

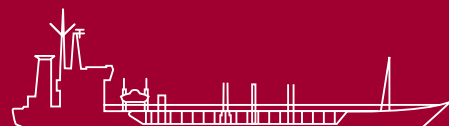


fabricNEWS



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Tough calls - right decisions

by Henrik N. Andersen, Managing Director, Fabricius Marine A/S

FABRICIUS MARINE has developed aggressively over the past years and we have increased the number of offices outside of Denmark. This increases the experience of the organization and gives us an opportunity to benchmark the various segments of operation, so that we can now start to optimize the operation accordingly.

At the same time we have learned that our growth strategy requires well educated and experienced employees. For our Marstal office it has proven difficult to recruit additional qualified personnel for key positions.

We also have a clear understanding that the location in Copenhagen, close to Kastrup Airport, gives us a number of advantages, necessary to continue our growth. We gain access to a network of colleagues in the industry and closer contacts to decision makers in financial circles.

For all of the above reasons we have decided to concentrate most of our Danish activities in Copenhagen, due to which our operations in Marstal will terminate as per 31 December 2007. It was a tough call, but definitely the right decision for the Company, since we will achieve synergies from a centralization of the Danish operation in Copenhagen, which are necessary to continue our growth in the years to come.

The growth in FABRICIUS MARINE continues, with one strong Danish office in Copenhagen, where we also expect more personnel in the coming years.



2006 from the Board's perspective

by Kaare Vagner, Chairman of the Board of Directors

2006 is already far behind us. Shares went up 23% and several employees have invested in their own place of work.

We operate 40 vessels, which is an increase of 4 compared to last year. We bought 7 vessels and have established a new subsidiary, Erria Tankers Ltd., at Malta. From here we plan to develop more tank ship brooking activity together with our co-owner.

All in all the year 2006 was the year of the most changes and development in the life of our company so far. We are now a totally different business with a modern head office close to Kastrup International Airport.

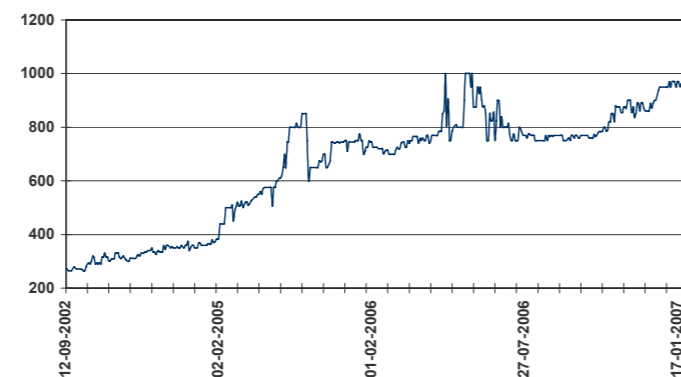
The fleet consists of a combination of modern container vessels and new tank ships. Even though they are different in business and management requirements, synergies in supply management and certifications are obtained.

Consulting got the gold stamp by landing the first new build supervision contract from the Danish Royal Navy ever landed by a privately listed company.

Dano Sp in Poland had a good year and contributed in many ways to the company's good results.

2007 has started the same good way – the shares continued to go up but that only demands further commitment from staff and management to live up to the share markets expectations.

Share price development 2002-2006



Life in Brazil

by V. Spric, Chief Officer, M/T YM VENUS

Our ship, the M/T YM VENUS, is, together with the M/T ATLANTIS ANTALYA, working in time-charter for PETROBRAS, the Brazilian national oil company, which is the most lucrative oil company in Latin America. During our stay in Brazil our vessel visits most of the Brazilian ports from the north to the south: Manaus, Fortaleza, Salvador, Suape, Recife, Rio de Janeiro, Paranaguá and Santos.

At present the M/T YM VENUS is working as a bunker vessel in Santos. During the visits in the different ports, our crew members have seen a lot of interesting things, e.g. the Amazon River and a little bit of the Amazon jungle in Manaus.



A bit of the Amazon Jungle

There are some very nice beaches with big hotels for the rich people and "faveles" [ed.: faveles is the local term used for shantytowns] for the poor in Fortaleza, Rio de Janeiro and Santos.



Enjoying the beach in Brazil

The "Head of Sugar" and the Corcovado Mountain is worth visiting if you are in Rio de Janeiro. The famous statue of Christ stands on Corcovado Mountain. The statue weighs 1,145 t and has a hand span of almost 30 m. The Corcovado means "humpback mountain". It is very often covered in heavy fog, but in fine weather you can see the perfect panorama of Rio de Janeiro from this point.

Only a few words need to be mentioned about perhaps the most famous tourist attraction in Rio de Janeiro: the Copacabana beach. It is one of the most criminal places in the city. If you want to take a walk here, especially in the evening, don't forget to put your watches, mobile phones, money, gold, cameras etc. away. Otherwise the local criminals will do it for you! Some of our crew members felt this themselves. They met five bad guys with knives and they lost their money and gold chains.

