considerably over the years", explains Jagjit. "Years ago, we acted much more speculatively, by producing feed products before having a customer. Nowadays, production doesn't start until we are certain we can sell our product. The introduction of the new sulphur legislation in 2020 also affected our trade, particularly in the transatlantic segment. The more expensive VLSFO fuel pushes up prices. This makes it more of a challenge to sell our products." Koos

reacts: "VLSFO is indeed too expensive at the moment, but we are convinced that the price level will return to where it should be worldwide."

AVOIDING RISKS

"What will the ADM world look like in 10 years?", asks Jagjit. "In a perfect world, I think that ADM would want to control the full supply chain with its own production facilities, own trucks, own barges, own maritime fleet and own warehouses. The chartering would be more of a scheduled service. But of course it's difficult to predict exactly what the future will look like. I'm nowadays seeing a slight transition in our trade, from purely agricultural products to more luxury products, such as foodstuffs and sweeteners. These are lower volume goods, which are more valuable due to higher margins. Over the course of time, this may reduce trade volumes in terms of animal feed and grain; we are already selling less wheat. It's all about avoiding risks."

Egbert Vuursteen, CEO of Wagenborg, arrives in the meantime and comes in to greet Jagjit, reacting: "Wagenborg has been faced with a comparable situation. We have actively avoided risks by extending our contract portfolio. We want to be less dependent on

the market. That was one of the most important targets for Koos and his business development team last year."

DATA

Koos adds: "Another important subject on our agenda is data. We are working hard at improving our ERP system. Each year, we undertake around 5000 voyages and visit more than 11,000 ports, and we need to be able to extract information from that fact. The information will help us improve our corporate processes, such as generating load, contracting and executing trips and all kinds of expected work related to ports, agencies and bunkers. We hope to have completed implementation of new bunker software by the summer." Jagjit reacts: "We had already talked about the bunkers. As you know, we have four people in Hamburg who are responsible for bunker buying for ADM. You're always welcome to visit us there and share any experience on the subject."

This invitation is typical of the good collaboration and drive at both ADM and Wagenborg to bundle forces in order to achieve the best possible results together. Now and in the future.





NEW WAGENBORG AGENCY IN FINLAND

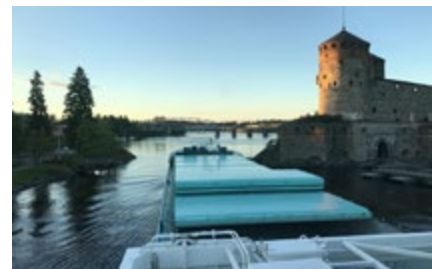
As of 1 January 2021, a new Wagenborg office is to become operational in eastern Finland, in order to offer full agency services in various ports around the Finnish Gulf and the Saimaa region.

With an eye to Wagenborg's leading position in the shipping and logistics market, and especially the Finnish market, this expansion of the agency to Finland will be a valuable addition to the Wagenborg ports network. The main focus of the Finnish agency office will be on the port of Hamina / Kotka and the entire Saimaa region. Agency services will also be provided in all other ports along the south coast of Finland: from Naantali /Turku in the west to Loviisa in the east.

Wagenborg will provide a year-round, 24/7 service in these Finnish ports, with the agency ensuring that ships can be quickly received here. Approximately 400 ships are expected to visit these ports annually.

With its team of water clerks, led by Aleksei Kumpulainen, Wagenborg is once again demonstrating its 'think global, act local' methodology. *"Our presence in Finland means that our customers can rest assured that our water clerks have the local know-how and branch expertise to find the best possible solution for their needs"*, Coos Blaauw (Chartering Manager) explains.

Wagenborg Agencies also serves a large number of European ports from its branches in Tarragona, Algeciras and Ceuta (Spain) and Delfzijl, Eemshaven, the Rotterdam region, Amsterdam region and Terneuzen region (the Netherlands).





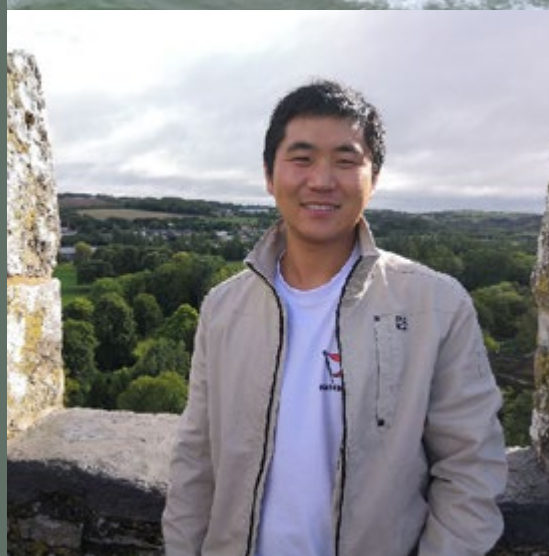
The hardest part at the moment is not knowing when I can go home, to my family.



“Looking back on 2020, it was a really tough year in which we wrestled with Covid-19. It feels no different at sea: our social life is just as it was before. After working hours, we play cards or chess, watch films, whatever. But whenever a pilot came on board or we arrived at a port, we needed to take all the necessary precautions in accordance with company instructions.

We held safety meetings to discuss the pandemic and how we could guarantee good hygiene for both the crew and the ship. We needed to keep contact with personnel on shore to an absolute minimum and to keep a safe social distance: face masks and gloves are a must! And once visitors had gone back ashore, we would disinfect the entire ship. Despite all these precautionary measures, I was sometimes still worried when arriving in countries where the pandemic had hit hard. We’ve been lucky that there have been no health problems or viruses detected on board our ship, and all crew members have stayed healthy.

The hardest part at the moment is not knowing when I can go home, to my family. Crew switches used to be a routine activity before the pandemic, but that’s all changed now and it’s very challenging. Although Wagenborg Crew Management do their best to arrange crew switches for us, it’s difficult to get flights and visas. Even flights which are already booked and confirmed, can be cancelled at the last possible moment. It’s not easy being on board for such long periods of time, when my family and I are worried about each other. Luckily Wagenborg has doubled our Internet data limit since the pandemic started, giving me more opportunities to talk with family and friends.”



