

How DAL is fighting the crisis in container shipping

Managing Director Hartmut Luehr has answers/An interview with DAL/JTE News

The global financial and economic crisis has also hit Deutsche Afrika-Linien. Just how difficult the situation is, which areas are affected and what the future holds is explained by Hartmut Luehr, Managing Director of Deutsche Afrika-Linien in an interview with DAL/JTE News.

DAL NEWS: Liner shipping worldwide is experiencing the worst depression for decades. To what extent are DAL's services affected by this?

HARTMUT LUEHR: Without exaggerating, we have to admit that this is

the worst crisis in container liner shipping's 50-year history. Unfortunately, DAL can no longer ignore the situation either and is likewise suffering from shrinking markets and high competition on the routes it covers. Closing down the SAFDAL joint venture in October 2008 coincided with the start of the first impacts of the global economic crisis.

Thus the challenges for the staff and for the management of DAL are immense. Within next to no time, a fully operating agency had to be set up in South Africa and an

effective network needed to be mobilized in Europe. DALSA in Germany was successfully restructured and constitutes the backbone of the sales and customer care activities. The line managements in Hamburg had to and have to cope with the transformation processes, i.e. the independence in the South African trade respectively the closing of the NEMO- and stabilization of the MAX-trade. Simultaneously, the steering and development of the regular operative business requires extraordinary attention. *(continued on page 12)*



The Shipping Industry has now also become a victim of the economic crisis, which seems that it will have more far reaching consequences than anticipated.

Our company has not been left unaffected. Although the downturn in the bulker market has come to a halt, we foresee no recovery in the tanker industry and for container shipping the situation is alarming.

We are particularly concerned at the results of our liner division where we have experienced substantial decreases in cargo volumes and strong pressure on freight rates. The dissolution of the SAFDAL Joint Venture has led to an additional loss in cargo, because Safmarine now market their own entitlements in Germany by themselves. But it is our Indian Ocean Islands service where we have experienced the most significant downturn.

We have taken action in both these sectors. Our new agency network in Europe and in Southern Africa is now well established to regain our market share and increase the liftings. The introduction of the MAX Service is only the first step of our measures to return to a firm economic foothold. The fall in industrial production in Europe has resulted in a very dramatic decrease in the transport volumes of liquid chemicals, the core business of Essberger Tankers.

This difficult situation has forced us to further reduce our overheads and at the same time to increase our efficiencies. The crisis, however, presents new opportunities and our formerly cautious new building policy is paying off. At present we are busy sounding out the vessel market, and if the opportunity arises, we will expand the fleet. The current market conditions seem especially favourable.

Yours sincerely
Eberhart von Rantzau

One name One task

Broere Shipping is now
John T. Essberger BV

John T. Essberger's Dordrecht office has been renamed from "Broere Shipping BV" to "John T. Essberger BV", effective as from 1 June 2009. This change is in line with the integration of JTE-Chemical Tanker Commercial and Shipmanagement operations. The purpose of the integration program is to streamline procedures and provide a more efficient and transparent organization, for the benefit of the customers and also for the company's own valued staff. JTE hopes that the change to a single corporate name will send a clear signal that Essberger Tankers is fully integrated, with the goal of remaining Europe's foremost chemical carrier. "In order to strengthen the Group as a whole it is imperative to be active under one common name" says Dr von Rantzau.



Cleaning job in the stainless steel tank of a JTE tanker. Photo Bruinsma

Focus on seafarers

Life on board our ships is the topic of the photo competition we announced in the previous edition of DAL/JTE News. Various photos of amazingly high quality have already been entered, showing vast interest on the part of the staff. The deadline for entries is 1 October 2009 and our staff a-

shore and at sea can submit their photos by e-mail to:

Svante.Domizlaff@Rantzau.de
or send them by post to
DAL/JTE News Editorial,
Palmaille 45,
D-22767 Hamburg, Germany.
The winner stands to win 500 euros.

Pirate attack

The route of the vessels deployed in our DAL/Indian Ocean Islands service passes through the waters east of Somalia, an area that is dreaded because of the pirate attacks that regularly take place here. Although the service takes a course far from the coast, container ship "DAL Madagascar" (1,700 TEU) became Deutsche Afrika-Linien's first victim of such an attack. Luckily, the incident did not entail any serious consequences. Around midday on 11 April 2009, the vessel was located 00°18.2'N, 51°44.3'E, about halfway between the coast of Somalia and the Seychelles, when two white speedboats headed out from their mothership located seven miles away and steered towards the container ship. On board each boat were four pirates in green uniforms.

Master Saly of "DAL Madagascar" increased the ship's speed to 22.8 knots, but the pirates followed in their boats, accelerating to speeds of 23.5 knots, and gradually caught up. When they had reached a position starboard aft of the vessel, they began firing at the ship with AKM guns and RPGs. Captain Saly reacted with fast manoeuvres in order to avoid being hit and finally succeeded in preventing the pirates from boarding the ship. About half an hour later the pirates gave up and headed back.

"DAL Madagascar" resumed her voyage without any major damage. Fortunately, no one on board was injured.

Kalahari gone

The container ship "Ortelius" (3,060 TEU), built in 1977 – later to become the first "DAL Kalahari" – has been sold to breakers in India for 262 US dollars per tonne. "Ortelius" was christened by Liselotte von Rantzau. The owners were Compagnie Maritime Belge and DAL, who deployed the vessel in their South Africa service (SAECS). When today's "DAL Kalahari" (4,300 TEU) was put into operation in 2005, the old "DAL Kalahari" was sold to shipowner MSC, who deployed the vessel for another four years in the India-South Africa service under the name "MSC Manu".