Of course, Brazil is also football and carnival. But that is another story. Finally, I want to say, that life in Brazil is very different from that in Europe, but none the less it is interesting and bright. In spite of the many different ethnic groups, people are friendly and nice.

Erria Tankers Ltd.

by Henrik N. Andersen, Managing Director, Fabricius Marine A/S

The partnership between FABRICIUS MARINE and Ibx Maritime, Istanbul, mentioned in another article in this edition, has now resulted in the foundation of Erria Tankers Ltd and the purchase of M/T ERRIA ANNE. FABRICIUS MARINE owns 75% and Ibx Maritime 25% of the newly established company, which is based in Malta. The strategic location in Malta allows the ships to sail under a European flag and thereby facilitate their reach.

Including the M/T ERRIA ANNE, FABRICIUS MARINE now owns 6 minor chemical tankers. We are thereby strengthening our activities in this specific area, which is undergoing massive changes because of the modifications of the IMO regulations on oil and chemical transport.

M/T ERRIA ANNE is a double hull chemical tanker with 4,709 DWT, build on Celiktrans Shipyard in Tuzla, Turkey. Erria Tankers Ltd. has the option for a sister ship, which is due for delivery in May 2007.

As we speak, 60% of the M/T ERRIA ANNE is sold as a limited partnership to external investors. With the capital raised we will purchase the sister ship and put 60% out for sale to interested external investors as a limited partnership in the 3rd quarter of 2007.

M/V SEA ENERGY repairing turbines at "Kentish Flats"

by Niels Leth Nielsen, Master, M/V SEA ENERGY

Good evening and welcome on board. May I see some ID please? OK! You are from Vestas! Please see the duty officer on the bridge. He will take your data and allocate you a cabin in "The Blue Hilton". Date: December 11th 2006. Place: Felixstowe. Project: Change of 4 gearboxes on Vestas 3MW V-90 wind turbines (V-90 = blades 90 m in diameter).

Every site has its own challenge. At Scorby Sands the problem is scowling (quick sand effect which requires a 3 hour preload time). At the location Q-8 & 7 in Holland it is the water depth (i.e. more than 20 m) but here at Kentish the major problem is the penetration into the bottom by the legs. The expected penetration has been calculated by COWI Consult prior to the erection of the turbines and varies from 3 – 16 m. It also varies with the load on each leg. The variation of +100 t on one leg can add up to 4 m additional penetration. This has to be taken into account when preloading and during operation.



Precision is essential when the nacelle is placed in the right position

At 08 am the M/V SEA ENERGY proceeded up the Princess Channel and entered the site about 20 minutes ahead of slack water time. The ship is equipped with a Star Fix System (a mix of satellite and radio signal), which has an accuracy of approx. 30 cm. As a back up to the Starfix System the crane driver will check the exact distance with a laser beamer and also give the angle to the turbine. As the ship approaches the turbine, the duty officer will start lowering the four legs until they are approx. 1 m above the

seabed. Depending on the conditions the legs will then penetrate until the required preload is reached. The crane is released and the change of gear-box can start.

At Kentish Flats we may experience up to 4 m tide and the legs will have to be adjusted for every 80 cm variation of tide. This makes it necessary for the crane operation to stop if the raising or falling tide changes too quickly. The procedure has to be coordinated by the duty officer and the crane driver. A considerable amount of documentation is required. When installing a complete turbine a minimum of 28 pages of documentation and no less than 133 signatures are needed. The job of changing a gear box on a V-90 turbine can take up to 20 hours.

Upon completion the vessel then has to retrieve the legs before it can move away. With 14 m of penetration into the mud this can be very difficult. Consequently the ship was equipped with two high power pumps prior to The Kentish Flats project. These two pumps eject water under high pressure through the legs eliminating the vacuum that develops when the legs are lifted out of the mud. To make this job easier we usually start pumping water through the legs about 2 hours before we actually lift the legs, in order to soften the mud that holds them back.

On completion of all 4 turbines the ship returned to Felixstowe for derigging of the crane before crossing The North Sea to Aarhus in Denmark where Christmas was celebrated. Between Christmas and New Year a turbine placed south of Samsøe was repaired. This last project completed a year with varying types of repairs, installation of a wind farm and the erection of a meteorological mast in the Baltic Sea.



Enjoying the view after a job well done

The year 2007 begins with more repairs of turbines, and this summer M/V SEA ENERGY will erect another new wind farm off the Dutch coast. With all this work ahead, it is safe to say that the M/V SEA ENERGY and A2SEA are in the FAIR WIND BUSINESS.

Cruise on the Danube River

by Per Schorling, Editor

FABRICIUS MARINE is responsible for newbuilding site supervision of a series of four IMO II chemical tankers built in Rousse, Bulgaria. Rousse is situated at the Danube River about 85 nm from the Black Sea in direct line. The Danube River stretches throughout most of Central Europe and is connected to the Rhine through the Danube Canal in South Germany making it possible to sail on the rivers through Europe from the Black Sea all the way to the North Sea.



M/T CLIPPER BURGUNDY

The third vessel in the series, the M/T CLIPPER BURGUNDY was near completion in January 2007 and due to draft limitations and height limitations of bridges on the Danube, the final outfitting, commissioning and sea trials had to be done in Varna at the Black Sea.

