

Interview:  
Yiannis Sykas

Country profile:  
Hong Kong

BSM re-enters the  
passenger services sector

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## Editorial Team

**Norbert Aschmann** – Managing Editor  
**Robin Thuillier** – Editor  
**Anna Sakkalli** – Deputy Editor

**Front Cover Image:** ‘Sunset on the anchorage on the way to Tanjung Pelepas’ by Andrey Shcheglov, 2nd Engineer

Ideas for stories or features? Contact us at:  
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# Welcome

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On behalf of the editorial team, I would once again extend a warm welcome to the latest edition of BSM Highlights which I trust our colleagues, customers and business partners will find interesting and informative.

The feature article in this edition is an interview with Yiannis Sykas, Director of Product Development and Strategy, outlining the focus placed on the development of new products and services that continue to enhance BSM customers' ability to build value, improve efficiency and manage risk.

This theme is further developed through articles covering the recent launch of the first Service Operation Vessel (SOV) ordered by Bernhard Schulte Offshore; MariApps Marine Solutions developed software that provides customers with ready access to a wide range of information related to the effective management of their ships; and the opening of new Full Mission Bridge and Engine Room simulators at the BSM Maritime Training Centre in Limassol, Cyprus.

Capturing innovative thinking was the objective of an initiative launched last year across the Schulte Group, and we are pleased to present the ideas submitted by the 'Innov8 2015' winners which are now being taken forward to further enhance onboard training, seafarer mobility and the provision of vessel information to port agencies.

The country profile in this edition highlights one of the world's key maritime centres, Hong Kong, and the activities undertaken by our regional Ship Management Centre under the leadership of Managing Director, Capt Firoze Mirza.

We are also pleased to profile the activities of one of our key partners, Interlink Maritime, who have trusted BSM Hong Kong and our project-focused business, Schulte Marine Concept, to support the development, building and management of their fleet of ultra-flexible, 'ECO series' bulk carriers.

The seafarer focus in this edition features an interview with Odessa-born Gerasin Mykola who describes his experiences over a 16-year career to date with BSM, and the key qualities required to be an effective Master.

The striking front cover image was taken by another of our seafarers, Andrey Shcheglov, and was the winning entry in a recent BSM photography competition. The inspiration behind Andrey's picture, together with the 2nd and 3rd prize entries, is covered in a feature article.

In conclusion, I would again draw your attention to the 'One BSM' section where we share news of the activities our teams are involved in around the world to support charities and the local communities in which they work.

In this edition we proudly highlight the achievement of six Bernhard Schulte and Bernhard Schulte Shipmanagement teams that took part in the Lake District 24 Peaks Challenge to raise money for the Seafarers UK charity, and a BSM Singapore hosted event, 'Hair for Hope', that raised money to support the work of the Children's Cancer Foundation.

We hope that you enjoy reading Highlights and welcome your feedback & comments.

**Robin Thuillier**

Director – Marketing and Business Development

# Interview

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# Yiannis Sykas

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**A**s Director of Product Development and Strategy, with an extensive background in electrical engineering, strategy and finance, Yiannis Sykas plays a key role in driving BSM's quest to develop innovative new products and services to further enhance the Company's capabilities and support business growth.

But as he puts it himself, the motive is not only about profit, "it is something beyond that. Our drive is to deliver an exceptional result for our customers and our customers' customer. I want our customers to be delighted and I want to keep our individual product teams happy because when it comes to the service industry, the strongest asset we have is our human capital.

"And then of course if those two elements are aligned, we will increase our profitability in a sustainable manner. That's how I see it. So for me, profit is not the main motive, it's a consequence of everything else."

An admirable mantra and when you consider how important it is to have a vibrant suite of Value Added

Services (VAS) to meet customer needs, including Commercial Management, Seafarer & Corporate Travel, Hospitality Services and Port Agency & Bunkering Services to name but a few, then you can see why people and innovation are at the heart of what Yiannis and his teams achieve.

"Our strategy is to continue upgrading and expanding our suite of maritime solutions and be able to provide all that is needed to meet the dynamic requirements of our customers. Through the application of knowledge, experience and innovation, our commitment to every business partner is to enable them to achieve their objectives and sustain and grow their businesses."

## **Are you looking at new services all the time?**

According to Yiannis, continued development of new market-focused services is always on the agenda. "We recently introduced two new services to support customers who wish to lay-up ships in these tough market conditions, as well as the environmentally and

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**“** *Our strategy is to continue upgrading and expanding our suite of maritime solutions and be able to provide all that is needed to meet the dynamic requirements of our customers* **”**

socially responsible recycling of their vessels.” As he stressed, the introduction of Lay-up Services and Green Recycling illustrate very clearly that BSM has its finger on the pulse when it comes to meeting the evolving needs of its global customer base.

Lay-up Services have been designed to support customers where continued operation of the vessel is deemed uneconomical. BSM will advise the owner of the best options for lay-up and the appropriate

an audit of the yard and ensuring that a safe working environment is maintained throughout.

“We are currently working on a number of projects in the areas of Hull Cleaning and Underwater Surveying, Marine Supply and Logistics as well as Oil & Gas and Maritime start-ups. We are also looking at expanding into new areas that we haven’t fully explored before, such as new joint ventures, new alliances and partnerships with maritime universities,” he said.

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“*In this ever-changing shipping landscape, the mission of the business units that I look after, and the mission of BSM as a whole, is to enhance our partners’ ability to build value, manage risk and improve performance*”

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procedures that need to be followed for different types of lay-up, whether warm or cold. The objective is to ensure that the vessel remains secure and well preserved during the idle period whilst reducing ship owners’ costs.

BSM’s Ship Management Centres manage the lay-up process, performing duties such as location selection, declaration for shareholders, ship inspections and on-board watches.

The Green Recycling service supports customers with the responsible demolition of their assets. Fully complying with the IMO’s Hong Kong International Convention for the Safe and Environmentally Sound Recycling of Ships, the service is provided by BSM’s project focused business, Schulte Marine Concept.

BSM can carry out recycling management and supervision in any shipyard with the correct and compliant resources for dismantling a vessel. During the process, Schulte Marine Concept’s class-approved experts will also apply their expertise by performing

#### **But how are demands from the market changing?**

“During the past three years we have seen a significant change in the shipping markets. Banks have collapsed, the shipping industry especially containerships and bulkers are experiencing tough times and the oil price has reached record low levels.

“The message I relay to my teams is that we should expect the unexpected. We should rise to the occasion and always try to be the best service provider there is. We need to be agile, flexible and ready to adjust to new situations because for us the biggest growth multiplier, or sustainability factor, is to be able to innovate, change and always be one step ahead of our customers’ requirements,” he said.

“In this ever-changing shipping landscape, the mission of the business units that I look after, and the mission of BSM as a whole, is to enhance our partners’ ability to build value, manage risk and improve performance,” he concluded.

