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UNITEAM MARINE NEWS is designed to be of interest to our crew and to keep all Uniteam Marine employees informed of developments at our company. We appreciate your feedback and welcome any articles of interest or humour that you would like us to include in our publication.

Please send your feedback, articles and pictures & videos for the photo & video competition as well as your solutions to the brain teaser to PR & Marketing at Uniteam Marine, Anja Frauboese, marketing@uniteam-hamburg.de



MESSAGE FROM THE CHAIRMAN



As we are just again, so quickly, at the end of the year and with 2012 soon upon us, I take the opportunity to convey our wholehearted wishes and Season's Greetings to all of you.

With the economic uncertainties and difficulties of the last three years during which shipping has suffered greatly and without any immediate prospects of financial improvement world-widely, recovery is still unpredictable in all sectors of our industry, containerships, bulk carriers and tankers.

Our Clients are continually confronted with tougher decisions, which impose upon us obligations to further improve our services and undertake a more supportive role, in assisting them to mitigate their losses.

Having all these in mind and the pressure we are all under because of the economic crisis, we have during this year intensified our efforts in upgrading training and we are now finalising arrangements for specialised training courses to European Officers at home, prior to joining their next vessels.

Our On-board Trainers' team was expanded, combining altogether and imparting on-board a

wide range of nautical and technical experience and proficiency.

The foundations of a new all-training-dedicated twelve storey building were just laid in Yangon alongside our existing premises. The team of our instructors was further strengthened and additional courses were developed, aiming to improvement of skills and personal effectiveness of all our seafarers.

However, the prescription for individual and corporate success is simple: We have to dedicate time for making sure that we carry out our duties whether ashore or on-board professionally, safely, efficiently and with care; and we have to follow up all necessary procedures meticulously and to comply with all international, port and flag state regulations, so as to avoid problems, stress, wear and costs.

Considering the difficulties of the time, such approach and all efforts from all parties involved are necessary for satisfying and appeasing our Clients about our professionalism, making ourselves ready to respond to meet all new challenges ahead of us.

Thanking you for caring and with my warmest wishes to all of you and your families for a Happy and Prosperous New Year.

Gerhard Ruether

UNITEAM MARINE TRAINING CENTRE AND MYANMAR MARITIME UNIVERSITY WILL CHAIR IMEC 24 IN 2012

The International Maritime English Conference (IMEC) provides a global forum for the teachers of Maritime English to those working in the shipping industry. Every year English professors and teachers from all over the world participate in the IMEC. The relevant maritime institution in the country where the annual conference takes place is responsible for organizing the entire event.



Anja Frauboese, Capt. Holger Rolfs, Prof. Kyaw Zeya

We are proud to announce that IMEC 24 will be held in Myanmar in October 2012, and that UMTC (Uniteam Marine Training Centre) has been selected to host this important event. UMTC and its co-operating partner MMU, the Myanmar Maritime University in Yangon, will be responsible for the conference, which will last a week and include various workshops, lectures, discussions and programmes.

Capt. Holger Rolfs, Training Director at UMTC says: "I attended the IMEC Conference the first time back in 2003. Meeting all the professional English teachers and learning more about different English training approaches was a real "eye opener", which has enabled the UMTC continuously to implement the latest English teaching technologies into its syllabus. We at UMTC are all delighted that the IMEC Steering Committee has accepted our invitation. English teachers from UMTC and MMU have done several

workshops together to improve their teaching skills, including an intensive two-week professional development course conducted by Clive Cole, a noted professor at the World Maritime University. All English teachers now look forward to meeting their counterparts from all over the world to share their knowledge and teaching experiences."

Capt. Rolfs, Prof. Kyaw Zeya of MMU and Anja Frauboese, Marketing Manager at UNITEAM MARINE, attended IMEC 23 in Romania, where they gave a presentation recommending Myanmar and the two institutions MMU and UMTC to host the event in 2012.