The Vessel shifted from Rousse to Varna the third week of January 2007 when the water level of the Danube rose above the minimum depth required. Still there was a shortage of water for the short transit and the Vessel had to sail the canals through Romania with several critical moments passing bridges and shallow waters.

All masts for navigation lights, radars and antennas were cut for passing some of the lower bridges, even the funnel was cut of to the same level as Monkey Island. All necessary as can be seen from the photos, that make it clear that there was hardly any clearance passing the lowest bridge.

All in all the entire voyage with trimming and ballasting, detour and various regulation and authorities, only permitting us to sail in daylight, it took eight days to travel the 85 nm from Rousse to Varna in direct line. Seven days were used to travel 220 nm on the Danube from Rousse to Sulina, Romania and one day to sail 140 nm from Sulina to Varna, Bulgaria. Definitely not a speed breaking record.



Clearance between cut funnel and bridge

Delivery of the M/T "CLIPPER BURGUNDY" took place in the beginning of March.

Main particulars of the Vessel:

M/T "CLIPPER BURGUNDY"

LOA 88.1m

Breadth 14.6m

GT 2,865

DWT 3,543

Draft 5.4m

98% filling Capacity 4,519.3 m³

Phenol epoxy coated cargo tanks

10 "Svanehøj" cargo pumps each 150 m³/h

Twin propulsion plant delivered from Alpha diesel Frederikshavn

Main Engines 2x960 kW – Service speed 12.5 knots



M/T "CLIPPER BURGUNDY" on Danube River – note top of funnel on deck

Crew list as per 26 March 2007

RANK	SEA LION	DELMAS ANGOLA	FILIPPA	MSC CAMARGUE	MSC AURES	OLGA	LIMPOPO	SEA MASTER ONE	HERMOD	CALORIUS	JOULIUS
Master	Anatoliy Viktorovich Grib	Oleg O. Kalashnikov	Oleg Antonovich Goretsky	Vladyslav Latyshev	Igor Oleksandrovych Dubovoy	Volodymyr M. Shestakov	Pavlo M. Tokaryev	Rumulo Ceria Tubon	Lars Tortsen Østergaard (Per Bendix F. Jørgensen)	Hans Jørgen Birkmann (Fritz Carstens)	Andy Rasmussen (Niels J. B. Hemmingsen)
Chief Officer	Oleksandr G. Marchenko	Yuriy Olegovich Loshakov	Andriy V. Podkopayev	Oleksiy A. Pastushenko	Oleksandr Ovcharenko	Ihor G. Olynyk	Sergiy Eduardovich Khoryev	Manuel L. Alba	Vladimir Savcenko	Klaus Bo Madsen (Jens Ole B. Aagesen)	Jørgen A. Christensen (Jens-Peter H. Aagesen)
1st Officer	Sergiy Paliy	Volodymyr V Bachurin	Oleksiy Goltsev	Grygoriy Gutsal	Oleksandr O Tsyutsyura	Sergiy M. Anokhin	Andriy M. Kyrillov				
2nd Officer		Vladyslav V Grygoryev	Oleg V. Korchak			Oleksandr B. Grabovsky		Rodolgo D. Roda			
3rd Officer								Denjie P. Anggo			
Chief Engineer	Anatoliy L. Fedorov	Oleg Mykolayovych Lysenko	Vitaliy Mikhasishyn	Oleksandr P. Yurchenko	Volodymyr B. Luchkiv	Borys Bushuyev	Ruslan Babenko	Denysenko Valeriy	Lennart Nees Jensen	Erik Seeberg Ravnskjaer (Bo Dalmose Nielsen) (Henning J. Petersen)	Leif Marius Nørholm Nielsen (Gunner E. Rasmussen)
1st Engineer	Oleksandr Gorodkov	Vitaliy N. Bondarenko	Sergiy Khomenko	Yuriy Igorevych Chulkov	Vadym Volodymyrovych Oneshko	Andriy P. Mukiyenko	Viktor O. Zelensky Oleg V. Pikanovsky			Jim Andersen (Ib Jacobsen)	Michael Köllner (Bo Hjertmann Frederiksen)
2nd Engineer		Yevgeniy Yuriyovych Ivanov	Oleg Tsybulko		Rinat Ravisovych Samatov	Valerii I. Pugach		Reynaldo A. Malinao			
3rd Engineer						Sergiy F. Argirov	Igor Vitaliyovych Surzhkov	Alfredo B. Dominguez			
4th Engineer								Rolando V. Cabrillos			
Elec. Engineer		Pavlo I. Dymchenko	Anatoliy Fedorov		Borys petrovych Borodin Yuriy Samonov	Anatoliy I. Naumenko Mykhaylo Abramchuk	Andrii Il'ienko	Antonio A. Lasten			
Bosun / Fitter	Fanur Sabitov	Vitaliy Vasylyovych Zanuda Yuriy Ivanovych Kuzmenkov	Leonid Popov Valeriy Vlasov	Sergiy Y. Lysytskyy	Sergiy M. Mykhaylichenko	Petro G. Tytarenko Mykola P. Bronzel	Vasyl Ivanovych Lemyaskin	Huynh Thanh Hai Nguyen Anh Thep Nguyen Quoc Han			
Able seaman	Nguyen Nhat Thanh Bui Huy Duc Nguyen Cong Danh	Volodymyr V. Stayetsky Viktor Petrovych Dzyubinsky Sergiy O. Zhuravlyov	Yaroslav Rudy Volodymyr Starostenko Oleksandr Khilkovsky	Leonid Gurenko Vasyl Ivanovych Yatchenko Andriy M. Nesterenko	Sergiy Kotenkov Oleksandr Vasylyovych Burdeyny Anatoliy Kondratyuk	Oleksandr V. Mykhaylov Yuriy M. Mykhaylyk Igor M. Ivanchenko	Sergiy Mykolayovych Fedkiv Yuriy Viktorovych Zharov Cao Van Du	Mai Quoc Tuan Tran Dang Khoa Huynh Viet Hoa	Ruslan Sobolyev Andriy Kal Nyts Ky	John Juel Jensen Poul Storm Hansen (Per Maj) (Torben Jensen Iversen)	Knud Aage Nielsen Johan M. W. Samuelsen (Poul-Erik Petersen) (Poul Andersen)
Ordinary seaman	Pham Ba Tung	Stepan O. Pavlov	Oleksandr Ivanovych Kozar	Andriy V. Polubok	Igor Oleksandrovych Chernyshov	Dmytro O. Osypov Yevgen O. Studzynsky	Volodymyr V. Yermakov Oleksiy O. Samoilenko	Truong Duc Dung Nguyen Son Tung Le Tan Phat	Edvinas Kumpis Aleksandr Gonciar		
Motorman	Pham Minh Duc	Oleksandr M Getmanchenko Grygoriy G Krasynikov	Gennadiy Genov Volodymyr Ivanovych Turbin	Andriy Demchuk	Sergiy Kozhevnikov	Oleksandr M. Antonyuk Thanh Q. Nguyen Cong C. Pham Sergiy O. Kharytonov	Volodymyr O. Bezrodny	Nguyen Quoc Hoang Van Ngoc Hong Minh Phuc			
Cook	Vu Thanh Hai	Nataliya Zhuravlyova	Oleksandr Pytsyuka	Volodymyr M. Taipov	Sergiy Dmytrovych Reshetnykov	Iryna Sergiyivna Radayeva	Viktor V. Rogachko	Do Kim Lam	Glib Talanov		
Catering		Olga Yusyivna Khanlarova	Vadym Sergiyovych Boyko			Oleksandr M. Diyanov		Ngo Van Hiep			