WEI SHI SHEN (32)
2nd Officer MV Edenburg



HOW DO YOU PASS ON 40 YEARS OF KNOW-HOW TO THE NEW GENERATION?

Sustainability is hot. Together, we need to ensure the world we leave to the following generation is one worth having. The corporate sector plays an important role. Wagenborg Nedlift, specialist in horizontal, vertical and heavy transport, also proactively approaches this theme by consciously opting for clean equipment, such as electrically powered tower cranes, electric compact cranes, etc. At Wagenborg Nedlift, sustainability is not just about reducing CO2 emissions but also the question of how to sustainably pass on know-how from one generation to the next? How can you ensure sustainable transfer of knowledge, in order to avoid losing know-how (and therefore quality)?

Ensuring know-how and quality

Lieuwe Oosting (aged 60) is a planner at Wagenborg Nedlift in the broadest sense of the word, and recently celebrated his 40-year jubilee in 2019. To say that he has a wealth of know-how and experience is an understatement. We really can refer to him as 'an old hand'. So how do you pass on 40 years of know-how to the next generation? Wagenborg Nedlift likes to team up generations. "Exactly, that's why I have Lex sitting next to me", Lieuwe agrees. Lex Vollenbroek, 25 years young, joined Wagenborg Nedlift as a junior planner at the end of 2018.

Two-way traffic

"I am learning so much from Lieuwe. And in a nice way", Lex explains. "I always get the chance to first figure out for myself how to approach things, Lieuwe doesn't spoon-feed me." "I certainly don't", Lieuwe agrees. "I think it's really important that the new generation, in this case Lex, first come up with their own solutions and with fresh ideas. We can then look at them together and I can



help with the 'fine tuning'. My way of passing on know-how is to be an open book", explains Lieuwe. "And I protect him against making mistakes of course. I watch over his shoulder and advise him. What really delights me is that it's two-way traffic. Lex doesn't just learn from me, but I learn from him too. I certainly have my weaknesses. Even after 40 years, I don't have all the answers and I don't think anyone ever will", Lieuwe laughs.

Close cooperation

The cooperation between Lieuwe and Lex is proof that such an age difference is certainly not a problem, and can in fact offer great advantages. "I love watching the younger generation developing

within the organisation", says Lieuwe. "And of course I'm aware that at the age of 60, my career will at some point come to an end, and the ships will sail without me. That's why I find it so enjoyable and refreshing to work with young people. Plus Lex is smart, quick and eager to learn." Lex also recognises the advantages of working with a 'more mature' colleague. "Lieuwe has so much experience and is always ready to teach me anything I need to know. I can ask him just about anything. It's reassuring to have experienced people around you."

Looking to the future

Lieuwe admits he is not yet thinking about retirement, and instead prefers

to focus on the here and now. Yet the time will come when he needs to pass on the proverbial baton. When asked whether he will struggle to bid his mentor farewell in the future, Lex is very clear: "Luckily there are plenty of other experienced colleagues to help me with any questions." "I believe it very important that the new generation receives very broad training, in order that they can be deployed across the board", says Lieuwe. "Lex has already worked in various departments and learned a great deal", he continues. "I have complete confidence in Lex and therefore in the future, and will be able to confidently step down when the time comes."

MV TRINITAS ADVENTURE IN THE ANTARCTIC

After having seen much of the world, Jan Willem Danser and Peter Danser were put in an extremely unusual situation by their charterer Klaus Werring, in August 2019: 'Are you willing to transship freight from fishing boats on board the MV Trinitas, from Antarctica to Montevideo?' More than a year down the line and the ship is still hard at work in this very unique region.





"We don't say 'no' easily and we basically love to take on a challenge. But this request really did blow us out of the water. Only figuratively of course. So we started by looking into a few things", say Jan Willem and Peter Danser. One of the most important matters to be taken into account, is the Polar Code. The Polar code is a statutory obligation set by the IMO regarding the requirements for design, construction, equipment, training, search and rescue operations and environmental protection relevant to ships sailing in polar waters.

The adventure begins

Jan Willem Danser explains: *"Peter and I followed the Polar Code ice training course on Terschelling in order to get more of an idea, which is certainly necessary, to be able to sail the region. The ship also needed to be certified according to the Polar Code by October 2020. That gave us plenty of time to make the necessary arrangements."* After nearly 2 weeks docked in Umuiden to make the necessary preparations for the long trip to Antarctica and to stay there, MV Trinitas set sail. The ship arrived on the South Orkney Islands in mid-January 2020, where the real adventure began.

An old acquaintance

In the region where MV Trinitas was to work, so-called 'factory trawlers' catch krill under very strict control and supervision. These shrimp-like crustaceans are processed into krill meal on board these factory trawlers, loaded into big bags and then transshipped into the MV Trinitas for transport to South America. *"One of the factory trawlers we are working with is the old Vlieborg, a former Wagenborg*



ship that has been completely converted for this specialist work. Once again proof of what a small world we live in", says Jan Willem Danser.

Experienced crew

The big bags of krill meal are loaded onto the MV Trinitas on the open sea, often with huge swell and challenging weather conditions. Jan Willem: "We try to stay within the shelter of the coastline whenever possible in order to limit the swell problems. We place large Yokohama fenders between the ships to protect them in the swell wherever possible. As soon as we have attached our ship to the fishing boats using multiple lines, we can start loading. Luckily we have a very good crew (crane operators) who have been with us for many years. Without them, this type of work would simply not be possible. I would hereby like to thank

my crew for their great dedication and expertise when doing this sometimes very challenging work."

Alert

The icebergs and snow-covered mountainous landscape of Antarctica are an impressive sight, which Jan Willem Danser and Peter Danser feel privileged to be able to experience. On the other hand, this is a very intensive work in a dangerous region which must certainly not be underestimated. Jan Willem explains: "You need to be continuously 100% alert in such a region. The weather is extremely fickle and can switch from being calm to a full-blown storm and vice versa almost instantly. In calm weather, there is often thick mist, and heavy snow and rain storms are a regular occurrence, following in quick succession. There are few locations where you can anchor because the water

is generally too deep. And when there are options to anchor, they are often close to the coast, which offers its own dangers. Not to forget the many floating icebergs which you want to keep at a safe distance."

