

PETER DÖHLE
Schiffahrts-KG

HOMEPORT PD

PD

■ COMING HOME

■ DÖHLE CORPORATE & TRUST SERVICES

■ SEAFARER STORIES

■ HAPPY BIRTHDAY

MESSAGE FROM THE BOARD IN HAMBURG

Dear Colleagues on board and in the offices,

“Please be assured that we are doing our utmost to organize all our working and living circumstances to get back to normal, although knowing and accepting that until a vaccination is available our life will remain different from what it was at the beginning of this year.” – these were the last lines I wrote in my „Message from the Board“ back in April. It seems that the pharmaceutical industry has created more than one vaccine so it is up to our patience but these are good and relieving news. Is it possible to get acquainted with a pandemic? Do we have a choice other than to accept the circumstances which are affecting all our lives, irrespective of where we work, either on board or in the offices? Maybe this is the most difficult issue to accept, i.e. we do not have any choice. The virus is here, there, everywhere and has a specific influence on our lives.

Our life is what our thinking makes it.
Marc Aurel

What has happened since April? I recommend reading „Coming Home“ by our colleague Mr. Mirko Pinkohs, Manager Crewing in Hamburg, who reports on Coming Home Flights between Hamburg and Manila having taken place in June – together with our business partner Business Travel Hamburg (BTH), our colleagues from Menzell & Döhle, our colleagues in Manila and Hamburg this project has shown how decisive a good cooperation is. A special thanks to all colleagues who were involved and invested a lot of time to make these flights happen.

You may say that this was only a drop in the ocean but with this unique action we managed to take 420 seafarers from the Philippines back to their families and organised that the same number of seafarers could start working on board. Nonetheless the travel and port restrictions due to the pandemic are massive and do (still) not allow normal crew changes. Therefore I kindly ask all colleagues involved, i.e. those on board, those at home and those in the offices to keep patient and to understand the counterpart on the other side.

We have all made our experiences in these surreal times – not being able to be back at home at the scheduled time, missing the families, fearing to get infected, experiencing bureaucratic hurdles from port agencies, unwillingness, incompetence, whatsoever.

I like to encourage you to write your story – either Covid-related or just your story worth being told by yourself. If the pandemic has shown anything, it is that although social distancing is important to fight the virus, the decisive element for feeling good as a human being, it is precisely these social contacts that are important. And they also require an understanding for each other. Why is it not possible to get me



off the ship in port X as planned? Why doesn't C/E xyz understand that I, as Crew Superintendent, have done everything in my power to replace him - but have not been able to do so because the entry regulations in port were suddenly changed?

We can only understand each other if we know what drives the other. So please, tell your story – I like to encourage you to do so and read the report by our colleague Syjay Dalwango.

The highest good is and remains health – you find an interesting report under "e-healthy Ship", which describes the progress in this project, which has been running for two years.

Life is but a walking shadow.
Shakespeare

So far we were lucky and had only some colleagues who suffered from Covid-19 but luckily all recovered despite one colleague:

It is with great sadness and dismay that we have to inform you that Waldemar Perchel, our Managing Director of Döhle Marine Services Europe Ltd. based in Poland, has passed away unexpectedly on 4.11.2020 due to Covid-19.

Waldemar Perchel started his activity for our group in August 1993 as Second Officer on the MS KAMINA, which was supervised by our subsidiary Midocean Shipmanagement on the Isle of Man. He worked for Midocean ashore since 2000, and then in Gdansk and Gdynia since 2003 as Director of the Geo-Marine Manning Agency, now Döhle Marine Services Europe Ltd.

Manning and Crewing were his world - with him we are losing a highly appreciated, competent contact person and responsible actor. We will miss him very much. Our thoughts are with his wife and children.

The secret of happiness is freedom, but the secret of freedom is courage. –
Thucydides

On 28 October 2020 Jochen Döhle, managing partner of Peter Döhle Schiffahrts-KG and son of late Peter Döhle became 65. For him it was a huge surprise to receive so many congratulations from colleagues on board and on shore, some of your photos are to be found in this issue.

As this message was about to be written by end of October but I failed in doing so I have now the opportunity to wish you a Merry Christmas and a Happy and Prosperous New Year. Stay healthy and happy!
May God bless you all wherever you are, wherever you go!

Dr. Gaby Bornheim



MESSAGE FROM THE BOARD IN THE ISLE OF MAN

Dear Colleagues, Dear Reader,

For us here on the Isle of Man 2020 has thus far been an interesting year to say the least. There have been a number of changes in our office across the first half of the year in many different areas. We have had some long serving personnel embarking on new career paths, office reorganization to increase our communication and general efficiencies and a general revamp and overhaul in how we do business across the various departments of the Döhle (IOM) Group.

If I were to be informed towards the end of 2019 that my first year in the role of Managing Director of the Döhle (IOM) Group would be a steep learning curve filled with an array of challenges I would have nonchalantly said “Yes of course, I am ready for it and will give it my all”. But to throw a worldwide pandemic into the mix together, with the daily challenges that can sometimes be predicted although rarely avoided, was and is a situation that has ensured that all colleagues onboard our vessels as well as all colleagues in the office are tested and pushed to the absolute limits. For the admirable hard work that has been put in both at sea and ashore we are exceedingly grateful.