# Innov8 2015

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## winners announced

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*Prayas Joshi receiving his certificate from Bob Maxwell, Managing Director - BSM Singapore and Robin Thuillier, BSM Marketing and Business Development Director.*

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A well thought-out suggestion to support the emphasis on safety onboard BSM managed ships and a clever idea to avoid seafarers having to carry their passports when going ashore, were among the winners of the inaugural Innov8 initiative.

Innov8 2015 was launched to capture innovative thinking across the Schulte Group and focused on a number of areas: Safety and Environmental Protection; Engineering and Nautical Operations; Machinery, Equipment and Structural Design; Processes and Information Technology; Communication; Working Conditions; Training; Energy Efficiency; Income Generation and Cost Saving.

And the response was strong across the Group with excellent ideas submitted from BSM and Bernhard Schulte shore-based personnel as well as sea-going employees.

Each idea was evaluated for its impact; originality and presentation; cost benefit and improvement in operation, and implementation timeframe.

First Prize was won by Prayas Joshi, Third Officer on the *Ore Hebei*, for his excellent idea to develop ship specific training videos and presentations of all Life Saving Appliances and Fire Fighting Appliances referenced in the SOLAS training manual. The primary objectives of this proposal

and example video submitted by Prayas are to further improve safety standards and engage seafarers with training on board. The BSM Loss Prevention, Safety and Quality (LPSQ) function are now taking forward Prayas' suggestion.

Capt Artur Olbromski from the *Donata Schulte* won the Second Prize for his idea to introduce BSM employee photographic ID cards which would avoid seafarers having to carry their passports when going ashore. Whilst recognised that this card will not always be accepted as an official form of identification, factors such as employee identity and emergency contact details are obvious benefits. Implementation of Capt Olbromski's proposal is being further explored by the BSM HR Marine function.

Third Prize was awarded to Prakhar Singh Chandel, Fleet Manager Energy Optimisation, based in BSM India. His idea was to create a report that can be extracted from the PAL suite of shipmanagement software applications which includes all of the vessel particulars, so that this information can be submitted to port agents. At present, vessel particulars are kept in Microsoft Word or Excel documents. This suggestion is being progressed by the MariApps Marine Solutions business unit.

# Latest news

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## Bernhard Schulte opens new

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## Representative Office and Training

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## Centre in Ghana

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6 | **B**ernhard Schulte (BS) has opened a Representative Office and Training Centre within the Regional Maritime University (RMU) in Tema, Ghana.

The Company was represented at the opening event by Mr Felix Leggewie, Chief Operating Officer; Mrs Eva Rodriguez, Manager HR Marine Strategies and Mr Stewart Bankier, Personnel Development Officer.

A formal ceremony took place with a parade, speeches and ribbon-cutting in the presence of the RMU Vice Chancellor, Professor Elvis Nyarko, University and Port Officials, local marine industry professionals and local media representatives.

The opening of this office marks the completion of a successful testing period with Ghanaian cadets and the start of an intensive ramping up of this new seafarer resource in the BS Fleet.

Since 2011, Bernhard Schulte has taken 82 graduates from the RMU University as cadets. Of the 26 cadets taken on between 2011-2013, 20 have already become officers confirming BS's confidence in the RMU education system and the quality of the cadets coming into the programme.

The Tema office will be managed by Capt Joshua Addo who will support with the employment of



*Mr. Felix Leggewie, BS Chief Operating Officer and Prof. Elvis Nyarko, RMU Vice Chancellor*

Ghanaian seafarers on BS vessels, including local administration and processing matters.

The Ghanaian cadets will also have on-site access to various Schulte Group specific training programmes, including the PAL suite of shipmanagement software applications, in preparation for their first transits.

# Carl Schulte containership

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## outperforms existing

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## environmental standards

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A state-of-the-art containership designed by the Schulte Group to meet the most stringent international environmental standards is already outperforming in terms of design and performance, attracting positive attention in the industry.

The 5,400 TEU *Carl Schulte*, along with its two sister vessels *Christa Schulte* and *Clemens Schulte*, has many environmental features as standard. Owned by Bernhard Schulte and managed by BSM, she has succeeded in pushing the boundaries in terms of hull design and the fitting of one of the most efficient engines on the market.

Sophisticated software has been installed to optimise voyage planning and to measure CO<sub>2</sub>, SO<sub>x</sub> and NO<sub>x</sub> emissions. All sister vessels have a state-of-the-art ballast water treatment plant fitted. Bernhard Schulte also worked with DNV GL to ensure its vision and aspirations were fully met, which resulted in the vessels being fitted with a class-approved emergency response system to deal with any untoward environmental incidents. Subsequently, DNV GL has issued a Green Passport to all sister vessels.

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## Latest News

According to Prakhar Singh Chandel, Fleet Manager - Energy Optimisation for BSM, construction and operation of such a vessel is fully aligned with the Group's commitment to preserving and respecting the environment in all its activities.

"We have installed new hardware and software solutions, carried out intensive crew training and introduced new environmental processes and procedures to ensure that the highest environmental standards are maintained at all times," he said.

So impressive is *Carl Schulte's* operating results that it is currently performing in the top 2% of containerships of its size and type. The vessel has been graded by RightShip, the maritime vessel vetting specialist, as A+ on the Greenhouse Gas (GHG) Emissions scale, and has been given a five-star Environmental Score rating, placing the ship in the top 20 vessels out of 76,000 ships graded by RightShip.

As a result, the *Carl Schulte* attracts significant discounts from ports which place environmental protection at the centre of everything they do. Recently she established an environmental first by consecutively visiting two of these ground breaking ports, Port Metro Vancouver and Prince Rupert Port

Authority – and in so doing attracted significant economic benefits.

Port Metro Vancouver's EcoAction programme recognises and rewards vessels that go beyond pre-set requirements to reduce their air emissions, offering a discount of up to 47% in harbour dues.

Vessels are eligible for reduced fees if they use alternative fuels and technologies; shore power; or have obtained acceptable scores in third party environmental programmes such as the RightShip Environmental Score, Environmental Ship Index, Clean Shipping Index, Green Marine, Green Award or ship classification societies.

Prince Rupert Port Authority's (PRPA) Green Wave Program recognises and rewards vessels that have a lower environmental footprint, offering three levels of discounted harbour dues based on the environmental performance of the vessel.

Vessels are rewarded for using lower than required sulphur fuel, or through a suite of environmental arrangements including the Green Marine Programme, RightShip's Greenhouse Gas (GHG) Emissions Rating and Environmental Score, Green Award certification, EEDI (Energy Efficiency Design Index) and the Clean Shipping Index.