A "key figure" retires

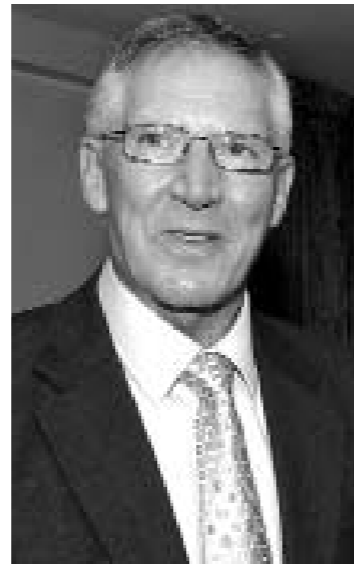
A special farewell for Rob Krootjes, MD Essberger Tankers Dordrecht

Rob Krootjes, Managing Director of Broere Shipping B.V. (now John T. Essberger Netherlands B.V.) for many years, retired on 2 July in Dordrecht/Netherlands. At his leaving party, all the members of the board from Essberger Hamburg attended, headed by Dr Eberhart and Heinrich von Rantzau.

Rob is one of the shipowning company's born and bred mariners and a man who was just as dedicated and committed to representing the interests of the company as those of his staff.

Rob joined the organization on 1 October 2000 as fleet manager of Vopak Theodora Tanker Services, as it was called then. However, his seafaring experience goes back much further.

The first company he worked for was Vinke & Co from Amsterdam, where he started his career as an apprentice/cadet. He resigned from this company as a chief offi-



Rob Krootjes says goodbye

cer already in possession of a captain's license.

He then joined the towage company Smit Fleet Services of Rotterdam as a chief officer and was

appointed captain on 17 June 1979 on the offshore fleet. He was later appointed to Smit Singapore and to Smit Offshore Contractors, the semi-submersible new building project where he served as an offshore installation manager.

Finally he was assigned ashore as head of the Nautical Department of Smit and became Operations an Account Manager of Smit Fleet Services in 1990. In the first year of the new millennium, Rob moved to Vopak Chemical Tanker Services, subsequently to Broere and finally to John T. Essberger. In his farewell speech, Dr von Rantzau said: "Rob was always a committed company man who looked after his employer's interests, but never forgot the interests of the seafarers. He was a key figure in the integration of Broere under the name John T. Essberger, because he was convinced that the whole company would benefit from this." (see page 11)

Three cheers for "Caroline"

8,400-tdw Essberger tanker launched at Turkish Eregli shipyard

Launching ceremony for John T. Essberger: At Eregli Shipyard in Turkey, chemical tanker (Marine Line coated) "Caroline Essberger" (8,400 tdw) was launched on 30 May 2009 and hauled to the fitting pier. Present at the ceremony for the

shipowning company were Newbuilding Manager Thomas David and Sight Management Team Leader Len Williams. The 123-metre-long newbuilding, fitted with 16 tanks, was let into the water on air bags, a method also known as "sausage launching".

The first sea trials are to take place in July, and the vessel will be officially christened on delivery in summer.

The vessel is named after Caroline von Rantzau, daughter of Dr Eberhart von Rantzau and his wife Patricia.



"Caroline Essberger" is a 8,400-tdw chemical tanker. Here we see her prior to launching in Turkey



Capt. Leif Hallin, Annette von Rantzau and Christian von Rantzau with his friend Bella on board "Annette Essberger"



Visitors had to wear full protection due to discharging operations taking place



Christian von Rantzau and the jury rudder engine deep inside the vessel

A very special birthday for Annette von Rantzau

Accompanied by her son Christian she visited the chemical tanker that carries her name

A special birthday wish came true for Annette von Rantzau, wife of DAL/JTE's managing owner Heinrich von Rantzau. Together with her son Christian von Rantzau and his girlfriend Bella, she

visited chemical tanker "Annette Essberger" (3,743 tdw) in DOW Chemicals' port in Stade/Elbe. She was accompanied by Fleet Manger Chemical Tankers Heide-Lore Jahnke and Capt. Leif Hallin. Since

the loading and discharging operations of highly toxic phenol had not yet been completed, the guests had to wear full protection. It was only on the aft deck that they were allowed to take off their protective

clothing. Of course the guided tour of the vessel included the bridge and the engine room where Christian von Rantzau was particularly interested in the jury rudder engine. An unusual von Rantzau birthday!

South Africa's German Honorary Consuls meet the Ambassador

"2nd Consultative Meeting of German Missions" at the von Rantzau's private estate "Weisses Haus" in Hamburg

On 18 June, in his capacity as Honorary Consul of the Republic of South Africa, Dr Eberhart von Rantzau was the host of the "2nd Consultative Meeting of German Missions with Honorary Consuls of the Republic of South Africa". The participants, headed by Ambassador S. E. Funde, met at the Weisses Haus (White House) of the von Rantzau family located on the famous street Elbchausee.