RANK	SEA ENERGY	SEA POWER	NINA	ERRIA MARIA	ERRIA ANNE	INGRID JAKOBSEN	DANCHEM EAST	DANCHEM WEST	TINA JAKOBSEN	COPERNICUS
Master	Joan Petur Nielsen	Erik Johansen	Petratis Sigitas	Niels Jacob Michelsen (Frank Schmidt)	Piotr Wojciech Osowicki	Miroslaw Peszkowski	Bo Pedersen Rosenborg (Rani Henryson Mohr)	John Kalani Døstrup (Bjarni Joensen)	Bjarne Johnny L. Henriksen (John Paw B. Jørgensen)	Jacek Frymus
Chief Officer	Johan Ladegaard	Bjarne Kaae Kromann	Akhmedov Vagid	Edwin F. Galzote	Jacek Przemyslaw Maeser	Tomasz Rybkowski	Jan Wishoff Larsen	Stanislav Minka (Mohammad Tariq)	Nikolay Zakharenko	Robert Kalisiak
1st Officer	Brian Sølve Gravsen	Henrik Hentze		Armando V. Magbuhat	Michal Marek Szwedzinski Bogdan Jan Wojciechowski	Adrian Tokarczyk Waldemar Jan Rzepka	Olegs Posternaks	Nurlan Tolumbaev	Sergejs Pilipcuks	Wieslaw Sobkowiak
2nd Officer				Mhardo M. Palaganas						
Chief Engineer	Gorm Gaden	Henrik Truelsen	Svadcenko Vasilijus	Bo Rise Mario Gomez Ozaraga	Olegas Raisuotis	Dmitry Ivanov	Heine Kranker (Jens Rishøj Larsen)	John Damgaard Steffensen (Kim Bue Drost)	Paval Karpuk	Andrzej Kilarowski
1st Engineer	Jens Freddy Vestergaard	Martin Mølgaard Frandsen								
2nd Engineer				Edwin Rapada Veloso	Jan Miroslaw Lisowski	Maciej Cerkaski			Sergejs Malisevs	
4th Engineer							Mihails Urbans	Igors Kruglovs	Andrejs Vilims	
Elec. Engineer				Andrzej Jankowski						
Crane operator	Palle Larsen Jan Brohus	Niels Jørgen M. Lauridsen Steen Frits Jensen								
Bosun / Fitter						Romeo S Macahis				
Able seaman	Frank Jan Nielsen Harry Barros Henriksen Jan Ole Ravn	Robert T. Christiansen	Badawi Mohamed Guseinov Alsafa	Greg C Flores Jun F Escamilla Ramel D Jaibuena	Piotr Oliwiak Krzysztof Burlinski Karol Kowalewski	Estelo A Mag-Uyon Eric M Paulino Ronnie I Tuare Apolinario D Ruiz(Boatwain)	Villis Veips Nikolajs Ananicevs Vjaceslavs Krumins	Dainis Pocs Vladimirs Berjulovs Mykola Vakulichenko	Vladimirs Petrusenko Arvids Vindedzis Andrejs Rozenbergs Igors Upeniks (Boatwain)	Wlodzimierz Bulinski Tadeusz Sas
Ordinary seaman	Inga Bechgaard Thomsen	Daniel Schøller Meng Martin Futtrup		Reynaldo C Sanchez Ronnie P Barreda	Jakub Michalina	Eduardo S Basquina				
Motorman		Ole Rye Christensen		Roy P Toring	Jakub Klein	Ronald D Sevilleja			Olegs Zukovs	
Cook	Morten Kremmer Bang	Dan Kramer Müller	Anfimov Aleksander	Ismael P Perez	Stanislaw Kreft	Marianito R Del Rosario	Pjotr Stupins	Olegs Petrovs	Dmitrijs Bogackins	Wieslaw Janiczak
Catering	Maiken Lykke Sørensen	Monica M. Vestergaard								

