

EDITORIAL



Dear staff members on board,



English ship brokers call it a “perfect storm”, that is when overcapacities and a trade recession coincide in a dangerous combination. Due to the global financial crisis the

international maritime shipping business has been exactly in this position, a “perfect storm”, since fall 2008. On 31st August 2009 roundabout 10% of all modern container vessels worldwide lay in the roads or were idle on hold. As a matter of fact 524 vessels with altogether 1.279 million TEU were without employment according to Alphaliner. There is even a tendency for increase as analysts predict that by the end of this year there will be a capacity surplus of roundabout 1.4 million TEU due to seasonal return deliveries and additional new buildings. Actually, we could count ourselves lucky as all HAMBURGER LLOYD ships are currently employed; therefore all of your jobs on board are secured.

However, we all – you on board and the entire RHL team on land – always have to bear in mind that the charter rates achieved do not

even cover for the ship operation costs. It is therefore even more important that we all fulfil our duties and responsibilities very with much care and economic efficiency. It is only thanks to the operating efficiency of every one of us that we can successfully go through these difficult times.

In the name of my partners let me thank you for all your commitment and your responsibility in these difficult times. We are well set – with your help HAMBURGER LLOYD will safely sail around this “perfect storm”.

Kindest regards,

Hauke Pane

Market Situation and Charter Rates

The ongoing global financial crisis continues to heavily impact Western consumer activities, and consequently, growth in the global container trade has collapsed. The reasons - bankruptcy of large US-financing houses (such as Lehmann Brothers) and other banks as a result of the increase on worldwide stock markets and booming US real estate markets, or simply a periodical downturn of the globalisation - will be evaluated by various economical experts.

The Head-haul Transpacific trade saw box volumes decline by 8% over the entire year 2008, while peak leg volumes on the west-bound Far East-Europe trade saw zero growth in 2008 after expanding by a remarkable 19% in 2007. The growth of consumption in the Western world is expected to remain weak over the course of the year 2009, thus



these trades as well as the connected feeder services remain under a significant pressure.

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CREW LISTS



RHL AGILITAS

NEWBUILDING SUPERVISION TEAM – JIANGNAN SHIPYARD CHINA

Site Manager	Mr Geistdörfer Willem
Machinery Supervisor	Mr Qiu Jing Tao
Machinery Supervisor	Mr Xie You Zhong
Electric Supervisor	Mr Ye Gui De
Hull Supervisor	Mr Ye Yong
Hull Supervisor	Mr Tian Long Fei
Hull Supervisor	Mr Cheng Yin Xiang
Hull/Paint Supervisor	Mr Zhou Ze Wen
Paint Supervisor	Mr Jiang Lei
Coordinator	Mr Chen Hao

CSAV VENEZUELA | RHL AUDACIA

Rank	First name(s)	Surname
Master	Helmut	Wende
Chief Officer	Muhammad S.A.	Babur
Second Officer	Savikumar	Jayabalan
Third Officer	Sanjiv	Rai
Trainee Nautical Officer	Kurian	Kurian
Chief Engineer	Marian Miroslaw	Pokorski
Second Engineer	Rajan	Renganathan
Third Engineer	Gopal Chandra	Adhikary
Electrical Engineer	Gurdip Ram U	Ram
Fitter	Vikas G.	Telekar
Cook	Daniilo Fernandez	Alarcon
Bosun	Christine	Valerian James
Able Seaman 1	Mohammed A.	Bappaithotty
Able Seaman 2	Sureshchandra Naranbh	Tandel
Able Seaman 3	Jigneshbhai C.	Patel
Ordinary Seaman	Deepak	Vilakathara Ravi
Trainee Ordinary Seaman	Mohammed	Imitaz
Oiler	Bhaskaran S.	Meetammal
Oiler	Hamjed Daud	Pedekar
Oiler	Rahim U.	Nandgaonkar
Steward	Offer P.	Reyes