Topics at the meeting included a presentation on the post-election political developments in South Africa and a presentation of the Berlin 2009–2010 Mission's Business Plan. The honorary consuls in Germany, Dr E. von Rantzau (Hamburg), Mr V. Schütte (Bremen), Dr H. J. Huebner (North Rhine Westphalia), Prof Dr W. Scharff (Saxony & Saxony Anhalt), Dr C. E. Daun (Lower Saxony) and Mr E. H. Eymar (Schleswig-Holstein & Mecklenburg-Vorpommern) provided an overview of the work of their respective Länder offices.



Front row: Sylvia Bräckling-Stühmer, Mrs A. Kuehn (SA Embassy Berlin), HE Ambassador S. E. Funde, Consular General T. Mukuena, Dr Eberhart von Rantzau; Middle row: Mr V. Schütte (HC Bremen), Mr E. H. Eymar (HC Schleswig Holstein + Mecklenburg Vorpommern), Dr H. J. Hübner (HC North Rhine Westphalia), Mr C. E. Daun (HC Lower Saxony); Back row: Mr S. G. Gwexe (SA Embassy Berlin), Mr I. Easu (SA Consular General Munich), Mr R. Ahmed (SA Consular General Munich), Prof Dr. W. Scharff (HC Saxony + Saxony Anhalt)

The former "Wahehe" now carries the North Korean ensign

Built in 1982 in communist Germany, the multi purpose vessel was trading in West African ports and worldwide

In the transition period from conventional cargo to containerization, Deutsche Afrika-Linien ordered four Monsoon-type ships from shipyard VEB Warnowwerft Warnemünde. The fourth vessel in this series was christened "Wahehe" by Mrs Beatrice Kilchenmann in late 1982. The ship is a multi-purpose vessel 11,918 GRT in size, 158 metres long, powered by an MAN 7-cylinder engine with 9,092 HP/6,690 kW built under license in former East Germany and allowing speeds of up to 17.5 knots. The crew consisted of 34 men.

Particularly important in African ports: the Monsoon ships were geared and also fitted with a heavy-lift derrick. The ships had 642 container slots, 30 of which with a cooling connection.

The "Wahehe" was initially deployed under the Woermann funnel and sailed in the joint service to West Africa. In 1984 she was renamed "Woermann Wahehe". However, the following year the shipping company withdrew the ship from this service, repainted the funnel in



"Wahehe" in her glory days under the Woermann funnel. Her home port is now Namp'o, North Korea's biggest harbour

DAL colours, gave her the name "Tagama" and deployed the vessel in the Madagascar service and later worldwide.

In 1988/89 "Tagama" was chartered out to Hamburg-based shipowner H. Schuldt and sailed under the name "Deppe Amerika" during this time. In 1991, now renamed back to "Tagama", the crew rescued 33

men from the sunken Turkish ship MS "Marmara S" (58,758 GRT) near the Canary Islands and sailed between West Africa and Europe for shipping company Grimaldi. Finally, Greek owners took over the "Tagama", changed her name to "Matadi Bridge", before she sailed in the West Africa service for Grimaldi again, this time under the

name "Kety II". On 14 April 2009 the 27-year-old Africa veteran bid farewell to the Atlantic with unknown deployment in the future. The new owner is the state-owned shipping company of North Korea whose foreign trade relations are subject to tight restrictions. Today her new name adorns the bow: "Kuk San".



After 29 years in service, the new home port of "Tom Elba" (2,546 tdw) is now La Valetta

"Tom Elba" leaves JTE

Former "Helga Essberger" sold to Malta for bunker services

Chemical tanker "Tom Elba" (2,546 tdw) has been sold. The vessel, built in 1980 at the shipyard in Büsum was launched under the name "Helga Essberger". She was later christened by Helga Stödter, daughter of Essberger co-owner Prof. Rolf Stödter, and deployed by John T. Essberger as a coastal tanker serving exclusively in the company's traditional

trading range between the Baltic and the Mediterranean. In 1992, the ship was reregistered under Portuguese flag, now bearing the name "Tom Elba", and its new home port became Lisbon. After 29 years in service, she was handed over to her new owner Salvu Zammit & Sons Ltd., Malta, and overhauled in La Valetta. In future, she is to sail in the wine trade in the Mediterranean.

Safety above all

Training for officers and ratings concerning our Zero Accident Policy conducted by TransoceanShipmanagement Manila

In the spirit of Transocean's company policy to provide the best training for their crew members, a further "Zero Accident Seminar" was conducted at the Transocean Shipmanagement Manila office in Manila from 30 March to 3 April 2009.

18 officers and ratings from our cement fleet and 7 new entrants participated in this week-long seminar.

The seminar was conducted by the training director of Philcamsat, C/E Alfredo Haboc, and assisted by Philcamsat's instructor, Capt. Bebot Bautista.

The seminar was titled: Safe Working Practices On Board Ships and covered the following lectures:

- ▶ Introduction to safety
- ▶ Safe working environment on different types of vessels
- ▶ Deck safety operations
- ▶ Deck safety maintenance

- ▶ Engine safety operations
- ▶ Engine safety maintenance
- ▶ Safe working practice in the catering department

Capt. Josef G. Stingl attended the seminar and gave an inspirational talk, highlighting the importance of safe working practice on board ships.

He pointed out that a "Zero Accident Policy" must be everybody's concern, not only on board ships but also in day-to-day life when our crew are on vacation, with their families at home or while travelling.

After Capt. Stingl's closing speech, all the participants were awarded with a certificate of completion for having successfully participated in the "Zero Accident Training Seminar".