Mixed feelings

At the time of writing this article, the MS Trinitas now lies at position 64-23.0 S 61-36.0 W in the Antarctica Peninsular, Jan Willem concludes: "I have mixed feelings telling this story, due to almost the entire world being in lockdown while we are enjoying the freedom of being on board. That's quite a difference. On the other hand, we have our own lockdown as it were, seeing as the entire crew has been on board for a long time without being switched and seeing their families. I would therefore also like to wish everyone good luck in these days, and I hope that we all stay healthy."



Five months on board without a break was very long and difficult. Not only for me, but for all crew members.

“For me personally, 2020 has been a very useful year. As a cadet, I have had the opportunity to train my skills on board, not only at work but also personally. I’ve made many friends. I’ve also learned how to conduct my work safely, because Covid-19 has changed things on board. We wear face masks all the time. We keep our distance when talking to strangers. We even wear gloves when we need to climb into the crane.

We can’t go ashore, but my life is still comfortable. After working and studying, I have plenty of social activities. I play table tennis with some of the lads, I watch films or enjoy a game of chess. The crew members are all really nice and they care about me.

All the engineers help me. The chief mechanical engineer will sometimes ask me questions to test my knowledge. The second engineer always advises me on what, how and when to do things. I generally work together with the third engineer: “The best way to become a third engineer is to work with a third engineer”.

Last month, the second engineer and I went ashore in Baie Comeau. We couldn’t go into the centre but we did enjoy the panoramic views of the city, and walking around to get some fresh air. It was a really good opportunity to recharge our batteries after around five months non-stop on board. That has been long and very difficult. This is my very first trip, so nine months on board is quite a long time. But it doesn’t bother me. It gives me plenty of time to study and to discover even more of the equipment on board.

To my family and friends at home: working on board the MV Trinityborg is amazingly safe, so don’t worry about me. I hope to see you all next month!”



AHN TU NGUYEN (24)
Engine/Cadet
MV Trinityborg

WALK TO WORK CONVERSION PROJECT FOR NIESTERN SANDER

Royal Niestern Sander has signed a contract with Dixstone Holdings Ltd for conversion of a Platform Supply Vessel into a Walk to Work Emergency Response and Rescue Vessel. The ship arrived at the Niestern Sander repair yard at the end of May 2020.

Based on the experience and the success of converting the Kasteelborg Walk to Work ship in 2018, Niestern Sander will convert this ship in the same way. Currently named SK Line 728, it was built in the Wuhu shipyard in China, as a Platform Supply Vessel.

Drastic changes will be required in order that it complies with the ERRV-B requirements and the intended future operations. Part of the conversion will entail addition of an extra bow thruster,

daughter craft and an active heave compensated gangway. The ship's deck will also offer a large accommodation unit, featuring offices, a sick bay, storage space and cabins.

Conversion is estimated to take nine months, ready for delivery to the owners early in 2021.



TRANSPORTING YACHTS TO DÜSSELDORF BOAT SHOW

Each year, the world's largest indoor boat show and water sports exhibition takes place in Düsseldorf. Wagenborg had the honour of transporting the very largest yachts of the event from Rotterdam to Düsseldorf (and back) on behalf of Sevenstar Yacht Transport. The convoy contained no less than 6 enormous pleasure craft, the largest of which was almost 30 metres long, weighing more than 100 ton.





From Rotterdam to Düsseldorf

Starting from Rotterdam, the yachts were transported partly by water and partly over land to their destination: the exhibition stands in the Messe halls. A considerable operation, in which heavy goods transport specialist Wagenborg Nedlift deployed its expertise and know-how with great pleasure.

In Dordrecht, the (as yet) empty modular trailers were driven onto a pontoon, which then sailed to Rotterdam. There, the yachts were loaded onto the trailers on the pontoon, from a ship. They then set sail to Düsseldorf. On arrival, the yachts were driven back on land in a RoRo operation and finally driven into the hall.

After their beauty having been admired for two weeks, the yachts were transported back in the reverse order immediately after the event closed.



EVGENIY KUPRYAKOV

32 TECHNICAL SUPERINTENDENT
"OUR BIGGEST STRENGTH IS OUR CREW"

"I joined Wagenborg as a 2nd Engineer at the age of 22. Three years later, I was promoted to Chief Engineer, before moving on to become Technical Superintendent in 2017. I've known most of the crew members for many years, from the days when I was on board with them. That helps a lot, and makes my work really enjoyable. Our biggest strength is our crew.

My initial impression was that there was not a great deal to be done about the ships. That turned out to be a misconception: legislation and the requirements become stricter each year and Wagenborg itself pays great attention to environmental protection, fuel savings and energy efficiency on board of the ships.

One of the things that was ready for improvement was the procedure when switching fuels. The fuel oil systems on board the 9000T ships were not designed for quick switching between fuels of various quality. When accessing special areas, it took a few days to achieve the correct sulphur level.

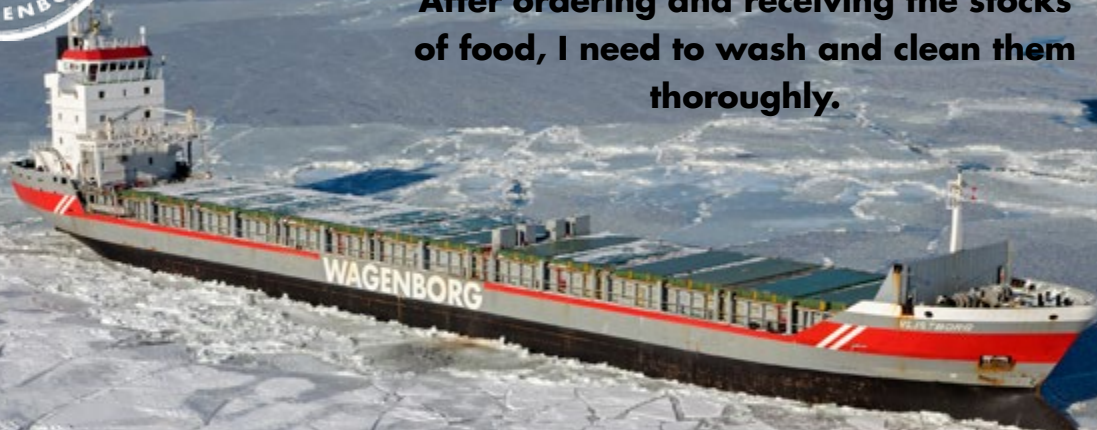
In 2018, we tested and evaluated a new system design on board the Medemborg, and prepared for classification approval. Following replication and approval of the system by the classification agency, all M-ships were fitted with new pipelines and fittings, enabling us to adjust the fuel quality within a few hours instead of a few days. We've been using the system for the past two years. All the investments required to upgrade the systems were already covered by fuel cost savings right from the first switching process.

