

EDITORIAL

It was time for a change. After 51 editions of the UNITEAM MARINE newsletter, we have decided to update the layout and expand the format. The new layout gives us greater flexibility for including articles, and we can also place illustrations more prominently.

This means that all photographers are requested to submit high-resolution pictures (300 dpi) to avoid graining when they are reproduced in the newsletter. If you want to send pictures from on board, you may also burn them on to a CD and send them by mail. By the way, in January we already received photos from ten on-board photographers plus a video for our 2012 annual competition! Two of those pictures can be seen in the section Photo & Video Competition.

You are also welcome to send us articles about your experiences on board. Pieces that reflect our quality policy "Success through Teamwork" and are published in our newsletter bring in USD 200,- for the crew's entertainment fund.

We hope you enjoy reading our newsletter and look forward to receiving more articles, pictures and videos from our colleagues on board.

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NEW STRUCTURES AT UNITEAM MARINE TRAINING DEPARTMENT

Following the success of the dynamic implementation of various training courses at our centre in Yangon and the enhanced training project initiated at the end of 2010, we have recognised the need for expanding our training efforts to other locations outside Myanmar.

This was also re-affirmed and encouraged by our clients who would welcome distribution of the knowledge to our other recruitment centres.



To cater for this need, it was decided that our present Training Director Mr. Johnny Sim Chng Ling will be transferred from Yangon to Singapore.

Apart from continuing his involvement at our centre in Yangon, Mr. Sim will also assume, among others, the new role of "Corporate Training and Business Development Director" and will be entrusted with conducting training courses at our offices in Europe and select locations in the Far East.

Mr. Sim welcomed the opportunity and is most happy to be re-united with his family in Singapore.



We are pleased to announce that the duties of Training Director at Yangon will now be taken over by Captain Win Zaw.

Capt. Win Zaw started with UNITEAM MARINE as a deck cadet in 1982 and climbed successfully to the rank of master, in which he served for ten years. In 2004, his services were required in Yangon, where he joined our other colleagues in the overall training of seafarers and successfully ran the training on our bridge simulators.

Capt. Win Zaw, supported by Capt. Myint Oo and Capt. Than Tun Aung, will be responsible for the entire training setup in Yangon. He will work closely with Mr. Sim in furthering local training but also in the development of new training courses which will be applicable to the entire UNITEAM MARINE Group.

The accumulation and wealth of experience of both Mr. Sim, as a previous navy captain and ILO MLC technical specialist and trainer, and Capt. Win Zaw will be tremendously valuable to UNITEAM MARINE, and we are happy that both of them have readily accepted the responsibility of their new positions.

Peter Merkel, John Hadjiparaskevas

CHRISTENING CEREMONY MV UNITED MOJANDA

United Mojanda is 32839 GT geared bulk carrier, delivered on the 9th of January 2012 in China.



She is the second bulk carrier delivered to Managing Owners Messrs UNITED SEVEN GmbH & Co. KG and UNITEAM MARINE's Management from the Yangzhou Dayang Shipbuilding Co. Ltd yard in Yangzhou.

Each ship handover has its own unique surprises which is why it is always an additional reason for us to attend and offer our support.

On this occasion we were fortunate that issues that we encountered were of a minor nature and did not hamper the delivery. Unfortunately for Capt. Miodrag Brankovic, his luggage was lost by the airlines and it was not possible to arrange an alternative uniform for him in time for the handover ceremony. As it was the last of the ships for this contract, the ship building team headed by our New Building Director Mr. Eduard Bankovic was disbanded and went for a well deserved vacation.



Capt. M. Brankovic, Mr. E. Bankovic, Dr. Olav Killinger, Managing Director of UNITED SEVEN, Ms. Claudia Humme, Director of UNITED SEVEN and godmother Ms Angela Humme, Sinopacific HO in Shanghai

As usual, the cooperation and hard work of the shipbuilding team and our crew resulted in an efficient and successful handover. We wish her calm seas and safe passages.

Stephen Fyfe

FIRST IMPRESSIONS ON BOARD

I joined UNITEAM MARINE in October 2011 after a long and highly varied career in the British Royal Navy.



Since joining the company I have been involved in ships' ISM and ISPS audits, workplace HSE management and training in the Limassol office, and general QSE management tasks.