Reported by:
N. F. Alilio /TOSPHIL

DAL at trade fair

"Transport Logistic in Munich was a big success for us"

As in previous years, Deutsche Afrika-Linien again had its own booth at this year's Transport Logistic fair in Munich.

The exhibition is the biggest trade fair worldwide for logistics, telematics and transport, attracting around 48,000 visitors from the industry each year. Stephan Schiller from Deutsche Afrika-Linien said: "We had very inter-

esting visitors and fruitful meetings. For us, the fair was a big success."

The photo shows Stephan Schiller talking with Ralf Nagel, Bremen's Senator for Economic and Port Affairs/Legal and Constitutional Affairs, as well as Kurt Sander, Managing Director of Robert Kukla GmbH/Internationale Spedition



Big job for TOS port agency

Four harbour tugs shipped from Singapore to Rotterdam as deck cargo

The Port Agency of Transocean Shipmanagement in Singapore was again appointed by one of their loyal clients to ship three harbour tugs built in Singapore to Rotterdam.

One tug was shipped first, loaded on deck of a general cargo vessel, and the two further tugs were both shipped together with a fourth tug, likewise loaded on deck of a container vessel. The tugs then sailed from Rotterdam

to Bremen and Hamburg using their own engines.

Projects such as these mean a lot of work for our agency and especially our manager, Kelvin Ang. TOS not only arranged the usual clearance of the vessels for loading, but also coordinated the construction of the cradles which were then welded on deck of the ships, and coordinated the floating crane arrangements in accordance with the

tides and currents in Singapore waters. Furthermore, TOS coordinated the manpower involved: welders, stevedores, lashing gangs, supervisors and owner representatives.

Both shipments have safely arrived at their destinations to the complete satisfaction of our clients, and the harbour tugs are now busy assisting the ships calling at the German ports of Bremen and Hamburg.



On their way from South East Asia to Hamburg: two of the harbour tugs safely lashed on board a ship

"Aspia" on her final voyage

After 35 years of service the veteran cement carrier ended on the beach of Alang

ASPIA was built in 1974 by J. J. Sietas in Hamburg as a "dustfree" cement tanker with equipment for the pneumatic loading and unloading of cement in bulk with 4,995 GRT and 9,560 tdw, ltw 2,840t. She was built for Cement Carriers S.A., Panama, and managed by DAL. Originally with facilities for a crew of 38, (European officers and Kenyan crew), she later sailed with 22 men in total. She first traded between Mombasa and Dubai, from 1979 till 1983 in the region Tampico/Veracruz, then back to the Indian Ocean and from 1984-1986 and 1987-1988 again between American ports.

Speed problems

Later she only plied in the Indian Ocean, all in all she made 715 voyages, so she carried about 5.8 million plus tonnes, her last loading was at Langkawi for Reunion and Mayotte from where she departed for Colombo and arrived on 1 April 2009.

She was sold handed over on 23 April and the new owners brought her to Alang (having had some problems with her speed because they did not use the 2nd engine), where she was beached on 9 May 2009 after about 35 years of service!

Durban 1904 in historical images from the DAL archives

Durban 1904" is the title of a photo album in the archives at Deutsche Afrika-Linien. It was compiled by Theodor Ritter, the agent of Deutsche Ost-Afrika Linien at that time. He gave it to his daughter Ursula Ritter on 1 December 1904 at her christening. Shortly after, the Ritter family moved to Swakopmund, a town located in former German South West Africa where Theodor Ritter began working as a primary agent for Woermann-Linie.

With more than three million inhabitants, Durban is now the second biggest city in South Africa, the biggest port in Africa and the biggest container port in the southern hemisphere. Ships of Deutsche Afrika-Linien have been calling there for more than a hundred years.

Durban – or eThekweni ("Lagoon") as it is called in the Zulu language – was discovered on 25 December 1497 by the Portuguese seafarer Vasco da Gama. Rock drawings in the nearby Drakensberg mountains indicate that human settlements existed there as early as 100,000 years before Christ.

Vasco da Gama called the port Rio de Natalis (Christmas River) and later it was known as Port Natal. In 1823, the English settled in the region and renamed the city after the governor of the Cape colony, Benjamin d'Urban: Durban was born. The city's population now consists of 63% indigenous Africans, 20% Indians – the descendants of Indian farm labourers who were brought to the country around 1860 by the English – and 9% Whites. In 1904, Durban was part of the British Empire, as can be seen from the photos.



Ox transport wagon, an early version of today's trucks. Only 60 years later the container concept was introduced



In 1904, the days of the tall ships were over. Some of the square riggers assembled in the port of Durban



Durban beach. Rickshaw are the only means of transport. Sailing ships and steamers are anchored offshore waiting for a berth



Rickshaws and a streetcar in Durban's West Street. Victorian architecture shows the British heritage of the African city



In 1904 Durban was already a busy port. On this image we can see Durban Point from The Bluff



Taxi please! Two proud rickshaw men

Talking points in Germany

POLITICS:

On 27 September 2009, Germany will be going to the polling stations. The country is currently governed by a centre-left coalition comprising Christian Democrats (CDU/CSU) and Social Democrats (SPD), and headed by Chancellor Angela Merkel (CDU) and Vice-Chancellor Frank-Walter Steinmeier (SPD) who will both be competing against each other as their party's candidates for the position of Chancellor. Following the latest local elections and European elections, as well as current opinion polls, September's results could lead to a new coalition consisting of Christian Democrats and Free Democrats (FDP). The liberal FDP did very well in recent polls, whereas the SPD had to face considerable losses. A share of about ten per cent of the votes each is expected to go to the ecology party "Die Grünen" and the socialist party "Die Linke". "Die Grünen" are more popular in the "old" West German bundesländer, as opposed to "Die Linke" who, as the successor of the communist party SED, get more votes in the "new" East German states that were reunified in the German Republic after the fall of the Berlin Wall 20 years ago. According to German law, only parties that receive at least five per cent of the votes are represented in parliament.

