

# TIMES

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**A SISTER SHIP FOR THE EGBERT WAGENBORG**  
SUSTAINABILITY THROUGH INNOVATION

**WAGENBORG NEDLIFT AND SLEEDIENST  
TRANSPORT AND INSTALL STEEL DOCK DOOR**  
WAGENBORG SISTER COMPANIES COMBINE STRENGTHS

**THE FUTURE OF KRAFTLINER SHAPED BY  
SMURFIT KAPPA AND WAGENBORG**  
INTERVIEW WITH STURE ÖBERG – LOGISTICS DIRECTOR, SMURFIT KAPPA KRAFTLINER



# FAMILY TIES

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We are a resilient family business and the evidence is everywhere. We are still coping with the aftermath of a challenging decade. The year 2019 has started out promising on many different fronts and that makes me feel optimistic about the future. While we were assembling this issue, we were once again struck by how special Wagenborg and its projects are – projects whose exceptional results are often the product of cooperation, time after time.

Speaking of cooperation, our crane division regularly shows us just how valuable a combined effort can be for Wagenborg's maritime divisions and their customers. Wagenborg Nedliff and Wagenborg Towage again joined forces to transport and install a steel dock door in Amsterdam, and their cooperation was a huge success.

Wagenborg is once again entering into a long-term agreement to ship paper products from the Baltic to the Continent and the Med, in cooperation with Smurfit Kappa. Our partnership called for an interview with Sture Öberg, Smurfit Kappa's logistics director.

Wagenborg Shipping has installed its first ballast water treatment systems. And research into alternative fuels is in full swing, partly in response to the stricter sulphur regulation that is pending.

The 'Maritime Shipping Award' winning vessel 'Egbert Wagenborg' will soon have a sister ship. We have placed an order with shipyard Royal Niestern Sander to build a second EasyMax vessel. The Egbert Wagenborg is a sustainable and successful ship, in part thanks to its superior fuel efficiency, and along with its new sister it will continue to boost Wagenborg Shipping's position as a leading multi-purpose shipping company.

Speaking of ships of the future, our shipyard Royal Niestern Sander has delivered the first electric utility vessel in the Netherlands to the Province of Groningen. We talked to Fleur Gräper-Van Koolwijk, executive councillor for the Province of Groningen, and Jan Doorduyn, managing director of the ship yard, about this fine example of cooperation.

We would be nowhere without our employees. We spent a day shadowing our superintendents and were impressed by their hectic schedules as they went about their work maintaining the quality of our ships to the highest standard. We also spoke to a number of women who work for Wagenborg. Although logistics is mainly a man's world, these women are crucial to our family business. Once, 120 years ago, when founding father Egbert Wagenborg and his mate hoisted the sails of the *tjalk*, mother was at the helm!

Also in this edition a number of profiles of real Wagenborg men and women: it is them who make the company what it is!

I wish you a lot of reading pleasure and a very nice summer!

**Egbert Vuursteen**

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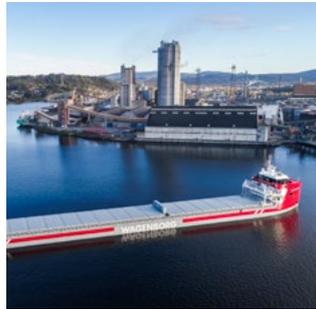
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Wagenborg Towage and Wagenborg Nedliff were contracted by De Kok Staalbouw to transport a steel dock door from the port of Bergen op Zoom to the Port of Amsterdam and install it there.



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**Wagenborg transports and installs steel dock door**



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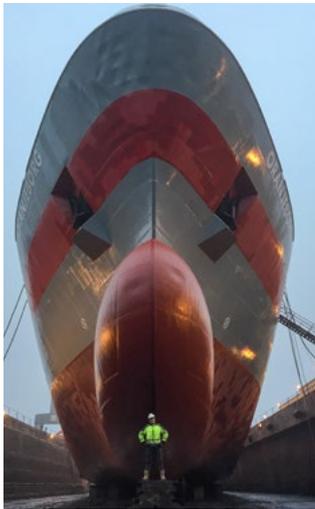
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**We do everything possible at Agencies to relieve our customers of their worries!**

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Times is a half-yearly magazine  
of Royal Wagenvorg and is  
dedicated to developments within  
the company in the world of  
shipping, offshore and maritime  
logistics.

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featuring a work environment, in which  
safety wear is not shown, was created at a  
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## AGENDA

### Breakbulk Europe 2019

Messe Bremen | Bremen, Germany  
21-23 May 2019

Booth: Hal 5 F1

### Breakbulk Americas 2019

George R. Brown Convention Centre  
Houston, TX, United States  
8-10 October 2019

Booth: 1224

### Offshore Energy 2019

RAI | Amsterdam, the Netherlands  
8-9 October 2019

Booth: 1403

### WindEurope Offshore 2019

Bella Center | Copenhagen, Denmark  
26-28 November 2019

Booth: C4-A18







# WAGENBORG TRANSPORTS AND INSTALLS STEEL DOCK DOOR

WAGENBORG TOWAGE AND WAGENBORG NEDLIFT WERE CONTRACTED BY DE KOK STAALBOUW TO TRANSPORT A STEEL DOCK DOOR FROM THE PORT OF BERGEN OP ZOOM TO THE PORT OF AMSTERDAM AND INSTALL IT THERE.

**Photos** De Kok staalbouw / Koolen photography

The door, which measures 2 m in width, 26.5 m in length and 8.2 m in height, is intended for a new yard under construction for Royal Van Lent Shipyard. The yard, which includes a dock of 35 m height and 170 m length, will be situated in the western port area on the boundary between the Hornhaven and Moezelhaven docks.

The dock door, which weighs 140 tonnes, was produced by De Kok Staalbouw in Heerle-Wouw (Province of Noord-Brabant). After transport to the port in Bergen op Zoom, it was loaded horizontally on Wagenborg Barge 3. The Waterlelie then towed the barge and the dock door to the Alaskahaven docks in Amsterdam.



Upon arrival, Wagenborg used two 500-tonne and one 700-tonne mobile cranes to position the door vertically on the quay. While it was vertical, De Kok Staalbouw added ballast and a loading platform to the dock door. Adding ballast created the desired buoyancy and vertical balance in the water. A successful float test was then carried out under the supervision of Royal Van Lent and with the assistance of the Triton, Wagenborg's 300-tonne floating heavy-lift crane. The dock door was then placed back onto the quay and readied for transport to the yard construction site.

A combination of factors required very extensive engineering by Wagenborg: the total weight (after adding the ballast); the height of the dock under which the sheerleg

had to pass; the distance to be travelled; and the tight space in which the dock door was to be installed. Solutions came in the shape of specially assembled lifting equipment and the

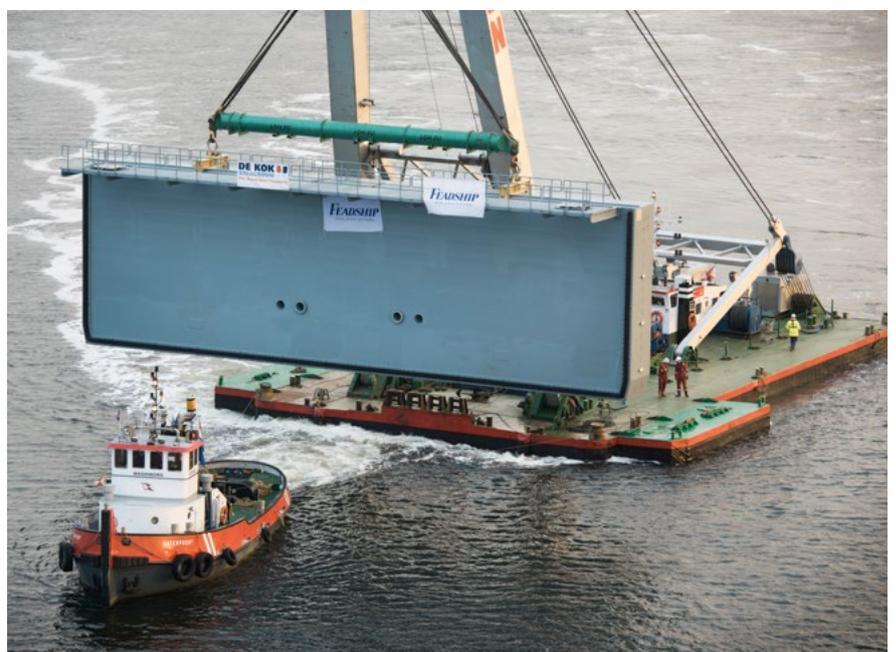
Triton, which was exploited to its maximum capacity. The top of the crane was dismantled for this purpose and extra buoyancy added, something unique for this sheerleg.





The next day, the door was suspended from the Triton's hoists and towed by the Waterpoort to its final location. The short journey between Alaskahaven and Moezelhaven was trouble-free. Because installation had to take place in a very tight space – with less than 10 cm of clearance – communication was essential. Simultaneous monitoring of height, depth, distance and lateral space provided real-time feedback to the crew on the sheerleg, who acted quickly and accurately to keep the door perfectly in place. The very same day, the crew worked with the necessary precision and skill to lift the door onto its foundations in the new dock.

After installation, the crew had to proceed very carefully while leaving the tight space, but they performed excellently and were soon on their way home. ■



LONG-TERM PERSPECTIVE LEADS TO CONTRACT RENEWAL

# DE TOEKOMST VAN KRAFTLINER DOOR SMURFIT KAPPA EN WAGENBORG

Interview with Sture Öberg – Logistics Director, Smurfit Kappa Kraftliner

**If you thought the paper industry was going to disappear, think again. Although the worldwide demand for graphic paper declined in 2015 for the first time ever, the paper and forest-products industry as a whole is growing, especially the global packaging segment. We talked with Sture Öberg, Logistics Director for Smurfit Kappa, about “his” kraftliner trade from Piteå to the Continent and the role Wagenborg plays in its future.**

## **CAN YOU TELL US SOMETHING ABOUT SMURFIT KAPPA KRAFTLINER AND ITS PRODUCTS?**

Smurfit Kappa has been producing kraftliner in Piteå for many decades. According to Sture Öberg, “Smurfit Kappa Kraftliner Piteå is Europe’s biggest kraftliner producer with an annual output of about 700,000 tonnes. This is the equivalent of building a 6.5-metre-wide paper road every day from the Arctic Circle to Paris!” Kraftliner is a base paper used mainly for surface layers in high-quality corrugated cardboard packaging. Kraftliner is made largely or entirely of wood that has long, strong fibres, and that explains why the paper mill is situated in Piteå in the north of Sweden.

*“Being close to a large supply of trees is essential for our production process; so is the availability of reliable transport,” explains Sture Öberg.*

## **HOW DO YOU TRANSPORT YOUR PRODUCTS TO YOUR CUSTOMERS?**

*“Smurfit Kappa Kraftliner has a large number of logistics suppliers to transport its products to its customers. Our nearest customer is located 800 km away from the paper mill; the majority of our product is destined for the European Continent. We use transport by rail and ship small volumes by truck. However, two-thirds of our total production is transported by sea, the backbone of our logistics chain. And this is where Wagenborg comes in,” says Sture Öberg.*



**Sture Öberg**  
Logistics Director  
Smurfit Kappa Kraftliner

 Smurfit Kappa

“

**Two-thirds of our total production is transported by sea, the backbone of our logistics chain. And this is where Wagenborg comes in**





**Over the last 10-15 years, Smurfit Kappa and Wagenborg developed a North Sea vessel system that is the backbone of Smurfit Kappa Kraftliner Piteå logistics. With the new contract and our continued partnership with Wagenborg, Smurfit Kappa has the scalability to adapt to future growth, based on a proven and sustainable vessel system.**

Javier Rivas - Vice President Global Sourcing  
Smurfit Kappa

**ABOUT SMURFIT KAPPA KRAFTLINER PITEÅ**

Smurfit Kappa Kraftliner Piteå is Europe's biggest kraftliner producer with an annual output of some 700,000 tonnes. Kraftliner is a base paper made from fresh fibre for production of high-quality corrugated packaging. The division has an annual sales turnover of approximately SEK 3 billion and 600 employees. Smurfit Kappa Kraftliner Piteå is a part of the Smurfit Kappa Group, which manufactures a diverse range of corrugated casemaking materials, including 1.6 million tonnes of kraftliner. The company produces kraftliner and semi-chemical fluting at paper mills in Sweden, Austria, France and Slovakia.



**700.000**  
**TONS KRAFTLINER**  
**PER JAAR**

## HAS WAGENBORG ALWAYS BEEN YOUR SHIPPING SUPPLIER?

In the late 1980s, Smurfit Kappa Kraftliner shipped its products on three Assi vessels (Gorthon), later acquired by Sealink. After Sealink ceased operating, Wagenborg took over its old vessels. "Once the Assi vessels were 30+ years old, Smurfit Kappa wanted to work with new vessels," continues Sture Öberg. "In 2001, Wagenborg and Smurfit Kappa agreed to build two dedicated ice-class roll-on/roll-off carriers (RORO) to transport paper from Sweden to the UK, Germany and the Netherlands." From 2004 onwards, Wagenborg has operated a liner service with the MV Bothniaborg and MV



Balticborg between the ports of Haraholmen (Piteå), Bremen, Sheerness, Terneuzen, Cuxhaven and Södertälje.



**The combination of quality crews and reliable vessels was an important ingredient for us to renew our contract with Wagenborg for another lengthy period.**

## SINCE TRANSPORT IS IMPORTANT TO YOUR SUPPLY CHAIN, HOW DO YOU SELECT AND EVALUATE YOUR LOGISTICS SUPPLIERS?

"When we choose our logistics suppliers, we consider their reputation," states Sture Öberg. "Wagenborg has proven to be a trustworthy partner, not only to us, but also to others. For the continuity of our business, we need to be able to rely on sea transport 24 hours a day, 7 days a week and 365 days a year! The Balticborg and the Bothniaborg are always on time and have shown themselves to be reliable vessels year-round in challenging circumstances."

## HOW IS WAGENBORG FACING THE CHALLENGES YOU REFER TO?

"Due to our geographical location in the north of Sweden, severe weather conditions are common. Especially in winter, when it is dark most of the day, snowing heavily, -30 degrees and the sea ice is thick. These conditions require ice-class vessels and skilful crews. The captains have been with Wagenborg for many years and know our trade extremely well. The combination of quality crews and reliable vessels was an important ingredient for us to renew our contract with Wagenborg for another lengthy period," says Sture Öberg. Besides the quality crew and RORO carriers, Smurfit Kappa Kraftliner is also profiting from Wagenborg's diverse and flexible fleet, which has a variety of vessels to match its increasing output. Alongside the liner service, there are frequent LORO shipments using ice-class LORO vessels.



Smurfit Kappa Kraftliners home port Haraholmen with three Wagenborg vessels

**HOW DO YOU EXPLAIN THE MATCH BETWEEN SMURFIT KAPPA AND WAGENBORG?**

Sture Öberg smiles. "I think Smurfit Kappa and Wagenborg are both companies with a long-term horizon. We need this long-term view in paper production to ensure stability in the future. I think Wagenborg's efforts in Sweden show a willingness to grow together with us. Wagenborg has proven its long-range vision by always treating us well and solving problems, at both its Dutch office and its Swedish office. The Smurfit Kappa management is also closely involved in our cooperation with Wagenborg and they are convinced that Wagenborg is the right partner for us."