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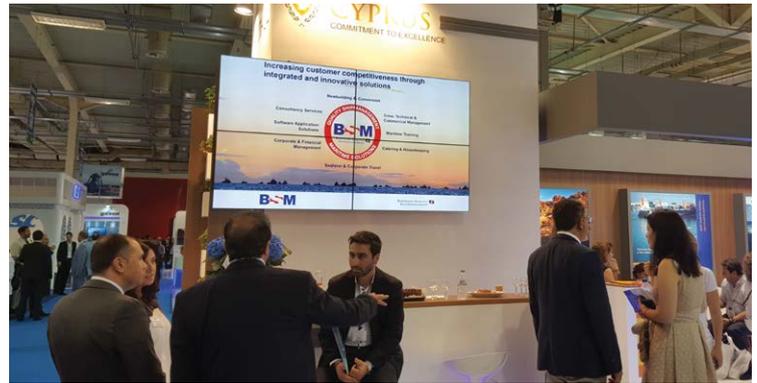
# Posidonia: stronger than ever

World shipping headed to Athens in early June for the bi-annual Posidonia trade exhibition and conference. BSM was no exception with company CEO Capt Norbert Aschmann, Bernhard Schulte CEO Ian Beveridge and BSM (Hellas) Managing Director Theophanis Theophanous in attendance.

BSM had a visible presence at the exhibition through its involvement in the Cyprus Shipping Chamber stand, while Capt Aschmann and Mr Theophanous took the opportunity to visit BSM customers.

Both Executives were also interviewed by the international maritime media during the week with TradeWinds, in particular, sitting down with Capt Aschmann to tap into his knowledge about global shipmanagement and his views on market conditions.

BSM's software development business, MariApps Marine Solutions, exhibited at the week-long event. Company representatives took the opportunity to present demonstrations of the PAL suite of shipmanagement software applications.



## BSM leads a round

## table debate on

## industry issues

The drive for greater efficiencies in global shipping, as well as the important role played by the world's maritime clusters, were among the topics discussed at a high level industry round table debate run in conjunction with BSM by the leading international shipping magazine Ship Management International.

The debate, which was attended by leaders of 10 of the shipping industry's shipmanagement companies, was held in the surroundings of the BSM Maritime Training Centre in Limassol. Chaired by SMI Editorial Director Sean Moloney, the one hour debate generated high level discussion on issues of joint interest to all participants.

BSM CEO Capt Norbert Aschmann, who attended the debate together with Arthur McWhinnie, Managing Director of BSM Cyprus, took the opportunity to raise the important issue of how the industry must continue to drive performance levels even higher, while also introducing "the highest possible efficiencies in every area".

He told the debate: "Certainly, the larger you get, the more efficient you become. You need to be a certain size in order to be efficient in the first place and owners managing fleets of five, 10 or 15 vessels themselves, represent an opportunity for our industry."

Questioned about Cyprus, Mr McWhinnie talked about the important role played by the maritime cluster on the island. Addressing fellow debaters, he said: "We are in a positive position here to drive our cluster forward, whether that is increasing ship management, owning or banking and law activities on the island. We have to be careful because over the last five to 10 years there has been destabilisation in the region. If you consider, it only takes one incident to cause a problem for us here. But we are European and we provide a European service that many of our clients want and appreciate."

# MariApps moves to new 'SmartCity' offices



**M**ariApps Marine Solutions has moved to new premises in SmartCity Kochi, an exciting IT Special Economic Zone in the South Indian region. The new office space was inaugurated on May 20th by BSM CEO, Capt Norbert Aschmann.

SmartCity Kochi is a joint venture between Dubai Holdings (UAE) and the Kerala State and is spread across 267 acres. It is the first Asian outpost of the SmartCity global network of business townships.

The new premises offer a larger office space including multiple conference rooms to accommodate BSM staff and customers. There is a special 'collaboration' area for casual discussion and brain-storming as well as a training room

which can accommodate 25 personnel. There is a separate lounge and visitors' room; a large 50 seat cafeteria and a recreation room for employees. SmartCity Kochi is home to knowledge-based companies that aim to serve the Indian Subcontinent. Meeting international sustainability standards that protect the environment and provide its inhabitants with comfortable, healthy and productive spaces for work and leisure, SmartCity Kochi and SmartCity Malta, the first SmartCity outposts in India and the EU, are supported by a cutting-edge infrastructure, unique lifestyle amenities and a responsive support system.

The plan is to model all future SmartCity developments around the world, perpetually growing the global network of free zone business townships.

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# BSM incorporates new Centres in Mexico

**B**SM has underpinned its commitment to the Mexican and Central American shipping sector by incorporating a new Ship Management Centre (SMC) and Crew Service Centre (CSC) in Mexico City and Ciudad del Carmen, a strategic location for offshore services.

The offices are staffed by a highly experienced and trained team of personnel, offering technical and crew management services to Mexican

and foreign flagged vessels as well as specialised consultancy services to Mexican ship owners and operators. All sectors of the local and international shipping industry are also able to access BSM's comprehensive suite of integrated maritime solutions.

An Energy Reform Law enacted in Mexico to increase investment in oil production, refining, transportation, storage and distribution of hydrocarbons, was the catalyst that

led BSM to open these new facilities, as well as BSM's strategic insight for enhancing its presence in the region.

The team has already embarked on operations with Schulte Marine Concept, by being awarded the newbuilding supervision and management contract for two accommodation vessels needed to service Petróleos Mexicanos (PEMEX) platforms in the Gulf of Mexico.

# Honourable Henry Jackman receives

## Qualship 21 Program approval

**B**SM's emphasis on high quality management across its global fleet has been recognised at the highest level after the Company received US Coast Guard (USCG) Qualship 21 Program approval for the BSM India-managed, Algoma-owned bulk carrier *Honourable Henry Jackman*.

The Quality Shipping for the 21st Century ('Qualship 21') Program is aimed at recognising and rewarding internationally-flagged, high-quality ships operating within US waters.

Eligibility criteria include no substandard vessel detentions in the US during the previous 36 months, and not owned or operated by a company that has had any Port State Control (PSC) detentions in US waters within the past 24 months.

In awarding the Qualship 21 certificate to BSM India, the USCG advised that less than 10% of all foreign-flagged ships operating in the US meet the program's eligibility requirements and it commended BSM on its exceptional commitment to quality.



# British Navigator added to the

## BSM crew managed fleet

**B**SM is delighted to announce that it has taken responsibility for crew management of the second in a series of nine medium range handymax tankers operated by BP Shipping.

The *British Navigator*, built by Hyundai Mipo Dockyard in Ulsan, South Korea, was recently named by BP board member Sir John Sawers and his wife Lady Shelley Sawers, who also acted as the ship's sponsor.

The contract signed with BP underlines the close relationship both companies have enjoyed for nearly 30

years. BSM works with BP through its Crew Service Centres in the Philippines and the Isle of Man.





# Ulstein Verft launches first Service Operation

## 12 | Vessel (SOV) for Bernhard Schulte Offshore

The first in a series of two new ULSTEIN SX175 Service Operation Vessels (SOVs), ordered by Bernhard Schulte Offshore and co-owned by Bernhard Schulte and China-based ICBC Leasing, has been launched from the Ulstein Verft shipyard in Norway.

The vessel, which was named “WINDEA LA COUR” by Sophie Schulte in a recent ceremony held in Hamburg, will be managed by BSM on a long-term charter contract for Siemens. The SOV will operate at the Gemini wind farm in the Netherlands for Siemens Wind Power Service to facilitate the production of green energy from 150 wind turbines.