The most important topic in German foreign policy in the last few weeks was the riots that swept across Iran due, to the allegedly manipulated election results. This puts Germany in a difficult position, because Iran and Germany maintain close friendly and economic relations. The Federal Republic is therefore interested in an open, democratic and stable Iran, but the latter's endeavour to establish itself as a nuclear power and the unconcealed threats voiced against Israel are putting a strain on the official relations.

More than 4000 German soldiers are currently deployed in Afghanistan as "peacekeeping troops" and "reconstruction helpers", although three quarters of the German population is against German military involvement at the Hindu Kush. The area of operation of the German troops, who are fighting against the funda-

mentalist Islamic Taliban militia together with their allied partners, is in the northern part of the country. The region previously counted as being particularly quiet. Lately, however, attacks on German patrols are increasing. Following the Taliban attack in June killing three German soldiers, German army leaders have announced tougher measures. So far, German troops were not allowed to attack or even persecute Taliban enemies, but only permitted to defend themselves. The reason: so as not to jeopardise the support from the local Afghan public, the Germans want to avoid collateral damage unless absolutely necessary, which is why they are doing without heavy artillery or tanks. The use of joint EU manufactured, high-performance helicopters (Eurocopter) is not possible yet, because the aircraft are still in the development stage and not enough pilots have been trained to fly them.

ECONOMY:

The German economy is very much dependent on exports and is thus currently experiencing the worst crisis since the Federal Republic was founded 50 years ago. The government has initiated a billion-euro financial aid programme to offer loans to companies hit by the recession. The loans are granted to companies that were still sound in summer 2008 or in cases where it is crucial for the economy as a whole that the enterprise survives. The latter is still a point of controversy. So far, the state has supported several major banks, but whether aid will be extended to automobile manufacturer Opel struggling as a result of the insolvency of its parent company General Motors is still unclear. No state funds will be made available to the department store group Accandor. Porsche, too, must manage on its own. The sports car manufacturer miscalculated in a planned takeover of the Volkswagen Group and now hopes for a billion-euro partnership with the oil state Qatar.

There is also immense uncertainty on the shipping industry. Owing to low cargo volumes and resulting low freight rates, many international shipowning companies can no longer break even when deploying their vessels, nor

pay for the high charter rates. German shipowners have been affected particularly badly by the catastrophic slump in the recently still booming container-ship market, which was a major contributor to the expansion of the commercial fleet, triggered by the inexpensive financing methods and cheap bank loans available in Germany. Worldwide, up to a thousand vessels are currently laid up; alone in the port of Hamburg, all the 20 long-term berths are occupied.

For the first time in German history, a bank has been condemned to paying compensation for advising its investors wrongly. This could lead to a wave of claims from people who have lost money for their old age provisions, particularly from buying certificates.

SPORT:

Football club VfL Wolfsburg, sponsored by the Volkswagen Group, won the Bundesliga (German first division). Record-breaking Bayern München came second, although the club's management fired their coach Klinsmann, former coach of the German national team, just a few matches before the end of the season. Wolfsburg's successful manager Felix Magath has now left the club and will take over Schalke 04 from the Ruhr Area in the next season, a team rich in tradition but one that has had little success lately.

Portuguese football player Cristiano Ronaldo was sold by the British club Manchester United to Real Madrid for 94 million euros (approx. 122 million US dollars). This makes it the most expensive player transfer in history of football. Ronaldo's annual income is estimated to be 10 million euros (approx. 13 million US dollars).

Following all the colourful images of the Confed Cup in South Africa and the weak performance by the South African Bafana Bafana players, experts reckon the hosting South Africa team will only play a minor role in the 2010 World Cup, though the South African spectators will definitely be almost unbeatable as far as showing enthusiasm is concerned. The German team has not qualified for next year's big event yet nor, in fact, displayed particu-

larly convincing playing skills, and it remains to be seen which players will be nominated.

Former tennis player Boris "Bum Bum" Becker (41), once the icon of German sport, only makes the headlines with his private life nowadays. His (second) wedding with Dutch model Lilly Kerksenberg (32) in the Swiss skiing resort St. Moritz on 12 June mainly received coverage in the rainbow press. Apart from football player Michael Ballack and the Hamburg-based, Ukrainian-born heavyweight world champions Vitali and Wladimir Klitschko, Germany no longer has any active sportspeople who are of importance internationally.

German swimmer Britta Steffen broke two world records within just a few days at the International Swim Meeting in Berlin: she won the 100-metre freestyle race in the preliminary heat in just 52.85 seconds, and reduced her own record in the final race to 52.56 seconds. The Peking 2008 double gold-medal winner partly attributes her success to her new adidas "Hydrofoil" bathing suit which provides additional buoyancy.

MISCELLANEOUS:

The so-called swine-flu that broke out in Mexico in late 2008, a type of influenza categorized as a pandemic by the World Health Organization, has meanwhile spread to Germany. So far, merely a few isolated cases have been reported and these victims only suffered relatively mild effects. A vaccination is expected to be introduced in autumn when the general proneness to influenza in Germany rises.