**WHAT DO YOU SEE AS CHALLENGES IN THE FUTURE?**

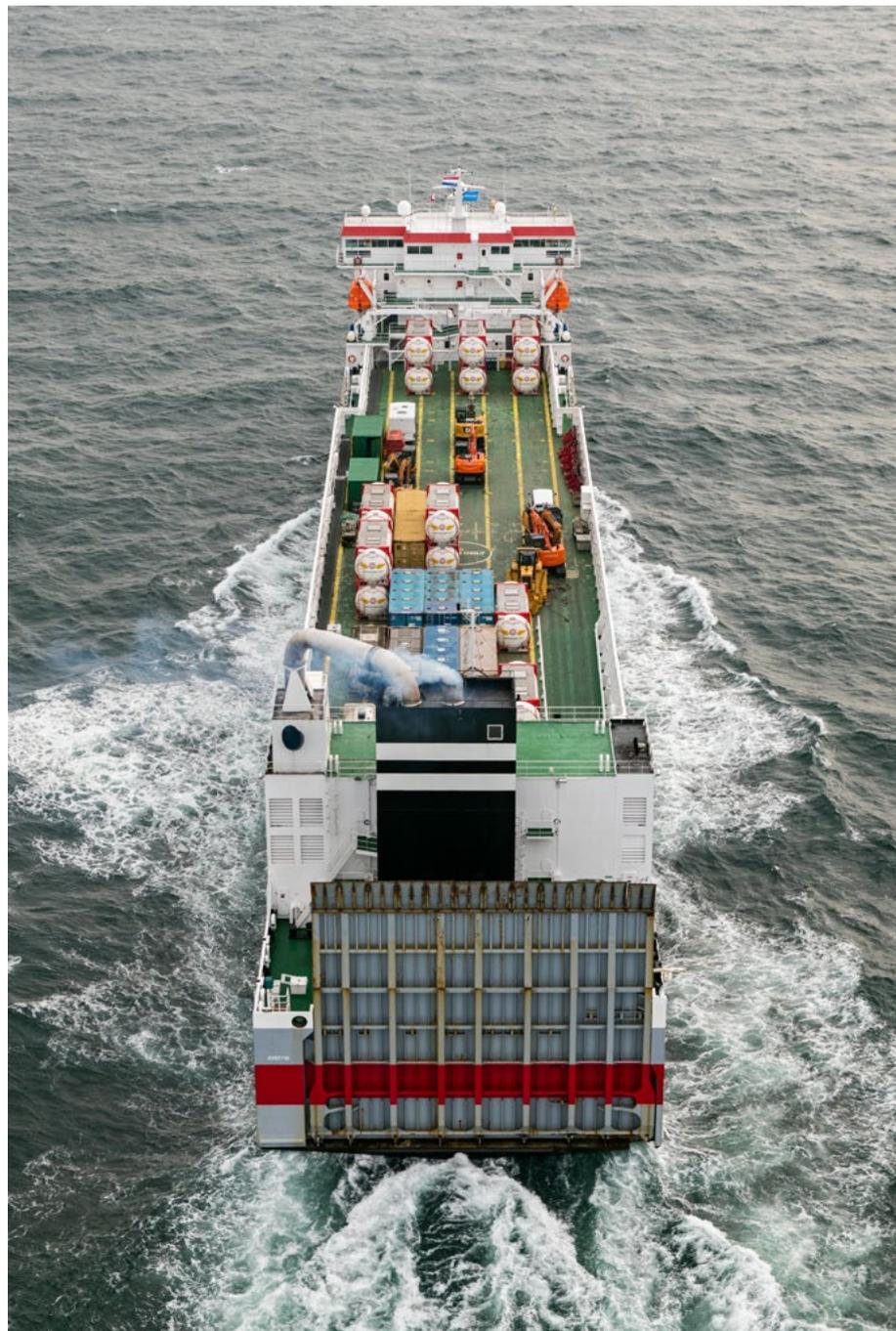
"With the IMO's new fuel sulphur regulation coming into force in 2020, it is not clear what sorts of fuel will be standard," says Sture Öberg. "I am happy Wagenborg took the decision to install a closed-loop scrubber system on the RORO vessels to secure the continuity of our trade. This way we will be able to keep on sailing on HFO and we will not have to depend on a new kind of bunker oil." To comply with the sulphur standard, Wagenborg Shipping decided to equip the MV Bothniaborg and MV Balticborg with closed-loop scrubbers in 2015.

**WHAT HAS BEEN THE NUMBER 1 HIGHLIGHT IN THE COOPERATION BETWEEN SMURFIT KAPPA AND WAGENBORG?**

"Absolutely the moment when we signed the contract for the RORO vessels in August 2001!" says Sture Öberg decisively. "However, I consider the recent contract renewal a highlight too."

**CAN YOU TELL US YOUR REASONS FOR RENEWING THE CONTRACT?**

Sture Öberg explains. "As the old contract expired in 2019, we started a broad study of various alternatives to find the most suitable and sustainable sea system for our North Sea transport in the long term. We considered



number of alternatives, including other shipping operators. Our decision to sign a new partnership contract with Wagenborg offers major cost benefits and scalability for our planned production increases. Under the new contract, we will continue cooperating with Wagenborg on ships that have a high

environmental class rating and have proven to be very reliable over the years. The sea ice that we have at certain times of the year places very heavy demands on both crews and ships. The contract renewal assures us of both the necessary expertise and quality." ■





*"I was on a ferry near my boarding place in Portland when the Andesborg passed. What a beautiful ship, with such impressive cranes. I grew up in Zoutelande, on the coast, so I've seen a lot of ships pass, but this one I had the privilege of piloting myself!*

*We went from Portland to Port Canaveral, where we paid a visit to the Kennedy Space Center. We then went on to Canada, where it was freezing cold, stopping at Baie Comeau and Pointe au Pic. Right now we're on our way to Belfast, and then to Amsterdam. It's great to visit new places and to learn something new every day. I hope to explore many other Wagenborg ships after my time on the Andesborg."* ■

**CARLA VAN DEN BERG**  
 Apprentice  
 0 years of service

A SISTER SHIP FOR THE EGBERT WAGENBORG

# EGBERT WAGENBORG'S SUCCESS LEADS TO **SECOND EASYMAX**

Shipyards Royal Niestern Sander has announced that Wagenborg has contracted it to build the Egbert Wagenborg's sister ship. The yard has started building this second EasyMax-type ship. The vessel is expected to be delivered in 2020.

#### **EasyMax concept**

A multi-purpose vessel with a deadweight capacity of 14,000 tonnes, the EasyMax concept was developed jointly by Wagenborg and Niestern Sander. In 2018, Wagenborg was awarded the KVNR Maritime Shipping Award for its design, partly due to the ship's superior fuel efficiency. The Egbert Wagenborg has proven to be a sustainable and successful ship and, along with its new sister, it will continue to boost Wagenborg Shipping's position as a leading multi-purpose shipping company.





Arrival of the m.v. Egbert Wagenborg in Porsgrunn at the production facility of Yara

## THE BEAUTY IS IN THE DETAILS

It's in the details that the EasyMax differs from other multipurpose vessels. The ingenuity, diligence and craftsmanship that went into creating even the smallest elements of the design make the EasyMax type sustainable and efficient at the same time.

A high cargo intake, two large holds and the impressive accommodation in the bow give it a powerful appearance. From the optimised hull shape to the energy-efficient engine, the design is sustainable in every respect. It is uniquely Dutch and unmistakably functional, designed for cost-efficient shipment.



### ▼ POLAR CODE

The ice-classed vessel is designed to satisfy the requirements of the IMO Polar Code. The Polar Ship Certificate is mandatory for ships deployed in Polar waters.

### ▼ FUEL MONITORING

Alongside an energy-efficient propulsion system that delivers 2,999 kW of power, the ship has a fuel consumption that is 57% lower than existing vessels without putting its ice-class 1A notation at risk. That means much lower fuel emissions, confirmed by the ship's ultra-low Energy Efficiency Design Index (EEDI) of 6.76, a value that is more than 30% below the designated standard for 2025 and thereafter. In addition, the EasyMax is capable of monitoring fuel consumption in real-time.

### ▼ OPTIMISED AERODYNAMICS

The hull shape has been optimised to carry different types of cargo at different draughts with as little trim as possible. That means that the resistance, both above and below the water line, is as low as possible whereas the intake is as high as possible. The EasyMax gives Wagenborg a relatively large vessel in terms of cargo intake and hold capacity without a major increase in overall dimensions.

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#### SUSTAINABILITY THROUGH INNOVATION

The new EasyMax is a sustainable 14,000 DWT multipurpose vessel that is the product of Dutch ingenuity. It is intended for the shortsea market and designed for a very high intake of heavy or light cargo, wood and paper, and project cargo.



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#### BALLAST WATER TREATMENT

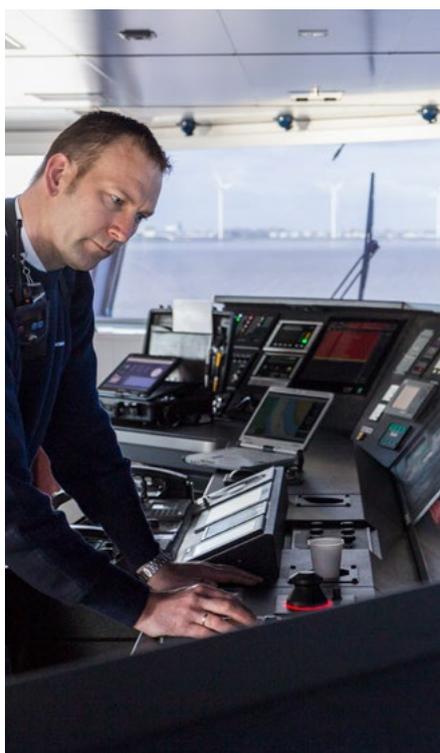
When it came to choosing the ballast water treatment system, we took a close look at our areas of operation. In the end, we opted for a system based on filtration + UV radiation, mainly because it is impervious to the salinity of the water and will operate in fresh, salt, brackish, warm, cold, clear and turbid waters. In addition, our system complies with both IMO guidelines and specific US regulations.



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#### SHORE-SIDE POWER

Wagenborg was the first shipping company to use shore-side electricity. The EasyMax can also plug into the shore-side electrical power supply, minimising fuel consumption and emissions even in port.



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#### FAR-REACHING CONNECTIVITY

EasyMax has a network that is compatible with most systems. For example, the TV screens in the gym, mess room, offices and cabins can display real-time, up-to-date information about the bridge and engine room. The network will not only connect with systems on board but also on shore, for diagnostics or troubleshooting, resulting in lower maintenance costs, minimal downtime, and more reliable service for our customers.

IN CONVERSATION WITH FLEUR GRÄPER-VAN KOOLWIJK

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# GRONINGEN IMPLEMENTS **GREEN AGENDA**

**Royal Niestern Sander builds first fully  
electric Dutch utility vessel**



### SMART AND GREEN SHIP

The new vessel is the first green, fully electrically powered inspection vessel in the Netherlands. The installation of a battery pack on an inspection ship of such a size and capacity is unique. In addition, the ship will have the latest technical developments in the field of sustainability, such as energy saving, use of residual heat, the use of sustainable wood and paint types and a silent electric motor. In short, a Smart & Green ship. The province uses the ship for monitoring, enforcement and guidance of shipping and events in Groningen.

#### Figures

- Length: 19,30 m
- Width: 5,20 m
- Draught: 1,30 m



**100%  
ELECTRIC**

Shipyard Royal Niestern Sander – a wholly owned subsidiary of the Wagenborg Group – has delivered the first fully electric Dutch utility vessel to the Province of Groningen. The new green vessel, the PW 18, was christened in March 2019 by Fleur Gräper-van Koolwijk, Executive Councillor for the Province of Groningen. After the christening ceremony, we spoke to the shipyard's Managing Director Jan Doorduyn and Fleur Gräper-van Koolwijk about this sustainable ship.

#### Time for a new ship

*"I feel honoured to be the sponsor of this new utility vessel and to have christened it the PW 18 here in Delfzijl today," says Fleur Gräper-van Koolwijk, smiling broadly. "It was during one of my first working visits as a new member of the Provincial Executive that I boarded our current utility vessel and saw that it was older than I am. Although it was doing a tremendous job, we wanted a vessel that would be sustainable and circular in design, in keeping with the Province of Groningen's green agenda."*

#### Smart & green agenda

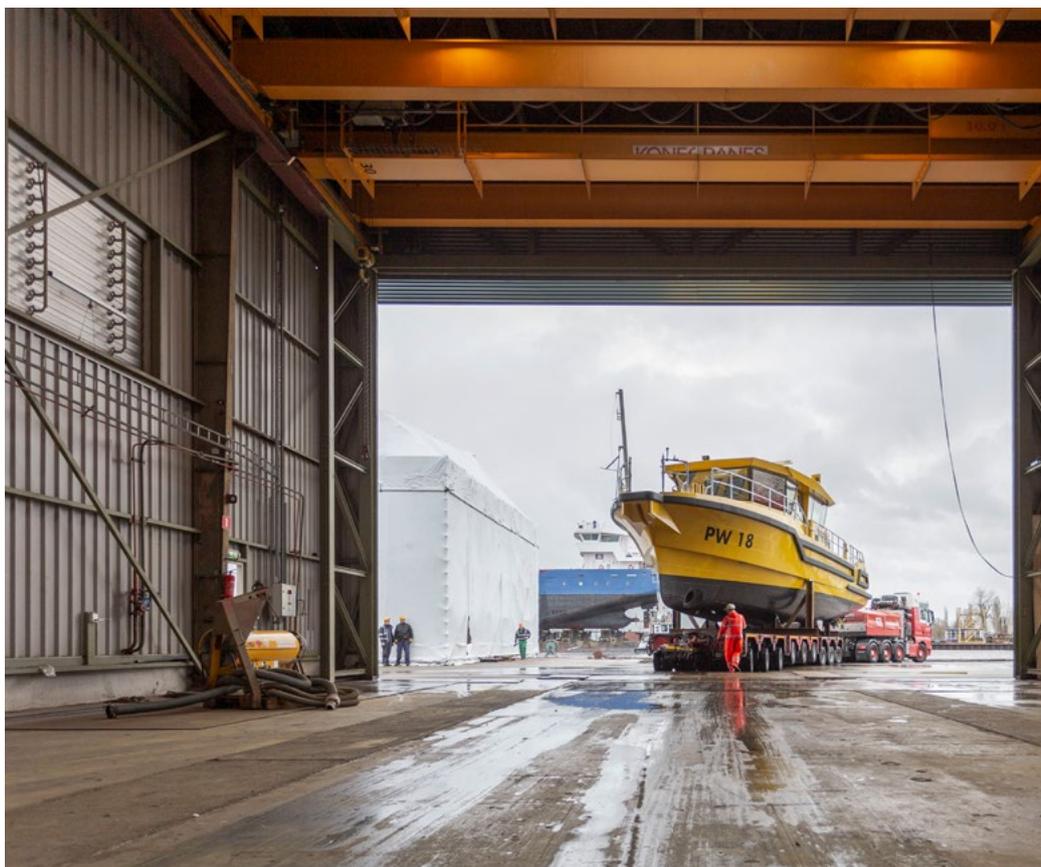
The Province of Groningen has positioned itself as a national leader in sustainability in recent years. *"In every area of policy where the Province has an influence, we must do our best to promote the necessary transition to sustainability,"* says Fleur Gräper-van Koolwijk. *"That is why we are constantly on the lookout for innovative and sustainable solutions that promote smarter, greener mobility and infrastructure, including maintenance. We now have a number of electric service vehicles. In a few months' time, our province will be running the largest fleet of electric buses in the Netherlands and the largest fleet of hydrogen-powered buses in the world. And our green & smart agenda also covers this utility vessel. It had to be a vessel that exemplifies the Province of Groningen's contribution to innovation and the energy transition. So we chose a vessel powered by clean, safe energy, as a sign that we're implementing our green agenda."*

**Groningen innovation**

The new utility vessel is the first of its kind in the Netherlands to be powered entirely by “green” battery power on normal working days. It is unique to have a utility vessel of such size and power running entirely on electricity.

Managing Director Jan Doorduyn explains: *“The electrically powered utility vessel is a wonderful example of innovation infused with craftsmanship. First of all thanks to the Province of Groningen, the user, which decided that this ship had to be completely emission-free. This is government as a ‘launching customer’, setting a good example and showing that it’s prepared to invest in new technology. And that technology offers us and the northern Dutch maritime cluster the prospect of follow-up projects, for example hydrogen-powered vessels.”*

Various Groningen subcontractors and regional suppliers were involved in the project, for example in the engineering and the supply of steel, the engine room components, the navigation systems and the rescue equipment.



**The electrically powered utility vessel is a wonderful example of innovation infused with craftsmanship**

**New technologies**

The most eye-catching new technology is the installed battery pack. Its installation on a utility ship of such size and power is unique. Thanks to the electric propulsion system developed by Hydrosta, the vessel is able to operate with zero emissions on a regular working day. Says Fleur Gräper-van Koolwijk with pride, *“In addition to electric propulsion, choosing this vessel also means choosing sustainable materials and energy recovery.”* For example, its antifouling system is not a copper-leaching coating but a silicon-based

film made by PPG. It isn’t applied with a paint sprayer, with all the health risks and pollution that entails, but straight off the roll. Finally, an ingenious heat recovery system conceived by the firm of Mave utilises residual heat from the on-board systems. *“This project is giving us a lot of experience that we can apply more widely and use to boost Groningen’s maritime infrastructure,”* Jan Doorduyn adds.