HEINRICH HEINE | RHL ASTRUM

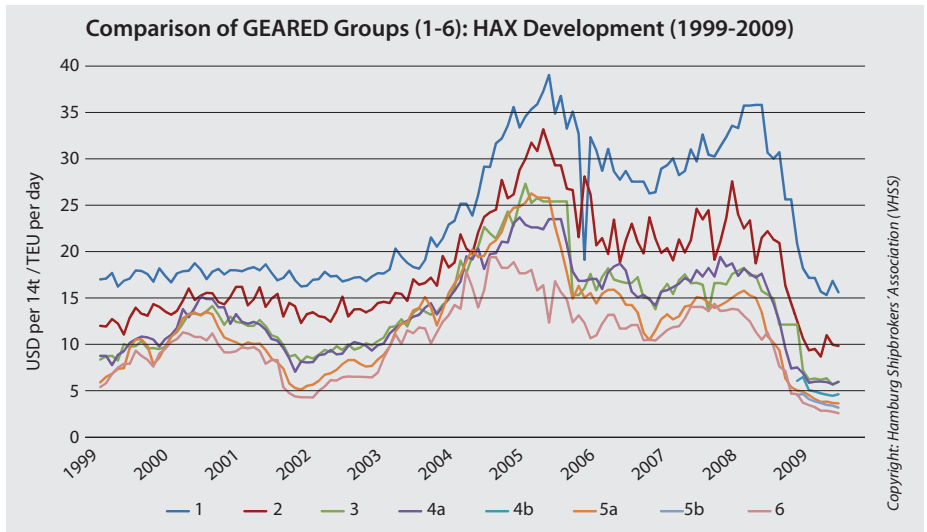
Rank	First name(s)	Surname
Master	Rodoslaw Adam	Pakulski
Chief Officer	Deepak Vijayavenkata	Anne
Second Officer	Amit Kumar Arjun	Burman
Third Officer	Sanjay	Shaw
Trainee Nautical Officer	Arunbalaji	Palanikumar
Chief Engineer	Janusz Boguslaw	Lazowski
Add. Chief Engineer	Sudhan Kalyan	De
Third Engineer	Rajiv	Mansotra
Fifth Engineer	Jayan	Muthuraj
Electrical Engineer	Rajeev	Srivastava
Fitter	Kantillal Kalyanji	Tandel
Cook	Guilbert	Braganza
Bosun	Hasmukhlala Hadmat	Fulbaria
Able Seaman 1	Julians	Chinnathamby
Able Seaman 2	Sujit Vasant	Mungerkar
Able Seaman 3	Varzavan Dara	Palkhiwalla
Ordinary Seaman	Sijith Pushpangadan	Chulliparambil
Deck Trainee	Ashis Kumar	Baranwal
Motorman 1	Jitendrakumar Sakar	Kamalia
Motorman 2	Sanjaykumar Ramanlal	Tandel
Wiper	Faisal	Asadi
Steward	Mohammad Ashfaq	Syed

Market Situation and Charter Rates *continued*

Such a poor growth in demand and lack of accessible finance caused the containership newbuilding market to come to a complete standstill. Zero investment in container ships has been reported in four months to begin with March 2009.

In the first quarter 2009 the number of layed up vessels increases from almost zero in 2008 to about 600 vessels in 2009 (in all sizes). Meanwhile the number of vessels being layed up has slightly reduced. Activities in the size of 1,100-1,400 TEU have already picked up again and ships are disappearing more and more from anchorages. The next size to follow will be the 1,700 TEU class. At the moment there are about 100 vessels in the size between 1,500-1,900 TEU being without employment. To give you some impression of the downturn since Summer 2008 – vessels like our Wenchong Types achieved charter rates of 19,000 US-Dollars per day at the beginning of 2008 and are now at around 4,000 US-Dollars per day; 4,200 TEU vessels fixing in 2008 35,000 US-Dollars per day are now down to 6,500 US-Dollars per day.

Due to the good cooperation between the staff on board and ashore we have been able to secure for all our vessels an employment,



and RHL Hamburger Lloyd is one of the few shipowning companies having no vessel unemployed or in the layup. A good service and assistance to charterers is at the moment one of the most important factors to be the first choice of charterers in a market with more available ships than employment possibilities. Therefore, I would like to thank you all on board the vessels for your good cooperation with charterers, stevedores, and other customers. You can be sure to have an important impact on our success.