RANK	ATLANTIS ALVARADO	ATLANTIS ANTALYA	YM VENUS	YM EARTH
Master	Igor Chodorovskij	Dawid Sadecki	Anatoliy Yurchenko	Cezary Niczyperowicz
Chief Officer	Sergejs Sidlovskis	Tomasz Witold Klaput	Valerijus Spric	Szczepan Pachula
1st Officer	Dmitrijs Semjonovs	Dariusz Sidorczuk	Andrzej Rys	Jaroslav Trojecki
2nd Officer	Sandijs Naglis			Mariusz Smialkowski
Chief Engineer	Jonaitis Robertas	Miroslaw Jaworski	Andrejs Sukora	Janusz Dzikiewicz
1st Engineer		Artur Krotowski		
2nd Engineer	Alexey Serov		Glebs Kutuzovs	Marek Stanczyk
3rd Engineer			Normunds Ludziss	
Able seaman	Genadijus Anuscenko Vladimirs Sergejevs Vladimirs Savcenko	Marek Kazimiwez Kozlowski Kazimierz M Kwiatkowski Boguslaw Slawinski	Igors Zinchenko Daniils Sevchenko Raimonds Tarvids (Boatwain)	Albert Peron Ryszard Konarski Zbigniew Cywinski
Ordinary seaman	Sergej Cygankov			Robert Milosek
Motorman	Viktors Kalita	Piotr Mariusz Wesolowski	Valerijus Maksimovs Dmitrijs Gerascenko	Franciszek Cycak Tomasz Ziolkowski
Cook	Dmitrij Avdejev	Krzysztof Kobynik	Vladimirs Kacurins	Bogdan Majkowski

(name) = home/vacation



Klaudia Skotnica, new Chief Officer of M/T Atlantis Antalya with Fleet Manager Allan Sparholt.
(Klaudia's father is a Captain with FABRICIUS MARINE)

A busy month for the QA Department of FABRICIUS MARINE

by Birgitte Medegaard, QA Manager

Frankly speaking: January 2007 will definitely not be one of the months we wish to have plenty more of!

All staff within the department (in Marstal, Carsten Carstensen and Ivan S. Grydehøj and in Copenhagen, Ralf C. Beck and Birgitte Medegaard) have all been extremely busy throughout the month.

At Marstal, a lot of effort have been allocated in order to prepare for the 5 yearly re-certification ISM audit. And we are proud to say, that although the 3 auditors from BV and Isle of Man really did their utmost to find deviations, they did not succeed. The Marstal office received the new Document of Compliance with only a few minor issues to be dealt with.

The new Designated Person, Carsten Carstensen, who has taken up this position after Jan Møller Jensen, as well as Ivan Grydehøj can now concentrate on the never ending process of continuous improvement of the Safety Management System and anchoring of same throughout the organization.



Ralf Beck in the office in Copenhagen

In Copenhagen, many tasks have also been on the list.

1 January 2007, Captain Ralf C. Beck took up the position as QA Co-ordinator. Although Ralf was familiar with the Company from his previous position as Captain on the M/T ELBE DOUBLE, still, it was new to him to hold an office position.

On top of this, the month gave us quite a lot of challenges. To be mentioned:

- Taking over two new vessels simultaneously; M/T ERRIA MARIA and M/T ERRIA ANNE
- Following up on our new vessel delivered in November 2006; M/T INGRID JAKOBSEN
- Completion of several Management System updates for our main customer on the consultancy side; UNI-TANKERS
- Internal audits also for our consultancy customers
- Last but not least – general following up on all the ships already in management with FABRICIUS MARINE.