Both vessels are equipped with unique X-BOW and X-STERN hull features in order to improve sea-keeping characteristics when

positioned alongside wind turbines during the transfer of service technicians. This will be carried out via a heave compensated gangway.

“With the ULSTEIN SX175 the collaborative design team of Ulstein Design & Solutions, WINDEA Offshore, Bernhard Schulte Offshore and Siemens have created a vessel which perfectly fits the needs of the offshore wind industry”, Matthias Müller, Managing Director of Bernhard Schulte Offshore, said.

“These SOVs are the first vessels with the new X-STERN hull shape. A vessel incorporating the X-STERN design can be positioned with the stern facing towards the weather, instead of only the bow, leading to improved weather resilience, greater operability and reduced power and fuel

consumption while on DP mode next to the wind turbine,” he continued.

These specialist vessels can accommodate 60 persons in single cabins of which 40 are dedicated to technicians. The final detailed arrangements and equipment requirements were developed and specified in cooperation with WINDEA Offshore.

Purpose-built to meet the needs of the offshore wind industry, the vessels will be 88m long by 18m wide with a top speed of 13.5 knots.

WINDEA Offshore is a joint venture between Bernhard Schulte, EMS Maritime Offshore and SSC Wind. It provides multiple solutions including consulting for the construction and maintenance of offshore wind farms.

# LiveFleet: efficient and transparent information flow

Ready access to up-to-date information and reports on vessels managed by BSM is available through innovative software integrated within the company's Portal Active Link (PAL) ship management ERP system.

Developed by BSM's software applications business, MariApps Marine Solutions, 'LiveFleet' (previously named 'Customer Web Access') enables customers to access a wide range of information and documentation relating to the effective management of their ships, reducing paperwork and improving efficiency.

This includes financial reporting with transaction details and supporting documents; crew planning; vessel tracker and performance monitoring; vessel inspection reporting; planned maintenance and purchasing; as well as ship certificates.

Sankar Ragavan, CEO of MariApps Marine Solutions, said the software not only improves the transparent flow of information, which in earlier times used to be disseminated by email and fax, but "consolidates all of these processes into one

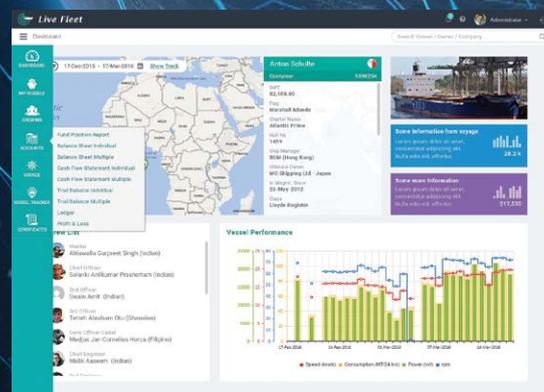
platform, significantly easing the information gathering process."

He added: "The design concept underpinning LiveFleet is to bring all information exchange with the customer onto one platform, in an efficient paperless form."

According to Sankar, attention is always focused on ensuring the quality of information provided while, at the same time, making it readily accessible and user-friendly. MariApps is currently developing the programme to be optimised for mobile applications to further support this objective.

"We want to make sure that whatever information a customer needs as an owner, and from BSM as the shipmanager, is readily available quickly and efficiently through LiveFleet.

"We are exploring how our information-sharing capabilities can extend beyond adding value to just our customers, but adding value



to their customers as well. There is nothing to say that a ship owner could not provide restricted access to their customers, so we are looking at various options," he added.

And what about customer feedback? "We have received very positive feedback from our customers who are finding LiveFleet extremely useful and providing constructive input to support further development going forward," Mr Ragavan said.

With the software being upgraded regularly there are a number of new features being introduced to further enhance efficiency, including fleet tracking from a single, customisable dashboard and the provision of shore-based team information.

# BSM re-enters the passenger services sector

14 | **F**or many years BSM has focused on its core business of commercial shipmanagement to great success, but with global changes in the market and an evolving business environment, new opportunities to expand further are being taken.

In March, BSM announced the launch of Hanseatic Cruise Services, a new joint venture partnership with Optimum Ship Management. Based in Singapore, Hanseatic Cruise Services will provide comprehensive, world-class passenger vessel management services to third-party customers around the world.

Working with Optimum Ship Management, a company with over 20 years' experience in passenger shipping, BSM is confident that the combined expertise of the two companies will provide value to customers operating in the market.

"BSM is delighted to re-enter the passenger vessel management arena in partnership with Optimum," said Capt Norbert Aschmann, CEO of BSM. "We have worked tirelessly to establish a reputation as a leader in quality shipmanagement, and this choice of partner reflects our own high standards of quality and service."

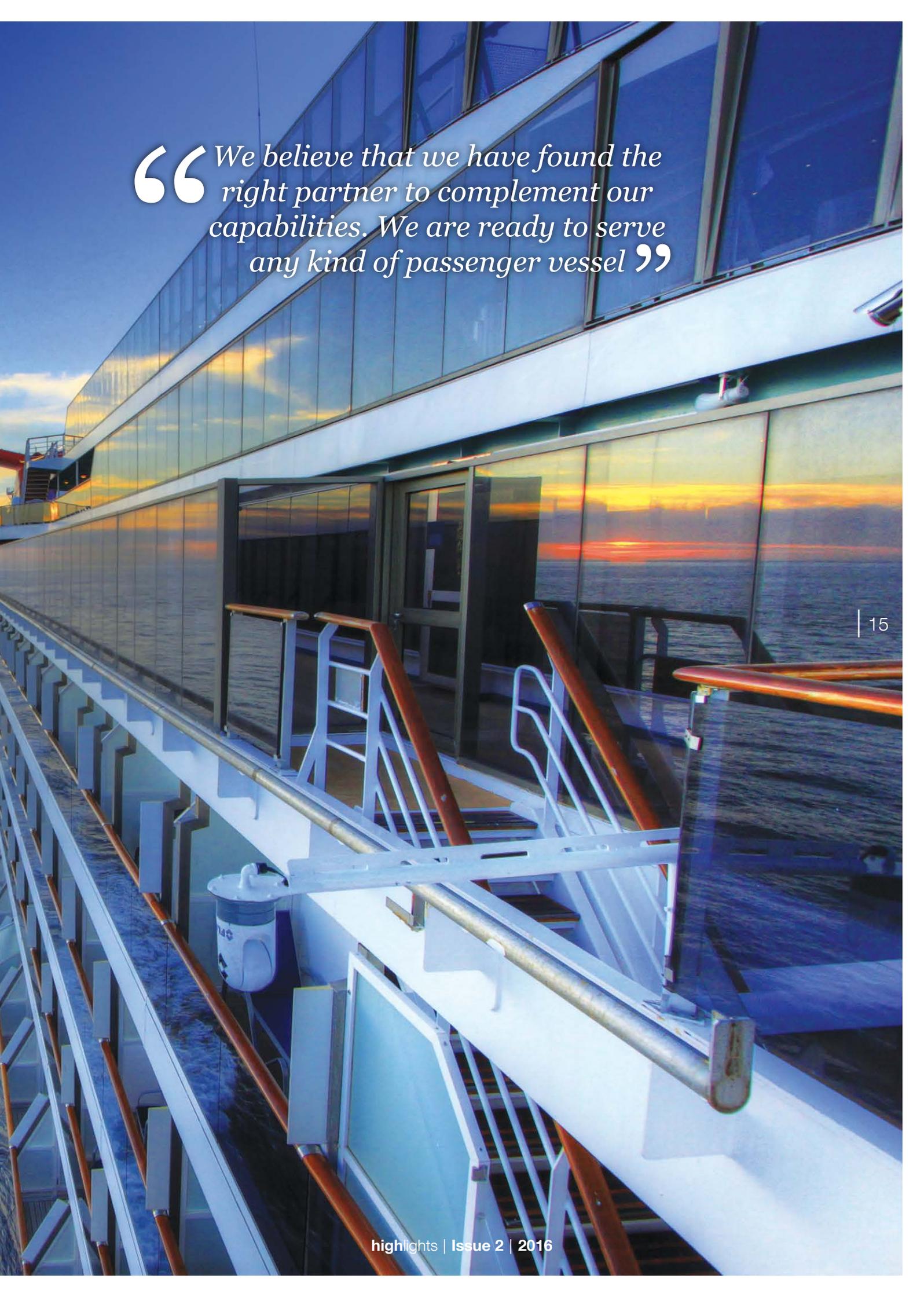
Capt George Koumpenas, Vice President of Operations at Optimum Ship Management, said