It also has a positive effect on the main engine and on the booster unit.

Covid-19 has made our work more difficult. The main issue is the travel limitation. Tallinn and Helsinki are close at hand, and I would have planned three or four ship visits each month in Finland or Estonia last year. That has become much more tricky now."



After ordering and receiving the stocks of food, I need to wash and clean them thoroughly.



OKTOVIANUS, Y (48)
Cook MV Vlistborg

“As a cook, Covid-19 influences my day-to-day work on board the ship. I need to pay even more attention, and after ordering and receiving the stocks of food, I need to wash and clean them thoroughly.

During the most intensive Covid-19 period, I needed to work around a number of ingredients as they would otherwise have run out. After all, it was pretty difficult to order new food. I needed to use smaller portions, in order to be able to offer more menus and meals using the available ingredients. That’s a very unusual situation and pretty difficult in my case.

But we always find a way of getting things done on board. Although we all come from different backgrounds and a variety of countries, we work and live in harmony on board, as one big family who help each other.

I’m very glad to be working for Wagenborg. I was taken on during the pandemic, and that same pandemic has made my contract longer than normal. That’s not a problem for me, because we wouldn’t be paid if a contract period were to end on board. So I’m pretty grateful for my extended contract on board. It gives me the opportunity to earn some extra pay for my family, to pay school fees and support them. I hope to be able to continue to work for Wagenborg in the future.”

ECONOWIND LEND A SHIP WINGS



The figures indicate that 8 to 10 percent reduction is realistic.

Jan van Dam is not only a shipowner and trendsetter in terms of sustainability, but Jan van Dam is also a keen sailor. So when he heard about wing-shaped elements which would theoretically result in 8 to 10 percent less fuel consumption on board his ships, he decided to turn his ship Ankie into a pilot ship.



HOW DO THE VENTIFOILS WORK?

You can compare them with a plane's wings. The shape of the wing results in higher speed and lower pressure on the top edge, and in lower speed and higher pressure on the bottom edge. This difference in pressure is what pushes a plane up. The Ventifoils work by the same principle, except the foils are attached to the ship vertically, therefore not pushing it upward but forward. We influence the airflow around the wing with a type of extractor device, with which we can make the foil really thick: to maximise the wing effect. An added advantage from a safety point of view: when you switch off the ventilator, the foil is no longer influenced and it "stalls", therefore reducing the force. The idea of aerodynamic wings is by no means new. Jacques Cousteau already applied the principle in the 1980s at the height of the oil crisis. He had even applied for a patent, but it was never developed because the oil prices dropped again.



Since early this year, Ankie sports two 10-metre-high Ventifoils developed by eConowind. Under perfect wind conditions, i.e. force 6 to 7 side winds, the ship once even achieved a 20% fuel reduction. Van Dam is familiar with the figures but is cautious in his enthusiasm. "It works, that much is clear, but we're still very much in the test phase."

Initial results

Ankie's propeller and the Ventifoils are fitted with sensors to collect all kinds of data. This information is linked to available data regarding routes and the wind, for example. "This gives us insight into the savings to be achieved by the Ventifoils in practice in the longer term", explains Frank Nieuwenhuis of eConowind. "Of course we accurately calculated and tested everything beforehand, but the practical situation is often much more fickle. That's why we're also delighted with people like Jan van Dam. Without them, you can't innovate the way you'd like to."

Nieuwenhuis is pleased with the first results. "The figures indicate that 8 to 10 percent reduction is realistic." Though it may all require further fine tuning. "Being a market leader is almost inherent with teething troubles. This is no different", says Nieuwenhuis. "There were a number of points of attention mechanically speaking, and a sensor malfunctioned. Covid-19 can sometimes make it more tricky to undertake repairs, making it a longer process."

Contributing to the future

Van Dam himself plans to go on board his Ankie very soon to try out the Ventifoils for himself. "I plan to sail, alternating with and without Ventifoils, to see what happens to the fuel consumption. This is a great project to be part of", he explains enthusiastically. Nieuwenhuis nods in agreement: "The combination of a challenge, doing something good for the world and investing in a project with good future potential, makes this all very much worthwhile. How fantastic would it be if our Dutch product was the first to really take the giant steps needed in this field?"

HYPER MODERN 'GEO RANGER' ROV RESEARCH SHIP SUPPLIED TO GEO PLUS

The Royal Niestern Sander shipyard has built a new ROV research ship for shallow waters, named the Geo Ranger. This ship was developed around the crew and the measuring equipment. It is fitted with smart on-board technology, comprising a variety of sensors and a plug & play system for supplementary, specific customer equipment for each project. The Geo Ranger is the new standard for survey ships, focusing on optimum workability, sustainability and flexibility.

Focus on the best possible performance

The Geo Ranger can be considered to be (one of) the best in its class. The standards required for survey ships increase annually and the time schedules for projects become tighter. This means that a survey ship must offer the best possible performance and flexibility. The combination of an optimised hull shape, strong DP2 capacity, two top of the range Azimuth stern thrusters and two bow thrusters (Veth) results in great deployability in up to 2.5 metres of significant wave height and more than four weeks' offshore 'endurance'.