I have visited the UNITEAM MARINE offices in Hamburg and Odessa and have been lucky enough to take passage on board the MV Ernst Rickmers from Cyprus to Ukraine. Although I have had quite a

lot of exposure to the world of merchant shipping (my father was a master mariner), this is my first permanent employment in the commercial sector. It is interesting to note the differences and similarities between this and my former life, particularly in the area of safety management.

The biggest and all-pervading difference is money. Whilst the Navy is increasingly resource-conscious, it does not need to make a profit simply to survive, and few operational decisions are made on cost considerations alone. There is therefore rather less danger of safety being compromised for financial reasons. However the constant drive for increased "operational effectiveness" can often lead to similar temptations to take unnecessary risks. In

both cases it is the role of the manager to establish an effective system for assessing and controlling risk and to create a culture where personnel at all levels of the organisation understand that proper safety management enables rather than hinders achieving the aim. There is no profit, and no operational advantage, in accidents.

The second major difference between the naval service and the merchant marine is people. The Navy is manned by a group of people from the same country, who speak the same first language and who are trained in-house at each stage of their careers. Common standards of training and a shared working culture that is understood throughout the organisation makes the application ...continues on page 2

FIRST IMPRESSIONS ON BOARD CONTINUED.

...and maintenance of management systems a relatively simple task. It also enables levels of professional competence to be closely monitored over time and training and personal development to be tailored to the aptitude of the individual and the needs of the organisation. By contrast the commercial sector is probably the most multi-national and multi-cultural industry in the world. Individuals come from a very wide variety of backgrounds and have received their training in very different ways from providers of varying quality. Many have enormous experience and considerable professional ability, but it takes time for the company to form an accurate picture of individual strengths and weaknesses. This makes for a very dynamic and stimulating working environment but presents real challenges. Not only must the safety management system be expressed in terms that will be understood by those who are not native speakers of the language in which it is written, but it must also take into account different cultural attitudes and norms of behaviour when trying to establish best practice and common standards.

The common thread between my former and current careers is the sea, which does not distinguish between warship and merchant ship or race and nationality. Being at sea is an inherently risky business, and the need for leadership and good management is constant whatever the role of the vessel. Success certainly comes through teamwork, and I believe the keys to this success are regular and honest communication underpinned by sound professional knowledge, attention to detail and, I am sure, a good sense of humour. I look forward to playing my part in keeping UNITEAM MARINE's vessels and crews safe and secure.

Peter Chilman

AED AND CPR TRAINING AT UNITEAM MARINE TRAINING CENTRE

What is CPR? Cardiopulmonary resuscitation is the manual circulation of blood and the manual introduction of oxygen into the lungs of someone who is not breathing. Brain death starts after just 4-6 minutes without oxygen. When we perform CPR, we manually squeeze the heart and force blood circulation, which carries oxygen to the brain.

What is AED? An Automated external defibrillator is a portable, battery-operated electronic device about the size of a laptop computer. The AED automatically diagnoses the potentially life-threatening cardiac arrhythmia of ventricular fibrillation and ventricular tachycardia in a cardiac arrest victim and is able to treat the patient by an electrical shock that stops the arrhythmia, allowing the heart to re-establish an effective rhythm. An AED is best used within the first 3 minutes. Its chances of success decrease by 7-10% for every minute of delay.

On land, if you see someone with sudden cardiac arrest, you call for an ambulance, but onboard you immediately call for help and grab your AED. AEDs are designed to be simple enough for any crew member to use.

All ocean-going mariners are required to demonstrate Basic Safety Training (BST) proficiency by completing an approved course given by the local administration. The mariners are required to demonstrate their proficiency every five years. The BST consists of the following four modules:

- 1) Elementary first aid
- 2) Personal survival
- 3) Elementary fire-fighting and fire prevention
- 4) Personal safety and social responsibility



CPR and AED training is one of the topics of Elementary First Aid (EFA) module. EFA is basic, immediate and emergency response to the most common shipboard injury emergencies, including CPR and how to properly use of an AED was introduced by American Heart Association in year 2005.

As per above statement, the AED should be trained in BST course which is the mandatory course for all mariners. UNITEAM MARINE decided to place AED's on board all our vessels prior to the German Flag regulations making the item compulsory on their ships. The first CPR and AED training (consider as refresher course) was conducted on 08 December 2011, one day course (approximately 8 hours duration) for a class of minimum of 6 and maximum of 20 participants. It was successfully carried out. The students' feedbacks the training is educational and fun. In UMTC's "Refresher Course" philosophy, the learning does not have to be painfully boring. We feel that if you have fun, laugh and the class is interesting, you will enjoy yourself and will absorb and retain the material better. This training is educational, easy to comprehend, to the point and entertaining.