he was honoured to partner with BSM. "BSM's pedigree as a global innovator in shipmanagement ensures our new joint venture, Hanseatic Cruise Services, will enter the market place as a provider of world class passenger ship management services. BSM has long set the standard for maritime solutions, and we look forward to a long and fruitful partnership."

Yiannis Sykas, BSM Director of Product Development and Strategy, said that although the cruise market is dominated by large corporations such as Carnival, Norwegian and Royal Caribbean Cruise Lines, a number of smaller owners are looking for a third-party shipmanagement partner.

"Smaller owners, unlike the big players, do not have the luxury of their own in-house management organisation which provides a market for high quality third-party shipmanagers. And with the growth of the industry in Asia and the creation of more cruise companies, especially in China, this market will continue to grow," he said.

He added: "We believe we have found the right partner to complement our capabilities. We have a strong infrastructure in place and we are ready to serve any kind of passenger vessel. "



*“ We believe that we have found the right partner to complement our capabilities. We are ready to serve any kind of passenger vessel ”*

# BSM enhances Limassol

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## Training Centre with

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## cutting-edge simulators

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In June, BSM celebrated the opening of a new Full Mission Bridge and an Engine Room simulator at its Maritime Training Centre (MTC) in Limassol, Cyprus.

BSM management including Capt Norbert Aschmann, Giles Heimann, John Pritchett and Arthur McWhinnie as well as representatives from the Department of Merchant Shipping and the University of Nicosia attended the ceremony.

Capt Valentin Rakutins, Director of the Cyprus MTC demonstrated the impressive capabilities of the new simulators to the attendees.

The Bridge Simulator, which is the only one of its kind in Cyprus, consists of two separate 180 degree visualisation bridges fully equipped with various controls and systems, including ECDIS, RADAR/ARPA, VHF, bow and stern thrusters, simulated anchoring and mooring, use of tugs for berthing assistance, GMDSS radio communication, signalling equipment such as lights and shapes, steering gear and engine control.

This state-of-the-art technology will allow BSM to offer unparalleled training for the career development of its officers, as well as external training for participants in the region. Training will include STCW (Standards of Training, Certification and Watchkeeping) courses as well as tailor-made customer courses to the advanced level required for Deck and Engineer officers.

Users can select vessels from a library of 40 different ship types, operating in 25 sea and port areas. The

Bridge Simulator also connects with the newly installed Engine Room Simulator enabling up to six students to train in ship's manoeuvring and machinery operations on individual stations.

The Engine Room Simulator has two types of engine models, a MAN B&W MC-90 and a Wartsila RT-Flex electronically controlled engine. An upgrade is planned for later in the year which will add the MAN B&W 'ME' electronically controlled engine, similar to the RT-Flex, as fitted in many modern vessels. The touch screen panels and 3D engines allow students to 'enter' the virtual engine room, take pressure, temperature and gauge readings, open and close valves and trace faults on various machinery systems. The system also has a full electrical switchboard and generator room.

Through this training, nautical and engineering officers will gain knowledge and improve the skills required to serve on board in today's technology-led shipping environment.

John Pritchett, Corporate Manager HRM – Training and Development, said: "With training and the emphasis we place on career development of our sea staff being at the forefront of our philosophy, BSM has invested in its facilities in Cyprus with the addition of this new equipment. It takes the Centre to another level and further promotes BSM's position as the leading training provider in the region. The investment also aligns the Centre in Cyprus with our facilities in Manila and Mumbai".



“ BSM has invested in its facilities in Cyprus with the addition of this new equipment. It takes the Centre to another level and further promotes BSM’s position as the leading training provider in the region ”



# Country profile:

## Hong Kong

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**Capt Firoze Mirza**, Managing Director of Bernhard Schulte Shipmanagement Hong Kong, discusses the important position that Hong Kong holds within the maritime world and the role of the regional Centre within BSM.

As one of the world's key maritime centres, Hong Kong is an ideal location for a shipmanagement business as Capt Mirza explained: "Historically a large number of shipmanagement companies have based themselves here for a number of reasons. The territory has a highly competitive yet free economy, ranked first in the world on both the economic freedom and competitiveness indexes.

"Further to this, Hong Kong's excellent infrastructure and positive business environment attracts major players from across the maritime industry including ship owners, charterers, P&I Clubs, and legal companies which form an influential maritime cluster," he added.

Hong Kong can list a number of impressive maritime credentials including one of the largest ship registers



in the world, one of the world's largest container ports, and with its proximity to the Pacific and East Asia, the world's fastest-growing economic area, the territory has also secured its position for the future.

Operating as one of BSM's 10 Ship Management Centres, the Hong Kong Centre has 67 members of staff and currently manages 54 container ships and bulk carriers under full management and 14 under crew management.

"We have grown pretty rapidly from around 10 fully managed ships in 2010 to the 54 we have now and we expect to continue growing at a steady rate over the coming years," Capt Mirza said.

"Most of our ship owner customers are from outside of Hong Kong, and they appreciate our customer-centric focus in the sense that we have been able to tailor solutions to meet their individual requirements rather than offering a 'one-size-fits-all' solution.

"We are able to do this because, although part of a sizeable group, each of our Ship Management Centres is small enough to ensure that our services are personalised, thereby ensuring that our customers are fully satisfied," Capt Mirza said.