Design philosophy of Geo Ranger

Based on the extensive requirements of Geo Plus, Royal Niestern Sander designed the Geo Ranger hydrographic survey ship in close collaboration with Conoship, giving it a shallow draft, including analysis of seaworthiness and a DP capacity study. Upon signing the contract with Royal Niestern Sander and Geo Plus, the complete ship's architecture and constructional design and engineering were developed. Choices needed to be made in terms of workability, plug & play solutions and sustainability.





Deployable at waves of up to 2.5 metres

Extremely high deployability and seaworthiness are essential features for this ship. As it will be used exclusively for research activities, the design process was based entirely on these aspects. Taking 2.5-metre-high waves as the principle, the research ship has been optimised to have a maximum roll of 3 ° during 90% of the time. Thanks to the strong DP system, the ship can also keep its bows in the waves in extremely strong wind and current conditions, which will minimise any downtime. Furthermore, the ship was designed with silent accommodation in order to create a pleasant environment for the crew, helping them to work more efficiently and accurately.

Plug & play solutions

Geo Ranger can be used as if it is a privately owned ship. This is due to the plug & play solutions offered on board. Many solutions have been implemented in order to provide speedy and problem-free mobilisation. Clients have the possibility of using the measuring equipment available on board, their own equipment or the best of both worlds. The following equipment has been incorporated to enable the fastest possible mobilisation using the Geo Ranger:

- A grid of twist locks on deck for the simple installation of containers, winches and equipment.
- Two moon pools (120 x 120 cm) with a hydraulic lowering system.
- The Geo Ranger has multiple power (incl. ROV / LARS) and hydraulic connections on deck.
- Permanently installed USBL, Hydrins, ADCP, positioning antennae, VSAT.
- Innovative research network + monitors.
- A separate survey antennae mast with multiple antennae spots is available, including pre-installed cables.
- Empty and accessible cable ducts for simple installation of extra cables.
- Possibility of simply upgrading the number of beds by installing an offshore accommodation container.

Sustainability

The Geo Ranger uses sustainable energy with respect for the environment. This means that the ship uses a diesel / electric propulsion system to keep fuel consumption low, for example. It does so using heat recovery, LED lighting and biodegradable oil.

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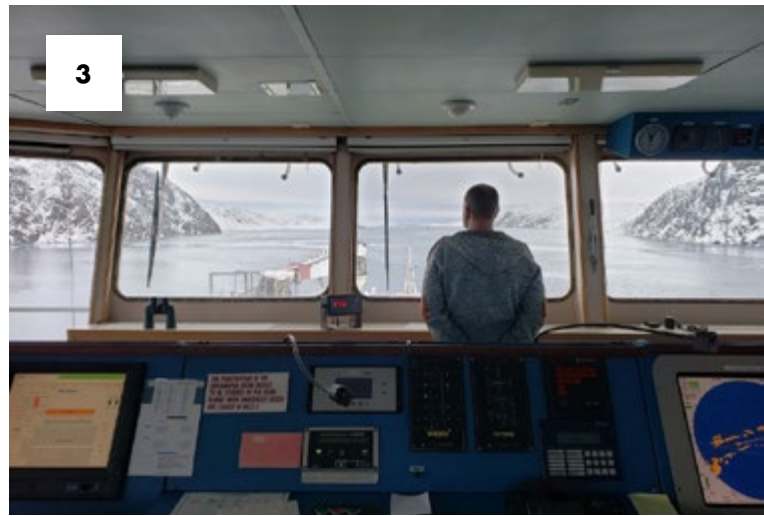
FROM THE FLEET



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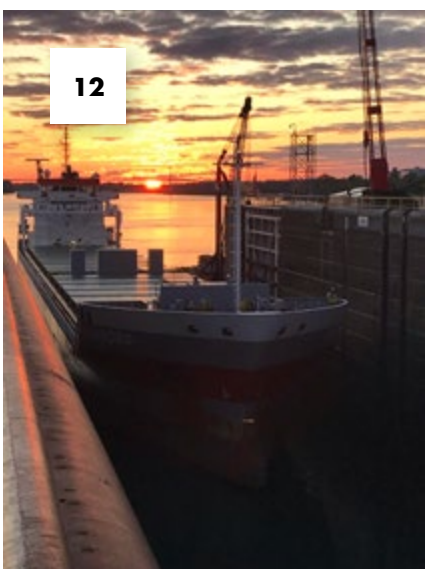
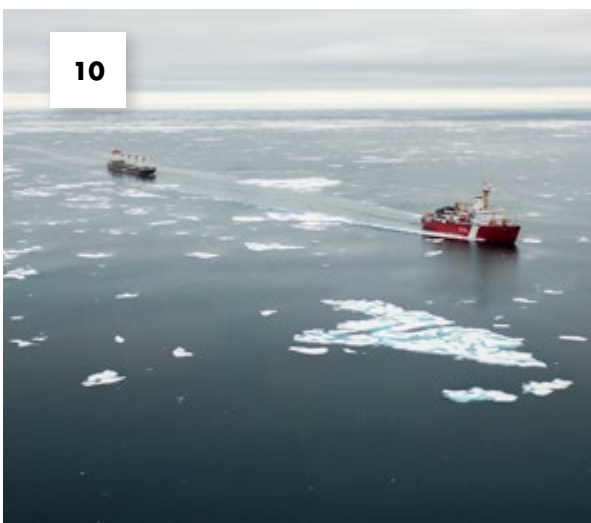
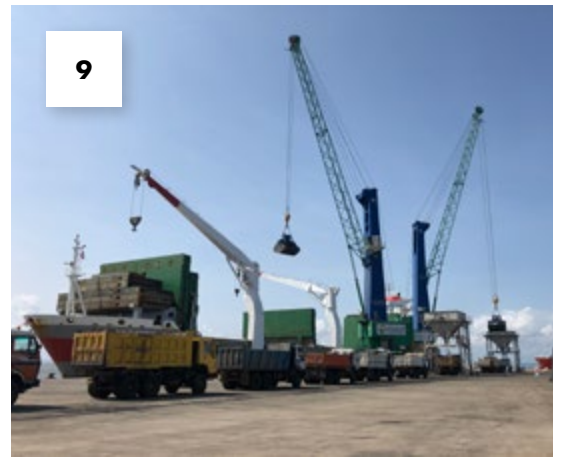