One new task for Ralf C. Beck was to carry out internal triple audits (combined ISM, ISO 14001 (environmental management) and ISPS (security)). Subsequently, it was decided that the first "go" as lead auditor should be carried out by Ralf and Birgitte as a team.

Everything was neatly planned and prepared. The first challenge, however, was just to embark the ship. It took the auditors 18 hours to go from Copenhagen to Sarroch at Sardinia due to the winter deciding to show its face all over Europe on exactly this day.

After a successful audit, the two auditors thought that they had really done the job and could sit quietly and do the reporting. However, it did not turn out like this. Due to late baggage delivery Birgitte stranded at the Fiumicino Airport outside Rome, and Ralf was sent to M/T ERRIA MARIA for a few days support.....He returned to the office more than one week later!



Birgitte Medegaard and Captain Darek Szymczak preparing for CDI inspection

Well, now everybody in the QA Department are looking forward to having some, at least a little more, quiet days to do all the close outs, follow-up's etc. This is so important if we want to stay in business.

We are confident that by combining our experiences and knowledge into ONE QA Department being responsible for all the QA - broadly speaking - in house as well as to consultancy customers (such as UNI-TANKERS and Swedish Ship owners at Donsö), we will be well prepared for the future challenges. And apparently these challenges never stop coming into our lives when it comes to procedures, records, auditing etc.

Have you visited our homepage recently?
www.fabricius-marine.com

IBEX MARITIME - a new partner to FABRICIUS MARINE

by Per Schorling, Editor

Ibex Maritime is a new partner for FABRICIUS MARINE with head office in Turkey and an office in the Philippines. Just like FABRICIUS MARINE, Ibex Maritime is a highly specialised company serving customers with a very efficient service in a close partnership based on the Scandinavian way of doing business. In this article we profile the new partner of FABRICIUS MARINE.

Kenneth Madsen, the 39 year old owner of Ibex Maritime, has been in the shipping business for a long time, and has worked for several well-known companies. Initially with Hapaq-Lloyd, Madsen changed to UNIBULK to a position as Agent. Wanting to experience more than Denmark, Madsen went to London to work for Trafco UK as a chemical broker, and returned after one year to take on a position with herring shipping a.s., where his responsibilities included starting up ship management for other ship owners as well as competitive management. After nine years at herring shipping a.s. Madsen moved to Turkey to work for a Turkish ship owner, and only one year later he started Ibex Maritime.

Since the early days, the focus of Ibex Maritime has been on providing a second-to-none service with a high degree of trust in the customer relationships. Taking care of the commercial management of vessels for ship owners, Ibex Maritime is today chartering 13 vessels ranging from DWT 3,445 to 15,750 all in IMO class II. All the vessels are built from 2001 to 2007.

The customer and partner basis has a global perspective, while keeping close to the local Turkish ship owners. The former BR Marine A/S – today FABRICIUS MARINE – was put in charge of technical ship management of the vessels from the early days, and since then a strong relation to the employees has been steadily built up.

The location in Turkey, close to the many shipyards, is perfect for business. The earthquake in 1999 somewhat destroyed the market, but Ibex Maritime found a position in the market, and today a total of 8 employees work from the office in Turkey, while 2 employees, including Sale and Purchase Manager Niels Faarup, operate out of the Philippine office.



M/T Erria Anne sailing through the Bosphorus



Crew at the Turkey office, from the left: Saban Ferhantoglu, Kenneth Madsen, Mutlu Isis Polat, Evren Ugursoy, Anne Madsen, Murat Erenli, Gokce Atay (not in picture: Elif Baykal)

When it comes to the company culture in Ibex Maritime, it is certain to say that a great deal of resources are used to learn new aspects of the maritime business and new technologies. All employees are under 30 years of age, and they all want to grow the business, and put in a lot of hours to do so. Owner Madsen uses much of his time to train and coach employees personally, but employees also participate in vessel journeys to familiarize themselves with the vessels and all of the onboard equipment. Combined with the special culture of openness and honesty, working for Ibex Maritime is something quite special in Turkey, and this way Madsen aims to keep talent employed in the short and the long term.

Aside from the business areas mentioned above, Ibex Maritime is also an agent for sale and purchase of new and used vessels. In this role it is essential to have the respect of the Turkish ship owners and shipyards, and this is exactly what Ibex Maritime has earned over the years. Understanding that the local culture is much different from the Danish is the key to unlocking respect from the locals. Demands from ship owners are much higher than what is customary in Scandinavia. Everybody in the office works around the clock [in periods literally] and all want to perform to customers requirements before they go home to their families. Short term results are required over long term strategies, but perhaps Ibex Maritime has succeeded in a unique combination of the two cultures.

The contact to the shipyards is what now brings Ibex Maritime even closer to FABRICIUS MARINE. Erria Tankers Ltd. is part of the future for Ibex Maritime, and the launch of M/T ERRIA ANNE not so long ago marks the beginning of a new maritime partnership. The management of M/T ERRIA ANNE in Erria Tankers Ltd. follows the culture and the working methods of Ibex Maritime and gives FABRICIUS MARINE an extra pillar in the growth strategy for the future.