Captain Kyaw Wooi Khee

PILOTS AND VOYAGE PLANNING

What happened?

The pilot has a pivotal role to play at the beginning and end of most international voyages. This particular incident occurred as a 4,000GT ro-ro vessel fitted with twin fixed bladed propellers and single rudder left the berth in an estuary. The bridge team consisted of an English speaking pilot and Chinese master, chief officer, second mate and helmsman. There were no tugs used for the manoeuvre and following the late arrival of the pilot, departure procedures commenced as soon as he boarded. The vessel, known by the bridge team to have poor handling characteristics at slow speed, was manoeuvred off the berth by the master who then passed the helm to the river pilot for the outbound estuary passage. To compensate for the ship's poor handling characteristics, the bridge team used the engine telegraphs to assist turning during slow steaming. Unaware of this fact and the vessel's poor handling characteristics, the pilot was not able to navigate the vessel in the strong ebb tide with little water flow across the rudder. Navigating round a bend in the river, the vessel drifted off track and grounded soon after.

What lessons can we learn?

Bridge resource management

Efficient pilotage is dependent on good communication and information exchange between the pilot, master and other bridge team personnel. Added to this, there must be a clear understanding of the roles and responsibilities of all those involved. The use of bridge resource management techniques helps to ensure that communication issues are resolved, question and response practices are encouraged and situational awareness is improved.

Voyage planning

The delayed arrival of the pilot on bridge reduced the amount of time spent discussing the intended voyage plan. The importance of detailed planning for the pilotage section of the voyage must not be underestimated. The ma-

noeuving characteristics of this vessel were not fully explained to the pilot, nor was the intention of the bridge team to use the engine telegraphs independently to assist with turning the vessel. This information proved to be instrumental in the subsequent grounding.

Communication

The use of a common language on the bridge is critical when the team is composed of different nationalities. Delay in the pilot's realisation that engine movements were being carried out contrary to his instructions was compounded by the crew reverting to their working language. This action only served to reduce the effectiveness of the pilot's intentions and further jeopardise the safety of the vessel.

Effective bridge management techniques can compensate for misunderstandings caused by language and cultural differences. Support mechanisms that include the positive reporting of critical instructions and the close supervision of their implementation reduce the likelihood of confusion.

When mistakes are made, early intervention requires a common understanding of what is intended at the outset. This can only be achieved by formulating a detailed plan that is monitored closely during execution.

WHICH REGULATIONS PROVIDE GUIDANCE?

IMO

SOLAS

Chapter V, Annex 24 - Voyage Planning: Pilotage - The plan covers the voyage from berth to berth and therefore includes the pilotage stage. Pilots make a significant contribution to the safety of navigation in the confined waters and port approaches of which they have up to date knowledge. After boarding the vessel, in addition to being advised by the master of the



manoeuvring characteristics and basic details of the vessel for its present condition, the pilot should be clearly consulted on the voyage plan to be followed. The general aim of the master should be to ensure that the expertise of the pilot is fully supported by the vessel's bridge team.

IMO Resolution A.285 - Recommendation on Basic Principles and Operational Guidance Relating to Navigation Watch-keeping

"Despite the duties and obligations of a pilot, his presence on board does not relieve the officer of the watch from his duties and obligation for the safety of the vessel. He should cooperate closely with the pilot and maintain an accurate check on the vessel's position and movements. If he is in any doubt as to the pilot's actions or intentions, he should seek clarification from the pilot and if doubt still exists he should notify the master immediately and take whatever action is necessary before the master arrives."

IMO Resolution A.960 - Recommendations on Training and Certification and on Operational Procedures for Maritime Pilots

Paragraph 5.3 - Every pilot should be trained in bridge resource management with an emphasis on the exchange of information that is essential for a safe transit. This training should include a requirement for the pilot to assess particular situations and to conduct an exchange of information with the master and/or officer in charge of the navigational watch.



Maintaining an effective working relationship between the pilot and the bridge team in both routine and emergency conditions should be covered in training.

International Safety Management (ISM) Code

Chapter 7, Development of Plans for Shipboard Operations

The Company should establish procedures for the preparation of plans and instructions for key shipboard operations concerning the safety of the ship and the prevention of pollution.