Italian customs & excise officers arrested two Japanese nationals trying to smuggle US state loans worth 96 billion dollars from Italy to Switzerland in the double wall of their suitcase. Since it is illegal to move more than 10,000 euros (13,000 US dollars) of foreign exchange from an EU country into a non-EU country if this money is not declared, the Italian state can confiscate up to 40 per cent of any cash they discover. The FBI must now determine the origins of this enormous sum – and whether it is counterfeit.

Retirement after 94 years of service

Honoured by the von Rantzau family, Renate Kühn and Marion Reimers say goodbye to the company/ They spent a lifetime of loyal service in social welfare

Big farewell for two ladies of outstanding merit of the company. On 23 June, two members of staff went into – final – retirement with a joint total of 94 years of service under their belt: Marion Reimers worked for the

company for 36 years and Renate Kühn for 58 (!) years. A joint farewell party in the spacious Gartensaal hall at Palmaille was hosted in their honour.

Ms Reimers is particularly well known amongst our pensioners,

for it is she who is always ready to assist when they are ill, need help in arranging birthday celebrations, going to the authorities, court and funerals or seeing to house clearances. Visiting serving members of staff in hospital is another one of her many duties.

Ms Reimers is a qualified children's nurse and joined the company in 1973 after having spent many years abroad. Initially she primarily looked after Elsa Essberger and after Mrs Essberger's death, Ms Reimers took on the job of social welfare officer for the company in 1977 – and is renowned amongst the employees, not only on account of her outer appearance. In an article for the in-house magazine "Flaggenpost" she once said of herself: "I have an urge to help people." Many members of staff are most grateful for the help she has given them in the last few years.

An almost unbelievable 58 years of service is the length of time Ms Kühn has been with the company. She was employed as a clerk in the Seafarers' Wages department on 1 March 1951 by

John T. Essberger personally and moved to the Purchasing department in 1978, worked at the head office reception desk at Palmaille 55 and was sure to be found wherever a "good soul" was needed. From 1982 she was responsible for organizing the invitations for the yearly Christmas pantomime for our employees' children and retired in 1993. At least officially. Only three months later she was back on duty working part-time. She resumed her work organizing the Christmas pantomime and now also makes sure the invitations to the staff Christmas party are sent out, as well as those to the summer party that takes place in the park at the shipping company's head office every two years.

Dr Eberhart von Rantzau and Heinrich von Rantzau thanked the two pensioners for their devoted commitment of so many years. Although they won't get a chance to see each other in the office very often from now on, the two ladies are close friends and have promised each other to at least look after each other in the future.



Flowers for the ladies: Renate Kühn and Marion Reimers with Heinrich and Annette von Rantzau, Philipp, Dr Eberhart, Patricia and Caroline von Rantzau

A cruise on the Weser river to honour two "young" pensioners

Reinhard Röhrbein and Friedrich Faber say good bye/An old friends remembers writes about mutual memories

Although most people's memories did not all swing back to childhood days, surprisingly enough, there were some. Klaus von Mallinckrodt and myself did actually reminisce about distant events during our schooldays in Windhoek in 1953–1954 when we lived across the road from each other. Totally amazing!

The occasion was the superb festivity arranged for and by Mr Faber and Mr Röhrbein of the DAL offices in Bremen and Bremerhaven on the occasion of their retirement on 17 April 2009. To mark the occasion, a cruise had been arranged on MV OCEANA on the river Weser.

It turned out to be a most successful event enjoyed by nearly 300 guests. Anecdotes and extraordinary work situations were joked

about, re-hashed and commented. For example, the 110 German refugees from Lobito who were caught in the midst of Angola's political uprisings and transported out by MV KARONGA in 1975 at the behest of the Federal German Government, assisted and supported by the active help and involvement of Fiedel Faber, who was the man on the spot at the time. Under the supervision of Supercargo Rüdiger Ohrner, the refugees were taken to Walvis Bay where, in likewise close co-operation between the German consular officials and Heinz Schultz' able agency team, they were taken ashore, immigrations-cleared, fed, taken care of and put on designated buses to Windhoek where the German Airforce airlifted them to Germany. As it turned out, Fiedel and Heinz were unaware of each

other's involvement and commitment at either end of the "salvage" operation, until 17 April this year, some 34 years later! In rising spirits and swell, MV OCEANA and its passengers were

greeted by MV DAL KALAHARI and DAL EAST LONDON, working adjacent to each other at Bremerhaven's Stromkaje. A memorable occasion and a rare photo motif! *Heinz Ruediger Schultz*



Mr Röhrbein presenting a cheque at the event. The money was collected for an orphanage in Namibia