The Hong Kong Ship Management Centre has subject experts with particular knowledge in specialist areas,

including experience in managing some of the world's largest bulk carriers.

"We are expecting further growth from non-traditional ship owners who need specialist expertise to manage their vessels. By 'non-traditional' I mean ship owners such as the private equity funds who have entered the market and do not have in-house operating expertise. That is where we as a ship manager can provide maximum value.

"We also anticipate that more ship owners who so far have not looked at outsourcing ship management will, in view of the tough economic times, look for this sort of solution to lower their costs whilst maintaining a focus on safety and quality," he concluded.

In terms of how BSM distinguishes itself from its competition, Capt Mirza believes quite simply that BSM offers high quality, reliable and cost-effective ship management services.

"Through the way that BSM is structured we are able to offer the benefits of economies of scale, whilst still delivering a personalised service. Many of the functions are shared, for example IT and Purchasing, so we can secure the best price and service for our customers.

These are the type of services where you really need economies of scale and you can only do that by consolidating activities," he concluded.



# Customer focus:

## Interlink Maritime Corp.

“The stated business objective for Interlink Maritime Corp. is to be the premier provider of large modern and eco-type handysize bulk carriers to the industry,” said Jens Alers, Technical Director.

“These bulk carriers are ships between 36,000 and 40,000 dwt. We only operate vessels that are modern or brand new. These ships are provided to charterers such as agricultural and industrial companies, operators and other end-users who we work with very closely. We see this particular sector as a market which will allow us to grow and strengthen Interlink’s market position,” he added.

“The great advantage is that handysize bulk carriers of this size are really ultra-flexible industrial carriers. It’s not unusual for one ship to carry 10 different cargoes on 10 different voyages throughout the year. They change constantly, with access to all minor bulk cargoes. They can go anywhere, they are shallow drafted, so charterers can make extremely flexible use of these ships.

“In addition, they have important technical features, such as being ice classed, which is vital in the Baltic Sea and Canada in winter. And they have unusually wide hatch openings, which means it is very easy to load and discharge cargoes.

The fleet is commercially managed from the company’s headquarters in Bermuda, home to CEO Paul Gurtler and Commercial Director Forster Darling.

The company’s first generation ECO series of five SDARI 37,500 dwt handysize bulk carriers incorporate many design features considered desirable by charterers such as Ice Class 1C, strengthened tank tops for steel coil loading, CO<sub>2</sub> fitted holds, mechanical hold ventilation, dangerous goods carriage, a rudder bulb for energy savings and many other enhancements



that future-proof the ships for regulatory requirements coming into force over the next few years. These ships with their “Tier 2” main engines were the first vessels to be EEDI-rated by Lloyds Register in China even though it was not mandatory. They were found to be about 12% more energy efficient than the index mandated by IMO two years later. Interlink selected Nantong Huatai shipyard to build the bulk carriers and by 2014 had taken delivery of these reliable and high standard ships.

The second generation ECO 38,500dwt ‘Green Dolphin’ handysize bulk carriers started joining the fleet in 2015. To date, 13 ‘Green Dolphins’ have been delivered by Nantong Huatai and Taizhou Kouan shipyards. These vessels incorporate advanced features with Tier 2 electronic engines optimised for slow steaming, pre-swirl duct, box shaped holds, diesel generator exhaust gas recovery, high performance hull coatings, fresh water conservation features, IHM & ECO notation and ballast water treatment system. The ships are approximately 18% more fuel efficient than their immediate peer class and on average 28% more efficient than the mandated Energy Efficiency Design Index.

The delivery of three equally sophisticated “Emerald 39” open hatch bulk carriers commenced in May 2016 from Zhejiang Zengzhou shipyard. Two of these ships have been delivered so far.

By 2017 Interlink will have the largest ultramodern, eco-type, ice-class handysize bulker fleet in the world: “We have 20 ships on the water now and there will be one more delivery later this year and a few more next year. The fleet will then stand at around 25 ships,” Mr Alers said.

All of the vessels built in China have used the expertise of BSM’s project-focused business, Schulte Marine Concept (SMC), to provide comprehensive newbuild and supervision services encompassing design and technical consultancy; yard evaluation, selection and contract negotiation; equipment supplier selection, plan approvals and construction supervision.

“There are large teams at three different shipyard sites. Without those teams we would never have been able to take on such a complex project,” Mr Alers stressed. “All the shipyards we have been working with in China are experienced, but not always to the degree that some ship owners might be used to in Korea or Japan for example. Consequently, an element of knowledge

transfer is required in China. A design consultant and newbuilding supervisor such as SMC plays a crucial part in this because it ensures that we, as the owner, upgrade the original specifications and receive the sophisticated bulk carrier designs we ordered.”

Each shipyard has a large supervision team in place led by site team leaders who have been with the project teams since work began on the first ship back in 2011. “In my view, that is one of the secrets of the teams’ success because they have always been led by very loyal site team leaders and other members who have remained with the teams from the beginning. The entire operation is overseen by Ashoke Dey who is Deputy Managing Director at Schulte Marine Concept. He has been involved with the Interlink project right from the word go. He was there at conception in 2009 and has been crucial in getting this significant, long-term project right,” Jens said.

The crew, technical and marine management of all Interlink vessels is undertaken by Bernhard Schulte Shipmanagement (BSM) in Hong Kong. Jens explained: “What Interlink needed was a completely reliable and proactive shipmanager because there will always be operational challenges to overcome and non-routine situations in ports around the world to deal with. These handysize bulk carriers are quite complex to operate, more so than other larger bulk carriers. To manage these challenges on a daily basis, Interlink needed very strong and experienced support. That is where BSM came in. The company has been a valued partner since the first ship was delivered in 2011, operating the ships effectively and very cost efficiently.

“BSM does a lot of things for Interlink that aren’t necessarily laid out in a ship management agreement. The dedicated shore team goes a lot further than even just the extra mile.”

Through BSM, Interlink is now also one of the largest providers of crewing positions for Chinese seafarers outside of China. “All our ships sail with full Chinese officer and rating complements. BSM was crucial in employing technical superintendents and personnel officers who speak fluent Mandarin and can work very effectively with Chinese seafarers. Whilst linguistic shortcomings were a concern at first, the pool of seafarers we have built up has earned the respect of Interlink as well as its clients in all aspects of seamanship, technical, marine and commercial acumen.”

# Gerasin Mykola has

# shipping in his blood



**N**ot only was he born and brought up in Odessa, Ukraine – a city with strong maritime traditions firmly at its heart – but his father was a seafarer, rising to the rank of Bosun and his mother hailed from a strong seafarer family.

“In those days there was little option in Odessa but to go to sea,” Gerasin said, “but it is a life which has served me and my family well.”

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Now working as a Master on BSM-managed semi-refrigerated LPG vessels, Gerasin looks back on a 19-year career which first saw him gain his sea time with the company on handy sized bulk carriers and then work his way through the ranks, gaining valuable experience on a variety of different vessels along the way.