Such difficult times as we see them today are nothing new. However, none of the former crises have been as hard as this one. But the market has stopped its downturn trend

since a few months already. This leads us to some positive thoughts, as every “down” is followed by an “up”. Meanwhile, we hear from larger liner companies that the cargo volume is slowly coming back. Although the boxrates are still down, this means that the layed-up tonnage might be reactivated. The media, too, are reporting more positive news than they did over the past months.

We will still have some tough months to go, but with the continuation of your good service onboard, together with our cooperation ashore, we will have the smile of the good days on our faces soon. 🚫

MATTHIAS CLAUDIUS RHL AURORA		
Rank	First name(s)	Surname
Master	Krzysztof Andrzej	Mrozowski
Chief Officer	Hasan Mahmud	Ziaul
Second Officer	Jayakrishna	Parameshwaran
Third Officer	Sanjay Jayram	Vaghadia
Trainee Nautical Officer	Aniket Ashok	Pednekar
Chief Engineer	Gerd	Helmers
Second Engineer	Rathindra Nath	Sen
Third Engineer	Kankanamge Chaminda Kamal	Wanniarachchi
Fourth Engineer	Burghart Michael	Schaade
Fifth Engineer	Vivek Anand	Sharma
Electrical Engineer	Jayaweera Arachching Anura	Seneviratne
Fitter	Ram Najjar	Chauhan
Cook	Tarun	Sarkar
Bosun	Poovali Kooneri	Sivadasan
Able Seaman 1	Suil Joe	Albuquerque
Able Seaman 2	Pareshkumar Govanbhai	Tandel
Able Seaman 3	Veedu Ganesh Babu	Kottilamgad
Able Seaman 4	Imran	Rashid
Ordinary Seaman	Blaine Gerard	Desouza
Ordinary Seaman	Vishalkumar Mangaldas	Mangela
Oiler	Subir	Podder
Oiler	Pareshkumar Sukkarbhai	Tandel
Motorman	Bareyil	Ambujakshan

RHL AGILITAS		
Rank	First name(s)	Surname
Master	Nathaniel	Nanglihan
Chief Officer	Leonardo	Lauigan
Second Officer	Armando	Aquino
Third Officer	Chenvie	Go
Chief Engineer	Ferdinand	Monakil
Second Engineer	Magno	Fadrillan
Fourth Engineer	Dennis	Villarama
Electrical Engineer	Charolwen	Labit
Electrical Cadet	Reggie	Estepa
Fitter	Esteban	Oguilla
Cook	Ronwaldo	Gelle
Bosun	Richard	Navarro
Able Seaman 1	Ferdinand	Bacton
Able Seaman 2	Benedic Manuel	Ramos
Able Seaman 3	Richard	Lim
Ordinary Seaman	Rolly	Galletes
Ordinary Seaman	Ramyther	Tutong
Motorman	Sherwin Roy	Dalu
Motorman	Ranson	Saladar
Messman	Jayson	Garcia

RHL AQUA		
Rank	First name(s)	Surname
Master	Vincent	Cofalka
Chief Officer	Asgahr	Ali
Second Officer	P. Madhusoo-	Janardhanan
Third Officer	Khayyum Mahaboobali	Khan
Trainee Nautical Officer	Rohan Prakash	Mahadik
Chief Engineer	Janusz Krzystof	Stochmalski
Second Engineer	K.S.T.D. Sasanka	Piyasoma
Third Engineer	Nicolau Alex	D'Souza
Fifth Engineer	Vendant Kamalkant	Choudhury
Electrical Engineer	Rajiv	Chand
Fitter	Suhail Salauddin	Zari
Cook	Harold Mario	Rodricks
Bosun	Xavier Nixon. F	Michael. Fernando
Able Seaman 1	Robinston	Machado Xavier
Able Seaman 2	Nareshkumar Bhagwanji	Tandel
Able Seaman 3	Carmel Valanathan	George Michael
Ordinary Seaman	Rajesh Antu	Dessai
Trainee Ordinary Seaman	Mahesh	Kumar
Motorman	Tharthis	Antrias
Motorman	Kamlesh Hardas	Bariya
Wiper	Dinarkumar Dev-	Tandel
Messman	Abhilash	Yerol

Another way of Sightseeing!

Any visit of a big city is interesting and exciting, if there weren't those hurting feet after a long day of walking. Now there is a new way of discovering a city, here in Hamburg and in many other big cities as well, called "Segway-tours".