Ibex Maritime is very happy about being a partner to FABRICIUS MARINE, and it is fair to say that the company can provide an excellent service to all ship owners, regardless of the size of the fleet.

Booster course for Vietnamese seafarers

by Nis Kørner, Course department at Marstal Navigationsskole

As mentioned earlier, in a previous edition of "Fabric News", Marstal Navigationsskole and Danida signed an agreement in the autumn 2005, concerning the preparation and delivery of four courses for deck officers and ratings in Vietnam, to be held during 2006. The initiative for this project originally came from Sea Saigon Shipping/ FABRICIUS MARINE, who identified the need for some extra education of Vietnamese seafarers, in order to familiarise them with the demands from the international shipping world. The name of the project is: "Short Term Booster Course for Vietnamese Seafarers".

The aim of the courses is to introduce the Vietnamese seafarers to modern requirements within such areas as safety awareness and operational requirements, and in this way helping them to perform better onboard quality ships in world wide trade. The subjects on the courses are e.g. maritime legislation, the role of the classification society, port state control, ISM, handling of dangerous cargo, ISPS, safety onboard, working environment etc. Furthermore the last week is spend on a brush up on ARPA, ECDIS and GMDSS.



The Danish Ambassador in Vietnam Peter Lysholt Hansen and Kaare Vagner from FABRICIUS MARINE on a visit to the course project.

The participants on the courses have in general been junior officers, who have spend 3-5 years on a maritime education centre and graduated with a deck officers licence. However, in Vietnam these people can actually graduate from the school without ever working onboard a ship. This means, that after their 5 years of theoretical education, they will start as OS and AB, before they get their first chance as e.g. 3rd officer.

During the preparation of the course, we told the University of Transport in HCMC, who is in charge of selecting the participants, that we thought it would be a good idea if ratings and officers participated on different courses, rather than being mixed. But when the first course commenced mid February 2006, we faced a class with everything from an OS with 3 months sea experience over AB's to officers with more than 10 years at sea. If this mix had been present during a course in our course department in Marstal, I could image the big difficulties for the teacher to make a proper teaching, which could be of interest to every-

body in the classroom. But in Vietnam, this is not the case. The clever youngster with good English proficiency had no difficulties in matching the older officers, and the big gap between their individual backgrounds became hardly visible for the teacher during the course.



One of the students is presenting the result of an exercise in front of his colleagues

So - what is the impression of the Vietnamese seafarers then? First of all, they are fantastically nice and friendly people to work with. They are a bit shy at first and their general lack of English is a problem for the teaching process in the beginning. But after the "ice has been broken" and they feel comfortable with the teacher, this language problem seems to be much smaller. Their theoretical background ought to be good after 5 years study on a maritime school, but it looks like all these years haven't been as efficient as they could be. Bearing in mind that the school classes in Vietnam often are occupied by 80 students in one classroom with a teacher speaking for hours into a loudspeaker system from a raised podium, it is understandable, if maybe one or two of the students loose a word or two. Furthermore they have never had the latest issue of the SOLAS or MARPOL books to work with. As a maximum they have been presented with a photocopy of some pages from a previous edition. In this light our courses, based on a mixture of traditional classroom education in small portions, interrupted by group work and exercises have brought something new.

The support from Danida also consisted in the purchase of class sets of the latest edition of the most important maritime legislation books and some updated films. This has been to great benefit for the students, and I am sure they have felt, that they (maybe for the first time) have been introduced to the most updated material.

A general impression during the courses has been that the Vietnamese students have problems, when they are asked to use their imagination and create something on their own, which is not a straight forward question or exercise having only one correct answer. For example, one of the group works asks the group to create a scenario for the monthly fire drill. Such an exercise was very hard to overcome, and often the groups spend a lot of time before they even got started. It was very hard for them to create

a story on their own about a fire onboard, where different crewmembers are assigned to different duties in a structured manner. Furthermore, it was not a natural thing for them to focus and see the importance of the "after drill evaluation/ documentation" and



The Vietnamese students were very enthusiastic during group works - but it was not easy for them

thereby learn from the mistakes being identified during the drill

So in this respect, the Vietnamese seafarers still have a lot to learn and some cultural barriers to overcome, before their talent as work leaders or officers in higher positions will be successful, especially if they sign on a modern ship sailing in areas of the world, where port state officers are ready to board the ship at any given time, asking for documentation and evidence, according to the international rules and regulations.

Of course this series of short term courses cannot change the behaviour of the seafarers in a big nation, but the participants on the courses have had the chance to catch a kind of an "Eye-opener" to the way modern ships are operated. The feed back from the students has been very positive in this respect, where especially the young ambitious participants did express their satisfaction both with the subjects, which they have been introduced to during the course, and also its relevancy for their future sea going career.

ISO 9001:2000 certification of SEACREST MANAGEMENT

by Mike Magcale, President, Seacrest

Seacrest, new crewing agent for FABRICIUS MARINE, has successfully completed its QMS certification December 2006 with no less than Det Norske Veritas certifying the company to ISO 9001:2000. The timely certification of Seacrest ensures our company's commitment to qualified and competent Filipino officers and crew and their proper documentation before joining the vessels.



