

# UPDATE

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## CSM opens Representative Offices in Japan and South Korea

### EDITORIAL

#### *Dear Reader,*

In light of new full management assignments from Japanese and Korean clients CSM has opened Representative Offices in Tokyo and Busan to better service clients in these important markets (see page 2).

COLUMBIA Cruise Services is proud to announce that TUI Discovery has been named as Cruise Critic UK's Best New Ship for 2016 in the Editors' Pick Awards. (see page 3).

AAL once again proved its ability to deliver tailor-made and cost-efficient solutions for giant cargoes (see page 4).

Finally Captain Faouzi Fradi explains the rationale for a new Chemical Tanker Seminar including both theory and practice (see page 5).

Yours sincerely

Demetris Chrysostomou

Marketing Director . COLUMBIA Shipmanagement

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## Int. Maritime Human Rights Conference

CSM participated in the first International Maritime Human Rights Conference, which took place on Wednesday 14th September at The Royal College of Surgeons, London. CSM Crewing Director, Norman Schmiedl spoke from a Shipmanager's perspective on the impact of migrants on crew, as part of the 'Maritime Welfare – Challenges and Responsibilities' session.

The Conference focused on the issue of maritime human rights and associated welfare issues throughout the maritime environment, by bringing together industry, civil society and government-level leaders.



## CSM opens Representative Office in Japan

In close cooperation with East West Navigation (EWN) and Mr Ikeda, who have served COLUMBIA faithfully for over 20 years in the Japanese market, CSM is pleased to announce the opening of the COLUMBIA Japan Representative Office on 1st August 2016.

With the continued support and assistance of EWN, the Japan Representative Office now positions COLUMBIA more favourably to better serve existing clients in a very important market for CSM. The newly established physical presence also provides the necessary platform to further develop the significant potential of the Japanese market.

Mr. Tomohiro Kotaki has been appointed as Columbia's Japanese Representative and will be based in Tokyo. High on the agenda for the Representative Office is to ensure that CSM will continue building on its existing long-term and loyal relationships with Japanese ship owners.



## CSM opens Representative Office in South Korea

Aiming to enhance its presence in South Korea, one of the most developed shipbuilding industry centers, the newly established COLUMBIA Korea Representative Office opened its doors on 4th August 2016.

The new office will allow CSM to build mutually beneficial relationships with Korean ship owners, while maintaining and strengthening its relationship with existing Korean clients. Mr. Kim Young has been appointed as Columbia's Korea Representative and will be based in Busan.

As a main focus for the new Representative Office, CSM will ensure that all existing relationships, as well as those made in the future, will receive the high quality service that COLUMBIA is known for, helping to provide a significant platform to aid the South Korean market.

## New vessels under COLUMBIA's management



In continuation of CCS' growth, COLUMBIA is pleased to announce that its fleet of vessels under full management continues to grow" says Demetris Chrysostomou, COLUMBIA's Marketing Director. "Further to continuation of new building services for our long time Norwegian client, a Suezmax tanker has recently been delivered and since entered our management. Upon completion of the latest new building, an 8th vessel is expected to be delivered in January 2017."

A new Japanese client has assigned two 14,000 TEU container vessels to COLUMBIA for delivery in 2017. Following its delivery on 18th September an existing Korean client has assigned a Medium Range tanker to COLUMBIA, bringing the total of vessels managed for this client to 23.

"A growing fleet is both a sign of confidence and a motivation to further improve our services", adds Andreas Hadjipetrou, COLUMBIA Group Director Commercial & Business Development.



“We are proud to announce that TUI Discovery, one of the Thomson vessels which was recently taken under full management by COLUMBIA Cruise Services has been named as Cruise Critic UK’s Best New Ship for 2016 in the Editors’ Pick Awards”, says Olaf Groeger, Director of CCS. The award is chosen by a global panel of impartial cruise experts.

The ship went through a major transformation in drydock, in Cadiz earlier this year and in summer 2016 was welcomed as the largest vessel in the Thomson Cruises fleet.

## TUI Discovery named as Best New Ship for 2016

“We would like to congratulate our crew and all involved for their hard work” states Olaf Groeger. “It’s a remarkable achievement considering this award has been received before the first winter season. We look forward to continuing our long-standing relationship with Thomson, by managing the TUI fleet, which also includes Thomson Celebration and Thomson Dream with TUI DISCOVERY 2 following in April ‘17.”





## Shipping sector first by AAL



AAL's Tramp & Liner Divisions recently co-operated to deliver a unique solution along its scheduled Asia to East Coast Australia Liner Service: Transporting 20 giant automated stacking cranes (ASC) measuring 473 sqm each from Shanghai to Melbourne on multiple shipments. Being both ship owner and operator AAL quickly executed modifications to its 31,000 dwt "A-Class" vessel to handle this large cargo. Commercial, technical, operations and crew planned and executed a seamless project solution and accommodated four ASC units on a single sailing – a shipping sector first.