Anja Frauboese

UNITEAM MARINE SUCCESSFULLY IMPLEMENTS SAP ENTERPRISE RESOURCE PLANNING SOFTWARE SOLUTION

In our effort to continually upgrade our Management Information Systems and procedures to support our operations internationally and provide better visibility at all levels of our organization, we decided to implement an Enterprise Resource Planning software solution for our Finance Department, namely SAP that is being used by companies including Coca-Cola, Mercedes and Nokia.

The implementation of SAP has improved Financial and Managerial reporting and has enabled us achieve faster closing of accounts. It has also improved corporate governance and transparency as the system provides broader support of accounting standards and improved administration of internal controls.

We are proud that the implementation and customisation of SAP to UNITEAM MARINE's needs was considered by SAP a success story and serves as an example to companies worldwide. SAP has issued an international press release highlighting that "the system provides for real time business data for real time business processes for both decision makers and end users, has greatly improved productivity by replacing manual tasks with automated processes and that all transactions are maintained within an efficient and secure environment governed by best practice procedures".

All our stakeholders being either employees on shore and at sea, customers, vendors and governmental authorities will benefit from the use of this cutting edge technology as now we are ready to collaborate, decide, adapt and operate better and respond quicker.

Andreas Papanisforou

PROMINENT VISITORS ON MV STELLA GEMMA

On 11 August 2011 during the loading of raw sugar at Lautoka (Fiji), Prime Minister Commodore Voregue Bainimarama, together with his ten ministers and the

directors of Fiji Sugar Mills Corporation visited MV Stella Gemma. While on board he made a tour of the entire vessel. On the bridge he stated that this is the first of six shipments of 30,000 mt of sugar between now and the end of the busy season next February.



The Prime Minister was impressed by the condition of the vessel. He conveyed his thanks to the owners for their kind invitation, and is looking forward to further cooperation.

Captain R. Gaydarov

MARITIME CYPRUS 2011 CONFERENCE & GARDEN DINNER PARTY

On the occasion of the "Maritime Cyprus 2011 Conference" UNITEAM MARINE invited their clients, business partners and employees on 1st October 2011 to a garden dinner party. The evening, in a pleasant atmosphere, with stimulating discussions and exchange of ideas heralded the opening of the international shipping conference.



Mr. Soterios Karantonis, Member – UNITEAM MARINE Board of Directors and Mr. Udo Wiese, Chairman - Bereederungs-gesellschaft H. Vogemann GmbH & Co KG



Dr. Sebastian Steinbrecher, and Mr. Patrick Behrens, Directors – Johs. Thode Reedereigesellschaft mbH & Co. KG, Mr. Peter Merkel, Managing - Director UNITEAM MARINE Shipping GmbH

Organised every two years by the Department of Merchant Shipping of the Ministry of Communications and Works in cooperation with the Cyprus Shipping Chamber, the Cyprus Maritime Conference has since long grown into one of the world's most significant and most attended shipping conferences.

The conference this year focused on crucial issues concerning the international shipping industry today such as Countering Piracy, Seafarers and Manning, Ship Financing, Energy and the current Crisis in Shipping.



Mr. Gerhard Ruether, Chairman – UNITEAM MARINE, Mr. Bertram R.C. Rickmers, Chairman Rickmers Group, Mr. Thorsten Mackenthun, - Managing Director, Hanseatic Lloyd Schiffahrt GmbH & Co. KG

The conference was officially opened by the President of the Republic of Cyprus and distinguished guests such as the IMO Secretary General, the Chairman of the International Chamber of Shipping, European Commissioners and other personalities participated and addressed the three-day conference.

Regine Hofmann

UNITEAM YACHTING – CREW UPDATE

Success breeds success!

We have just placed two more cadets on-board, however, this time it gets serious! Both Aung Myin Ye Zaw (aka Vickie) and Thein Win Aung (aka Win) are on board S/Y El Oro. Not only is it their first contract at sea; they will also be taking part in the Hong Kong-Vietnam Regatta. Their sailing training is sure to come in handy, especially as they will be part of a seasoned crew.