Critical shipboard operations are those where an error may immediately cause an accident or a situation which could threaten people, the environment or the ship. Arrangements should be put in place to monitor the operational competence of crew undertaking critical shipboard operations.

ICS

Bridge Procedures Guide Chapter 6, Maritime Pilotage

Efficient pilotage is chiefly dependent on the effectiveness of the communications and information exchange between the pilot, the master and other bridge personnel and upon the mutual understanding each has for the functions and duties of others.

Source: North of England

SERVICE AND EDUCATION HONOURED

It has become a proud tradition at UNITEAM MARINE to honour long-serving staff members.

On this occasion our Chairman Mr. Gerhard Ruether had the pleasure of extending his thanks for their loyalty and contributions to our Finance Manager Mr. George Constantinou for his 25 years' service as well as another seven colleagues for their ten years of service with the company.

"This is a small recognition of the people who have been with UNITEAM MARINE for so many years," said Mr. Ruether. "Their dedication and commitment is the most valuable asset our firm can have."



Natasa Hadjiyianni (Accountant), Liza Charalambous (Financial Assistant), Stella Tornaritou (Gen. Accounting Manager), Chairman Mr. Gerhard Ruether, George Constantinou (Finance Manager), Naing Win Tin (Fleet Personnel Group Manager), Steve Illman (Office and Financial Director), John Hadjiparaskevas (Group Managing Director)



Chairman Mr. Gerhard Ruether, Christina Miltiadous (Travel Operator), Mr. Holger Ruether (Member Uniteam Marine Board of Directors)

During a similar ceremony at the annual brunch of UNITEAM MARINE's Hamburg office, Mr. Peter Merkel, Group Managing Director, held a speech to honour the tenth anniversary of colleagues who joined the office in its early stages. Mrs. Frauke Garbers-Bueckmann can recall her initial interview with Mr. Merkel very well, as it took place in a nearly empty room when the office was relocated.



Frauke Garbers-Bueckmann (Technical / QSE Assistant), Peter Merkel (Group MD), Jason Kelly (Finance Manager), Capt. Guenther Trilck (QSE Manager / DPA / CSO)

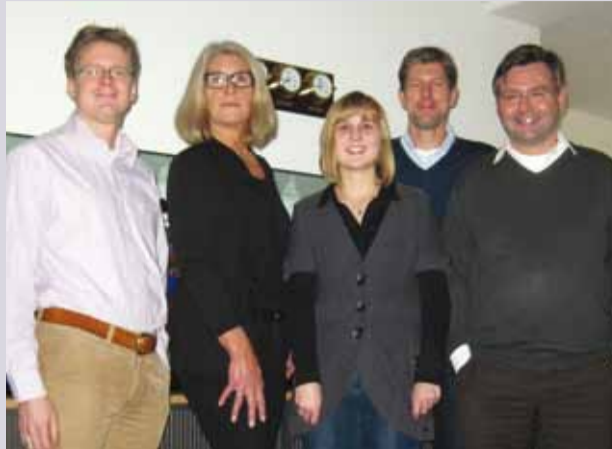
On another note, Mr. Ruether was pleased to present our ICT Manager Mr. Warren Gibbs his certificate after having successfully completed "with merit" the "Understanding Shipping" course which is conducted by the Institute of Chartered Shipbrokers, Cyprus branch.



Warren Gibbs receiving his certificate

This course is specially designed to give personnel working in the shipping business a general knowledge and a good understanding of the industry as a whole, from ships and trades to ship management and operations, bills of lading, chartering etc.

In December 2011 I spent two weeks in the office of HLL Chartering in order to gain insights into the chartering business.



HLL Chartering meets UNITEAM MARINE

It was made possible by a training co-operation between UNITEAM MARINE and our client Hanseatic Lloyd. Mr. Christian Jaekel's very friendly team secure cargo for their own vessels and fix them for a charter. In these two weeks I traced the whole process from an offer to the final fixture of the charter party. We also discussed the assessment of current market conditions and fluctuating rates in determining when it is better to lay up a vessel than to fix a charter in which the owners would sustain a loss.

The two weeks of this valuable learning opportunity flew by, ending with a delicious breakfast.

In this way I would like to thank Mr. Christian Jaekel, Mr. Bjoern Mueller, Mr. Bernd Bornholdt and Ms. Petra Ramcke-Alt for their warm welcome.