Whereabouts

July 2009

Ships name	Master	First mate	Chief Engineer
Annette Essberger	Zarko Boko	Oleksandr Kozhemyako	Vyacheslav Frunze
Roland Essberger	Tomasz Bierejszyk	Michal Kruszewski	Krzysztof Barczynski
Liselotte Essberger	Andre Jasmund	Enrique Lopez	Christian Donatz
John Augustus Essberger	Stefan Grabowski	Krzysztof Osuch	Andrija Borcic
Patricia Essberger	Andre Koch	Michael Gross	Reinhard Bloedorn
Christian Essberger	Werner Wetzke	Peter Krumm	Herbert Farkas
Georg Essberger	Adelino Laranjeira	Jacek Sawicki	Leonid Volkov
Philipp Essberger	Hans-Jürgen Schmidt	Rafal Garbacz	Guilherme Bacelar
Tom Elba	Paulo Santos	Pedro Pereira	Fernando Campos
Heinrich Essberger	Antonio Petinga	Virgilio Viegas	Zbigniew Biernacki
Eberhart Essberger	Manuel Felismina	David Marinho	Jose Gomes
DAL Kalahari	Uwe Teichmann	Alexey Slavgorodsky	Manfred Ziegner
Sanaga	Hua Tong Chen	Yu Gang Ying	Jing Yuan Wang
Selinda	Ai Zhong Su	Li Bin Cao	Kun Zhao
Swakop	An Xi Zhang	Jun Song	Chang Bao Hu
Pelita Andalas	Yudo Wiropati	Sugih Santoso	Agus Saleh
Dalia	Lorymer Hamoy	Win Thein	Alejandro Tejares
Elbia	Eduardo Anin	Yuriy Poglod	Joseph Hansen
Floria	Sergiy Demchenko	Jose Subradil	Danilo Jose
Invicta	Neil Brown	Ireneo Ruedas	Sergiy Panna
Koralia	Oleg Abramov	Antonio Baco	Carlito Mariano
Valbella	Domni Lindo Sajo	Danilo Pacana Bacalla	Merwoto Dony
Dutch Mate	K. Pieters	A. W. J. Konijn	J. de Jongl
Dutch Navigator	A. C. J. Nagel	H. J. van den Elst	H. Berg
Jacobus Broere	A. R. Buren	A. van der Knijff	O. Kooistra
Bastiaan Broere	A. J. A. Linthorst	E. H. J. van der Weijde	M. Bosma
Dutch Spirit	M. W. Kotiso	J. G. de Waal	D. E. Jannink
Dutch Faith	H. F. Meulenberg	H. M. Telman	A. H. Klein
Dutch Aquamarine	N. van den Belt	L. A. van der Net	J. M. Laurey
Dutch Emerald	J. Buisman	R. Oenema	R. S. Tichelaar
Dutch Engineer	T. Keizer	G. P. van Dijk	T. F. Oskam
Dutch Mariner	C. Lodder	S. R. Schreuder	A. H. Boon
Dutch Progress	M. Pietersma	M. K. Gbegan	S. C. Kluijfhout
Dutch Pilot	J. van der Form		S. van der Pol
Ardea	G. J. Wijnands	J. de Koster	S. H. Steenbergen
Alcedo	A. Kamphuis	N. N. P. Burger	Q. H. M. Warmenhoven

Personeelsmutaties, Dordrecht

Indienst

01.04.09 Robbie Stroo
Stagiair Zeevaart
01.04.09 Alice Willamme
3e Stuurman/Aspirant
01.05.09 Erik van der Sman
2e Werktuigkundige
07.05.09 Jeffrey Vermeulen
Stagiair Rederijadministratie
15.05.09 Pals Wagenaar
2e Werktuigkundige

21.05.09 Joost Tolner
Stagiair Zeevaart
01.06.09 Sjoerd de Blauw
Stagiair Zeevaart

Uitdienst

06.04.09 Aleksandr Sazin
Aspirant
01.05.09 Przemyslaw Sankowski
3e Werktuigkundige
30.05.09 Jeroen Weyn
2e Stuurman

Promotie

01.04.09 Chris de Boer van
2e Stuurman tot 1e Stuurman
15.04.09 Dane Joustra van
3e Werktuigkundige tot
2e Werktuigkundige

Gehuwd

24.04.09
Ernstjan van der Weijde &
Rebekka van Nuland

Jubileum

27.03.09 Joao Gomes Tavares
Matroos 12,5 jaar
22.05.09 Jan ten Wolde
Kapitein 25 jaar

Bij deze wil ik alle mensen
hartelijk bedanken die ons een
onvergetelijke dag hebben
bezorgd tijdens mijn 25-jarig
jubileumfeest.

Farewell party

Guests from Hamburg and Dordrecht honour R. Krootjes

Headed by Dr Eberhart von Rantzau, about 150 guests visited that farewell party held for Ron Krootjes, Managing Director of what is now Essberger Tankers.

In his speech, Dr von Rantzau pointed out: In the difficult times during the period of transition

from Broere Shipping to J. T. Essberger Rob proved to be a man of conciliation.

To further unite Hamburg and Dordrecht under the label Essberger Tankers is the only way we can continue to exist on the market. Rob understood, we thank him for that.



Dr Eberhart and Patricia von Rantzau, Rob Krootjes and a silver cup to remember



Colleagues say goodbye: Capt B N Hennepf, Capt T Keizer, Capt N M Bruinsma, Mrs S J C Jongeneel, Mrs P von Rantzau, Capt Q A Hoogland (retired), Mr R E W Krootjes, Dr E von Rantzau, Mr J C Putter, Mr H Berg, Chief Engineer and Capt J Mulder (from left to right)

Aus der Reederei-Familie, Hamburg

Jubiläen

40 Jahre

Herr Herbert Farkas
1. Ingenieur
28.04.2009

10 Jahre

Frau Silke Rettinger
DAL – IO-Trade
01.08.2009
Frau Anne Tautorat
JTE – Chemical Tankers
01.08.2009