El Oro is a somewhat special yacht. It is the sister ship to the famous Whitbread Round-the-World racer Kriter, designed for Baron Bich and built by Nautic Saintonage in 1975. In 2008-9, El Oro received a complete refit in Yangon's Myanmar Shipyard.



Home Port: Cowes, United Kingdom
LOA: 20.67 m (68')
Beam: 5 m (16' 6")
Draught: 2.68 m (8' 10")
Gross tonnage: 38.7 tonnes
Year built: 1975
Builder: Nautic Saintonage, France

Alexander Ruether

BACK TO CATERING SCHOOL - REFRESHER TRAINING FOR COOKS / MESSMEN

Have you ever watched the television show "Hell's Kitchen" where Gordon Ramsay was shouting at the budding chefs, trying to whip them into shape?



Well, here at UMTC, the ships' chefs are back in school again - into a "hell's kitchen" with UNITEAM MARINE's best chefs (the likes of Chef Tun Ko Ko). The only difference between Chef Tun Ko Ko and Chef Ramsay is their manner. I'm sure you know what I mean...

UNITEAM MARINE chefs and messmen on vacation in Myanmar have been called back for a five-Day Catering Refresher Course. Its purpose: to refresh their knowledge of hygiene, nutrition, food preparation, housekeeping, maintenance, kitchen fire-fighting and administration. The participants also have the benefit of one of the best training facilities in Yangon - the kitchen of our very own Savoy Hotel.

From their feedback, we know that these participants enjoyed the training courses thoroughly, especially the opportunities to share their onboard stories about officers' and crews' likes and dislikes in meal choices. We learned that some seafarers especially enjoy game birds.

One of the most important benefits of this course, as mentioned by a participant, Chef Hla Moe Khaing, was that the experienced chefs come together and willingly share their best-kept secret recipes for gastronomic delights.

Now you know why your meals on board are tasting better... BON APPETIT!

Johnny Sim

MDA CONNECTS MYANMAR TO ICELAND

In May this year a new friendship between Myanmar and Iceland sprang up with our family's sponsorship of a 10-year old boy, Min Zaw Oo. At first our three daughters (Berglind Anna, 14, Vigdis Kristin, 12 and Eyglo Ruth, 8) had been looking for a girl pen pal, but the prospect of a distant "brother" greatly appealed to them.



From the very first e-mail exchange, some common interests have been discovered. This is truly encouraging. We are now all looking forward to discovering more and more things about each other and our very different lives.

The exchange of letters is a good opportunity for our girls and Min Zaw Oo to practise their English. It shows how a common language can connect people all over the world. The children will learn to open their minds to another culture, always a first step to better understanding.

Captain Frederic Rohleder

MDA HOLIDAY GREETINGS



Seasons greetings from our 72 boys living in Myittar Yaung Chi orphanage. The children have been very creative, painting vessels, harbours and sea animals as the motif for our UNITEAM MARINE Christmas card. It was not easy to choose between them - all the paintings were very good. Here are some of them:



FESTIVE RECIPE FROM MR. TIN KYAW LIN, COOK

Many thanks to our cook, Tin Kyaw Lin, working on-board MV Bulk Europe, for sending us his favourite festive recipes! If you are still looking for a special Christmas dinner, have a look at these we have selected. Bon appetit!

Lemon Chicken Soup

9 cups low-salt chicken broth
3 celery stalks, chopped
2 large carrots, peeled, chopped
1 large onion, chopped
 $\frac{3}{4}$ cup long-grain white rice

1½ pounds skinless boneless chicken thighs, cut into bite-size pieces
3 large eggs, beaten to blend
 $\frac{1}{2}$ cup fresh lemon juice
100 g sour cream

Bring broth, celery, carrots and onion to boil in large pot. Add rice to soup and simmer until tender, about 30 minutes. Add chicken to soup and simmer until cooked through, about 10 minutes. Beat eggs and lemon juice and sour cream in small bowl until blended. Gradually add egg mixture to soup, stirring constantly. Simmer until flavours blend, about 3 minutes. Season soup to taste with salt and pepper.