Fortunately on the Isle of Man, being as isolated as we are in the middle of the Irish Sea, we have been able to effectively manage and reduce the impact that COVID-19 has had on our daily lives, both in the office and at home. Less than one week after our first positive case on the Isle of Man all staff from the office were working from home, thanks largely to a stellar effort from our IT department and the technology at our disposal in this day and age. ‘Home Office’ then became the norm for all staff for almost three months.

Since our return to the office in mid-June, although with the exception of the presence of visitors to the Island, it has seemed almost as if this global pandemic has never happened. This is of course until staff working in the commercial shipping divisions of the Döhle (IOM) Group realized how they have seen their daily and weekly tasks become almost impossible to achieve despite even their absolute best efforts. Our crewing department have been

and continue to work all hours to ensure that their colleagues, the crew serving onboard our vessels, are as well looked after as they possibly can be and that as far as humanly possible every effort is made to ensure that those crew due to disembark vessels can do so at any opportunity possible. Not only are the struggles faced by those crew who have been onboard vessels, in many cases for far longer than they ordinarily would be, there is also the crew who work on our vessels who are dependent on their careers at sea to support their families at home. Many of our seafaring colleagues have simply not been able to go to work, a situation that many office-based staff simply cannot relate to.

Whilst time passes and we hope to soon be in a situation where normality is restored the question remains as to what normal is. The term ‘new normal’ we hear often across the media, but that situation, until the worldwide position improves, is one that is really an unknown at this time. I am confident that whilst attempting to put a timeframe on the end of the pandemic is nothing more than a guessing game, we will continue to work tirelessly as a Group until this time is upon us in order to ensure that we are coming out of this in a strong position, ready to tackle all further obstacles that are put in front of us both in our professional careers and our personal lives.

Once again I thank you all for your efforts and commendable determination and wish you and your families the best of health and a positive end to what has been an unforgettable year.

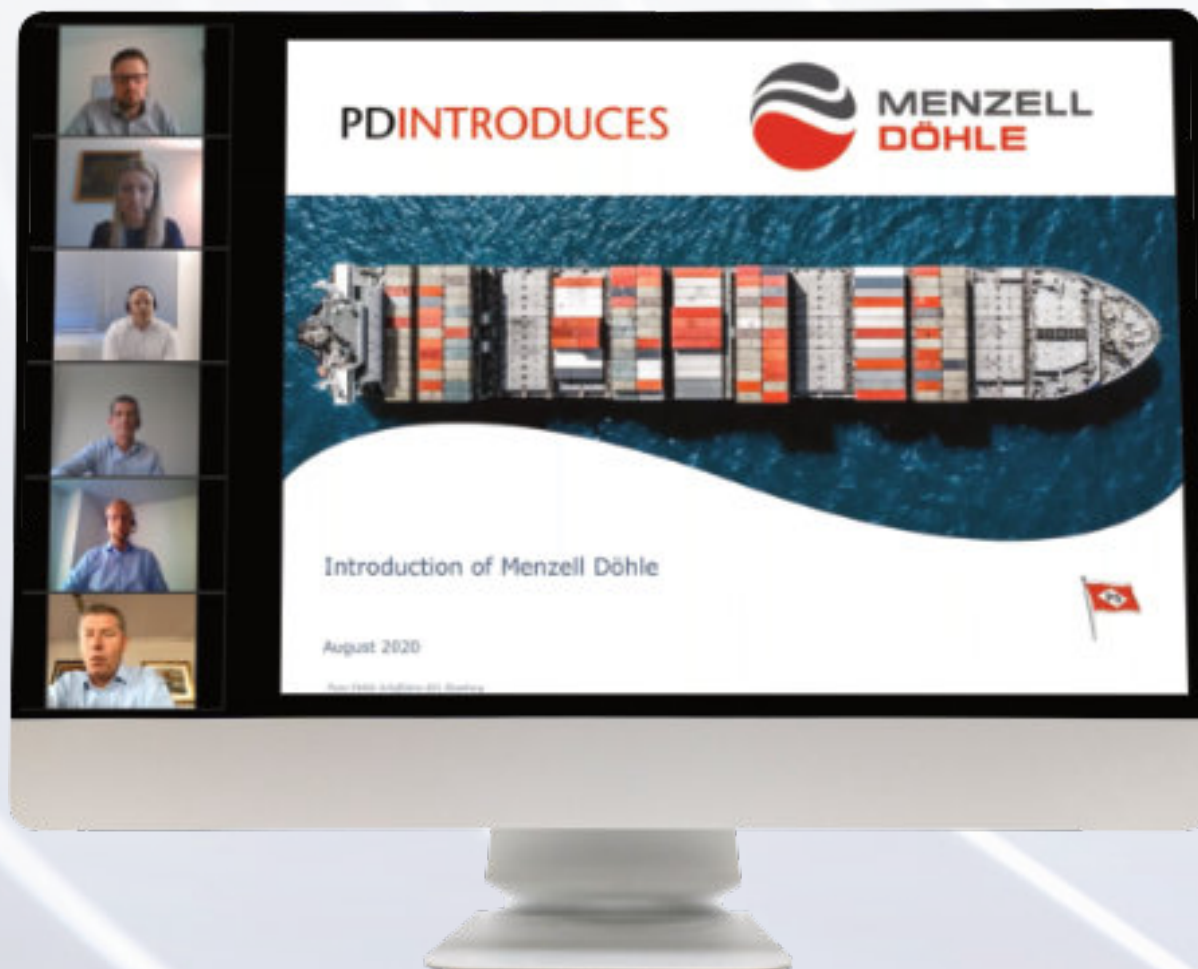
Luke Tippet

PDINTRODUCES

Almost 200 colleagues worldwide followed the first webinar on Menzell Döhle

We live in challenging times. COVID-19 is having a great influence on our personal and professional lives. During the past months we have learned how well digital communication with colleagues, suppliers and clients works. However, we have also learned that there is no real substitute for direct personal contact. Knowing someone personally and building trust is the beginning of every working relationship.