## AAL delivers solution for Siemens' Egyptian Megaproject

Modules for a state of the art heat recovery steam generator (HRSG) and destined for the Beni Suef power plant in Egypt, were loaded aboard the AAL Dalian in South Korea. Commissioned by global logistics provider the LPL Group, this is the first of a series of cargo shipments that AAL will undertake between Asia and the Red Sea for the Siemens Megaproject in Egypt – a project that includes the development of three 4.8 gigawatt turnkey combined power plants in Beni Suef, Burullus and New Capital.

Namir Khanbabi, Managing Director of AAL's Tramp & Projects Division, explained, "This is an incredibly important project for Siemens and indeed Egypt - one that will boost power generation capacity for the country by 50 percent, to 16.4 gigawatts. The commitment of our best-in-class tonnage provides Siemens with the

guaranteed capacity, bi-monthly schedule integrity and port call flexibility it needs to meet its logistics and time objectives. It also gives our other multipurpose and heavy lift customers around the world a regular and highly flexible semi-liner service: Asia – Red Sea – Asia."



## CSM offers CIM Scholarships for 2nd year

Within the framework of Corporate Social Responsibility and in collaboration with the Cyprus Institute of Marketing (CIM), COLUMBIA Shipmanagement offers the opportunity to young people to find a job with a promising future, by providing them with a tuition scholarship in Shipping.

In 2016, candidates were able to apply for three places on evening courses taking place in Limassol for either a full scholarship of a bachelor degree (BSc Shipping) or a partial scholarship for a postgraduate degree (MBA Shipping).



Congratulations to this year's winners Hana Dobrecka, Petros Papaevagorou and Elena Sofroniou who started their respective programmes this September and October.

# When theory meets practice: CSM's new Chemical Tanker Seminar

**W**hat is the most difficult and most challenging aspect of transporting chemicals: Loading? Transportation? Unloading? Don't forget tank cleaning. It may sound simple and straightforward in theory, but in practice it can present pitfalls – and all sorts of residues.

To avoid them, to assure safe operations and compliance with rules and regulations, selected management and operational level deck officers met in Constanta in early July to attend CSM's new Chemical Tanker Seminar. In conformance with the "International Convention on Standards of Training, Certification and Watchkeeping for Seafarers" (STCW) all participants were officially entitled to work on chemical tankers.

"Accordingly, improving the knowledge by providing background information is one of the seminar's key objectives", says Captain Faouzi Fradi, Crew Training Manager, CSM Cyprus. Captain Fradi devised and refined the seminar's concept and content in close co-operation with recognised tank cleaning experts and chemists based in the UK.

## Why a new seminar?

"We answer all the questions that officers usually do not ask when they operate our vessels" explains Captain Fradi. "If you follow the steps detailed in the tank cleaning guide this is sufficient: You carry out one and a half hours machine wash, two hours hot wash, and one hour chemical wash. However, we want participants to know why they have to carry out a hot wash for two hours, what happens if they do not follow these steps correctly, and what would happen if they fail to monitor one of these steps."

The seminar starts with introducing the chemical families. "If you do not understand the background of organic chemistry, and what differentiates the aliphatic and aromatic hydrocarbons, you will not understand why it was decided this particular cargo requires hot wash and the other does not. Or why it is necessary to use chemicals for one cargo but not for the other", says Captain Fradi.

## Learning by doing

As experience is the best teacher practical training played a vital part in the new seminar. So the classroom in the Maritime University of Constanta was equipped with a wall wash test kit, stainless steel plates, gas detection equipment, chemical protective suit with self-contained breathing apparatus, spectrometer etc. allowing participants to apply what they learned in the lectures.

Using the spectrometer they understand how accurate the wall wash test has to be and how to avoid misinterpretations. Walking around in a chemical protective suit with a self-contained breathing apparatus raises the awareness that attention has to be paid to every detail.

Exchanging views, asking questions and sharing experiences also proved helpful to move further up on the learning curve. As one officer said: "All questions discussed during the training are very important to me, especially as my next assignment is on a chemical tanker."

Internal and external speakers covered additional topics relevant to operating chemical tankers, e.g. Port State Control, sampling, tank inspection and cargo measurement, vetting, master-pilot relationship, anchoring safety plus a case study about a navigation incident with a pilot on board.

## Final test

The fourth and final day of the seminar ended with a tough test. "If you do not pass the mark you will not be allowed to work on a chemical tanker for your next assignment" says Captain Fradi. "You can only work on a tanker carrying clean petroleum products or on an oil tanker. But as we have two versions of the test, it can be repeated within a week." In Constanta no officer had to repeat the test.

"CSM is fully committed to zero accidents, zero losses and no harm to the environment" states Captain Fradi. "Our new Chemical Tanker Seminar is a practical example."

## IMPRINT

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