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- 1 MS Beatrix at sunset, sailing in the Mediterranean from Livorno to San Ciprian near Almeria - photo: Captain Jan H. de Boer
- 2 MS Diamant loads steel pipelines in Bremen for Leith - photo: Captain Dave Spoor
- 3 On duty during the Northwest passage on board MS Amstelborg - photo: Captain Koos Boer
- 4 MS Weserborg in the Wagenborg colours after docking in Tallinn - photo via BLRT Shipyard
- 5 MS Arububorg loads a deck with trailers and trucks in Sheerness - photo: Captain Vitulescu Dorel
- 6 The Waterman tug moves a coal crane from Poland to IJmuiden, on board the Wagenborg Barge 7 pontoon - photo: Flying Focus
- 7 MS Exeborg arrives in Copenhagen with a freight of wood chips - photo via Chartering
- 8 The Lindeborg passes through a sluice in the Saimaa en route to loading wood packs - photo: Petri Tulkki
- 9 MS Aragornborg in the port of Lüderitz in Gabon - photo: Captain Bert Raaphorst
- 10 MS Trinityborg is the first ship to sail the Northwest passage this season - photo: Canadian Coast Guard
- 11 MS Adriaticborg with a deck freight of yachts from Port Everglades en route to the West Coast of America - photo: Galaktionov Oleksandr
- 12 MS Fuldaborg in the sluices at Massena, New York - photo: Bryan F. Wood

Wagenborg enhances global shipping – farsighted and responsive

Global maritime logistics group Royal Wagenborg has over 180 vessels and 3,000 employees. The group has been shipping SCA Logistics' wood, pulp and paper products to ports worldwide for decades. "SCA Logistics ships large volumes and we have the vessels they require. We need one another, now and in the future," says Bengt Meuller, Managing Director of Wagenborg Shipping Sweden.

Text: Jennie Zetterqvist. **Photo:** Wagenborg, Foreside Photography.

Royal Wagenborg is a family business founded in 1898, primarily serving maritime shipping customers around the Baltic Sea, northwest Europe, the Mediterranean, Americas and Far East. The group's head office is located in the Netherlands, with offices in the Nordics, southern Europe, North America and Asia that form the foundation for the company's robust global business network.

Wagenborg Shipping Sweden, which is based in Malmö, represents the group throughout Scandinavia. The shipping company mainly provides basic industries with maritime transportation.

"We have a very large fleet and a wealth of experience in working with basic industry, something that makes us flexible. We can always be there when our customers need us," explains Bengt Meuller, who is based at the Malmö office.

New US collaboration

SCA Logistics has been a client of Wagenborg for many decades in a collaboration that has largely involved shipping timber products to southern Europe and North Africa, as well as paper pulp to Spain, where they have also delivered SCA Kraftliner for fruit box production.

While shipments are still ongoing to virtually the entire Mediterranean region, recently a new and exciting collaboration has been developing. Since the major growth in production capacity at the SCA Östrand Paper Mill, Wagenborg is ensuring the delivery of paper pulp to the United States on SCA Logistics' behalf. The Ports of Albany and Brunswick are currently being served.

"It is fascinating to be a part of an entirely new endeavour, especially with such large volumes. SCA is investing heavily in the US market and this new business and we are maintaining a close dialogue to ensure we can assist with our knowledge. Our head office has enormous international know-how and we also have an office in Montreal. Within Wagenborg, we can call on experience across all of North America and have developed contacts in strategic ports," says Meuller.

The first of 6,000 tonnes of paper pulp left SCA Logistics terminal at the Port of Sundsvall for Albany and Portland in autumn 2018. After this first successful shipment, volumes have grown to 200,000 tonnes of paper pulp annually.

"We are now running fully laden vessels of 14,000 to 15,000 tonnes every third week. We have built the operation up together and identified a good solution by listening to one another," says Meuller.





Wagenborg delivers SCA Logistics cargoes throughout the Mediterranean and North America. Since the first shipment in 2018, paper pulp has been leaving SCA Östrand for ports in the United States. Fully laden vessels now regularly traffic routes to Albany and Brunswick.

Success through long-term thinking

Wagenborg was already shipping SCA's timber products to the United States. Shipments go directly from the Rundvik Sawmill to Philadelphia and from there directly onto the shelves at Home Depot, the world's largest home improvement retailer, with over 2,200 stores in North America. This assignment has been ongoing for 25 years, something that bears witness to one of the common cornerstones uniting Wagenborg and SCA: long-term planning.

"This is precisely how we want to work; with contracted, stable volumes. We are at our best when we work with long-term agreements and the stability that gives us time to continuously work on improving our systems. With SCA Logistics, we work from both sides to ensure that everything works well and continues to get even better. We have already identified combinations that build a good logistics system for the United States and we are continuously optimising," says Bengt Meuller.

Royal Wagenborg

- has more than 180 multi-purpose vessels.
- has a fleet ranging in size from 1,700 to 23,000 tonnes.
- ships an annual volume of 30 million tons.
- makes 8 000 port calls a year.

Open dialogue, mutual understanding and a common point of departure in taking a holistic view have paved the way for a thriving relationship based on decades of successful deliveries.

"One of Wagenborg's greatest strengths is that we have both a local presence, with small offices close to our customers, and the resources of a major conglomerate. This allows us to maintain a very high level of service. Thanks to a long and close collaboration with SCA Logistics, we also have the added strength of both knowing one another well and sharing our enormous combined experience," says Meuller.

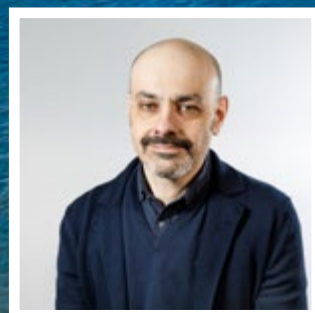
Looking to the future

The challenge of transporting SCA Logistics' forestry-based cargoes is largely in the massive volumes and the amount of space required. Wagenborg's extensive fleet is therefore an excellent match.

"SCA are a great fit for our future and the aim is to continue our collaboration for a long time to come," concludes Meuller.