With both perspectives in mind, our goal was to create a format that would bring the individual units of the Döhle Group closer together and thus promote personal contact. In this regard we launched a series of webinars called »PDINTRODUCES ...«, in which we introduce ourselves as Döhle Group.



Thursday morning, 10 a.m. CEST on August 27th, we started the series with the presentation of Menzell Döhle. After a brief introduction by Christoph Döhle (Managing Partner of PDS-KG), who greeted the worldwide network and introduced to the goals of the format »PDINTRODUCES ...«, Christoph Tamke (Managing Partner of MD) and his team Daniela Schmidt, Markus Fintelmann, Andreas Renck and Bastian Schmidt introduced Menzell Döhle and its various business areas.

Brief Summary

- MDs Vision is "linking continents with hearts and minds"
- Menzell Döhle has two main business areas: Shipping and logistics
- Shipping splits in Liner Agency, Port Agency and Chartering
- In logistics we buy transport capacity and sell it with a margin
- Menzell Döhle works together with a worldwide network of agencies and has own subsidiaries across Europe, Africa, USA and South America

»PDINTRODUCES ...« addresses staff in the Döhle Group worldwide. Almost 200 employees joined from subsidiaries of the Döhle Group and Menzell Döhle all over the world i.e. Manila, Isle of Man, UK, Malta, Hamburg, Houston and many more. The webinar was received very positively with promising feedback, e.g. »clear information, presented per section, present by the responsible leader« or »Clear structure, very high quality of the presentation and the quality of the medium«. Registered participants who could not make it to the event had the opportunity to watch the recording later via an online channel.



Following this successful premiere, the next episode of »PDINTRODUCES ...« is already being planned. There are many other areas and subsidiaries in the Döhle Group, which you might not know or have only heard of. We want to change that. For many problems and business opportunities, you will find someone within the Döhle Group who can help you. We have specialists in logistics, bunkers and yachting services and many other areas across Asia, Africa, America and Europe. All of them are at your disposal and will be happy to provide you with contacts.

Döhle

Corporate and Trust Services Limited

Located in the middle of the Irish sea, lies the Isle of Man, a cold, wet island steeped in history and myth, where locals still say, "Hello!" to the fairies to ensure safe passage. However, one of the least well-known legends of all does not relate to Manannan, the Lord of Mann whose cloak covers the island in sea mist to protect it from invaders. No, it is Döhle Corporate and Trust Services Limited and the services they provide!

Tucked away behind a locked door, nestled within a corner of Fort Anne, overlooking Douglas Bay, often witnessing Mannan's cloak rolling in off the sea to hide Douglas, and the ferry port located metres away, is the home of the Isle of Man group's corporate services team! Over 20 members of the group provide services to some of the world's largest companies and wealthiest individuals. But..... what goes on behind that door?

In a time, long..... long ago, 2004 to be exact, the Döhle Group established a corporate and trust service provider in the Isle of Man to assist with the formation and governance of, initially, group companies, originally as part of Döhle's ongoing shipping operations here on the Island, Döhle Corporate and Trust Services Limited was formed and began its journey.

Over time, word gradually started to spread about the services that DCTS could provide and clients from outside

of the group started to approach with their own requirements, shipping or other, for corporate and trust services. Corporate and trust services is a very wide area allowing DCTS to assist people from a local person, looking to establish a family trust to pass on wealth for the younger generations all the way to assisting global corporates that are looking to structure the ownership of their assets like for example a corporate aircraft.

Although the ongoing management of companies servicing the group's needs is still very important to us, DCTS have grown and provide services to clients all around the world.

The Isle of Man is a British Crown Dependency with the Queen of England as our head of state, however we are self-governing and set our own taxes. The Isle of Man is one of the world's leading offshore financial centers which brings with it a number of regulations that we must adhere too. Döhle Corporate and Trust Services Limited, as a license holder adheres to these high standards of regulation which in turn allows us to provide these services.

Working alongside Döhle Private Clients who provide for example crew and and technical services for a yacht, we can provide management services around the corporate ownership structure for the vessel, providing clients with a full-service solution.



Isle of Man



In 2012, in the Mediterranean Sea, Malta was beginning to firmly establish itself as a leading jurisdiction for the establishment of structures to own and import pleasure yachts in a VAT efficient manner. Seeing the opportunity in Malta, it was time to expand and establish DCTS (Malta) Limited and more recently the DCTS Group. Since 2012, Malta has continued to show substantial growth, primarily in the yachting industry. Malta will continue to grow for both private and commercial vessels allowing us to assist owners with the establishment of the corporate structure that they will require. This should generate not only opportunities for the DCTS Group but other parts of the wider Döhle family.

Over the past couple of years, Malta and the Isle of Man have seen and weathered a number of challenges from the EU in relation to for example substance regulations, privacy of corporate structures and the Malta yacht leasing scheme, however, in this constantly evolving world

adapting and taking on such challenges is becoming the norm and both Malta and the Isle of Man are very well versed in dealing with these challenges.