Besondere Geburtstage

90 Jahre

Frau Elisabeth Lüders
19.09.2009
Frau Anne Mayr
23.09.2009

85 Jahre

Herr Ludwig Nöll
11.08.2009

Frau Elfriede Frontzeck
15.09.2009

Herr Karl-Heinz v. Eitzen
12.10.2009

80 Jahre

Herr Werner Dohrmann
23.08.2009

Herr Karl-Heinz Buck
01.10.2009

75 Jahre

Herr Jürgen Warnecke
13.08.2009

Frau Elfriede Krage
26.08.2009

Herr Hans-Joachim Trappe
26.08.2009

Herr Peter Sommerhoff
20.09.2009

Herr Juan Cortizo-Chapela
27.10.2009

70 Jahre

Herr Iko Eiben
16.08.2009

Herr Dieter Schoon
21.09.2009

Herr Jörg-Peter Schulz
04.10.2009

65 Jahre

Frau Heinke Hofer
21.08.2009

Herr Hans-Hermann Hansen
25.08.2009

Herr Hardy Fischer
19.09.2009

60 Jahre

Herr Xu Mei Kang
1. Ingenieur
12.08.2009

Herr Uwe Teichmann
Kapitän
20.10.2009

50 Jahre

Herr David Cutshaw
JTE – Shipmanagement
10.10.2009

Bestandene Lehrabschlussprüfungen

Herr Christopher Henschel
– IFU

Neue Mitarbeiter an Land

Frau Jeanette Schmid
DSA Frankfurt
Herr Lenord Williams
JTE – Shipmanagement

Wir gedenken

Frau Ilse Zeug
(88 Jahre) 29.03.2009
Frau Helene Plessow
(80 Jahre) 29.04.2009

“We will remain competitive in order to be a strong player”

Hartmut Luehr, Managing Director of Deutsche Afrika-Linien, finds ways to tackle the crisis now evident in the Africa trade

(continued from page 1)

DAL NEWS: What measures have been taken to offset the losses?

HARTMUT LUEHR: To tackle the negative effects of the economic crisis, a whole range of measures was developed and initiated at the same time, for example cost-saving potentials were pinpointed in the operative business and personnel sector. All supplier contracts are being checked and renegotiated, charter rates adjusted in line with the developments and capacities, if and as quickly as possible. Moreover, the strengths and weaknesses of our sales agencies are being critically analyzed with the aim of taking measures to increase our volume and market share on these routes. There are areas where we can sell our strengths more “aggressively” in the positive sense.

DAL NEWS: In what way can the newly founded agency in South Africa contribute to this? What success has it had so far?

HARTMUT LUEHR: DAL Agency PTY in South Africa is already making a considerable contribution despite the fact that we started up our own business in the middle of the last reefer negotiating period. We want to become more successful in this sector. With support from Hamburg, the tobacco, tea

and sugar exports are also being tackled successfully in northbound traffic.

DAL NEWS: What are the areas that still need to be improved?

HARTMUT LUEHR: On the whole, we have to transform our customers’ goodwill towards DAL into bookings by making concentrated sales efforts. We have to “take it personally” if the ships are not fully-booked when they sail. This also concerns our agents in Europe who we need to continue to train and motivate accordingly.

DAL NEWS: What types of cargo are affected most? Are there any alternatives? What is the situation on the reefer market? What about the automobile industry?

HARTMUT LUEHR: Specialists expect the southbound South African market will decrease by approx. 15% in 2009 compared to 2008. The automobile and supplier market as well as the chemicals industry are the key forces in this respect. As a result of rising reefer volumes, northbound will probably not be affected quite so dramatically. On the Indian Ocean islands, there are substantial falls in volume due to local consumer behaviour. In addition, our service via Djibouti, which is running very well, competes with a direct service.



Hartmut Luehr has been head of Deutsche Afrika-Linien since 2009

DAL NEWS: Can you sense the upcoming World Cup in South Africa yet?

HARTMUT LUEHR: So far, you hardly notice the upcoming World Cup. As far as business goes, realistically one cannot expect any directly related effects. The country as such will be in focus, globally, and will definitely benefit from this.

DAL NEWS: What is the atmosphere like in South Africa in general, especially since the recent elections?

HARTMUT LUEHR: The elections in South Africa in May 2009 turned out as expected, which is why the mood in the country is unchanged. There is stability and foreign investment is on the rise again.

DAL NEWS: When do you expect stabilization will set in and thus a recovery in trade with South Africa? Does traffic to South Africa play a special role in shipping or is it highly dependent on the economic development of the main industrial nations?

HARTMUT LUEHR: The Europe-South Africa range is relatively

small compared to the much larger volume in east-west traffic, but for DAL it is one of its key competencies. We aim at marketing our strengths in this field even better and more efficiently.

Nevertheless, the importance of other routes from and to southern Africa, and also the continent as a whole, will grow. Primarily, this will include Asia, India and Latin America.

Consequently, be it in the long or short term, container traffic will also profit and we will not only be prepared but also benefit from this.

However, Africa cannot ignore the global crisis and is suffering just as much as the rest of the world. The same applies to the destinations in the Indian Ocean. When and to what extent economic recovery will set in cannot be predicted reliably yet, but it is important to remain competitive in order to be a strong player and part of it when it does come. As a single company we cannot influence the market, but we have to keep the costs as low as viably possible.



“DAL Kalahari” (4,300 TEU) is the backbone of DAL’s Southern Africa container trade