AN OPTIMAL BALANCE BETWEEN COSTS, TIME AND QUALITY OF REPAIR PROJECTS

Wagenborg considers the quality of her ships as important as this enables valuable cargo of customers to be shipped from A to B without damage. Technical maintenance is essential to guarantee this quality. Not only by the engineers on board, but also by working together with the right shipyards for repairs or regular maintenance. One of the yards regularly visited by Wagenborg ships is the BLRT Repair Yard in Tallinn, Estonia. We talk to Gabriel Avanesov, member of the board of Tallinn Shipyard about the mutual cooperation between Wagenborg and BLRT Repair Yards.



Facts about BLRT Repair Yards

- 3 countries
- 6 floating docks
- 235m x 45m, Largest floating dock in the Baltics
- 265m x 70m x 7.9m, One of the largest dry docks in Northern Europe





We have reached the point where the share of Wagenborg ships in the shipyard's order book has grown significantly.

First of all, can you briefly introduce yourself to the reader?

"My name is Mr. Gabriel Avanesov, a member of the Board of Tallinn Shipyard, one of BLRT Repair Yards. I am working in the industry for over 20 years and would like to thank Royal Wagenborg for giving us an opportunity to talk about our cooperation and experience. I am thrilled to open up some really interesting project details and take you to our world of ship repair."

Can you tell something about BLRT shipyard and her business and products?

"BLRT Repair Yards are members of the BLRT Grupp holding. There are three shipyards in the group: Tallinn Shipyard in Estonia, Western Shiprepair in Lithuania and Turku Repair Yard in Finland. Over the past few

years, the BLRT Grupp has focused on the development of ship repair business and has implemented multimillion-dollar investment projects. So, after modernization at the shipyard in Klaipeda this summer, the largest floating dock in the Baltic States was put into operation for servicing Postpanamax, Panamax and Aframax vessels with a length of 235 meters, a width of 45 meters and a carrying capacity of 33,000 tons. In November, another 200 meters long and 36 meters wide dock will start servicing Panamax-type vessels in Klaipeda, Lithuania."

Which trends and developments characterize your market?

"Talking about the work that we are dealing with, then, in addition to the repair and maintenance, recently a lot of projects are associated with the installation of ballast water treatment systems. In accordance with the IMO regulation, ships must be equipped with appropriate equipment by September 2024. Therefore, this trend has started and will continue to be fundamental for several more years.

Of course, it is good news that many customers including Royal Wagenborg have trusted the installation of such equipment to our group of yards. Over the last years we welcomed Albanyborg, Aragonborg, Azoresborg, Dagna, Diezeborg, Ebroborg, Flevoborg, Waalborg, Weserborg, Arubaborg, Bothniaborg, Beatrix, Erieborg, Fivelborg and Ziltborg. Turning to us, our clients receive a solution for their issues: we help the customer to choose equipment which is most suitable for their type of vessel. After 3D scanning, we develop a detailed design for the installation.



Then we manufacture pipe systems and other essential equipment. Often, equipment is installed where it was not intended to be installed. Therefore, this is a definite challenge for the shipyard.

In addition to the above-mentioned trend, one of the new directions in shipping is the transition of ferry or coastal vessels engines to hybrid and electric motors. Commercial shipping is still considering other alternatives, but I think that in the long term, we may witness the transition of world shipping to electric motors."

How did your company and Wagenborg 'meet'?

"BLRT Repair Yards' cooperation with Royal Wagenborg has a long history. Our first projects were implemented back in 2002, but there were just a few of them. A few years later, we have reached the point where the share of Wagenborg ships in the shipyard's order book has grown significantly. Since 2015, A-type vessels became frequent visitors at the yards. All of these ships underwent a five-year planned drydocking to restore their technical condition.

Then, several years later, larger T-type vessels began visiting us for repairs and modernization. Such large vessels can be serviced only in our dock No. 3. Consequently





How do you explain the match between BLRT Repair Yards and Wagenborg?

“The advantage in our cooperation is the convenient geographical location of our shipyards, since it does not lead to deviation and expenses increase due to the loss of freight for Wagenborg. In addition, the BLRT Grupp has made serious efforts to improve the competitiveness of shipyards over the past years. For this purpose, a multimillion-dollar investment has been made, as a result – we can offer Wagenborg a full range of services for the repair and modernization of ships. We consider it important to offer customers the most optimal balance between cost, duration and quality of repair projects.”

What is the number 1 highlight in the cooperation between BLRT Repair Yards and Wagenborg?

“Today, future trends make it clear that it`s not enough to talk only about our capabilities and capacities, it`s necessary to show our customer that he matters! Is it all about trust, partnership and the willingness to solve unexpectedly raised issues. Every detail matters! The cooperation between Wagenborg and Tallinn Shipyard during various projects illustrates the value of teamwork resulting in quality projects delivered on time. The synergy between our companies helps us both to increase our mutual competitiveness in the market.”

and considering all environmental requirements, we decided to increase the length of our dock by rebuilding the floating pontoon. As a result, complex modernization work involving Wagenborg’s 172m long, 19,500 dwt cargo vessel Thamesborg, was successfully carried out at Tallinn Shipyard in early 2018. In total, 3 T-type vessels were repaired in that period: Thamesborg, Trinityborg and Tiberborg.”

vessel, which provides a complete remote picture of the vessel condition. And now, when the movement of specialists between countries is hampered, this is becoming more and more relevant. In the case of creating, for example, a virtual workshop, the customer’s representatives will be able to “be present” during the work and control their implementation at a distance.”

What do you consider challenges for the future?

“Not only the environmental impact of the shipping industry must be reduced, also shipyards have to become more environmentally friendly. Therefore, we are taking steps in this direction: new technologies for cleaning ships are being implemented, modern equipment is being purchased and docks are being modernized. I believe that both the repair and modernization of ships will reach a new level. New technologies will appear that will help to work around the clock, regardless of the season and weather conditions.