**Skilled professionals**

The steel sheeting for this “small” vessel (by Niestern Sander standards) was half the usual thickness. There was some concern about how to retain the sleek lines of Vripak’s design in such a compact structure. *“Of course, it all depended on our having absolutely the right steel from CIG Centraalstaal,”* says Jan Doorduyn. *“But what also matters is controlled and masterful assembly and welding in the right order, with a minimum application of heat. The result is impressive, thanks to the efforts of our skilled professionals.”*

**Pride**

The Province of Groningen manages approximately 143 km of waterways. The electric utility vessel will be used for monitoring and enforcement, during





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# NEW LEASE ON LIFE AT WAGENBORG FOR CREW TRANSFER VESSEL WATERLINES

Starting 27 March, crew transfer vessel (CTV) Waterlines was given new lease on life in the Wagenborg Group. The CTV, previously owned and managed by Wagenborg Towage, has been added to Wagenborg Passagiersdiensten's fleet with immediate effect.



### CONVERSION WATERLINES

At the end of May the Waterlines will be put on the slipway at shipyard Royal Niestern Sander. Here, the crew transfer vessel will be converted into a fast ferry. For this, the accommodation will be extended forward to the front deck. This increases the capacity to 48 people.

**48**

PASSENGERS



### SPECIFICATIONS

Length	19,40 meters
Width	7,00 meters
Draught	3,50 meters
Main engine	2x MTU 8V2000M72
Service speed	24,7 knots
Class	Bureau Veritas

Wagenborg Passagiersdiensten, which operates the passenger ferry services to the Dutch Wadden islands of Ameland and Schiermonnikoog, will deploy the Waterlines as a second express ferry. The new task will require the conversion of the CTV, a job that will soon be undertaken by shipyard Royal Niestern Sander.

With a capacity of 48 persons, the Waterlines will be used on the Ameland-Holwerd route. The MS Fostaborg will be deployed on the Oostmahorn-Schiermonnikoog route and as an express ferry on the Lauwersoog-Schiermonnikoog route.

Express ferry Waterlines should be ready for service before the start of the summer holiday season. ■



# SULPHUR 2020: EVERYTHING YOU NEED TO KNOW ABOUT THE UPCOMING REGULATIONS

A FUNDAMENTAL CHANGE FOR THE GLOBAL  
SHIPPING INDUSTRY

On 1 January 2020, the International Maritime Organisation (IMO) will implement the new fuel Sulphur regulation. Sulphur 2020 is arguably the most impactful environmental regulation to date in ocean transport and has far-reaching technical, commercial and operational consequences. We spoke to Sebastiaan Verstappen, Senior Chartering Operator and responsible for bunker procurement at Wagenborg, to find out more.

### CLOSED-LOOP SCRUBBERS ON B-SERIES

In 2015, Royal Wagenborg installed closed-loop scrubber systems on two of its RORO carriers, the "Balticborg" and "Bothniaborg", to clean the exhaust emissions.

By installing these scrubber systems, the ships comply with the regulations concerning emissions of sulfur oxides (SO<sub>x</sub>), also when using conventional sulfur-containing marine fuel (HFO). The Balticborg and Bothniaborg work on a long-term contract with Smurfit Kappa for the weekly shipment of paper products between Haraholmen, Bremen, Sheerness and Terneuzen. This liner service is located entirely in the sulfur emission control areas of the Baltic Sea and the North Sea.



**0,5%**  
SULPHUR LIMIT  
PER 2020

It may not surprise readers to hear that the upcoming Sulphur 2020 emissions regulation has been welcomed by industry, regulators and environmental champions alike. Intended to dramatically reduce the sector's sulphur emissions, it will deliver great environmental and health benefits – particularly for those living near coastlines and ports – and in doing so, reduce the impact on wider society. But it's also widely acknowledged that the regulation will have significant consequences for both ship owners and their customers.

### FOR THOSE UNFAMILIAR WITH THE FORTHCOMING REGULATION, COULD YOU EXPLAIN WHAT THEY ARE?

In 2020 a new regulation for a 0.50% global sulphur cap for marine fuels will come into force. Under the new global cap, all ships will have to use fuel on board with a sulphur content of no more than 0.50% against the current limit of 3.50% in an effort to reduce the amount of sulphur oxide. The interpretation of "fuel oil used on board" includes fuel used in main and auxiliary engines and boilers. The Emission Control Areas (ECAs) will remain at the 2015 standard of 0.1% content.

### WHAT OPTIONS DO SHIPPING COMPANIES HAVE?

The responsibility to comply with the IMO regulation will fall to the shipping companies. They'll need to ensure their fleets meet the sulphur requirement in one of three possible ways:

- use compliant fuels, such as "very low sulphur fuel oil" (0.5% VLSFO), ultra-low sulphur fuel oil (0.1% ULSFO) or Marine Gas Oil (0.1% MGO).
- install scrubbers to burn compliant and non-compliant fuels using an exhaust gas cleaning system.
- use alternative fuels oils, such as LNG.



**HOW WILL WAGENBORG FOLLOW THE REQUIREMENTS?**

Most ships in the industry are expected to go with the first option, and only a handful will use LNG. By the end of the year, up to 2,000 ships may be retrofitted with scrubbers, according to market estimates — far less than IMO’s prediction that 3,800 vessels would have scrubbers. That’s not a lot when you consider there’s about 100,000 ships floating around worldwide at the moment.

Looking at Wagenborg’s fleet, it is quite representative for the industry. The vast majority of Wagenborg’s ships will be running on VLSFO as of 1 January. The only exceptions are RORO carriers Bothniaborg and Balticborg, which have been equipped with scrubbers.

**WHY OPT FOR VLSFO AND NOT SCRUBBERS?**

VLSFO is the most logical choice, since it does not require making technical changes to existing vessels. Also, the price differential between VLSFO and MGO will encourage the use of this blended fuel, and its availability will not be a problem. A scrubber installation, on the other hand, costs up to several millions per ship, which explains the low number of vessels taking this route. Also, the future availability of HFO380 is uncertain as new types of fuel will become the standard then.

Many carriers have decided to scrap older ships rather than retrofit them.

**HOW WILL FREIGHT RATES BE AFFECTED BY THIS REGULATION?**

Fuel prices will play a significant role in the rise of shipping rates, as a substantial part of a ship’s operating cost is fuel. As a result, freight rates will also increase. By how much exactly will be dictated by the supply and demand of the new types of fuel. Once the IMO regulation is in effect, low-sulphur fuel will be in high demand and tight supply. The refining industry will have to alter its current product slate and increase the supply of low-sulphur fuels, including blended fuels.

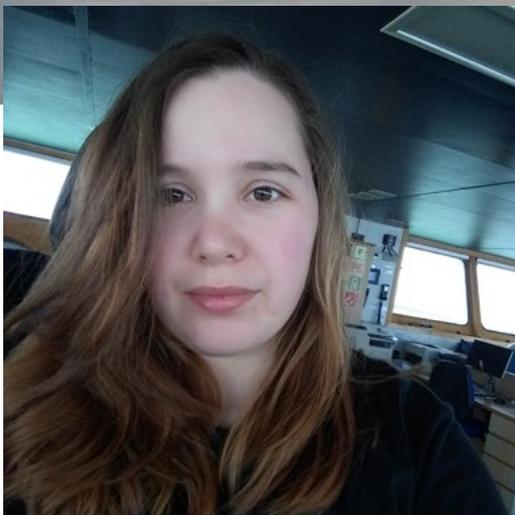
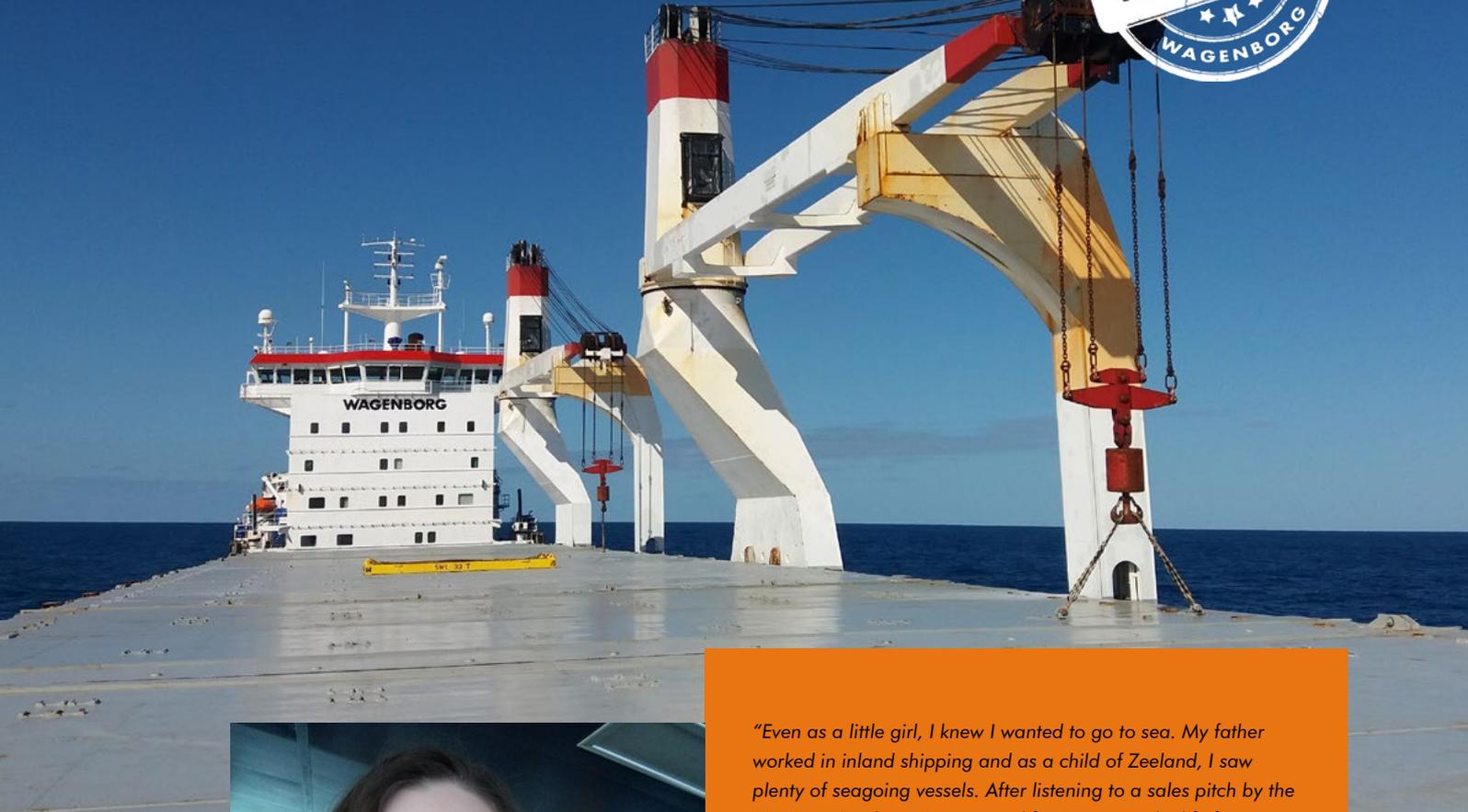
**HOW SHOULD CARGO-OWNERS PREPARE?**

While cargo-owners don’t need to make any changes to their cargo or booking process, they do need to prepare for the inevitable price hikes. Wagenborg believes it is important to be in dialogue with its customers. It is crucial to be as open and transparent as possible, because the long-running issue for cargo-owners is that, in many cases, they believe these price hikes are merely revenue generating add-ons rather than justifiable cost recovery measures. That is why Wagenborg is happy to answer questions about how we calculate bunker surcharges or bunker adjustment factors. ■





From ice to shorts in two weeks



**LINDA VAN DE KREEKE**  
 Second Officer  
 4 years of service

*“Even as a little girl, I knew I wanted to go to sea. My father worked in inland shipping and as a child of Zeeland, I saw plenty of seagoing vessels. After listening to a sales pitch by the Maritime Academy, I was sure: life at sea was the life for me.*

*I started working for Wagenborg as a trainee. We travelled from Rotterdam to Svalbard, Canada, Brazil, Finland, Algeria and Spain before returning home. I learned a lot and saw a lot, the crew was nice and the work was pleasant. In short, I enjoyed myself and I wanted to work for Wagenborg. I was hired in 2015.*

*I do sometimes find it frustrating to be stuck on a ship, of course, and it can be inconvenient to be away from home for so long, but I wouldn't want it any other way. Loading operations in port, navigating busy waterways, deck maintenance during an ocean crossing: the variety is fantastic, and so is the travel. It's amazing to board in Canada with ice all around the ship and then two weeks later to be wearing shorts in the Gulf of Mexico.” ■*



The m.v. Oranjeborg in the dock of shipyard Oresund Shipyards in Landskona



# A DAY IN THE LIFE OF A SUPERINTENDENT

ON THE ROAD WITH ONNO STEENWEG AND RONALD RODENBOOG

Every day a committed team of superintendents is responsible for a healthy fleet. Preventive maintenance retains the quality of shipments for a long period. Our twelve superintendents work 24/7 to guarantee that Wagenborg vessels meet the highest standards of maintenance. What does the work of a superintendent involve? What challenges do they face? We'll find answers to all these questions by shadowing Wagenborg's superintendents Onno Steenweg and Ronald Rodenboog. We spent a day with them as they worked through their rather unusual schedules...

**The MS Oranjeborg is scheduled for its 15-year special survey at the shipyard in Landskrona. The ship arrived yesterday and was transferred from the quay to the dock. Last night, it was de-ballasted and docked and its hull cleaned under high pressure. Today is the first day of a scheduled nine-day stay for Onno Steenweg....**

## **06:00 AM**

The alarm clock goes off in room 311 of the Oresund Hotel. Time for Onno to shower and have breakfast.

## **07:15 AM**

It's time for all the subcontractors' engineers to muster. Onno drives them to the shipyard in his car. The MS Oranjeborg comes into view as they arrive at the shipyard. Onno has only nine days to ensure that the ship can pass her special survey and is ready for another five years of loyal service.

## **07:30 AM**

Onno starts a dock inspection. Accompanied

by the site manager, site foremen, master, chief officer, chief engineer, paint inspector and class surveyor, he circles the Oranjeborg from the dock. During this inspection, the superintendent decides what needs to be done and discusses how much blast-cleaning and painting is necessary. He also decides which anodes should be replaced and which minor repairs are needed, such as bent or cracked bilge keels.

## **09:00 AM**

About 30 men start blast-cleaning the ship's exterior. In the meantime, Onno carries out the job inspections on board. It is not only



Onno Steenweg voor de bulb van de Oranjeborg

the class surveyor who decides what needs to be done; the crew and the superintendent also have their own to-do list. During his inspection, Onno must decide which jobs should be put on the schedule for the present period and which ones can wait. The final decisions will depend on the yard's estimates.

**10:00 AM**

More than 150 people are needed to dock the Oranjeborg. Onno invites everyone – including the crew, shipyard workers and subcontractors – to a daily meeting. He tells them what needs to be done and updates them on ongoing and scheduled jobs, as well as the commissioning and inspection of completed jobs. They will

be tackling a long list of jobs in a short period of time, including blast-cleaning and painting (hull and holds), tank repairs, engine overhaul, repair of gas pipes, cleaning of ballast pipes, porthole repairs, repair and maintenance of three lifts in the side loaders, installation of winches, gangway repairs, replacement of rubber on doors, hatches and RO-RO ramp, and inspection of all lifesaving equipment.

**11:00 AM**

Onno discusses the job inspections during a meeting with the crew, site manager and his foremen. The discussion covers various solutions and repair options for problems that have been identified. An inspection of the inside of the exhaust pipes had revealed corroded welds. They needed to be repaired to halt exhaust gas leakage. Onno and the foremen came up with a solution. Another point of concern was the need to repair the corroded ballast pipes at the bottom of the ship. If these pipes were to fail, the ship would be out of service temporarily. Onno and the chief engineer had decided which pipelines would be taken ashore for repair and servicing.