One of the positive side effects: You become the centre of attention for other tourists while rolling through the city in a very elegant way. A Segway has two wheels, which are positioned parallel and steered like a bicycle with a handle bar. As the Segway has no seat, you have to stand on it. A modern computer system keeps you in balance. Forward motions are enabled by bending the upper body forward and pushing the handle bar to the front; to reduce speed you have to move backwards and pull the handle bar towards you.


Segway Tours are guided by professional people who instruct everyone carefully on the use of the Segways for a safe tour. Everyone has to wear a safety helmet and has to complete a small course on his own.

Once sightseeing participants have successfully completed the course and are able to handle the 10 PS strong machinery, the

tour can begin. Every Segway is equipped with loudspeakers, so you can listen to the guide in front. He or she informs you about every point of attraction and upcoming obstacle. So, don't forget to look on the street while enjoying the view.

You will discover in a very comfortable way the "Hafen-City", the new housing and office area near the Elbe, roll to the port and along the "Landungsbrücken", the ships' landing bridges. Later, the tour takes you to Hamburg's red light district, the "Reeper-

bahn", you will roll along the "Wallanlagen" to the popular Inner Alster lake, the Jungfernstieg promenade and to the townhall. You will get to know the town's landmark; the "Michel" church and many other exciting points of interest.

You should choose a sunny day for this tour and enjoy the fresh Hamburg breeze. Have a break in the sun with an ice cream or drink. The friendly and young tour guides will show you the most popular places to have a break and enjoy the panorama of Hamburg. 



Ordering in difficult times

As you have learnt already from our article about the general development in the shipping industry, charter rates are down to a historical low level. With rates of around 4,200 US\$ per day and operational expenses (OPEX) of about 5,000 US\$ per day, the need for cost cutting measures becomes quite obvious.

As the Hamburger Lloyd, decided not to reduce the crews on our ships and as we certainly will not skip due maintenances, the only possibility to bring down OPEX costs is with the delivery of spares and stores. There are mainly three ways of doing so efficiently:

- **Improve purchasing procedures on shore**
- **Improve purchasing behaviour on board**
- **Reduce stocks and variety of products**

In order to improve on the first part, RHL has employed a Purchasing Manager who will take up work on October 1st of this year. The idea is to improve control on the whole procurement process and to discover new purchasing sources while managing to deliver products at the desired quality, time and price. We consider it necessary to have these tasks assigned to a key person who is mainly focusing on this task.

When it comes to the purchasing behaviour, following comments should always be kept in mind. It is company policy that stores will be supplied once per voyage (unless you receive other information related to your trading area). For the future, the aim is to increase the time between deliveries to a period of 4-6 months. There is no reason why requisitions cannot be made well ahead of time and the purchasing department can then source and supply at the most economical ports. Regardless of budget constraints it is always better to supply good quantities at economical ports rather than little and often at every port.

When creating stores requisitions the following types of items should be requisitioned separately:

- **Lubricants (all lubes and greases should be contained in one requisition)**
- **Paints**
- **Chemicals**




- **Gases and Welding equipment**
- **Ropes and Wires (if only small ropes are required, include it in general deck stores requisition)**
- **Cargo Lashings**
- **Medicines**
- **Charts and Nautical Publications**
- **Safety Equipment (Pyrotechnics totally separate)**
- **Valves (if only small valves are required, include it in general stores requisition)**

Large requisitions for Electrical Items, Packings & Jointings, Bearings, Metal sheets and Pipes etc. should also be sent separately. This will assist us in sourcing from correct suppliers and will cut down the number of requisitions and partial orders from different sources.

Talking about spares, it is essential that we know when spare parts are actually required onboard. Many ships order almost all spares on urgent basis. This does not allow any prioritization and certainly puts a lot of freight costs into vessel operating expenses. Please also note that if you mark every requisition as urgent, very quickly nothing becomes urgent and the really urgently required items can be overlooked. Please fill in all relevant information in the correct part of the requisition form. If we do not give suppliers enough information, at best suppliers will request the missing information which we then need to get from the ordering ships, while at worst the wrong items will be delivered.