Roast Turkey with Bread Sauce and Gravy

Serves 8

A 6 kg turkey, including the neck and giblets, if available
105 ml vegetable oil
Watercress, to garnish

Gravy

1 small onion, roughly chopped
1 small carrot, roughly chopped
2 celery sticks, roughly chopped
30 g plain flour
500 ml chicken stock
30 g butter

Bread sauce

600 ml milk
 $\frac{1}{2}$ onion, studded with 3-4 cloves
1 bouquet garni
2 cloves garlic, peeled and lightly bruised
105 g fresh white breadcrumbs
Grated fresh nutmeg
2½ tablespoons cream or 45g unsalted butter, optional

Clean the turkey inside and outside, removing any feathers. Season with salt and pepper. Head the oven to moderate 180°C. Place the turkey in a large roasting pan. Bake for 1½-2 hours, basting with the juices and oil every 20 minutes. If the turkey begins to overbrown, cover with foil, continue roasting until done. Transfer the turkey to a large plate in a warm place.

Gravy

Melt the butter in a saucepan, add the chopped onion, carrot and celery and fry until soft. Add the flour and mix until to smooth texture. Add roasting juice and chicken stock. Bring to boil, then reduce the heat and simmer for 10 minutes, stirring frequently to prevent lumps. Strain, season with salt and pepper.

Bread sauce

Pour the milk into a small pan, add the onion, bouquet garni and garlic and bring slowly to boil. Remove from the heat and leave for 20-30 minutes. Strain. Then return the milk to the pan and bring it to boil. Whisk in the breadcrumbs, make thick sauce and season with nutmeg, salt and black pepper. Stir in the cream or butter and serve immediately.

Serve with roast potatoes and roast vegetables.

CHRISTMAS RECIPE: VANILLEKIPFERL

Grandma's Vanillekipferl

560 g flour
 160 g sugar
 400 g butter
 200 g hazelnuts, ground
 100 g sugar for rolling
 4 pkts. Vani vanilla sugar

1. Knead flour, sugar and butter to form dough
2. Put the dough in the fridge for 1 hour
3. Knead a roll 3 cm in diameter
4. Cut the roll into slices and form a "Kipferl" out of each slice
5. Put all Vanillekipferl on a baking tray and bake them for 15 min at 175°C
6. While the cookies are baking, mix 100 g sugar with 4 packages of vanilla sugar
7. Finally, toss the hot cookies in the mixture of sugar and vanilla sugar

Anna-Lena Marschall

BOOK RECOMMENDATIONS

For those special days, some hot suggestions:

Crime: Jodi Picoult: *House Rules* (published by Hodder in paperback); German translation: *In den Augen der Anderen* (publisher: Bastei Lübbe)

Jacob Hunt is a teenager who has Asperger's Syndrome. Suddenly his tutor is found dead. A dark, serious book and a brilliant story.

The Sea: Morgan Callan Rogers: *Red Ruby Heart in a Cold Blue Sea* (Viking); in German: *Rubinrotes Herz, Eisblaue See* (Mare Verlag)

Laughter and tears – you will find everything in this story about growing up in a small fishing village in Maine. Like a gripping film, with wonderful characters.

Family: Patrick Ness and Siobhan Dowd: *A Monster Calls* (Walker Books); in German: *Sieben Minuten nach Mitternacht* (cbj Verlag)

Young Conor has to accept that his mother will die soon. A dialogue with the old "monster tree" in his garden help him to face his situation. A book for young and old, wise and sensitive about understanding life and its end.

Stephen and Lucy Hawking: *George and the Big Bang* (Random House); in German: *Zurück zum Urknall – die große Verschwörung* (cbj Verlag)

A great story for children and adults. Discover together with George the amazing story of the beginning of all existence. Who in the world could possibly tell it better than Stephen Hawking and his daughter?

Jessica Merkel

PORTRAIT OF PROCUREMENT COORDINATOR FEDERICO SCHULZ

Federico Schulz has been with UNITEAM MARINE since 2007. He works in the Purchasing Department of UNITEAM MARINE in Hamburg.