**12:00 noon**

Time for lunch. While the shipyard is on a lunch break, Onno has lunch with the crew on board. It's a good opportunity to hear what the crew have to say about ongoing work. For example, earlier in the morning they had discussed the side loader lifts. It had been suggested that only two of the three lifts should be fully repaired and serviced. Now, however, the crew convinces Onno to let them carry out the necessary repairs themselves, together with the subcontractor's technician, so that all three lifts will be up and running. That way the



Onno in consultation with the crew, subcontractors and the yard



Work in progress on the sideloaders of the Oranjeborg

Oranjeborg can take on cargo more efficiently once it's back in operation. To make this possible, Onno has to sacrifice other scheduled jobs; otherwise, there will be delays and the repairs will overrun the budget.

#### 12:30 PM

In the meantime, other subcontractors have arrived at the shipyard. To get them working as quickly as possible, Onno has to make the necessary arrangements, e.g. booking hotels, giving the subcontractors access to the yard entrance gate, notifying them about their departure from the hotel so that they don't have to wait around, arranging assistance from the yard, and providing the necessary tools and workers. Onno is also expecting a shipment of spare parts at the yard. A quick track and trace tells him that they are still in transit. He can only hope that everything will arrive on board at the right time. Just then, the anticipated deliveries are reported at the shipyard gate, ensuring a smooth supply of spare parts. Onno tells the yard which part of the ship requires the parts.

#### 01:30 PM

After the morning inspections, Onno discusses

the overall estimate for the final invoice with the yard project manager. They also discuss the completion date in the dock and the departure date. In this case, Onno had decided to leave the dock directly without first going alongside. They now agree that the Oranjeborg will remain in dock for a day to test the systems, with scheduled departure being the following day. The decision was taken in close collaboration with the crew, as they will ultimately have to carry out this operation.

#### 03:00 PM

Coffee break on board with the crew. Survey of latest findings and requirements for the next day.

#### 04:00 PM

Onno continues his job inspections on board to see whether the work is being carried out as agreed. He then observes the tests at the helm.

#### 05:00 PM

Dinner on board with the crew.

#### 05:30 PM

As the first day comes to an end, Onno has to ensure that tomorrow goes as smoothly as today has. He sends final instructions to the shipyard, for example what crane support he requires and which spare parts need to be delivered where on board. Onno also reports how many people he will need at each location.

#### 07:00 PM

Time to leave the yard for the day. Onno travels back to the hotel with the subcontractors.

#### 07:30 PM

Back at the hotel, Onno's working day isn't over yet. The classification office wants various unanticipated worn parts be replaced, but Onno needs approval from Wagenborg's head office first. Onno sends out a few emails to get urgent orders delivered on time. He must also address the top priorities for the other ships that he is maintaining.

#### 09:00 PM

Onno closes his laptop and begins to read his "Scandinavian thriller" to recharge his batteries for the next day.

#### 10:00

Time for bed!



The holds are also taken in hand during the survey



**Before Ronald starts works for the take over of the NBP vessels, he has already done a lot of preparations: setting up a project group and action list with all parties involved, select the crew together with the crew department, order the required parts in cooperation with the purchasing department, arrange the deepening in cooperation with the new building department, request the necessary documents in cooperation with the certificates department, assign a class surveyor, create a cost overview, recruit yard and agent. He also passed on all the necessary information to the site project manager, the person who arranges all the repairs and ensures that the right people are at the right locations. Equally important: Ronald once again had to explain to his wife and children that he would be away from home for several days.**

#### **07:00 AM**

Breakfast and travel to the shipyard with the engineers.

#### **07:55 AM**

Ronald boards the ship. When he enters the crew accommodation, he finds himself ankle-deep in 10 centimeters of water. The water pipes had leaked during the night and now the main deck was flooded.

#### **08:10 AM**

Ronald issues instructions to 12 men from the shipyard about approved jobs: from the new V-sat base on the "monkey island" on top of the bridge to clogged pipes in the engine room and repairs to the foremast. It's not even 9 a.m. and he's already logged 3000 steps.

#### **08:30 AM**

After cleaning up and repairing the leaky pipes, Ronald convenes a meeting with the site project manager and crew to discuss the day's schedule.

#### **08:45 AM**

All firefighting equipment and life jackets

are collected to be taken to the yard's safety workshop for their annual inspection. Since the safety plan must be re-inspected for the change of class, the numbers of fire extinguishers and survival suits can be checked immediately.

#### **09:00 AM**

All the main engine components need to be removed from the engine room and taken to shore, where they will be subject to a thorough inspection in the yard workshop. The complete main engine will be overhauled during the take over. Most of the crew works on the transport entire day.

#### **09:15 AM**

Eight pallets of supplies have arrived and must be moved on board and distributed to the appropriate locations.

#### **10:15 AM**

Time for a coffee break! Quite a few of the crew complain about how cold the cabins are. The heater in the air handling unit is leaking badly and can't be turned on. Ronald has purchased several small electric heaters locally, because temperatures can



drop to minus 18 at night. In the meantime, the purchasing department in Delfzijl arranges a replacement heating element for the air handling unit.

**11:00 AM**

The crew lends a hand inspecting the cargo holds with ultrasonic test equipment after the coaming has been cleaned from snow, removing the ventilation heads, organising the accommodation and collecting garbage from all cabins, the accommodation and stores.

**11:20 AM**

The shipyard crane is used to install the S-band antenna on its new base on the monkey island. The crew helps with the lifting gear and works with the shipyard team to position the antenna on the base.

**11:45 AM**

The fire alarm starts to wail. The shipyard team has been removing the old plimsoll line on the port side and smoke has entered the engine control room through the empty room on the port side, left open for class inspections. After following the corrective safety procedures, the room is well ventilated and inspected with the necessary PPE. It transpires that burning paint had caused the smoke.

**11:55 AM**

Ronald sets up a VPN connection in the owner's cabin to approve digital invoices and accept RFAs from other ships in Walfis and to check incoming e-mails from other ships.

**12:30 PM**

Time for lunch.

**12:45 PM**

Shipyard workers return from lunch and ask various questions about cable routing, cable ducts, speed log transducer routing, pipe repairs and engine room overhauls.

**01:00 PM**

Ronald inspects the engine room components in the local workshop. He rejects some parts, which need to be ordered as soon as possible to avoid delays. To start the ordering process, Ronald hastens back to the ship to establish a VPN connection and



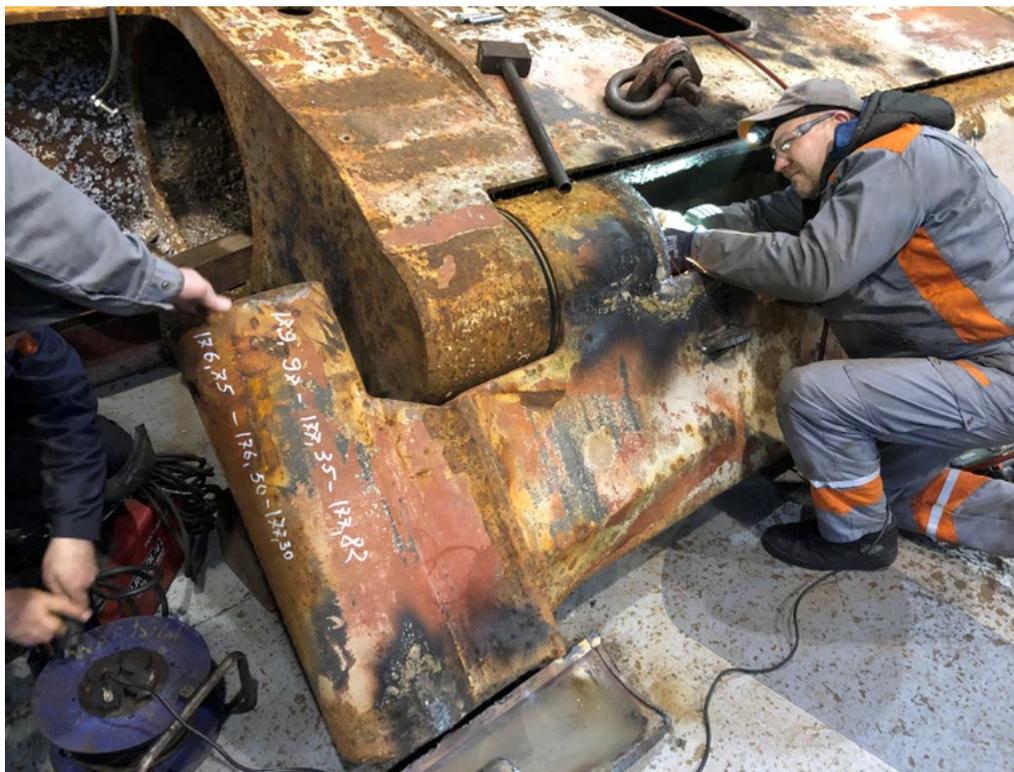
to send an e-mail to the FMD purchasing department with all the information required to request an estimate for the necessary parts. As soon as the buyer at the office has received the estimate, it can be approved in Walfis and forwarded to Tallinn as soon as possible.

**01:45 PM**

Ronald gets a call from another ship with electrical problems. Ronald tells the caller what to do.

**01:55 PM**

Ronald meets with the safety unit at the shipyard, where the discussion centres on issues uncovered during the life jacket pressure test. Several fire extinguishers have also not passed inspection. Ronald asks the Delfzijl office to request for an estimate for a set of new ones. To be continued!



**02:15 PM**

Ronald discusses the provisional purchase invoice and further scheduling with the shipyard.

**02:30 PM**

The ship that had the electrical problems calls again: it seems that one of the components has burned out and will need to be replaced,

by an electrician. Ronald quickly arranges the spare parts and schedules an engineer for the job, including transport and a hotel room.

**02:45 PM**

The lifeboats are being replaced. The old ones are removed and the new ones have to be installed, but the foundation does not seem to fit. Changes are made by the fitter.

**02:55 PM**

The local Bureau Veritas Surveyor gets on board and together with Ronald he goes through the scope. The safety plan must be checked and adjusted where necessary. Before arrival, Ronald had to organize a noise measurement since the ship is moving to the Dutch flag. The BV surveyor and ILENT must assess this. An IHM / Asbestos inspection must be carried out which must also be assessed by BV, furthermore tanks must be inspected and all equipment tested and for the deepening the correct documents must be adjusted and the new brands must be measured. After the meeting, a schedule is made with the crew, when which

equipment / tanks can be offered to the BV surveyor.

**03:30 PM**

After a few days' delay at the airport due to heavy snowfall, the asbestos expert has finally arrived at the site.

## BACKGROUND

### 03:45 PM

Ronald accompanies the expert as he inspects several pipes and leaking valves in the pipeline workshop.

### 03:55 PM

Ronald gets a call from his son, who is overjoyed to have passed his Certificate B swimming exam. Hooray!

### 04:10 PM

Ronald is up on top of the bridge deciding where the new searchlight should be installed and how the cable should be routed to the remote in the bridge console.

### 04:25 PM

Ronald is in the bow thruster room discussing the location of a number of safety platforms, because the access is dangerous. The talk also turns to various repairs to the bow thruster cabling.

### 04:40 PM

Ronald starts an inspection round: the main engine, the gas oil tanks after they have been cleaned, the disassembled steering machine cylinders in the workshop, the repaired main engine air cooler plates in the workshop and the port ankerwinch electric motor which needs to be repaired because there is too much play in the bearing housings.

### 05:05 PM

Time to check e-mails and Walfis in the accommodation and go over the schedule with the crew.



### 05:15 PM

Ronald draws up the schedule for the next day and communicates it to the shipyard.

### 06:00 PM

Ronald selects and sorts spare parts in the warehouse.

### 06:45 PM

The day at the shipyard draws to a close. Time to return to the hotel.

### 07:15 PM

Ronald checks in with his family in the Netherlands by calling his sons on Facetime.

### 08:00 PM

After a busy day, Ronald blows off some steam in the hotel swimming pool. ■





Everything was new, that made every day special.



**TESSA DE ROOIJ**  
Apprentice  
0 years of service

*“From the day my brother, father and I attended an open day at the Maritime School it was clear to me: I wanted to go sailing! At that time I was in grade 8 of primary school and so I knew very early on what I wanted (in contrast to my brother, who only had a blue Monday at the Maritime school).*

*Only when the internships came into view, I started to study the different shipping companies. I ended up on the Wagenborg website and a moment later I wrote my application e-mail. Wagenborg offered everything I was looking for and even more!*

*My first internship was at the Azoresborg. What a beautiful ship, three cranes, a beautiful engine room: I was amazed. At the same time I found it very exciting. I was curious how life on board would work and how I would like to be away from home so long and long.*

*It was a fantastic time. Everything was new, that made every day special. The crew was great, just like the fellow apprentices. For example, we made a video clip and we were playing with the Beegees ‘Staying Alive’ crew. Hilarious! The atmosphere on board was really good and that also made sure that the time flew by. Of course, less fun things have happened. Bad news from home, for a stupid mistake on my head (because “stupid mistakes” exist).*

*I am now working on my second internship. I notice how much I have grown. My uncertainty has turned into self-assurance and now I know that “feeling stupid” does not exist. “*

# A SOLID PARTNERSHIP. THAT'S WHAT IT TAKES.

A LOOK AT THE THREE-WAY RELATIONSHIP BETWEEN UMCG, VISSER & SMIT BOUW AND WAGENBORG

University Medical Centre Groningen (UMCG) has been adding to and renovating its complex extensively in recent years. For example, there is a brand-new, ultramodern UMC Groningen proton therapy centre, the first of its kind in the Netherlands. UMCG is also building a "hot floor", consisting of the renovated surgery centre, the emergency admissions and intensive care unit for adults, and two hybrid operating theatres on the site of the hospital's former courtyard garden. VolkerWessels company Visser & Smit Bouw is one of UMCG's partners and is making a major, long-term contribution to the building and renovation work being carried out within and around the hospital. Wagenborg Nedlift is responsible for the necessary lifting activities, among other things.



UMCG, Wagenborg Nedlift and Visser & Smit Bouw clearly have a close working relationship; witness the many excellent results that they have achieved in recent years. What makes this partnership so strong? To find out, we asked Wil Heikamp (UMCG Environment Coordinator) and Marcel Kramer (Chief Superintendent of Visser & Smit Bouw) a number of questions.

## How long has Visser & Smit Bouw worked for UMCG?

"We've worked with Visser & Smit Bouw for three years," says Wil Heikamp. "We selected Visser & Smit Bouw purely on the basis of their presentation and their unique capacity to tackle the hot floor project. And they've lived up to expectations. Every day, we're very happy that we selected Visser & Smit Bouw."

## What's been the highlight for you during the recent building work?

"The fact that we cooperated constructively and on an equal footing," says Heikamp. "As a result, the most complex job, building the hot floor in the old courtyard garden, ultimately went much more smoothly than expected. I'm very proud of that." "And," adds Kramer, "in the end we built a structure no less 32 metres tall on a site the size of a postage stamp. I think that's a real achievement."

## Why did you choose Wagenborg Nedlift as your partner?

"It's a question of trust," says Kramer. "We've known each other for a long time, and we chose to work with Wagenborg Nedlift based on that relationship and our experience of them." "The quality of the work, the professionalism, is embedded in the company," Heikamp adds.





**Veilig werken staat  
bovenaan**



**How are you getting on with Wagenborg Nedlift and with each other?**

*"We have a three-way relationship that works very well," says Heikamp. "But we also work well with all the other parties involved in our activities. We give a little and we get something in return. We are constantly investing in relationships. It's the basis for all our shared successes. It's the people who make the difference. I think it's very important to invest in people and relationships."*

**What do you think Wagenborg Nedlift is best at? How does that manifest itself in practical terms?**

*"It's unbelievable to see how Wagenborg Nedlift employees hoist heavy loads. Everything is completely under control and very stable. The employees are always on time and very well mannered. That's very important. But I can say the same about Visser & Smit Bouw," Heikamp adds.*

**What evidence did you see of this during the recent building projects?**

*"We're used to working safely at Visser & Smit Bouw. It's standard practice for us, as it is for Wagenborg Nedlift. We both have a lot of experience working in the oil and gas industry and similar sectors. Safety at work is crucial," says Kramer. "Our building projects always come second. Top priority are our patients. Without exception. Our work must take a back seat to our patients' wellbeing," adds Heikamp. ■*

**Safety is paramount at UMCG, Visser & Smit Bouw and Wagenborg Nedlift.**





*"I was working at Veem & Factor when we were acquired by Wagenborg in 2008. That was quite stressful for a while, but we were made to feel welcome and given a lot of guidance. It's a big company, but it really feels like a family business.*

*So I've been working at Wagenborg for more than ten years now. I do all kinds of things: stock inventory, front desk duties, invoicing, processing files and loading and unloading vessels, trucks and occasionally even railway wagons. I enjoy the variety. I still feel happy cycling to my job in the port every day. It's a man's world, but I'm holding my own and I'm proud of that.*

*My fondest memory is when I met Princess Beatrix, when she was still Queen Beatrix. I had only just started my job here when I was allowed to sit on the Delfsail Festival Committee. During that festival, Queen Beatrix came to christen the MS Beatrix and I was there!" ■*

**ZWANET BAAR-BOS**  
 Administrative Assistant at  
 Wagenborg Stevedoring  
 20 years of service



**Queen Beatrix came to christen  
 the MS Beatrix and I was  
 there!**

“

**We're assuming that we will be operating the existing fleet for years to come**

”





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# LOWER POWER OUTPUT, GREATER EFFICIENCY AND SMARTER SHIPPING

IN CONVERSATION WITH FLEET DIRECTOR THEO KLIMP ABOUT THE VISION OF WAGENBORG IN THE ENERGY TRANSITION.