All above mentioned is of course part of a "best practice" management philosophy and should apply always and under all circumstances and not only during a crisis. However, it is a good opportunity to emphasise on the above again. In view of the extraordinary economic situation which we are all faced with at the moment, we are forced to consider another approach. As described already, we are losing about 800 US\$ on every ship per day only on the OPEX! This forces us to apply some cost cutting measures to bring OPEX further down to the region of the charter rates. We therefore ask you for your understanding that spare part levels cannot be maintained at the high level you might have been used to in the past. Of course, no safety critical levels will be touched here, but there has to be a cutback. A contribution also needs to be made on paints, chemicals and stores. We kindly ask you for your support in this matter which means already when you consider to order something, ask yourself if this or that item, tool or stainless steel quick coupling device is really essential at that moment or if you can still live with the existing solution for a certain period of time.

It is clear to everybody that a vessel cannot burn money instead of earning it and we consequently hope for your kind understanding and support to overcome these troubled waters together. 

RHL flag

The HAMBURGER LLOYD flag does not only blow onboard our ships. It has also been blowing for a few weeks now in the inner city of Hamburg, not far from the Rathausmarkt (place in front of the city hall).

As a sign of our presence we have decided to rent a flag pole near the Resendamm street. So, now all visitors of the city of Hamburg can see our well-established flag. We have recently been discovered by an important German women magazine, BRIGITTE, who used our flag for a leading article.

A pendant was created in the style of the classic ship flag. It is being used for example on smaller boats or yachts. 




“Clothes make the man.”

Since Hamburger-Lloyd started its activities in 2007, management has decided that, whilst your vessel is in port or navigating under pilotage, all masters, officers and crew members must comply with the “RHL-dress code for seafaring personal”.

When our superintendents recently inspected the RHL fleet, it became obvious that not all seafarers are complying with our standing order. Therefore be kindly reminded to strictly follow the “RHL-dress code” whilst your vessel is in port or navigating under pilotage.

What does this mean?

Master and deck officers should wear white uniform shirts with epaulettes and fairly clean pants whilst working on the bridge. Otherwise, when working on deck or in the engine room all officers and engineers should wear red HAMBURGER LLOYD boiler suits with epaulettes. All crew members working on deck should also solely wear the red HAMBURGER LLOYD overall. Cooks and stewards must wear appropriate and clean clothes when carrying out their duties. 





Stefan Koleczko

Director Financing and Accounting (43)



Since January 2009, Stefan Koleczko has been responsible for the Financing and Accounting department of RHL. He looks back on a vast experience in this profession.

After he finished school and completed an apprenticeship as a bank clerk he worked for a major German bank for 12 years. His duties involved the foreign exchange and capital transfer as well as the consultation of corporate customers in all foreign trade matters.

Following his banking experience, Mr. Koleczko started to work for a management company in Bremerhaven which was responsible for the operation and marketing of an offshore fleet of 15 fish processing trawler. If nothing else, because the vessels had their base on Sachalin Island in Russia and their

operational area was in the Bering Sea and the Sea of Okhotsk, Mr. Koleczko had an exciting time and gained a lot of experience in the ship owning business and the financing of this kind of project vessels.


Stefan Koleczko then came to Hamburg where he was responsible for the setting up of the Financing and Accounting for a young, medium sized shipping company. His duties involved anything with "numbers", starting with the cash box of the managed vessels to complex negotiations with the banks for the financing of vessels.

Stefan Koleczko (43) was born in Bremen. He is married and has a 2½ year old daughter (Meena Marie). He still lives near Bremen and likes to spend most of his rare spare time with his family. He is also a passionate cook and a sports enthusiast (especially soccer, handball and squash). Moreover, Stefan Koleczko is a passionate fan of the German Bundesliga club, SV Werder Bremen; he attends their matches as often as possible live in the stadium.

Likes:

- My family, friends and colleagues
- Good food
- Sports

Dislikes:

- Lengthy discussions without results
- Highways under reconstruction 

In the last issue of *The Bridge* we invited all readers to send us the recipe of their favourite dish. We would like to use these for the production of an RHL recipe book. As we have only received a few recipes so far, the deadline will be prolonged until 30 October 2009. Please do not hesitate to send us your recipe. The first ten crew members who will send in their recipes will win a HAMBURGER LLOYD windbreaker. Good luck to the first ten senders!

Recipes and pictures to be sent to:

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IMPRINT



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