The DCTS Group business is driven by the need for individuals and corporates who require assistance with the establishment of Trusts, Foundations and Companies to hold a wide range of assets, whether it is a yacht, an aircraft, a property or something in between. Our ethos is relationship based with a wide network of professional firms throughout the world to whom we present the Döhle name, and along with the promise of personalised, professional service. Our independence is one of our key selling points in a world when many of our competitors are now private equity backed and seek to squeeze every ounce out of clients before moving on to the next victim. DCTS seeks to work alongside clients as partners who can grow together.

Allister Crossley



Malta



If someone had asked me at the beginning of the year “What are your goals in the Döhle Group in 2020 I probably would have answered: “We have to ease the procedures and try to improve our services to the customers on one side and to our seafarers on the other side”. Today I would answer “to bring seafarers home who have been on board a long time and to keep the vessels running”.

When in February and March the Covid-19 virus affected us all, we never thought that there would be more or less no improvement by September 2020. I would say that the pandemic has really touched everyone worldwide, but most of all our sailors. Of all people who keep our logistics running. In May 2020 it looked like we were ready to start with the first crewchanges. But this was only theory the practice looked different. Unfortunately, we learned that although authorities in various countries had given the green light for crew changes, replacements were almost impossible as local regulations did not allow crew embarkation or disembarkation in their ports. And on top there were also almost no flights available.

We realized very soon how much our crew was suffering. Some had been on board for months and none of them could do a single step ashore. Under this special situation the seafarers missed their families even more than usual. And we in crewing were unhappy as well, knowing that we could not release crew as planned and expected. But it was exactly this feeling that gave us the strength and motivation to develop something extraordinary and to bring as many colleagues home as possible home.

The number of Filipino Crew on board our vessels showed that the biggest challenges were the flights to and from Manila. Then it turned out that the Philippine government restricted the number of flight passengers down to 400 per day. As a consequence there were almost no commercial

flights available but we discovered that the government granted landing permits for chartered flights on special dates.

With all this information in hand, we decided that the only solution was to charter an aircraft. As a next step we had to find the best harbor with the necessary support from the local authorities in order to achieve the biggest number of relievers possible. Alongside our strong partner, Menzell & Döhle, we had a constant dialogue with the authorities in Hamburg as well as in Bremen/Bremerhaven.

Together, we were able to make the almost impossible, possible. We met the extremely complex requirements of the authorities and overcame many other obstacles.

That was a time of insomnia, smoking too many cigarettes and endless phone calls with what felt like 100 authorities. But it was clear to us that this was the only way we could do something for our seafarer

We approached our business partner, Business Travel Hamburg (BTH), to find an airline which was interested in this project and willing to help us find a solution. Relief spread when Condor offered itself as a partner for this challenging task.

Our plan was to develop two flights each from Hamburg and back. The first flight “Coming Home ” should bring crewmembers home who were stuck in Northern Europe and on the way back bring the onsigning crew to Hamburg in order to arrange crew changes all over North Europe.

What sounds so simple was a nerve-racking process with many setbacks, frustrations and hopes and some ones were destroyed.

Coming Home Flights:

10.06.220 Hamburg – Manila

12.06.2020 Manila - Hamburg

26.06.2020 Hamburg – Manila

28.06.2020 Manila – Hamburg

After overcoming so many administrative hurdles in Germany and Europe, the take-off and landing permit in Manila suddenly became the next test.

Even more cigarettes smoked, sleepless nights and phone calls followed.

But we managed!

In Hamburg we could collect the crew in order to distribute them to the other norther Europe ports

Due to the great support of our partners Menzell & Döhle and BTH (Business Travel Hamburg) together with Condor,

the exceptional commitment of our colleagues in Manila and last but not least the bearing of the financial risk for chartering the plane by the Peter Döhle Schiffahrts-KG we managed to bring about 420 Filipinos seafarers home and back to their families (not only limited to Doehle crew).

Although we are proud of what we have achieved with these actions, we know that there are still colleagues on board who are desperately waiting for their replacement.

The situation worldwide is still not relaxed, but we continue to try our utmost to reunite everybody with their families in time. We are working very hard for this goal!

Mirco Pinkohs



Seafarer Stories

Since then, I've always wanted to work in a shipping company like this. Luckily, opportunity knocked on my door in 2016, I was offered to be part of PD Family as one of the grantees of Cadetship program on Dohle Corporate Academy. Through the guidance of our Almighty God, I've passed interviews, computer based exams and a written exam. A lot of Deck Cadets all over the Philippines have undergone interviews and exams. Thank God I was one of the ten Deck cadets selected and bagged the sponsorship. I've been on four vessels of our company, I started as a Junior Deck Cadet on Leopold Oldendoff, next was on MOL Garland (Herta) as a Senior Deck Cadet, then on the TAMINA (formerly Emirates Hana) as a Navigational Watch Officer and currently on board as a Third Officer on M/V Sagitta. I've learned and gained so much experience from the four vessels I've been on. My most inspiring and unforgettable experience being a seafarer journey was during my stay on MOL Garland (Herta) way back 2018 wherein I had a chance to visit 18 countries & transit on 2 of the most famous and well known Canals in the world; the Panama Canal (Panama) and Suez Canal (Egypt) which all the seafarers dream to transit.

But the highlight of all my contract happened before Valentine's Day of 2018 at Haifa, Israel. This was made possible through the help and cooperation of my supportive Captain and Chief Officer. They have given me permission to go shore leave in the morning upon arrival at Israel to visit my mother and finally hug her after 13 years.