Lower power output, greater efficiency and smarter shipping: for now, that's the approach Wagenborg is taking towards the energy transition. "And in the meantime, we'll be thinking very hard and testing fuel alternatives." Fleet Manager Theo Klimp talks to us about accepting responsibility in these unusual times.

*"We're actually living in very unusual times, we're witnessing history being made," says Theo Klimp. Unusual – but difficult as well. Theo compares the challenges of the present day with the previous transition from sails to coal and then to diesel. "There were shipping companies then that swore, right up to the bitter end: I won't give up my sails. And they didn't survive. But the companies that went all out for coal didn't survive either, because in the end their technology was superseded by diesel." The question back then was the same one we are asking now: Which horse are you going to bet on, which trend are you going to follow? And when? One thing is certain: standing still is not an option. "We at Wagenborg believe it's important to accept responsibility and to play a role in the sector. These are issues that affect us all, and they have a huge impact on our fleet and the fleets of our captain-owners. But there's strength in numbers."*

## **FAMILY BUSINESS**

Theo explains: "Wagenborg is a proud family business, but we don't talk enough about what we're up to. That might just be our nature because we're from Groningen, but a lot goes on behind the scenes. And not just today – it's always been that way. In 2000, for example, we were the first shipping company to use shore-side electricity for our seagoing vessels. Around this time, we also installed the first ballast water treatment and SCR systems in consultation with our customers. In 2015, we introduced



GTL as a fuel, a first for a seagoing vessel. We're also constantly working to reduce our carbon footprint. That means continuously striking the right balance between sustainability and commerce so that we can pass a healthy family business on to future generations."

**KNOWLEDGE AND RESEARCH**

Wagenborg's answer for now is to build knowledge and work more efficiently. For example, the Projects and New Build department, which Theo Klimp also heads, researches all kinds of technologies, both existing systems and systems still in their infancy. "We do this because we want to build knowledge about things that might be interesting in the future," says Theo. "We're working on projects with other shipping companies, suppliers, shipyards and research institutes." Among the fuel systems we are tracking are methanol ("We are part of the methanol consortium") and hydrogen. But in addition to "thinking very hard and running trials", the most important route Wagenborg has chosen for the time being is to cut down on fuel consumption and operate more efficiently.

**ENERGY EFFICIENCY**

Wagenborg has already attained good results with its approach. "In 1995-1996, we had transatlantic merchant vessels capable of carrying 9,000 tonnes of cargo at a speed of 15 knots, with a 5,000 kW engine. We decided then to increase the size of our ships and decrease the power output. The first R-series, built by Ferus Smit in Leer, consisted of 23,000-tonne vessels with an output of 4,500 kW. When people heard what we were planning to do, they told us we were nuts and predicted that our ships would end up on the beach in Denmark.

But those ships performed extremely well, in part because we had chosen the right bow shape and propulsion. The Egbert Wagenborg (award-winning multi-purpose vessel built in 2017; a second one is scheduled to be built, Ed.) is actually the successor to the R-series. We also took a closer look at the aerodynamics and the hull shape. It has a combined capacity of 2,999 kW for a deadweight capacity of 14,000 tonnes. Compared to the 9,000 tonnes of 20 years ago, we're already cutting carbon emissions by half."



**You can take small steps, but they must always go hand in hand with a responsible business plan**



### CLEAN SHIPPING INDEX

Growing old is inevitable. As the years pass one is expected to assume an increasing number of responsibilities, particular toward the environment. Wagenborg has led the way in fulfilling these obligations, and was one of the forest shipping companies in the world to gain ISO 9002, ISM Code and ISO 14001 certifications. Naturally, we are proud of our success in this field, but that does not mean we are complacent. For from it. We regards our achievements as merely being steps in the right direction. For us the environment is top priority, not only today but for the future – and for the generations to follow.

The Clean Shipping Index (CSI) is used to independently test the environmental performance of the different types of Wagenborg ship types. Clean Shipping Index is a Swedish independent and holistic labeling system for the environmental performance of ships, in which CO<sub>2</sub>, sulfur and nitrogen emissions, onboard chemical use and waste and water management are assessed.

With various Wagenborg ship types in the CSI database, Wagenborg has confirmation that it is taking the right steps in terms of the environment. In this way transport buyers can also select high-performance shipping companies in the field of environmental criteria.

Real-time monitoring of fuel consumption, better route planning and just-in-time arrival are other components in our increasingly efficient approach. “A captain used to set off at full throttle and check how things were going halfway and perhaps switch to a slightly lower gear. And if he arrived a day earlier than planned, he could always cruise dead slow. But if he had travelled at a constant speed, he could have saved a lot of fuel. That’s the sort of thing we’re looking at.” All Wagenborg vessels have weather systems on board to determine the fastest, cheapest and most optimal route.

### SMART SHIPPING

“We install monitoring systems on our ships so that the crew on the bridge - but also our people on shore - can check fuel consumption. We use the output as a basis for analysis: what deviates from our expectations, how can we help the crew? We’re not trying to pin the blame on them, absolutely not. We just want to look at things with them so we can figure out together how to operate more efficiently. We’re seeing the

benefits of that approach. We’re working towards smart shipping,” says Theo.

### THE BIGGEST DILEMMA

Ships are built to last 30 years, but in today’s world that raises complicated questions. Theo calls it “the biggest dilemma in shipping”. “Start designing a ship today and it will be three years before it’s commissioned. That’s 2022, plus 30 years. That takes us beyond the year 2050. The question is: how do we prepare our ships for such a long period of service? We have to think hard about interim adaptations. We gave this a lot of thought with the Egbert Wagenborg and positioned its superstructure at the front, so now we’ll be able to adapt the propulsion system in the stern without dismantling the entire superstructure first.”

### FINE-TUNING

“We’re assuming that we will be operating the existing fleet for years to come. We’re not just going to retrofit ships, take out their engines and put in something new. The technology isn’t advanced enough yet. So

we still have a lot of time to fine-tune our current fleet and figure out how to operate it even more efficiently to reduce our carbon footprint. That’s what we’re doing now with the new weather systems, routing systems and fuel monitoring systems that we’ve installed on board, and with our new approach to navigation.”

### EASYMAX2

Lower power output, greater efficiency and smart shipping have been the keys to success for Wagenborg so far, with the Egbert Wagenborg as a prime example. “The EasyMax shows how our sustainability, operational and commercial aims have converged. It’s only logical that we recently ordered a second EasyMax as we slowly prepare the Wagenborg fleet for the future,” concludes Theo. ■



*"I wanted to work closer to home and I thought a shipping company would be interesting. And it was, and very different from the companies where I'd worked before. The developers at Wagenborg work on every kind of system imaginable. It can be stressful at times, but it also makes the job more varied. I get to work on a whole range of topics that require software development: everything you can think of having to do with ships, purchasing, wages, crewing, recordkeeping, insurance – you name it. I really enjoy the variety.*

*We developers always try to please our 'users' as much as possible. I think we're pretty good at it. We've developed some really nice things together, and I'm proud of that. One point that we need to work on is how the IT people communicate with the users. It's not always easy for us to understand what someone means. In the most extreme cases – but I swear this happens – someone contacts us and says 'It's not working!' That's not very useful information. We have to keep asking questions, and more questions. The skill of communication is very important to us.*

*When I started my job at Wagenborg, I was the only woman in the IT department. And all these years later, I'm still the only woman, even though it's such a fun job, especially developing new systems. I always view it as a puzzle: you're given a problem and you have to find an elegant solution. I recommend it highly to all women.*

*Progress never stops, of course. We're working on the Dolfijn project now, which will have a huge impact on our IT. It's exciting, and we'll just have to see how it goes. I always welcome new things and everything always comes right in the end!" ■*

**IDA ECKHARDT**  
System Developer  
20 years of service



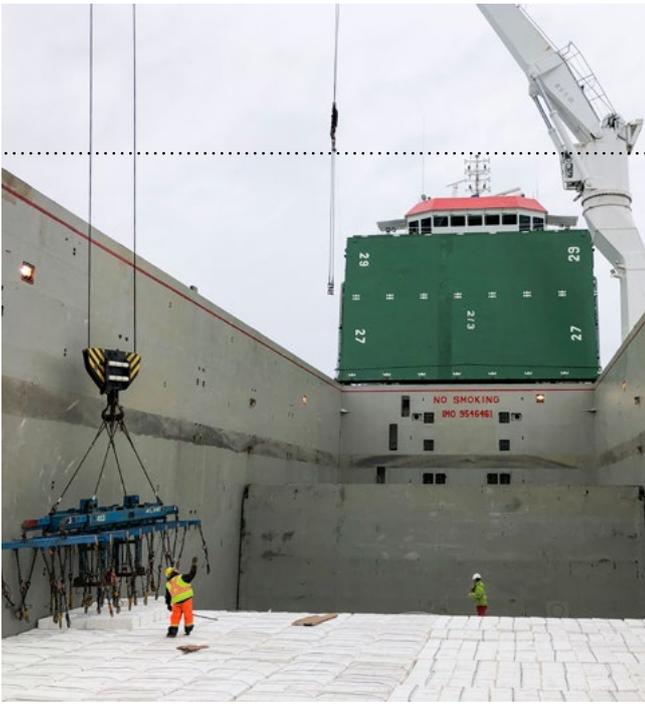
**I always view it as a puzzle: you're given a problem and you have to find an elegant solution.**

IN CONVERSATION WITH DENISHA LUBIANI (ALCOA), MARC LEBLANC (RAYONIER ADVANCED MATERIALS), HANS KROON AND MARCO RENZELLI.

## OPEN MINDSET RESULTS IN DEDICATED **PACIFIC TRADE**

**Shipping dry cargo from the US East Coast to the Far East is nothing special. What is unusual is when inbound and outbound trade turns out to be similar in terms of volume, frequency and vessel needs. And what is even more special when a shipping company succeeds in bringing two businesses together and optimises shipping logistics for both. This is the story of Wagenborg, Alcoa and Rayonier Advanced Materials.**





Wagenborg has been active in North America since the late nineties. From the office in Montreal - led by managing director Wagenborg Shipping North America Marco Renzelli - Wagenborg has claimed its position in the region. "By listening carefully to our customers and being in constant conversation with them, we have been able to establish our name here," says Marco. "We think it is important to know our customers' markets and to understand how and where they purchase their commodities. The trick is to respond to this with our fleet and bring it together in the niche in which we operate." Hans Kroon adds: "That is why we attend the pulp week in Vancouver for instance. This way we know China imports lots of cellulose. Also, I met Marc Leblanc here for the first time in 2000."

### Rayonier Advanced Materials

Marc Leblanc, Senior Manager Logistics at Rayonier, has been in contact with the shipping company since the early years of Wagenborg in North America. "Our relationship with Wagenborg goes back to the late nineties. In that period, I worked for Donahue/Tembec. Hans and I met when we bought a paper mill, including the shipping contract with Wagenborg. From that time on I've been dealing with Wagenborg: 19 years now."

Rayonier Advanced Materials is exporting about 350.000 40ft containers and 200.000 tonnes of breakbulk on an annual basis. "Our breakbulk volume is originating from our location in Matane.", continues Marc. "Back in the days, we did not have a contract-based relation with Wagenborg. We only did some spot charters to the Far East, especially during winter time. Now, about twenty years later, Wagenborg is responsible for a monthly shipping line of about 150.000 tonnes of pulp from the US East Coast to Korea and China.", states Marc.

With this volume is Wagenborg one of Rayonier's largest logistic suppliers and an important part of our logistic chain. "With financial stability, quality of service and a flexible fleet, Wagenborg has proven to handle our cargo excellent", continues Marc. "Wagenborg has always been able to offer multiple options for us. This proves once again last year when Marco presented us a great opportunity. Peering with Alcoa to the Far East would result in a win-win-win situation".





#### About Alcoa Corporation

Since the dawn of the aluminum industry, the name Alcoa has been synonymous with operational excellence and leadership in the production of Bauxite, Alumina and Aluminum products. We invented the aluminum industry in 1888 and we continue to innovate with new technologies and processes.



**We consider Wagenborg as a reliable and stable partner with high safety standards and operational excellence**



#### Alcoa

Alcoa is an American-based company in the production of Bauxite, Alumina and Aluminum products. Denisha Lubiani, Chartering and Operations Manager, tells: "In 2009 we had our first spot fixture with Wagenborg. Shortly after we closed a first COA." During some years this relation strengthened with regular shipments of anodes, alumina and petcoke. "Since we consider Wagenborg as a reliable and stable partner with high safety standards and operational excellence, we looked into this Far East trade with them. Wagenborg was able to create a safe loading plan to maximize stowage, without a contract or promise from our side!" Marco explains: "To come to a safe plan on optimizing the vessel intake my colleagues Siep Willemsen and Alfonso Guadagno did a great job by working together with the local plant in Baie Comeau. This was a crucial step in getting this deal concluded and staying competitive." "It took us a while to validate that Wagenborg indeed made a great and safe plan. This is one of the many examples of why Wagenborg is a strategic partner to Alcoa", states Denisha.

#### Partnering up

After some years of shipping for both Rayonier and Alcoa, a great similarity between both companies came clear. Marco, responsible for the Wagenborg branch office in Montreal, explains: "With a comparable shipping frequency, volume of unitized cargo and a need

for ice-classed box-shaped vessels, we got the idea to combine both trades. I reached out to Marc and Denisha with this opportunity for us all."

Early 2018 Rayonier, Alcoa and Wagenborg discussed a monthly Pacific trade between Canada and China. A transparent and cooperative attitude of all parties involved resulted in the agreement for multiple shipments a year between the US East Coast and the Far East. A major ingredient for this agreement was the trust in Wagenborg by both Alcoa and Rayonier.

#### A flexible fleet

Marc explains: "I think this three-partnership is a good match. Not only do Rayonier's and Alcoa's trade patterns position and reposition the vessels perfectly for Wagenborg, but also we gained flexibility in our production volume, since we are able to put an A-class (15.000 DWT) or T-class (21.000 DWT) in service". Denisha adds: "For us the box-shaped holds make the Wagenborg vessels perfectly suitable for carrying many of our commodities". Marco continues: "Also the Wagenborg vessels are perfect for us year-round because of their ice-class. We are now able to ship 12 months instead of 9 months before."