Carina Behrens

And: UNITEAM MARINE congratulate Carina Behrens for completing her apprenticeship and for her success in passing her exams with very high marks. She will start in the Operations Department at UNITEAM MARINE in Hamburg.

Elisa Scholtz has been at UNITEAM MARINE in Hamburg since February 2006. She works in the accounts department.



Elisa Scholtz, Certified Management Accountant

"Working with figures, tax laws and with people from different countries is fun and exciting for me," says Elisa Scholtz. "Three years ago, because of several changes in accounting regulations in Germany (tax, balancing, general commodities etc.) I decided to further my studies in accounting. Since then, I have learned more about:

- Cost centre accounting
- Financial management
- Preparation of interim and annual financial statements and management reports in accordance with national law
- Preparation of financial statements in accordance with international standards
- Tax law and
- Evaluation and interpretation of financial statements for management decisions.

I have found these topics to be extremely interesting. Over the three years I had two three-hour evening classes during the week plus a six-hour Saturday class twice a month. I had to pass a total of seven examinations: one oral and six written. Sometimes I asked myself what I was doing, but in the end I knew it was worth the price I had to pay."

Since 1 January 2012, Ms. Scholtz supports the Accounting Department Manager, Mr. Jens Schultz. She looks forward to her new challenge and to applying and deepening the knowledge she has acquired.

Elisa Scholtz

UNITEAM MARINE congratulate Elisa Scholtz for passing her exams and is glad to have such a dedicated colleague.

SOCCER: WERDER BREMEN VS. BAYERN MUENCHEN, VENUE: MYITTAR YAUNG CHI ORPHANAGE, MYANMAR



After long anticipation, we were finally able to meet our godbrothers Babu, Yan Lin Aung and Kyaw Thu Lwin. The three boys are great and, like all of our friends at the Ray of Love orphanage, enjoy football as much as we do. After all the children showed us their home, we opened our suitcases. The children were happy and excited to see letters and presents from their godparents. Another surprise was in store for the boys: the Eklkofer family from Munich sent them Bayern Muenchen jerseys. Previously Werder Bremen had sent a set of jerseys to the orphanage, so now the thrilling north German/south German duel could begin, and Nick and I could also take part in the match.

The hot ground was quickly sprayed with water and then the game could begin. Although it was just a training match, the boys were nervous as the big tournament was scheduled for Sunday. The fans yelled and the director and staff of the orphanage were all very proud.



It was a tough battle, fought out in sunny, 35-degree weather. All the boys played like true Werder or Bayern players. In the end the Werder team won 4:1. There will surely be a rematch when the Eklkofer family visits Yangon in February.



We all had a lot of fun together and will continue to write letters, Skype, and send emails and pictures. The best experience of our trip was the exciting football match with our new friends.

Tom and Nick Merkel

BOOK RECOMMENDATIONS

“TEATIME AND A GOOD BOOK...”

Top tip: Jonas Jonasson, *The Hundred-Year-Old Man Who Stepped Out of the Window and Disappeared* (English translation to be published in 2012); German translation: *Der Hundertjaehrige, der aus dem Fenster stieg und verschwand* (published by Carl's books in paperback)

This book is Swedish author Jonas Jonasson's debut novel and has already sold more than 1.2 million copies. It is neither a thriller nor science-fiction but pure entertainment, translated into 30 languages and sure to appear in others soon. This international bestseller is the fantastic story of old Allan Karlsson who disappears from the old folks' home on his 100th birthday.

Great novel: A.S. Byatt, *The Children's Book* (published in paperback by Vintage Books [US & UK]; German translation: *Das Buch der Kinder* (S. Fischer Verlag, 2011)) The Children's Book, bestselling British author A.S. Byatt's 2009 novel, follows the adventures of several inter-related families, adults and children, from 1895 through the First World War.

For small children: Axel Scheffler & Julia Donaldson, *The Highway Rat* (published by Alison Green Books [UK]/Scholastic [US]); German translation: *Raeuber Ratte* (publisher: Beltz and Gelberg)

If you and your family love the word-famous *Gruffalo* you will also enjoy this new book from the celebrated writer/illustrator duo Scheffler/Donaldson. Fantastic family entertainment with clever rhymes.

Family: Richard Louv, *Last Child in the Woods* (published by Algonquin Books [US]); German translation: *Das letzte Kind im Wald* (publisher: Beltz Verlag 2011)

In Louv's book, which received the prestigious Audubon Medal and has been translated into 10 languages and published in 15 countries, he discusses how today's kids are increasingly disconnected from the natural world. There so many positive alternatives for our children besides the computer world, and nature and the woods are among the most important things we can offer them.