She is very hardworking and willing to sacrifice everything even her own happiness just to see us all happy and to be able to provide for all our needs. I was only 7 years old when she left for work, she missed almost all of the important events in my life. But despite of not being personally there, she always makes us feel she's not miles away. She always makes us feel that she's just one call away. Through the goodness of our Almighty God and cooperation of her Boss that arranged our transportation for the whole day, "THE SON AND MOTHER REUNION AFTER 13 YEARS FINALLY HAPPENED". One of my requests to her since I was a child is to visit the Holy Land in Jerusalem, Israel. My dream to meet my mother and to visit Holy Land happened in One Great and Blessed Day. A lot of Filipino's spent thousands of dollars to visit Jerusalem for pilgrimage, I was grateful and blessed that I was able to visit Holy Land for free. After we visited Jerusalem, my Third Officer sent me a private message that I can stay more time with my mother because our ship would depart at midnight instead of 1900. We went to the house where she was working for me to meet her kind-hearted Boss and her family. My mother prepared food for our dinner. That was the best dinner ever. After dinner was the most emotional part, we'll be apart again, but I will treasure this experience forever.

Another moment to treasure was during my signing off on MOL Garland on Pusan, South Korea. I stayed in the hotel for 2 days and 1 night to wait for my flight schedule. I managed to meet my eldest brother who has been working in South Korea for a long time.



I will be forever thankful to you my Dear Captain, Chief Officer and the whole Crew of MOL Garland & PD Office, these great memories would not be possible without all of your efforts and participations.

Conquering the seas means more than just a dream, it is now a reality. A reality that is propelled by hard work, dedication, commitment and faith in God. Sailing through the open waters humbles me. Boarding these gargantuan ships challenges me. Making port to port, giving viability to my line of work fulfills me. And with all of these, a joy of sharing this profession to the gallant men and women of the seafaring industry. Together we help the planet move. Our contribution is immense-for our families, for our countries and for our Almighty God. I am DALWAMPO SYJAY Y currently serving as THIRD OFFICER on one of your good lady M.V. SAGITTA, READY TO TRANSCEND MY LIMITS, and EAGER TO MAKE MY MARK.

Syjay Dalwampo

What's *your* story?

Let us know at ci@doehle.de

Photo: Robert Bye @unsplash



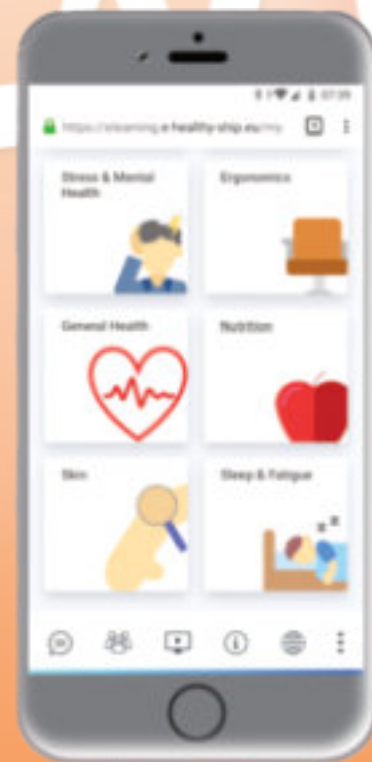
It has been two years now, since we, medical doctors working at the Institute for Occupational and Maritime Medicine of the University Hamburg (Germany), spent two weeks on board of two vessels of the Peter Döhle Schifffahrts-KG. An outstanding and remarkable experience for us! It had been possible because, amongst others, the shipping company is kindly supporting our project called “e-healthy ship”. Some of you might remember us, accompanying your work, analyzing needs for digital support for health management on board, offering individual medical examinations and asking a whole lot of questions about your perception of life and work aboard. We did all this in order to develop electronically based tools and make suggestions on how to improve well-being and health on board of ships that travel without a doctor on board.

Our plan, to be back on two merchant vessels in 2020, has so far been thwarted by the pandemic; like so many other plans. Only one week before we were scheduled to go aboard again in March 2020, our journey had to be cancelled. What a pity! But of course, we realize that our big disappointment is nothing compared to that of all the many seafarers, who were not able to go aboard to work and make their living or maybe even harder, those, who were not able to go home.

Anyhow, we want to keep you posted on our project: we have agreed on approaches for health promotion with the shipping company and developed digital tools together with our project partners. We can't wait to share all this with you during the second phase (intervention) of the project and bridge the time until then by giving you this sneak preview:

1. As soon as the course of the pandemic allows us to, we want to introduce our digital e-learning-platform “crewhealthy”. We developed it especially for the maritime setting. It will meet crew members' needs for information about medical and nutritional issues on demand and supply entertainment dealing with health related facts. Since they do have a special role in maintaining wellbeing on board there is tailor-made information for the cook and for the nautical officer responsible for health issues as well. What we offer in our project will be free and easy to use by each seafarer through the ships wifi. It will be accessible by using the seafarers' own mobile device or monitors in the messroom and gym. “Crewhealthy” is flexible and can be adjusted to new needs. We already made use of this adaptability by developing and quoting some important information about self-care during the pandemic. Catch a glimpse of how our platform looks!

Once we are on board we also want to find out whether there is more support we can give to handle hygienic or other medical issues related to this difficult situation.



2. Some other surprises aim on having more fun staying or getting physically fit on board. This new equipment is still stored ashore and waiting to be used within the project. For personal fitness and funny competitions between crews of different ships as well. We hope some of you look forward to using it, hopefully soon!