**The professionalism and the customer service are better than other companies.**

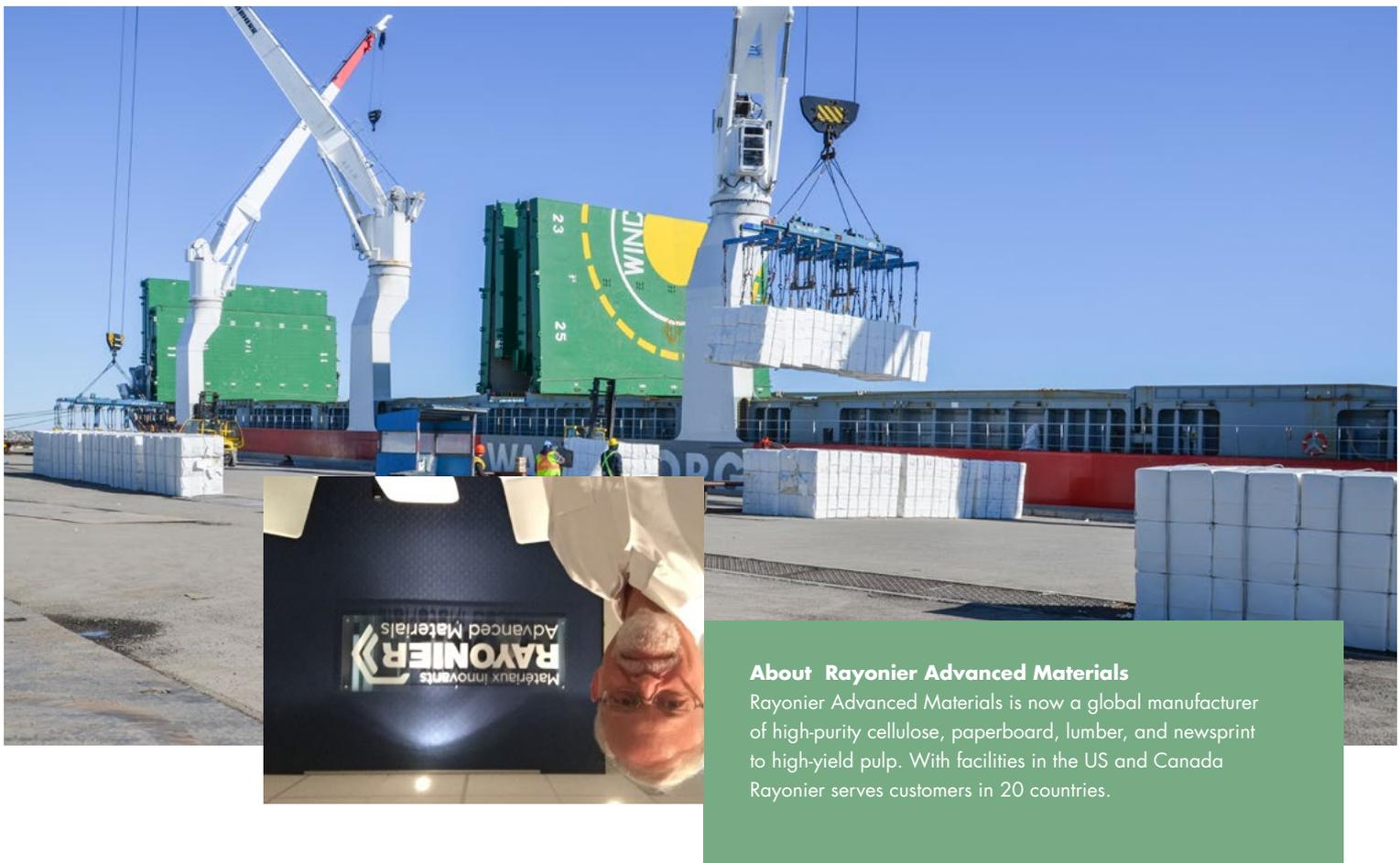
*“Talking about ice”, continues Denisha. “This partnership with Rayonier was not the first revolutionary idea from Wagenborg. In 2016 we decided to do the first north west passage from China to Canada with Wagenborg. Although this would be the first time for a European shipping company, we trusted Wagenborg and supported them to make this a success. Ever since, we try to accommodate these sailing when the time is right.”*

**Towards the future**

The future seems bright for all companies involved. However, challenges lie ahead. *“The biggest challenge is IMO 2020”, states Marc. “A lot is unknown for all of us. What will happen to freight rates? Will there be sufficient fuel? Before renewing the contract, we have to sit down with the three of us, but I am confident we will*

*create a solution.” Denisha confirms: “The upcoming fuel regulation will be challenging for everyone. We have to make sure our cargo keeps moving. So far all is going well, and I am looking forward to continuing in the future”.*

*“The biggest highlight in our relationship are the people of Wagenborg. The professionalism and the customer service are better than other companies. Not only now, but always been. Marco is a great guy and Hans has always been there for us since the beginning as a great ambassador for Wagenborg. Anyone can have a ship and manage it, but not the way Wagenborg does!”, concludes Marc. ■*



**About Rayonier Advanced Materials**

Rayonier Advanced Materials is now a global manufacturer of high-purity cellulose, paperboard, lumber, and newsprint to high-yield pulp. With facilities in the US and Canada Rayonier serves customers in 20 countries.



**Trust is something you have to earn,  
and we do**



**ANITA RUZIUS**  
Senior Chartering Broker  
18 years of service

*"I had almost finished my study programme in International Business and Languages when I saw a job opening for 'chartering broker, m/f'. I decided to call about it. During the call, Jaap Teekman told me that they had only ever hired men in that position, but that they now wanted to see whether a woman could do the job. I was up to the challenge.*

*On my first day, the manager at that time, Jan Windt, had alerted the staff that a woman would be joining them and that they had better watch their jokes and language. That lasted about a day at most, but I'm still here and I can't imagine better colleagues than mine. A chartering broker's day is unpredictable. A damaged ship, cargo that's cancelled at the last minute, storms - it's up to you to solve the problem, whatever it is. It's the unexpected nature of the work that makes it so much fun, but it can also get very hectic. That's when you really need a team that you can depend on. And to think that I once wanted to be a schoolteacher!*

*I've built special relationships with customers over time. I'll always remember a visit to a customer in Norway years ago. They had a litter of Norwegian forest cats. They wanted to give me one, but I had to get it back to the Netherlands myself. Captain-owner John Beikes (MV Priscilla) was moored in Farsund. He was willing to take the cat back to the Netherlands for me. Two days later, I went to Rotterdam to carry it off the ship. I just popped it into a bag and walked off. It's hard to imagine doing that today.*

*What I like best is when customers first come to us with a minor job and then keep coming back because they know they can rely on us. That trust is something you have to earn, and we do. A lot of the time we're just too modest. We're so flexible, and with our 180 ships, we always come up with a solution. That's something we can really be proud of." ■*

# SHIPYARD ROYAL NIESTERN SANDER DELIVERS THREE LANDING UTILITY VESSELS

Royal Niestern Sander, part of the Wagenborg Group, has delivered the first two in a series of three Landing Utility Vessels (LUV) to Dess Aquaculture Shipping in Grimstad, Norway. The Dutch shipyard signed the contract to build the three 2712LUV-type LUVs in early 2018. Yard numbers 858, 859 and 860 were developed and designed by Argos Engineering in Groningen. The craft will be deployed on the west coast of Scotland to support the salmon farms belonging to MOWI (formerly known as Harvest Scotland).

A salmon farm usually consists of a number of floating enclosures called cages. Salmon are bred for consumption in these cages, which are located in sheltered coastal areas and anchored to the seabed. The cages are usually connected to a floating feed trough. The fish feed stored there is distributed to the cages through pneumatic hoses. The new landing craft will ferry people and resources to the fish farms. The deck cranes installed on board means that the vessels can lend

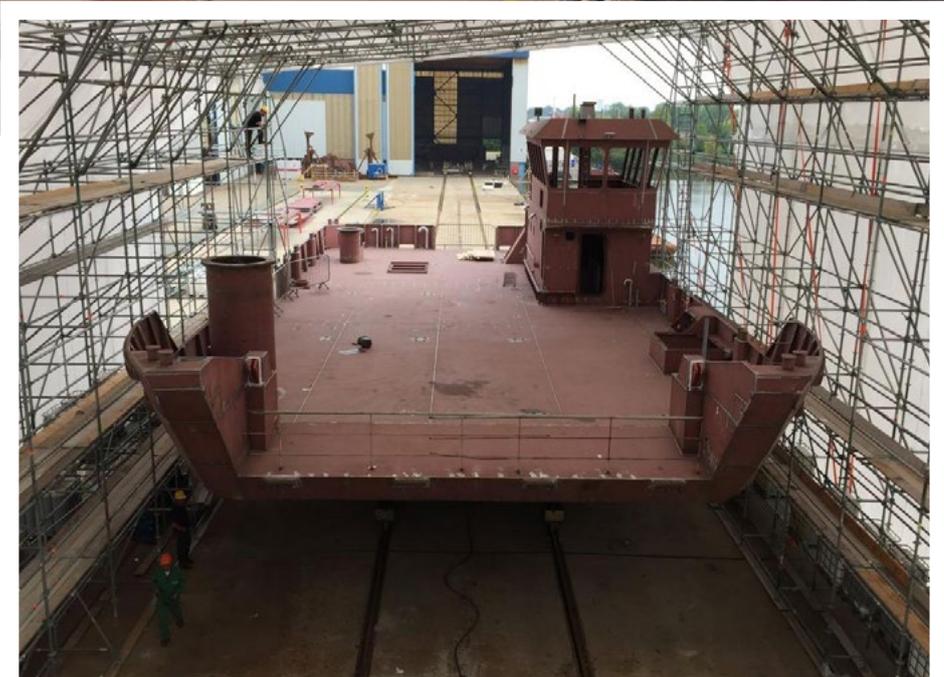
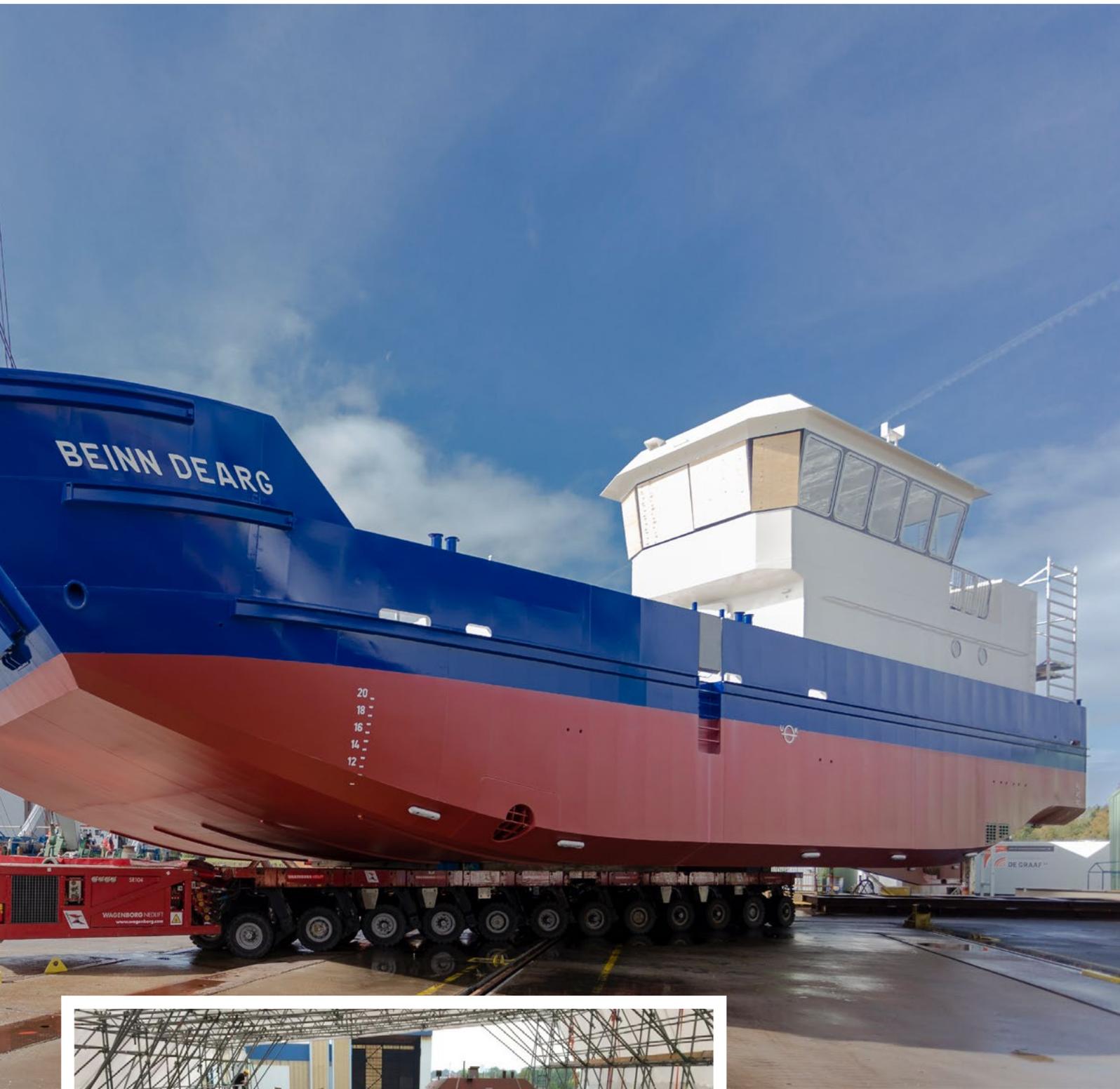
even better support to the activities there. As the site is tidal, crews sometimes load and unload rolling stock on the beach via the bow ramp.

The first of the 27-metre x 12-metre vessels, the Beinn Dearg, has already arrived at Fort William. It will be used as a service vessel and for transporting hydrogen peroxide for use in treating salmon for amoebic gill disease (AGD). The second landing craft,

the Beinn Bhreac, is due to arrive in April and will operate between Harris and Lewis and the north mainland. The third of the vessels, the Beinn Nebheis, will be fitted with the latest iteration – version six – of the Hydrolicer and new PG HydroFlow ejector pumps, which have no moving parts that can come into contact with the fish. Mowi Scotland is hoping to have the Beinn Nebheis by the beginning of August.

*“The three new LUVs ordered by Mowi Scotland*





will be hugely important to the salmon farmer's operations", says Don Macleod, Mowi Scotland's Delicing Systems and Fleet Development Manager.

"After building these three vessels, we hope that other orders will follow. The salmon industry is booming: last year a large, mature salmon yielded more than a barrel of crude oil," says Jan Doorduyn, Managing Director of Niestern Sander. ■

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# FROM THE FLEET



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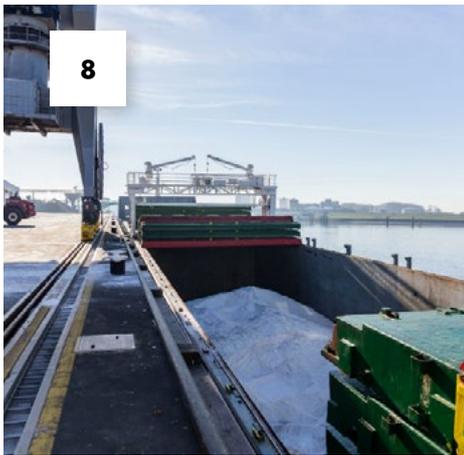




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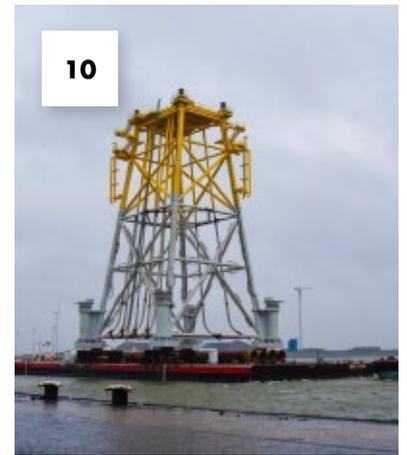
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- 1 The 'Watergeus' in her home port Delfzijl - photo: Peter de Vries
- 2 The 'Waterman' tows a hull from Szczecin to IJmuiden - photo: Tony Zech
- 3 Marietje Hester loaded with bridge components during the 44th and last voyage of the Geodis project
- 4 Beatrix discharges steel rolls in Toronto - photo: Leo de Jong
- 5 Virginiaborg loads a project cargo in Schiedam - photo: Siep Willemsen
- 6 Reggeborg at Spitsbergen - photo: Hugo Breet
- 7 Egbert Wagenborg discharges wood pulp - photo: Erik Magel
- 8 Vechtborg discharges salt in Delfzijl - photo: Guus van der Linde
- 9 Sprinter loads a project cargo for Saint Petersburg - photo: Peter de Vries
- 10 Jacket transport in Eemshaven - photo: Mariska Burema
- 11 Substation Deutsche Bucht in Eemshaven - photo: Guus van der Linde
- 12 The m.v. Sharon is sold and delivered to her new owners
- 13 The m.v. Alaskaborg loads a project cargo for Asia - photo: Albert Snijders



**Who knows, maybe I'll end up celebrating my 50<sup>th</sup> anniversary here**



**NELLIE NOORDHOF**  
Administrative Assistant  
40 years of service

*"We typed out invoices on carbon paper. Too many typing errors? Then we had to retype it. We sent stock reports by telex. And if you wanted to phone the ship, you had to go through Radio Scheveningen. So you can safely say that a few things have changed over the course of forty years. The employment office sent me along to work in the Cash department. There were five women working in the office at the time. I was given an employment contract two weeks later and I've been here ever since. That doesn't mean that I've always had the same job. For example, I've also worked in the Terminal in Visserijweg and for the Stevedoring unit at Handelskade Oost. I was also on the board of the personnel association for many years, and I'm now serving my second term as a member of the works council. I'm eager to contribute to the success of this great company.*

*I've seen and done a lot in all these years, but if there's one thing that stands out for me, it's when I christened a ship. The vessel was finished but hadn't been sold yet, and it couldn't be launched without being christened. So they asked me and the 15 other ladies who worked in the office then to christen the Fivelborg. A ship with 16 sponsors! That was very special and we had a fantastic day. Not long after, the ship was sold to Van Dam and was renamed the Leonie.*

*Let's be clear: I don't work here just to pay my mortgage. I feel a genuine affinity with the company. Who knows, maybe I'll end up celebrating my 50th anniversary here."* ■

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# REGGEBORG FIRST SHIP WITH BALLAST WATER TREATMENT SYSTEM

A CONVERSATION WITH MIKE  
SETTELS, PROJECTS & NEW BUILD  
SUPERINTENDENT

The Ballast Water Management Convention came into force in 2017 and applies to all seagoing vessels that carry ballast water. It requires these vessels to be equipped with a ballast water treatment system. The Convention has had far-reaching consequences for Wagenborg, with its fleet of around 180 vessels, as it has for many other shipping companies. We talked to Mike Settels about the process of installing a ballast water treatment system on board the Reggeborg.