“I finished my training at the Odessa Maritime Academy at the end of the 1990s prior to starting work for the Hanseatic Shipping Company in 2000. I found that soon after joining the Company, my career quickly took off, gaining steady promotions to Third Officer, Second Officer, Chief Officer and then Master. I served my first contract as a Master when I was 32 years old, and it was all thanks

to BSM as the company believed in me and in my ability,” Gerasin added.

### **And what is it about the job which appeals to him?**

Thinking long and hard, Gerasin puts the attraction down to the interest and variety involved in being Master of your own ship; leading a strong and dedicated crew, and the fact that one day is never the same as the next. “You are always dealing with different situations; different people; in different countries which have their own cultures. Even the different weather conditions as the ship sails from port to port can be fascinating and interesting,” he said.

“Being a good Master is all about the quality of the job you do onboard as well as the relationship you have with your ship-based and your shore-based teams. You have to put your people first; you have to respect them and they have to mutually respect you and their colleagues around them. Putting people first is something which BSM does naturally and does very well,” he said.

And while his job takes him to many parts of the world, it is Asia and the Orient which hold a special place in Gerasin’s heart: “My wife and I have visited the region many times during our vacations and have had many happy moments exploring the different countries and cultures. So when I visit the region in my role as ship’s Master, nice memories come flooding back,” he said.



# One BSM



## VMI cadets show what a model of international excellence they are

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A ship model, designed and built by cadets from the Vishwakarma Maritime Institute in Pune, attracted attention at the Maritime India Summit, a high-level governmental conference and exhibition recently held in Mumbai, aiming to provide a global platform for investors to explore potential business opportunities in the Indian Maritime Sector.

The Institute, which has a close collaboration with BSM, was chosen to exhibit at the event together with a number of other reputable organisations. BSM provides support on the academic aspect of VMI's courses and offers positions to cadets who successfully complete the training.

The ship model, which had a number of working parts including propeller, rudder and navigational lights, took centre stage at India's national exhibition pavilion run

by the Directorate General of Shipping alongside the Maritime India Summit.

The Maritime India Summit was inaugurated by the country's Prime Minister Narendra Modi and included a ministerial delegation from Korea which was also a partner country on this occasion. A number of Indian Government Ministers were also present including the Minister of Shipping, Road Transport and Highways Nitin Gadkari who played a key role in organising this summit.

*Pic caption: Sitting (L to R) are Mr. Ashok Agarwal – Senior Faculty Member VMI, Mr Brijendra Srivastava – Director of BSM MTC India, Ms Mahua Sarkar – Deputy Director General of Shipping – DG Shipping and Capt Asheesh Kaushik – VMI Director.*

# Photo competition

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## winners

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In April this year, BSM launched a photography competition open to all Schulte Group employees, inviting them to capture images related to maritime life.

The response was tremendous with over 500 entries submitted by 120 seafarers and shore-based personnel around the world, and many high quality images portraying vessels, ports, crew on board and stunning sceneries received.

After a difficult deliberation, three winners were chosen, each winning photo equipment of their choice. That inspiration behind their captures is described below.

Thank you to everyone who entered the competition and congratulations to the three worthy winners.

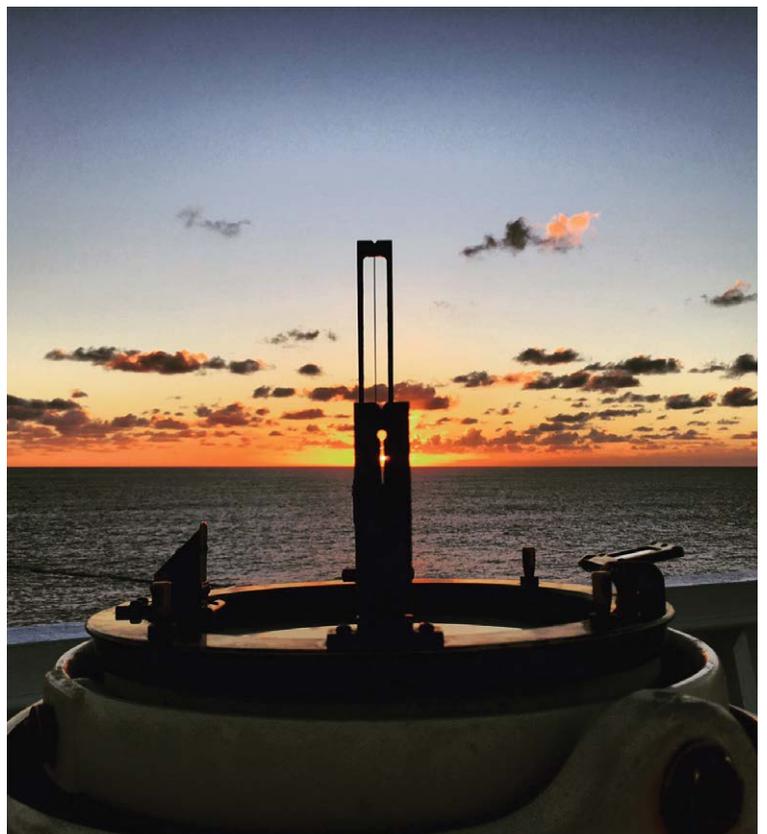
24 |

## Third Winner: Fabiana Tavares

3rd Officer

Fabiana said: "This photo shows one of the gifts that we can enjoy as seafarers, being able to see stunning sunsets and different views of the ocean around the world. I was on the bridge and when I saw those amazing colours, I realised it was something I had to capture."

Fabiana also won 2nd Place in the Cyprus Shipping Chamber's 'Through the eyes of a Seafarer' photography competition. Cypriot Minister of Transport, Communications and Works, Mr Marios Demetriades was invited to decide the best three photos during a joint WISTA Cyprus (Women's International Shipping & Trading Association) and Shipping Chamber event dedicated to the Day of the Seafarer.