The company officers and staff posing with the ISO 9001:2000 Certificate copy which was certified by UKAS through DNV.

It is the company's commitment to its principals, seafarers and employees to develop and implement a quality culture within the organization and to ensure that continual improvement processes are pursued and in place. All Seacrest staff look forward to the continued company-wide implementation of the Quality Management System to assist them in making their work easier and more systematic. Especially in regard to the exacting standards on officers and crew selection and documentation.

Seacrest is presently providing officers and/or crew to the chemical tankers of FABRICIUS MARINE, M/T INGRID JAKOBSEN, M/T ERRIA MARIA as well as to M/V SEAMASTER ONE. Seacrest officers and staff are very pleased and honoured to be the crew agent for Filipino officers and crew for FABRICIUS MARINE and its fleet. Both companies share a culture of commitment to quality and safety.



The crew is ready to join the M/T ERRIA MARIA.

Seacrest recently took over M/T ERRIA MARIA (ex-MARIA JAKOBSEN). Capt. Magcale and C/Engr Anaya are here pictured with Chief Engineer Mario Ozaraga and 3rd Officer Mharido Palaganas during their send off instructions from the office before joining the vessel. They are the last officers to join the ship. C/Engr Ozaraga and 3rd Officer Palaganas have been fully briefed on the company's policies and procedures to ensure a smooth vessel operation.

Fleet List

DRY CARGO and more	DWT	Cap. cbm	Cap. TEU	Built	Flag	Trading area/employment
DELMAS ANGOLA	14,140		1,166	1991	Antigua	T/C CMA CGM
FILIPPA	14,140		1,158	1991	Antigua	T/C K-Line
MSC CAMARGUE	7,300		599	1993	Antigua	T/C MSC
MSC AURES	7,733		534	1995	Antigua	T/C MSC
OLGA	17,850	25,677/19,731	533	1987	Antigua	T/C Marguisa Int.
LIMPOPO	12,167	16,183/15,853	754	1986	Antigua	T/C OACL
SEA MASTER ONE	6,680	5,450	544	1984	Antigua	T/C Far East
SEA LION	4,110	5,240/4,907	247	1993	Isle of Man	T/C Ørsleff's
HERMOD	3,124	5,287/5,176		1980	DIS	North Europe
CALORIUS	Tugboat	60 MT pull		1988	DIS	Dong Energy
JOULIUS	Tugboat	60 MT pull		1989	DIS	Vattenfall Danmark
KARBON	10,883			1992	DIS	Vattenfall Danmark
TRIAS	10,900			1987	DIS	Vattenfall Danmark
SILUR	10,883			1987	DIS	Vattenfall Danmark
POUL	10,883			1987	DIS	Dong Energy
SVEND ÅGE	10,883			1987	DIS	Dong Energy
JURA	10,883			1987	DIS	Vattenfall Danmark
INDUSTRIAL LEADER	3,959		247	1996	DIS	T/C Caribbean
ELISABETH BOYE	2650	3,877/3,537	77	1990	DIS	T/C South America
SEA ENERGY	3,100	3,750	276	1990	DIS	North Europe
SEA POWER	3,100	3,750	276	1991	DIS	North Europe
BINH TAN	1,535	2,917/2,623		1977	Panama	Far East
BEN DUOC NO. 1	Tugboat			1989	Vietnam	Tug
BEN DUOC NO. 2	Tugboat			1984	Vietnam	Tug
NINA	1875	2,786/1,719	88	1979	Antigua	North Europe
FREYFAXI	1387	2,077/1,844		1966	Panama	North Europe
TANK & CHEMICAL						
ERRIA MARIA	6,744	7,436	Tanker	2001	DIS	North Europe - Med
ERRIA ANNE	4,710	5,069	Tanker	2006	Malta	North Europe
INGRID JAKOBSEN	6,450	6,940	Tanker	2006	Antigua	North Europe
DANCHEM EAST	2,774	2,686	Tanker	1992	DIS	North Europe
DANCHEM WEST	2,774	2,686	Tanker	1992	DIS	North Europe
TINA JAKOBSEN	3,600	3,589	Tanker	1980	DIS	North Europe
COPERNICUS	1,825	2,000	Tanker	1987	Liberia	North Europe
ATLANTIS ALVARADO	3,502	4,101	Tanker	2004	Isle of Man	T/C UK Waters
ATLANTIS ANTALYA	3,445	3,692	Tanker	2004	Isle of Man	T/C Petrobas
YM VENUS	5,846	6,455	Tanker	2005	Malta	T/C Petrobas
YM EARTH	5,850	6,464	Tanker	2005	Malta	Worldwide

Editor's notes

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Editor's note

We at Proces Support A/S are happy to be the new editors of Fabric News, and we thank all contributors for the articles that we have received. If you feel inspired to participate with a story for the next issue, please send us your story by email as .doc or .pdf along with photos (approx. 1Mb) to ps@processupport.dk

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