The consequences of the Ballast Water Management Convention are far-reaching for many shipping companies. For example, ships must now have a certificate, an approved ballast water management plan and a ballast water record book on board. It sounds straightforward, and it's not even the biggest challenge. To make things even more complicated, the United States has its own laws and its own implementation schedule, and there are only a few systems that meet the US requirements. Only after a suitable system has been found and is available within acceptable delivery times can installation be planned.





**PLANS**

*“Internal planning is already quite a challenge,” says Mike Settels, Projects & New Build Superintendent. “I have to allow for regular maintenance and dockings scheduled by Fleet Management. And Chartering has to free up the ship for a certain period by not scheduling any cargo transport. Even if it all works out, we still have to find the right shipyard for the job.”*

**THE REGGEBORG**

MS Reggeborg was ready for its five-year survey in early 2018. *“Reggeborg was scheduled to be docked at Nauta’s shipyard in Gdynia, Poland. PND grasped that opportunity to install a ballast water treatment system. If everything went as planned, we figured it would take about two weeks. That meant we could get started on the blueprints.”*

**DOWN TO THE LAST DETAIL**

An engine room isn’t normally designed with space for a ballast water treatment system. Since the system consists of several large components connected by 300 and 350 mm pipes, it takes up quite a bit of room. *“Fortunately, I know the Reggeborg quite well from when it was built. To be honest, we designed a more spacious engine room at the time because we were already thinking ahead to the ballast water regulations. That made it easier to sketch the ballast water treatment system in an e-browser. Even so, we couldn’t do everything on paper. We*

*had to visit the ship several times to check whether the engineering was realistic. And that’s wasn’t easy: just try finding room for an electrical cabinet, two power boxes for the UV lamps, the UV reactor, filter, flow gauge, CIP unit for cleaning the UV reactor, control unit, about 15 metres of ballast water pipework, small piping, and all the fittings and mounting brackets.”*

**CLOSE COOPERATION**

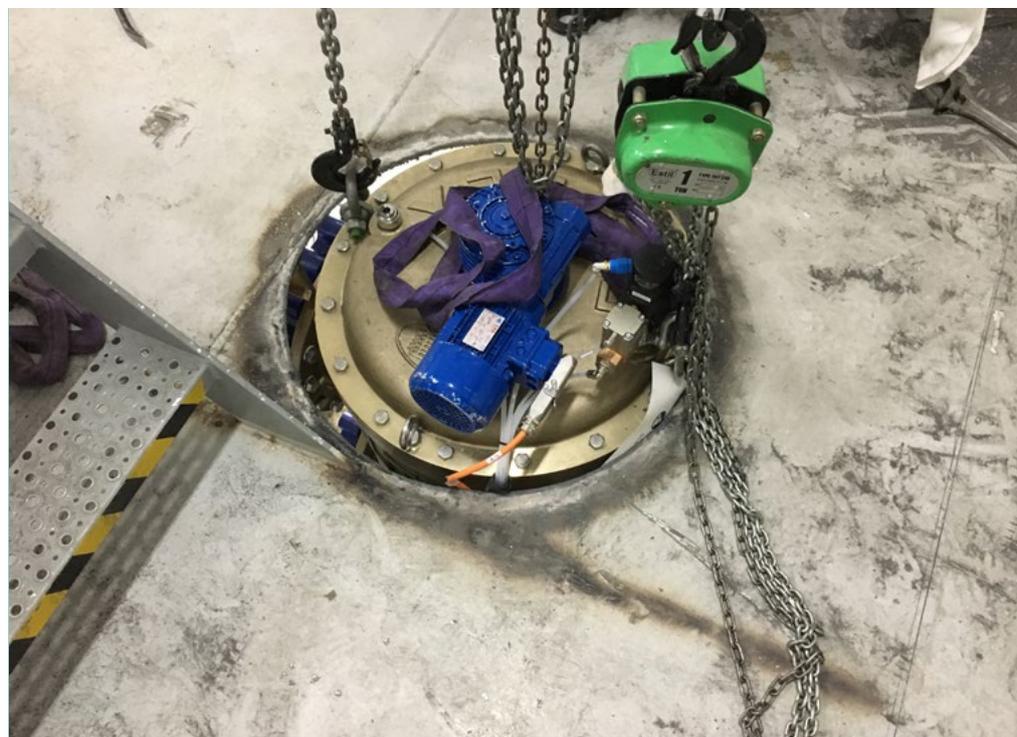
The time had finally come to put the Reggeborg into dry dock. Alongside the many dozens of people lined up to watch the docking, Mike had a team of eight people

on standby. *“Our multidisciplinary team had two weeks to install the ballast water treatment system. The team included people for piping, electrical work, small metalwork, welding, commissioning and Bureau Veritas certification. The 12-hour days made it quite a tough job. The biggest challenge, however, wasn’t the amount of time but the logistics on board. We had to get all the major components inside the ship, but because of the docking, it was already swarming with people and teeming with activity. We managed it, thanks to close cooperation between the shipyard, the subcontractors and the crew,”* says Mike.

**FOLLOW-UP**

The Reggeborg has already been re-commissioned, and Projects and New Build, of which Mike is a member, has continued working on ballast water treatment systems. For example, Marc van Dijk is working hard to develop the engineering to install the systems in the rest of the vessels in the fleet. In addition, Wieger Duursma is very much involved in studying the regulations and in selecting, purchasing, and scheduling instalment of the ballast water treatment systems. And Mike is starting to prepare for the next installation. This time the system will be installed in the Reggeborg’s sister ship, the Roerborg.

Five ships are expected to be equipped with a ballast water treatment system this year. *“Next year I expect we’ll be installing the system on about 15 ships. It will be a steep learning curve for us,”* concludes Mike. ■





**In 2012 I was promoted to chief engineer. I'm the first woman at Wagenborg to serve in that position.**



**LAURA STRAVERS-GOUTIER**  
 Chief Engineer  
 20 years of service

*"I came aboard the Markborg as a trainee in July 1997. One day we were on the North Sea when we met up with the Keizersborg. We had to turn. Just as we came alongside, the fog suddenly lifted and the sun broke through. Precisely at that moment, Flying Focus snapped a photo. This magnificent image of the two vessels was later used in nautical textbooks. The photograph is extra special for me because my second traineeship, in 1998, was on the Keizersborg. It's wonderful to have a photo of my two trainee vessels, and it's even more special because I was on board at the time.*

*After my traineeship, I got a job as a maritime officer on the Keizersborg. I was the only maritime officer on board and I worked mainly as a second officer, until I ended up in the engine room of the Mississippiborg in 2000. That's when I discovered where my future lay. I loved it. In the years thereafter I served on various ships and in 2012 I was promoted to chief engineer. I'm the first woman at Wagenborg to serve in that position. Since then, our crews have conjured up two new ship names. When I serve under Captain Sietske Vliegen, then our vessel suddenly becomes the Ladiesborg or the Femaleborg." ■*

# CABLE STORAGE IN EEMSHAVEN PARTNERSHIP WAGENBORG & HICE





1. Strategic location near North Sea
2. Open sea access
3. Deep draught of 14 m
4. Facilities for various ship types
5. + 1.000m private quay
6. Open and covered storage possibilities
7. Agency and customs

Minimising the downtime of offshore wind farms is crucial for energy companies. Having access to spare subsea cables at minimal cost and time is part of the solution. Wagenborg and HICE are joining forces in specialised quality cable storage in the port of Eemshaven.

#### **QUICK MOBILISATION**

Eemshaven has open access to the North Sea and is close to many offshore wind farms. The port is centrally located in relation to the entire North Sea (UK, Denmark, Germany, Norway and Belgium). In addition, Eemshaven is a deep-water port with a draught of 14 metres. This allows cable-laying and installation vessels unlimited access to the port, enabling fast mobilisations.

#### **QUALITY CABLE STORAGE AND TRANSHIPMENTS**

Wagenborg has modern, multipurpose terminals in Eemshaven with a total storage capacity of 100.000 m<sup>2</sup>. It offers both uncovered and covered storage

to guarantee the quality of subsea cables over many years. Our ISPS terminal and quayside services include a dedicated and private load-out quay of 1,800 m, ensuring quick and safe load-outs from vessels, our mobile or floating cranes, and self-propelled modular trailers (SPMT).

#### **EFFICIENT CABLE HANDLING**

HICE has a rental fleet of offshore installation equipment for flexible pipelines, umbilicals and power cables. Our equipment pool includes basket carousels, reel carousels, reel drive systems, reels, tensioners, chutes, under roller drive systems, turntables and other ancillary installation equipment. ■



# JOHAN DORGELO - PASSIONATE ABOUT EVERYTHING HE DOES

REGIO MANAGER AT WAGENBORG NEDLIFT

Johan Dorgelo is the Regional Manager at Wagenborg Nedlift, but that's not all: Johan is also extremely energetic and combines his job with a number of other passions. One of his greatest passions is sheep farming, which he does together with his brother. We were curious about his life and so we interviewed him.

## Profile

Name:	Johan Dorgelo
Function:	Regio manager at Wagenborg Nedlift
Age:	53
Lives in:	Schoonebeek
Personal situation:	Married to Anita, 2 children (Nicole 21, Marthijn 19)

## HOW DID YOUR CAREER AT WAGENBORG NEDLIFT GET STARTED AND WHAT HAVE YOU DONE SO FAR?

*"I started out 35 years ago as a "garage assistant". Before that I had already had three vacation jobs at what was then Kramer Transport and Crane Company, and I cleaned out Mr Kramer's stables. I soon discovered that I didn't want to work as a garage assistant forever and started a job as a forklift operator. By then Rob Wagenborg had become Kramer's managing director and after my job as a forklift operator came to an end, I was able to start working as a driver. I did that for a number of years, and then got promoted to crane operator, job planner, commercial agent, branch manager and, eventually, regional manager."*

## WHAT DO YOU LIKE MOST ABOUT YOUR CURRENT JOB?

*"The diversity. And the people. I'm a people person through and through. I love people and I really enjoy being around them. I think I've got the best job in the world."*

## WHAT DO YOU LIKE ABOUT HAVING WAGENBORG NEDLIFT AS YOUR EMPLOYER?

*"I can be myself, and that's important to me. I've had a lot of opportunities come my way, and I've grabbed them. I've been able to grow personally in this company. I'm patient, but I'm also ambitious. No one has ever put any obstacles in my way. I've had the chance to become who I am today."*

## WHAT IS YOUR LIFE LIKE OUTSIDE YOUR WORK?

*"Very busy. My brother and I run a sheep farm, and my wife Anita and I have a company that processes material for the meat-processing industry. And we're thriving. Anita takes care of the day-to-day business. I also like to work with my hands. For example, I like building things. It give me a sense of satisfaction."*

## WHAT'S YOUR GREATEST PASSION BESIDES YOUR WORK, AND CAN YOU TELL US MORE ABOUT IT?

*"The sheep farm that my brother and I run is one of my greatest passions. As the proverb says, we learned it at our mother's knee. Because we run the farm together, we can combine it with our jobs. I would venture to say that we are both passionate about our sheep farm. We raise a meat breed, Texel sheep. We have a flock of about 80 sheep, including the lambs. We have breeding programmes and go to shows. And we are really out to win. There is a national championship every other year, and it's this year. We're already plotting a year in advance about how we can anticipate the judge's preferences. Our goal is always the same: to breed our own champion. And in 2017, we succeeded. We always end up among the best, but it's seriously competitive. We are now even supplying sheep to Texel, where the breed originated. We're very proud of that!"*

## WHAT IS YOUR DAY LIKE? HOW DO YOU COMBINE IT ALL?

*"I start off my day taking care of the sheep. I take the dog outside and feed the animals first. Then I get ready and head to work. Every morning. In the evening we have dinner together and then it's family time. Afterwards, I feed the sheep again. It's not until I've finished that my evening actually begins, and no sooner. Although we have a lot on our plate, I still have enough time to settle down on the sofa in the evening. Everything is well balanced."*

## DOES WAGENBORG NEDLIFT DEAL FLEXIBLY WITH YOU?

*"Absolutely. 100%. I like to take time off during lambing time and fortunately we precisely when that will be, so it's not very hard to schedule. So we always manage. I really only need to take a block of time off twice a year, so my sheep farm combines very easily with my job". ■*

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# WE DO EVERYTHING POSSIBLE AT AGENCIES TO RELIEVE OUR CUSTOMERS OF THEIR WORRIES!

Transport and logistics have always appealed to Peter Zweepe, Wagenborg Agencies Manager. *"My mentor at school used to say to me: Peter, you're really cut out for the transport sector! I've been in the business for 15 years now. I spent a brief period in the intermodal branch, but decided five years ago to return to the shipping agency business. Ultimately, I ended up at Wagenborg. I really enjoy the variety here. The northern Dutch ports are always busy and dynamic, 24 hours a day and seven days a week."*



## IN THE PICTURE

Peter Zweepe tells me his story in an office on the first floor of the Wagenborg building in the port of Delfzijl. The view out the window is impressive and gives weight to his words.