HOW DID YOU JOIN UNITEAM MARINE?

After moving to Hamburg I was informed by a friend that UNITEAM MARINE was looking for additional people.

WHAT ARE YOUR TASKS AS PROCUREMENT COORDINATOR?

To supply the vessels with all necessary technical stores/spares and services at the most convenient port.

WHAT DO YOU LIKE MOST IN YOUR JOB?

The contact with different suppliers and the challenge to successfully arrange the delivery of orders around the world.

WHAT DO YOU ESPECIALLY LIKE IN THE SHIPPING BUSINESS?

The dynamic of the business. Nothing stays the same for long so there is a constant need to adapt to new situations. I very much enjoy the possibility of being in touch with many parts of the world, trying to arrange supplies while also learning about different cultures.

YOU ARE FROM ARGENTINA. ARE THERE ANY SPECIAL CHRISTMAS TRADITIONS IN YOUR COUNTRY?

Christmas in Argentina happens during the summer and therefore we have no snow or Christmas markets like in Germany. Argentines usually will have a big family get-together with lots of food and exchanging presents. At midnight they set off lots of fireworks.

ONGOING COMPETITIONS

"Success through Teamwork – Experience on Board"

Please send us your experiences on board reflecting our mission statement. We will publish one experience quarterly.

Prize: USD 200,- for every published article for the crew's entertainment fund.

"Best Photograph & Video" for 2012!

We are looking for interesting photographs and videos from all our ships during the course of the year. If you have any extraordinary, bizarre, funny or beautiful shots and movies, please send them to us.

Prize: USD 300,- for the selected best picture or video of the year.

MYTH OR TRUTH – YULE LADS

The Yule Lads, or Yulemen, (Icelandic: jólasveinarnir or jólasveinar) are figures

from Icelandic folklore who in modern times have become the Icelandic version of Santa Claus. Their number has varied throughout the ages, but currently there are considered to be 13.

The Yule Lads originate in Icelandic folklore. Early on their number and depictions varied greatly depending on location, with individual lads ranging from mere pranksters to homicidal monsters who eat children.

In 1932 the poem "Jólasveinarnir" was published as a part of the popular poetry book *Jólin Koma* ("Christmas Arrives") by the Icelandic poet Jóhannes úr Kötlum. The poem reintroduced Icelandic society to its Yuletide folklore and established what is now considered the "official" 13 Yule Lads, their personalities and connection to other folk characters.

The Yule Lads were originally portrayed as mischievous or even criminal, pranksters who would steal from or in other ways harass the population (at the time mostly rural farmers). They all had descriptive names that conveyed their modus operandi.

The Yule Lads are traditionally said to be the sons of the mountain-dwelling trolls Grýla and Leppalúði. Additionally, the Yule Lads are often depicted with the Yuletide Cat, a beast that, according to folklore, eats children who don't receive new clothes in time for Christmas.

In modern times the Yule Lads have been depicted as taking on a more benevolent role, comparable to Santa Claus and other related figures, and putting small gifts (or potatoes if the child has misbehaved) into shoes placed by children in their windows on the 13 nights before Christmas Eve. They are occasionally portrayed in the costume traditionally worn by Santa Claus, but are otherwise generally shown in late-medieval Icelandic attire.

The Yule Lads are said to "come to town" during the 13 nights leading up to Christmas, each staying for two weeks.

Source: Wikipedia

HUMOUR

THROUGH ALL THE BAD TIMES

Although her husband had been slipping in and out of a coma for several months, his wife stayed by his bedside every single day. When he finally came to, he motioned for her to come closer.

As she sat on the bed beside him he said, "You know what? You've been with me through all the bad times. When I got fired, you were there to comfort me. When I went bankrupt and lost my business, you stood by me. When I got shot by a burglar, you were by my side. When we lost the house, you were there to support me. Even though my health started failing, you were still by my side..."

"Now that I think about it, it sure looks to me like you bring me bad luck."