Heart and soul: Anita Shreve, *A Change in Altitude* (published by Little, Brown [US], Abacus [UK]); German translation: *Das erste Jahr ihrer Ehe* (publisher: Piper Verlag, 2011)

New literature: Emma Donoghue, *Room* (published by Picador [UK & US], Book Group); German translation: *Raum* (publisher: Piper Verlag, 2011)

Room, the new novel by Emma Donoghue about five-year-old Jack who lives his whole life in a small room with his mother, is, in a word, riveting. I've never read anything quite like it. There is a part near the middle where I absolutely could not stop reading; it was that intense.

Jessica Merkel

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.

POITAIT OF CAPTAIN PETER RENKEN



Capt. Renken has been with UNITEAM MARINE since 1998.

HOW DID YOU JOIN UNITEAM MARINE?

When my former company stopped business activities, they passed on my personal data to other shipping companies, and I got a call from UNITEAM MARINE.

WHAT WAS YOUR MOST EXCITING EXPERIENCE WHILE WORKING ON BOARD?

In the Bay of Biscay we lost engine power at storm force winds (144 knots). My ship fell immediately abeam to the very high seas and swell, resulting in huge heeling angles, more than 60 degrees, loss of cargo and damage to the ship.

DO YOU HAVE ANY FAVOURITE PORTS/CITIES?

Yes indeed. Singapore is such a nice place with its multicultural spirit. For me Singapore is the most exotic and exciting city.

IS THERE ANY PART OF THE WORLD WHERE YOU HAVEN'T BEEN YET?

Yes, I have not seen the poles so far!

YOU ARE A VERY EXPERIENCED SEAFARER AND CAPTAIN. DO YOU HAVE ANY ADVICE FOR NEW COLLEAGUES ON BOARD?

Always be straight!

DO YOU HAVE ANY HOBBIES? WHAT DO YOU WHEN YOU HAVE LEISURE TIME ON BOARD?

I like all kinds of fitness programmes, especially training for stamina.

PHOTO & VIDEO COMPETITION 2012



These beautiful seahorses were photographed by 2nd Officer Soe Lwin Oo on board MV Merkur Beach.



Additional helper on board MV United Tenorio – piracy watch photo taken by Oiler Myo Aung

WINNER OF PHOTO & VIDEO COMPETITION 2011

Thank you for your votes – the winner for 2011 is Capt. Borys Kulakov with “Passage through the rainbow gateway” – he won USD 300,- ! The three polo shirts go to: Kyaw Htway Lwin (MV United Milos), Aung Thiha (MV United Milos) Federico Schulz (UM Hamburg). Congratulations!

HUMOUR

“A DEAD DUCK”

A woman brought a very limp duck to a veterinary surgeon. When she laid her pet on the table, the vet pulled out his stethoscope and listened to the bird's chest.

After a moment or two, the vet shook his head and sadly said, “I'm sorry, your duck has passed away.”

The distressed woman wailed, “Are you sure?”

“Yes, I am sure. Your duck is dead,” replied the vet.

“How can you be so sure?” she protested.

“I mean you haven't done any testing on him. He might just be in a coma.”

The vet rolled his eyes, turned around and left the room. He returned a few minutes later with a black Labrador retriever. As the duck's owner looked on in amazement, the dog stood on his hind legs, put his front paws on the examination table and sniffed the duck from top to bottom. He then looked up at the vet with sad eyes and shook his head. The vet patted the dog on the head and took it out of the room.

A few minutes later he returned with a cat. The cat jumped on the table and also delicately sniffed the bird from head to foot. The cat sat back on its haunches, shook its head, meowed softly and strolled out of the room.

The vet looked at the woman and said, “I'm sorry, but as I told you, this is most definitely, 100% certifiably, a dead duck.”

He then turned to his computer terminal, hit a few keys and produced a bill, which he handed to the woman. The duck's owner, still in shock, took the bill. “\$150!” she cried, “\$150 just to tell me my duck is dead!”

The vet shrugged, “I'm sorry. If you had just taken my word for it, the bill would have been \$20, but with the Lab Report and the Cat Scan, it's now \$150.”

IMPRINT

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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 to PR & Marketing at Uniteam Marine, Anja Frauboese, marketing@uniteam-hamburg.de