### HOW DID WAGENBORG AGENCIES GET STARTED?

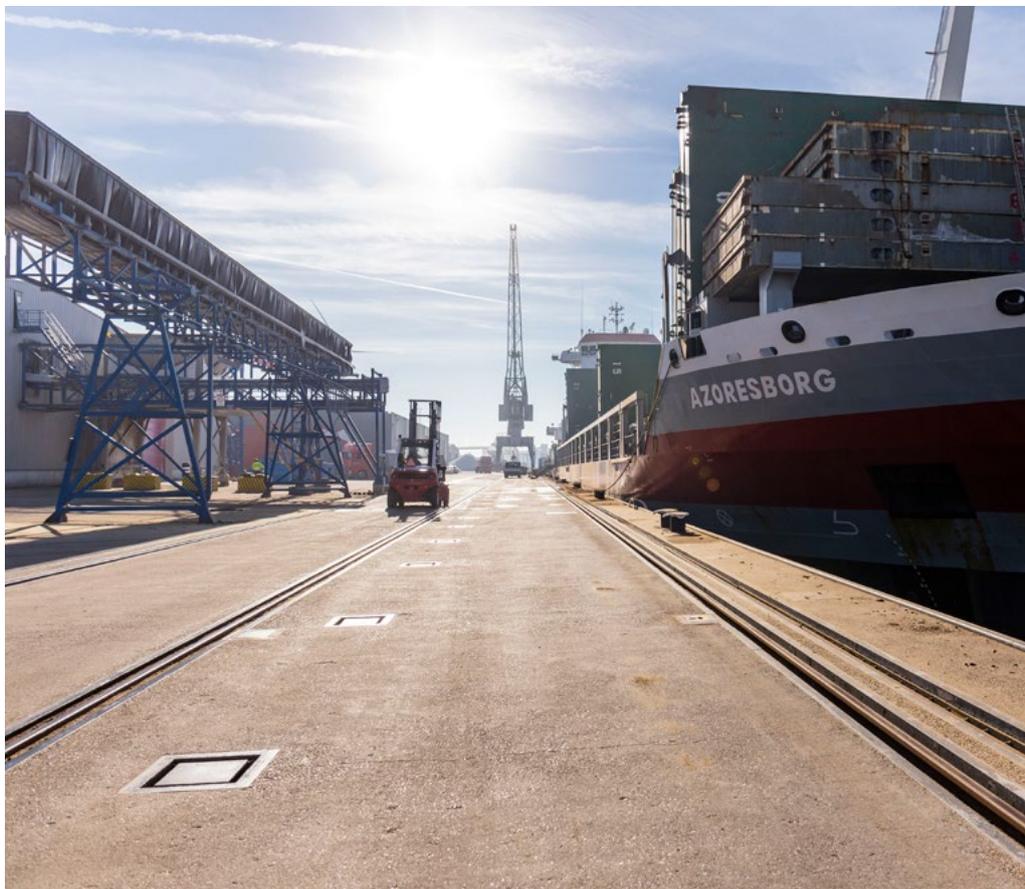
*"We used to arrange clearance and customs for our own Wagenborg fleet in Delfzijl and Eemshaven. In the 1990s, we expanded into the West region, which includes the ports of Amsterdam and Rotterdam. That gave us our own network of shipping agents in the Netherlands. However, the less our ships visited the northern ports, the more we started working for other shipping companies and markets."*

### WHAT EXACTLY DOES WAGENBORG AGENCIES DO TODAY?

*"Nowadays, we pay almost 2,000 calls a year, from Moerdijk to Den Helder and from Harlingen to Emden. But about 80% of these are in our home ports of Delfzijl and Eemshaven. We still mainly serve our own ships in Amsterdam and Rotterdam, but other shipping companies come knocking on our door as well. We've recently added Harlingen and Vlissingen to our area of operations. So it's fair to say that we offer agency services from Belgium all the way to the German border! In fact, through our foreign offices in Madrid, Pireaus and Malmö, we also regularly serve as shipping agents in the Baltic and the Mediterranean."*



**It doesn't take much for us to arrange related services for our customers, such as tugs, storage and transshipment, mobile cranes and even ship repairs. This is where we can make a difference to our customers.**



### FOR THE LAYMEN AMONG US, WHAT DOES A SHIPPING AGENT ACTUALLY DO?

*"An agent is appointed by a shipping company as its representative in port upon the arrival of one of its vessels. You can think of an agent as the link between shore and ship. The agent's job is to take care of the paperwork and other formalities when a ship enters the port. This includes clearing the ship, arranging its berth, ordering the pilots/tugboats, drawing up customs documents, arranging the formalities for the ship and its cargo with the pilot service, the port authority, customs, the forwarding agents, the consignor/shipper and the receivers, seeing that the necessary supplies and fuel are delivered, and a lot of other matters."*

### WHAT OTHER MATTERS SHOULD I IMAGINE?

*"That's a very broad category and can include just about anything. We do everything for our customers and we're eager to relieve them of their worries. Whether that means arranging crew changes, taxi rides or hotel rooms, we take care of it. We also communicate regularly with the authorities, for example in the event of damage and to arrange necessary repairs at the shipyard. The strangest request I've ever had? I had 24 hours to get 10,000 bars of hand soap to a cruise ship. And I once arranged ... for an offshore vessel. I also often have ad-hoc requests from the offshore industry in the broadest sense of the word to simply getting things done."*

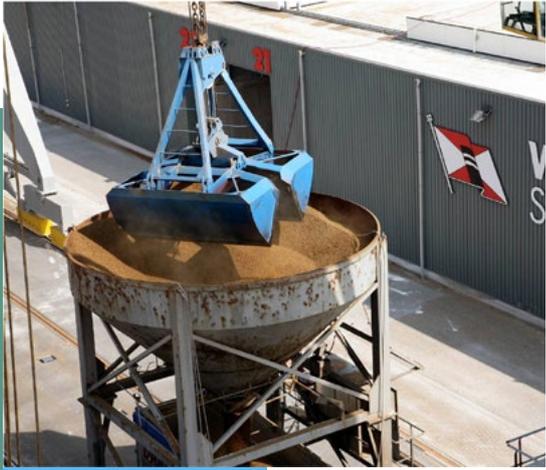
### CRUISE SHIP, OFFSHORE VESSEL: SO YOU WORK WITH ALL SORTS OF VESSELS!

*"That's right. We work in all kinds of different markets. In Eemshaven, mainly offshore and a liner service to Norway and in Delfzijl, regular merchant shipping. But we also work regularly with tankers, cruise ships and towing transports. And it's precisely that variety that makes the job so interesting. Our guys here are very motivated because they enjoy their work. It used to be common practice at Wagenborg for agents to move on to jobs such as operator or chartering broker, but nowadays that no longer goes without saying. And I understand why! No two days are the same."*





**AUTHORIZED ECONOMIC OPERATOR**  
 Wagenborg certified as "Authorized Economic Operator". The AEO certificate focuses on the safety, solvency and administration of the organization. With the AEO certificate, Wagenborg is a reliable organization for customs, partners and potential customers. As the holder of the certificate, Wagenborg has a number of advantages, such as fewer physical and documentary checks and, where appropriate, priority during customs checks. This makes our AEO status the ideal prelude to creating a green lane together with our chain partners.



**2.000**  
 PORT CALLS PER  
 ANNUM

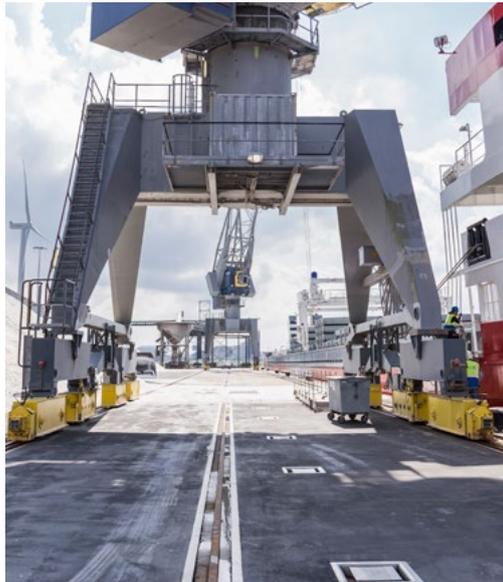
**WHAT IS AN AVERAGE WORKING DAY LIKE FOR AN AGENT?**

*"We usually start the day by dividing up the work among ourselves. We have a team of 14, and each one of us has his own set of responsibilities, for example our own terminal, port or customer. There are guys who not only work as a ship's clerk but also do project work for customers and are thus responsible for large budgets. And that's what makes the job interesting. Administrative, budgetary, financial, operational, indoor, outdoor, and so on: the combination of different activities means that there's no such thing as an average working day. And it never lets up; our work is truly a 24/7 business."*



**WHY HAVE OUR AGENCY SERVICES SEEN SO MUCH GROWTH IN RECENT YEARS?**

*"I believe that the quality and reliability of our services are beginning to bear fruit. We have invested heavily in our IT infrastructure and have undergone a major shift from paper to digital processing. That means that we can often provide faster customer assistance. Our AEO certificate also means that we're a reliable partner. It means we can make certain arrangements independently, without customs having to intervene. The fact that Wagenborg has its own terminals means that we can also offer our customers a customs warehouse. These are all nice little extras that we offer, in addition to 'standard' services such as tramp, husbandry and liner agency."*



**AND IS THIS WHAT SETS WAGENBORG AGENCIES APART FROM ITS COMPETITORS?**

*"It's a huge advantage to have a large parent company backing us. It doesn't take much for us to arrange related services for our customers, such as tugs, storage and transhipment, mobile cranes and even ship repairs. This is where we can make a difference to our customers, because a one-stop-shop is simply a lot easier for them. And I'm convinced that this is the only way we can really relieve our customers of their worries." ■*



# THE BEST PART IS GETTING THE JOB DONE AS A TEAM!

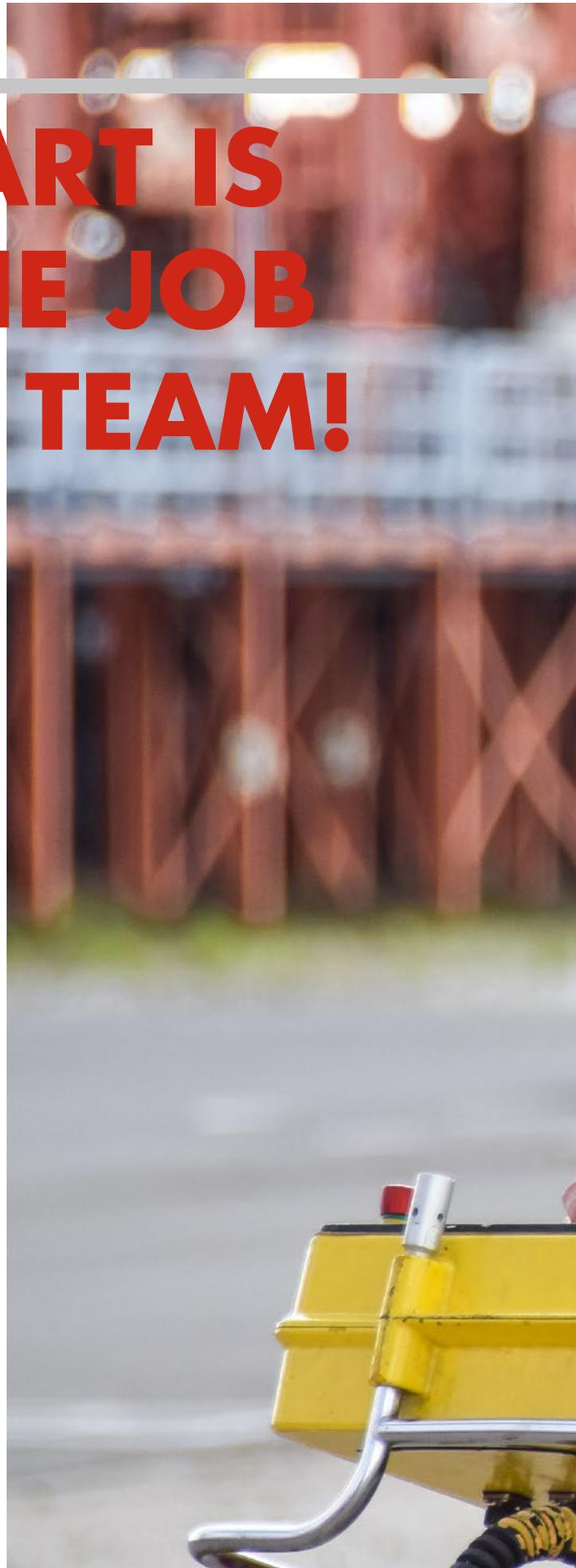
Friday morning, 12 April: We meet Victor at a truck stop in Rotterdam. He's just finished a job involving the transport of jacket foundation components using Self Propelled Modular Transporters (SPMTs) at the Waalhaven docks. As is often the case, things turned out just a little differently than planned, but that is precisely what he likes about his work. A portrait of Victor Wierda, Modular Trailer Operator Foreman at Wagenborg Nedlift.

## WHAT BROUGHT YOU TO WAGENBORG?

*"The STC (Shipping and Transport College, Ed.) in Rotterdam referred me to Wagenborg Nedlift in 2006 and I was able to start out as an apprentice driver. I was hired officially as a special transport driver in September 2007. I thought ultra-heavy transport was awesome and I was invited to train as a conventional and SPMT trailer operator at Wagenborg Nedlift. After I finished the training programme, I was assigned as the No. 2 and worked with veteran operators on all kinds of projects so that I could gain practical experience and learn the ropes. That's how I became chief operator and I was recently promoted to the position of modular trailer operator foreman. Wagenborg Nedlift has given me every opportunity to learn and grow."*

## WHAT IS YOUR WORKING DAY LIKE?

*"No two days are alike! Last week I had a number of jobs in my own back yard, the Rotterdam region. A new sustainable wastewater treatment plant is being constructed in the Maasvlakte industrial zone. We transported two giant boiler components by SPMT from the transshipment location to the construction site. I've also done all sorts of other jobs on this project, so I spent a few days there working from dawn to dusk. After that we were busy moving jacket components in a shipyard here in Rotterdam. Unusually, I was able to sleep at home this week, in Hellevoetsluis. That's rarely the case, because Wagenborg Nedlift's activities are international and so we often have to travel far from home."*







**PODIUMBRÜCKE BOCHOLT**

The City of Bocholt in Germany has undertaken an urban renewal project, the KuBAal Project, which involves connecting the various parts of the city by a new bridge, the Podiumbrücke. Wagenborg Nedlift installed this specially designed bridge, which is 47 meters in length and weighs 205 tonnes.

The team began by jacking up the bridge 1.5 m, driving SPMTs with 2 x 6 axle lines and fitted with support beams under the bridge, and then placing the bridge on the SPMTs. Once the bridged was positioned on the SPMTs, transport to the riverbank could begin. So began a splendidly choreographed dance between two 500-tonne mobile cranes on the one hand and the SPMTs on the other. The two 500-tonners held one side of the bridge in place from the opposite bank while the SPMTs shuttled in turns to move the bridge closer to and over the river. Once the bridge was well enough in place, two 400-tonne mobile cranes took over from the SPMTs and placed the bridge on the abutments with assistance from a total of four mobile cranes.

**WHAT DO YOU LIKE BEST ABOUT YOUR WORK?**

"I like the operational work "outside", working in a team and in cooperation with the client. The best part is getting the job done as a team! Things sometimes go differently than planned. I enjoy being resourceful and solving practical challenges so that we can do our work safely and efficiently."

**YOU WORKED ON THE PODIUMBRÜCKE BOCHOLT PROJECT. WHAT WAS YOUR ROLE THERE?**

"The Podiumbrücke Bocholt project involved using a combination of cranes and SPMTs to install a bridge (see box). During project execution, we saw that we could work more efficiently by repositioning the ramps and slightly altering the placement of the trailers under the bridge. We discussed our ideas with our engineers and after they reviewed everything, it turned out to be possible. Wagenborg Nedlift has short lines of communication and it's nice to see our ideas being taken on board so that we can deliver good results for our customers!"

**WHAT CHALLENGES DID YOU FACE IN THAT PROJECT AND HOW DID YOU SOLVE THEM (WITH YOUR TEAM)?**

"Besides coordinating our work with the cranes, the biggest challenge was the uneven surface. It made the SPMTs harder to manoeuvre. We tackled this by altering trailer operation slightly so that we had better control over the wheels. We discussed it with the project manager first, but with our experience and knowledge of trailers, we decide ourselves how to go about it."

*Taking responsibility and coming up with creative solutions makes the work interesting and challenging. Every job is different. Sometimes we have a lot of room to manoeuvre, and other times we only have 5 cm clearance! Other jobs involve uneven surfaces, difficult routes or coordination with cranes. "*

**WHAT DO YOU DO AT HOME AND WHAT ARE YOUR HOBBIES?**

"My big hobby is an old American car, a 1967 Chrysler 300. There are only a few of them in the Netherlands. I'm fixing it up. I can't drive it yet because the wiring in the dashboard is all over the place and it will be quite a job to get it right. I hope to be able to show off the Chrysler at an auto show sometime soon!" ■



# #WAGENBORG

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## THE NUMBER 1

The most viewed, shared, and liked picture of last months. The m.v. Vancouverborg loaded with a geladen met een series of lifeboats for the cruise ship Symphony of the Seas.



## MARITIME LOGISTICS

With the broad (Dutch) public, Wagenborg is mainly known for the ferry services to the Wadden Islands Ameland and Schiermonnikoog. However, Wagenborg is more than that.

With a fleet of approximately 250 units, including dry cargo vessels, offshore vessels, tugboats and various pontoons, Wagenborg supplies various maritime logistics services to 3,000 employees worldwide. We like to show you the diversity of our company on our social media channels.

### ARE YOU A FAN OF US?

Tag #Wagenborg in your most beautiful pictures of our ships, impressive cargoes, projects or environments. We are happy to share them on our social media channels with other Wagenborg fans. Everyone can enjoy this on the world. How nice is that!

**Of course you can also mail!** Mail: [times@wagenborg.com](mailto:times@wagenborg.com)

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