3. Based on our observations during our journeys in 2018, hanseaticsoft, an enterprise also located in Hamburg, developed new features for its software “cloud fleet manager” (CFM) and “cloud ship manager” (CSM). These innovations serve the purpose to offer a digital solution for many health related procedures on board. The idea is to document information only once and use it for different purposes. For example - a new “digital medical logbook” (and each prescription documented in it) is linked to a digital pharmacy feature and will thus facilitate the handling of the pharmacy inventory for the nautical officer responsible.

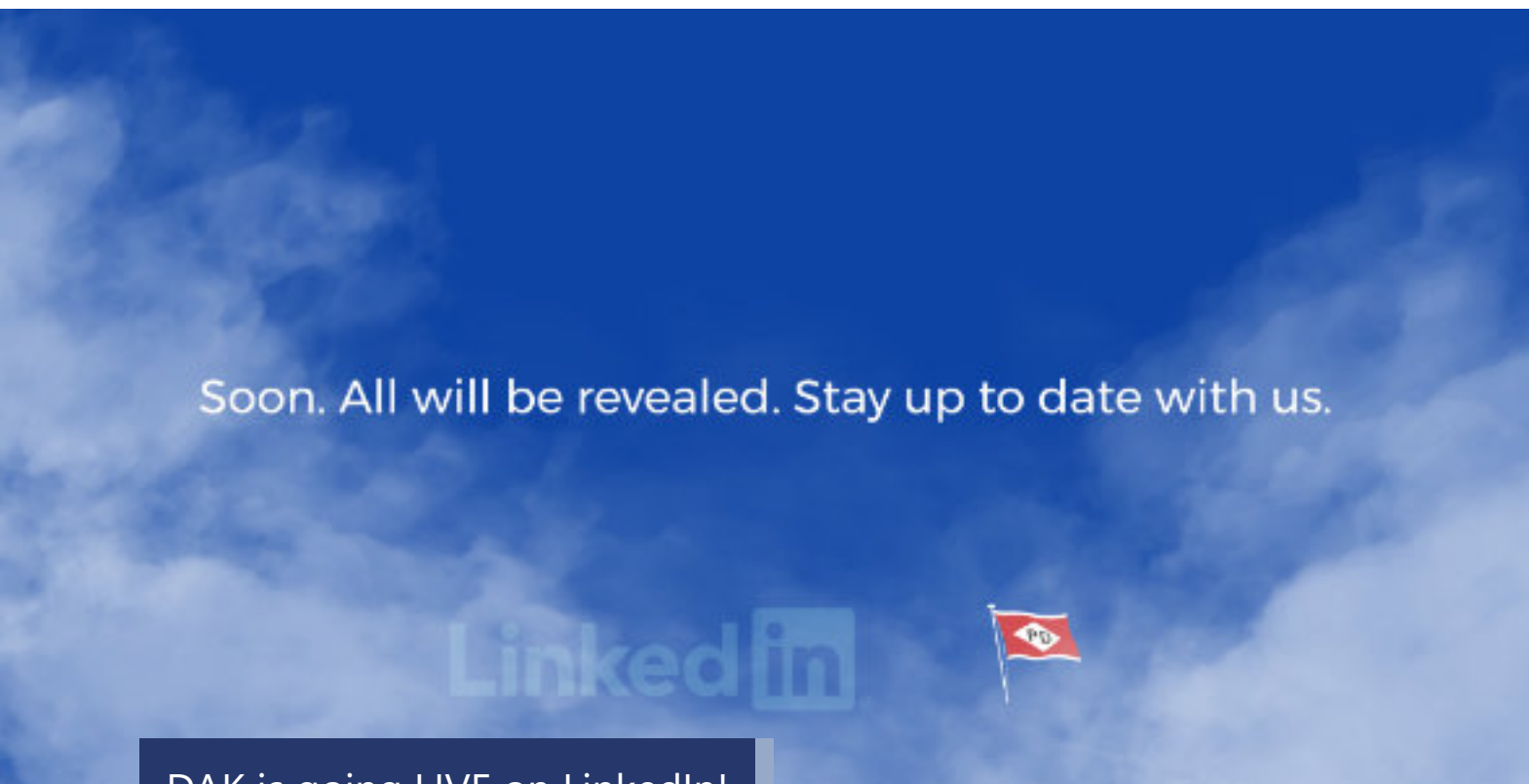
Seaman	Reporting Date	Description / Symptom	Where / Injury Type	Examination history	Conclusion
Fredrik, Francisco SECOND ENGINEER	05.02.2020	Itchiness under both armpits not...	Other	17.02.2020 by Seafarer, 05.02.2020 by Seafarer	nil
Fredrik, Francisco SECOND ENGINEER	14.02.2020	Full body swelling in Cargohold left leg swollen	Fracture	15.02.2020 by Doctor, 14.02.2020 by Seafarer	Unfit for duty
Henrik, Henrietta FOURTH ENGINEER	13.02.2020	patient fainted, high temperature	Infectious disease	15.02.2020 by Doctor, 14.02.2020 by Seafarer	Unfit for duty
Alpha, Alonzo SEAFARER	11.02.2020	Headache, fever, coughs	Infectious disease	13.02.2020 by Seafarer, 11.02.2020 by Seafarer	Unfit for duty
Ulfarinn, Ulfarinn DECK CADET	12.02.2020	light burns on lower arm	Burn	12.02.2020 by Seafarer	Fit for duty
Tengri, Tengri SEAFARER	10.02.2020	dry skin between toes, both feet	Other	10.02.2020 by Seafarer	nil
Ulfarinn, Ulfarinn DECK CADET	08.02.2020	Headache since 4 days	Other	08.02.2020 by Seafarer	nil
Victor, Victoria COOK	06.02.2020	vick, headache, blood in face aft...	Concussion	06.02.2020 by Seafarer	Unfit for duty
Echo, Elias CHIEF ENGINEER	05.02.2020	Infection of tip on toe on right E...	Other	05.02.2020 by Seafarer	Fit for duty