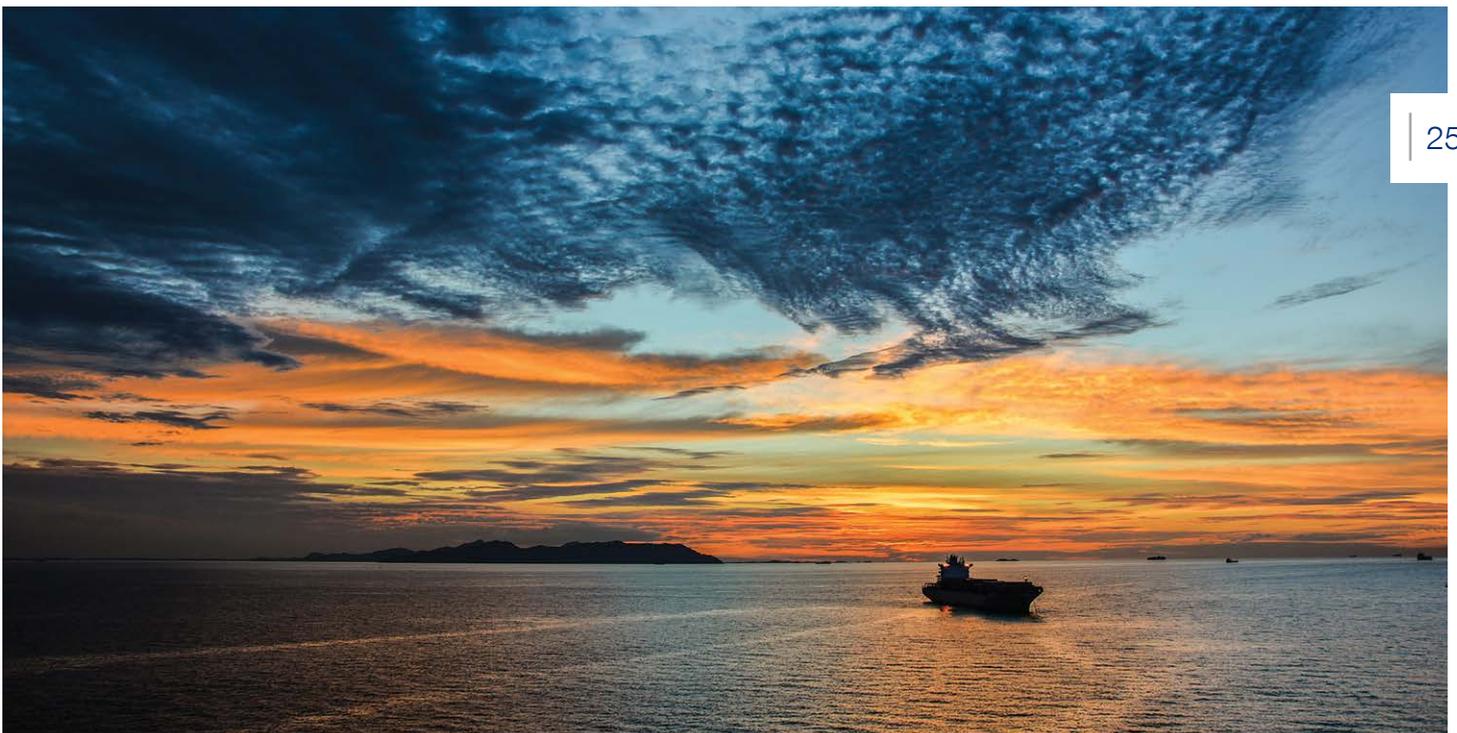
## Second Winner: Alexandr Budnitchkii

3rd Officer



Alexandr explained that his photograph was taken on a transit from Japan to the US across the Pacific Ocean when the Master decided to pass through a group of Aleutian Islands, called Unimak Island, for shelter to avoid a strong gale moving through the northern Pacific.

“I got a good chance to take a picture of these snowy mountain peaks. I was inspired by the incredible beauty of northern nature, by such an unusual landscape even for a seafarer and by the greatness of these mountains, the scale of which is not visible in the picture - they seem much smaller than they really are,” he said.



## First Winner: Andrey Shcheglov

2nd Engineer

“Photography is the instrument, which highlights some ordinary, insignificant (at first sight) things and freezes them in memory or depicts some really beautiful moments,” he said passionately.

When asked about the inspiration for this particular shot, he said, “The moment itself and the amazing view

inspired me to take the camera in my hands. I was trying to capture the moment, which I want to keep in my memory and share with others.”

Andrey’s photo is also featured on the front cover of this issue of BSM Highlights.



# 24 Peaks Challenge

## for Seafarers UK

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Six teams comprised of Bernhard Schulte (BS) and BSM employees participated in this year's 24 Peaks Challenge to raise money for Seafarers UK. The Challenge involved teams hiking across 24 peaks in the UK Lake District and enduring 24 hours of trekking to cover a distance of approximately 31 miles.

Taking place over July 2nd and 3rd, the climbers battled difficult weather conditions, rough terrain, tedious ascents and steep descents that tested their endurance and strength.

Eva Rodriguez, Manager HR Marine Strategies, who coordinated the preparations of the Schulte Group

teams and participated as a crew support member said, "Driving a nine seater bus in the Lake District proved to be more challenging than hiking the peaks. It even exceeded the difficulties of gathering 36 people from over the world, arranging food and accommodation and ensuring that they were properly prepared and equipped for the testing conditions."

Martin MacMahon, LPSQ Manager at BSM described his experience: "50.9km over 2 days with 4,263m of climbing, I knew it was not going to be a walk in the park, but the weather was so bad in some places that the guides stayed in their tents and gave us directions by pointing towards the designated route. We reached





our finish point on day one after 13 hours and 26.5km of walking,” he said.

“Day Two was slightly easier with sunny weather, so we pushed it a little more. We crossed the line after 8 hours and 16 minutes of hiking. It was over – we’d done it!” he concluded.

Marios Adamopoulos, Accounts Officer at BSM Greece admitted: “It was one of the toughest adventures that I have experienced but also one that I will remember for my whole life. I wouldn’t have succeeded up there if it

wasn’t for the great cooperation and assistance from all of my teammates,” he said.

In total, the Schulte Group raised £30,000 for Seafarers UK, contributing significantly to the overall total raised through the 24 Peaks Challenge 2016 of £107,000.

Seafarers UK thanked the Schulte Group teams for their exceptional fundraising effort. Many congratulations to all employees who took part in this demanding but rewarding challenge. Thank you to all who donated to support this worthy cause.





## ‘Hair for Hope’

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**B**SM Singapore hosted the 2016 ‘Hair for Hope’ charity event, during which 27 brave staff members volunteered to shave their heads to support and promote the work of the Children’s Cancer Foundation (CCF) in creating awareness of childhood cancer and aiding children and their families impacted by this illness.

The day started with the volunteers changing into themed T-shirts ready for their ‘hair-raising’ experience. Before the shavers started buzzing, representatives from the CCF took the opportunity to talk about the initiative, to reflect on the hardships that these children go through and to detail the various programmes available to help improve their social and mental well-being.

And it was smiles all round as the shaving started with supporting staff members cheering along and taking photos of the ‘shavees’.

“Hair for Hope” items on sale were quickly purchased by BSM staff in support of the fundraising activity, with a total of more than S\$10,000 being raised for the foundation.

Sean Wang, a BSM intern from the National Technical University (NTU) in Singapore and an official ‘shavee’, caught the mood of the day perfectly when he said later

that he never realised that going bald “could be so cool”.

Another volunteer, Kelvin Loy, said that as healthy people, most of us are not aware of the hardships and financial pressure that those who are ill are going through. “It is a good opportunity to take action and help to raise funds for these children,” he said.

And there was a last minute signup by one of BSM Singapore’s Marine Superintendents, Rahul Kapur, who was so moved by the CCF presentation that he wanted to empathise with the children and their families and do his own bit to increase public awareness of this illness.

Our thanks and gratitude go to all those who took part.



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