It is necessary to take into account and follow future trends. The Fourth Industrial Revolution will not bypass the ship repair industry. So-called `digital twins` are already being created, i.e. a complete package of digital documentation is generated for the



ON COURSE FOR 2050

Polluting ships, an outdated sector and menial work: that is the average image of maritime shipping portrayed in the media. *“Incorrect and unnecessary”,* says Annet Koster, Director of the Royal Association of Dutch Shipowners (KVNR). *“The general public is unfamiliar with Dutch maritime shipping, so it’s high time we tell them just who we are, what we do and what course we have set for the coming decades!”*





The KVNR recently started an online campaign to clarify the essential role of maritime shipping for society. Koster: *“Maritime shipping is the logistic backbone of world trade. Especially when you are aware that approximately 90% of all products worldwide are transported by sea. People simply do not realise that maritime shipping really cannot be missed.”* That role and the impact of maritime shipping brings with it all kinds of challenges. *“And we need to explain those challenges in more detail, as they are not self-explanatory. Possibly the most important challenge is that of increasing sustainability. The Dutch maritime industry is a trendsetter when it comes to rendering the fleet ‘green’. This not only concerns our compliance with strict legislation and regulations, but particularly also making the most of opportunities offered by technology, digitisation and innovation, for example. Co-financing is required in order to speed up the process, as detailed in the recently presented Maritime Master plan for 2030, a joint publication by the maritime sectors”,* says Koster.

Balancing act

The Dutch maritime sector is resourceful, but is forced to maintain a continuous balancing act. Koster explains: *“Shipowners need to keep a healthy balance between achieving a strong international competitive position on the one hand, while on the other protecting the climate and our living environment. In other words, shipowners want to innovate and become more sustainable. Yet shipping transport needs to remain economically attractive.”*

The next decade will be all about maritime innovation and pilots being implemented to test improved and new technologies.

Dutch shipowners are making considerable investments in technology in order to render their existing and new ships more efficient, cleaner and smarter. Ships are equipped with sensors to discover how they can be made even more sustainable. There are plenty of experiments with alternative forms of energy or new low-energy ship designs. *“That already makes maritime shipping the cleanest form of modern goods transport, but the existing ships are still not climate neutral, and need to be deployed more efficiently. For new build ships, the focus is shifting towards them being emission-free. We are on course for the climate targets, but at the same time cannot rest on our laurels”,* says Koster.

All hands on deck

Dutch shipowners and the government have shown that we intend to lead the international field. The national Green Deal for maritime shipping, inland shipping and ports entered into with the government in 2019, even targets a 70% reduction in CO₂ emissions. It really is all hands on deck if we are to achieve that. *“At the juncture where we now find ourselves, a pioneering sector such as maritime shipping needs to take massive steps towards the future through technology, digitisation and innovation. We need to use all available know-how and people. I’m proud to be able to make my own contribution on behalf of the KVNR. I truly hope that our campaign will mobilise people, particularly those outside the maritime sector, to take a fresh new look at maritime shipping”,* Koster concludes.

www.zeescheepvaart.nl (in Dutch)

LINDA VAN DER LINDE

32 TRAINING COORDINATOR / CREW MANAGER

“PULLING TOGETHER TO RESOLVE UNEXPECTED SITUATIONS: THAT GIVES ME THE GREATEST SATISFACTION”



“

The maritime sector is extremely dynamic, which makes this work so enjoyable. Flexible switching and setting priorities is really important in what we do. We work with targets and we think in terms of solutions. I joined Wagenborg as Crew Manager in 2012. After seven years, I came across a job vacancy last year, which focused on career guidance. It seemed like a great new challenge, but my expectations didn't match the reality. I missed the dynamics, because the days were predictable and there was no sense of team spirit. Just over six months later, I was back at Wagenborg as a Training Coordinator / Crew Account Manager.

With hindsight, I'm glad I took on the new challenge because it was what I needed at that time. It's better to regret things you've

done than to regret things you've not done. It provided me with new insights. And particularly insights into what is important in my work and what I value. Wagenborg is a fantastic family firm, the corporate culture suits me, I feel at home here. Personally, I'm energetic, disciplined, committed and solution oriented.

These are all character traits in keeping with the company and my job. I also feel strongly about working in a team. Pulling together to resolve unexpected situations and to reach targets. That gives me the greatest satisfaction.

In my new role, I shall be focusing on training and education for both the merchant shipping and the offshore ships. Apart from

the compulsory training courses, we organise additional courses to stimulate crew members to develop themselves. I'm also involved in recruitment and selection of the Dutch trainees, and I focus on their development during their training period(s). Together with Mark Hoving, we organise introduction and evaluation days for the trainees, to which a number of crew members are also invited. We've had to change the formula during this Covid-19 era, but we can always find solutions.

It's that combination of planning, organising, brainstorming and the many different types of contact that I love so much. I'm so glad to be back”.

”

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COLOPHON

Times is a Royal Wagenborg publication and is all about the developments within the company in the world of shipping, offshore and logistics.

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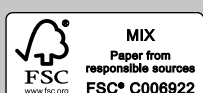
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Maximum attention was paid to safety in this publication. Photos at working locations where personal protection equipment is not visible, were made at a moment in time when work was not being conducted or were taken before COVID-19.



NUMBER 1

The most viewed, shared and liked photo of recent months. MS Anet, one of the 12,000 DWT ships, loaded with wind turbine components, sailing together with MS Jeanette in the North Sea.



MARITIME LOGISTICS

The general (Dutch) public will mainly know Wagenborg for its ferry services to the Wadden Islands of Ameland and Schiermonnikoog. However, Wagenborg is much more than that. Deploying a fleet of approximately 250 units, including dry freight ships, offshore ships, tankers and a variety of pontoons, Wagenborg provides very diverse maritime logistics services through its 3000 employees. We are pleased to show you the diversity of our company via our social media channels.

  **#WAGENBORG** | Share it on Facebook or Instagram
DID YOU SPOT US SOMEWHERE?



ARE YOU A FAN?

Tag #Wagenborg in your best photos of our ships, impressive loads, projects or surroundings. We'd love to share them with other Wagenborg fans on our social media channels. They can be enjoyed around the world. How fantastic is that?

You can also mail them to us!

Mail: times@wagenborg.com



On course for 2050

The Dutch shipping industry is investing heavily in technologies for making existing and new ships more efficient, cleaner and smarter. The EasyMax of Wagenborg reduces over 60% CO₂ compared to her peer group.