Optimised documentation of medical care is expected to improve the seafarers' medical treatment on board. Another new feature will give the seafarer the opportunity to download all the medical information collected about himself in the system in order to take it home (e.g. tele-medical assistance -document or doctors' letter from a port hospital he visited).



We know that the shipping company is trying hard to get us aboard in order to start this second phase (intervention) of our project taking your and our health and safety very seriously. Hope to see you very soon and in the meantime...

...please stay healthy!



Soon. All will be revealed. Stay up to date with us.

DAK is going LIVE on LinkedIn!

This October the DAK LinkedIn page welcomes its first followers and friends. Months of preparation and hours of research were spent to deliver a high quality information which is both professional and entertaining. The Business Development team, Florian Brand and Valeriia Sulima, will

work closely with their colleagues to show how exciting marine insurance is and the extraordinary solutions offered by DAK to meet customers' needs.

Why is LinkedIn so important?

Build a Network

It is always hard to build a network and to stay aligned on a shared mission with the same values. LinkedIn's easy process and convenient forum allows DAK and their friends to feel connected and updated at all times. Nurturing the community is core to DAK's business development and a close-knit community is a key element of DAK's success.

Increase Involvement

Apart from strengthening old relationships, DAK aspires to build new ones. Due to LinkedIn's granular nature, DAK will target the audience by title, industry, geography, language and reach the world's professionals all in one place. The LinkedIn followers eventually become the best advocates contributing to a global reach and influencing a company brand.

Establish Credibility

DAK will form valuable and long-standing emotional connections with customers, partners and even competitors. Through LinkedIn, DAK is going to demonstrate its industry expertise, introduce a team with their skills, achievements and learnings from challenging situations. This information will ensure DAK is understood and well remembered.

Know Your Audience

The social listening enables DAK to keep track of customers' issues, pain points, needs and concerns so its team can react immediately with guidance or solutions. Moreover, the company benefits from LinkedIn's rich information by monitoring all changes that happen to the competitors and identifying potential partners.

Takeaways

Time favours DAK. Marine insurance brokers are not considering LinkedIn as a powerful tool whereas other maritime players like carriers and underwriters recognise its beneficial features. Therefore, the decision was made to be proactive and set standards for other players.

Social media is all about communication where real people create real connections. It is always up to the people how to approach this connection so it grows into something bigger and more valuable than just unemotional likes and statistics.

Do not miss opportunities, follow the DAK page. We will be happy to see you and your contributions around. Let's set sail on a wondrous journey!

Valeriia Sulima



Digitalized Shipboardmanagement Trainings

for our Senior Officers

We still remember the last in-house course, which took place from 24.02.-03.03.2020 in our head office in Hamburg. At that time Corona had started to spread in Europe and we would learn just a few days later that we would all suffer from this global pandemic. Nobody suspected that this would be the last event held for some time to come.

With the lockdown and the home office time for most PD employees it became clear that we would need to introduce an alternative. Finally, we used this chance to push through an online training solution for our seafarers; especially positive as it allows seafarers to use their vacation time at home with their families rather than having to travel.

After checking the contents and technical possibilities, the first online Shipboard Management Training took place in mid June 2020. Contrary to initial worries, the webinar was very well accepted by the participants and ran without major technical difficulties. The Shipboard Management course has taken place, in person, with our main agencies several times during recent years.

The timetable consists of different modules: Shipboard Management with Detlef van Kerkom (QHSE department), Navigation under Pilotages with Christoph Oetker (Thomas Miller) and Mental Health with Charles Watkins (Psychologist & Mental Health Specialist). The involvement of the Mental Health part is our special concern to sensitize the crew to interpersonal issues.

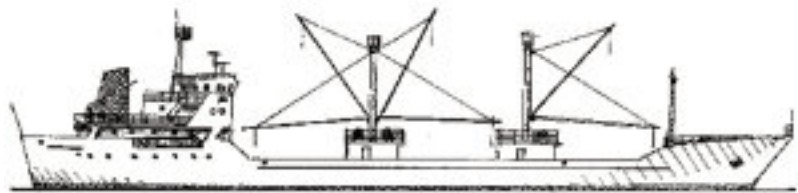
Based on the feedback from the first three online trainings we can announce that we will run the online courses on a monthly basis at least until the end of the year 2020

We would also like to keep in touch with our seafarers and be in regular contact, especially in difficult times.

At this point we would also like to thank the previous participants, from whose experiences and stories we gained crucial knowledge and with their input with we can improve procedures.

Nevertheless, we hope to see you soon in our office again!

Julia Kollmorgen



When we had reefer vessels in our fleet

With a couple of hundred container ships on charter and a number of small and medium-sized bulk carriers and multipurpose vessels, our globally active group is one of the largest brokers and maritime service providers worldwide.

But it is also interesting to look not only at what the Döhle Group stands for internationally, but to realize that it has also been active in other - sometimes niche - markets. This includes the commitment to refrigerated shipping, which lasted only three years.

In 1988, the Irish Emerald Shipping in Dublin acquired two refrigerated ships for transporting fruit and frozen meat from a Spanish company, which had been built in Bilbao (Spain) in 1980. The ships were also - which is quite rare - then operated under the Irish flag. But the business model was not too successful, because already in 1994, the company got into heavy waters and was forced to sell its ships. This is how the Döhle Group became owner through our Isle of Man company they were then operated, managed and chartered in the refrigerated shipping business. But in the end they did not fit into our expansion strategy, which is focused on container ships, bulk and multipurpose freighters, so they were sold again after about three years, because the reefer market is, in the end, a small exclusive club of

participants. And in a small industry like shipping, you don't make life difficult for each other. So, it was logical that we then sold the ships to other ship owners.

Like many ships, the two vessels described here also ended up in the Asian market in the transport of frozen fish or in the transport of fruit. It is interesting to note that the Philippines have become the second largest exporter of bananas - behind Ecuador. For reefer vessels, the transport of ventilated chilled goods (fruits) is a much greater challenge than the "simple" freezing of fish or meat.

Like all reefer ships, they have been and will be used for a very long time. If we assume a "normal" service life of 25 years for container ships, we can assume at least 30 years for reefer ships - the ships are "relatively" small and the cargo is not particularly challenging. So the two "Döhle ships" also became aged; one is still in service after more than 40 years.

Even though Peter Döhle Schiffahrts-KG no longer operates reefer vessels, we are connected to this market segment as brokers for the purchase or sale of reefer vessels - and here we are still quite successful.

Karsten Krüger

ARGOMAR

- 1980 Launched.
- 1981 Delivered to a Spanish company as EXTREMAR. Spanish flag.
- 1988 Sold to Emerald Ship Management Ltd, Dublin (IRE) as EMERALD TATHUM. Reflagged to Ireland.
- 1990 Renamed EMERALD LIGHT.
- 1994 Sold to Argomar Marine Ltd, Douglas (IOM). Renamed ARGOMAR. Reflagged to St Vincent & The Grenadines.
- 1996 Sold to Argo Reefer Service (GRC). Reflagged to Malta.
- 2003 Reflagged to St Vincent & The Grenadines.
- 2004 Sold to Ningbo Merchant Refrigeration. Renamed CHRISSIS. Reflagged to Cambodia.
- 2004 Renamed YUAN FENG.
- 2007 Sold to Diamond Export. Renamed TANGERINE 88. Reflagged to Philippines.
- 2020 Still in service

ARGOMAR						1994 - 1997	
IMO	7931674	GRT	1.774	NRT	682	Dwt	2.257
Built	1981-03	Cbf	89.864	L.o.A.	83,70	Breadth	12,40
Main Engine	Deutz RBV6M358				kW	1.545	Speed
Yard (No)	Ast. del Cadagua W. E. GonzalezS.A. - Bilbao (114)						5,20

ARGOSEA

- 1980 Launched.
- 1981 Delivered to a spanish company as EXTRELAGO. Spanish flag.
- 1988 Sold to Emerald Ship Management Ltd, Dublin (IRE). Renamed EMERALD ASPEN. Reflagged to Ireland.
- 1994 Sold to Argosea Marine Ltd, Douglas (IOM). Renamed ARGOSEA. Reflagged to St Vincent & The Grenadines.
- 1997 Sold to Shenzhen Daxi Marine as TAI SHUI. Reflagged to Panama.
- 2001 Owner changed to Shandong Zhonglu Fishery Shpg. Again St Vincent & The Grenadines flag.
- 2005 Renamed SHUN FA. Reflagged to Panama.
- 2005 Renamed MIN FA.
- 2012 Recycled at Jingjiang Taihe Ship Breaking (CHN).

ARGOSEA						1994 - 1997	
IMO	7931686	GRT	1.792	NRT	682	Dwt	2.257
Built	1981-05	Cbf	96.997	L.o.A.	83,70	Breadth	12,40
Main Engine	Deutz RBV6M358				kW	1.545	Speed
Yard (No)	Ast. del Cadagua W. E. GonzalezS.A. - Bilbao (115)						5,20

Currylicious

“Where do we normally find the best ideas?
Correct: At the bar!”

During my 4 years working in Thailand my wife and I often sat at one of the VW Bulli-Bars in the streets of Bangkok enjoying some after-work drinks. From the very beginning we agreed that these kind of bars were missing in Hamburg and we needed to bring one home. After searching for about half a year we finally found a VW Bulli for sale about 200km north of Bangkok. Without hesitation we made a deal with the owners and so began the adventurous ride home as the van was already far past her prime. Without air conditioning in blistering heat and the constant need to use a knee to hold the gearlever in place we made our way home. The condition of the car was as luxurious as the ride home and therefore taking another year of restoration.

The charming Bulli was far too good to stay in the garage so we pondered with the question of, what to do with it. Thais love sausages and they love spicy food. So we decided to sell German curry sausage with a home made curry sauce with 5 different spice levels from mild to atomic. „Currylicious“ was born and we sold our sausages as on the street markets of Bangkok.

After almost ten years in Asia it was time to move back home to Germany and by now two VW-Bullis were shipped in a 40 foot Container to Hamburg. „Event-Bullis“ was founded and due to the flexible configuration of the van we can simply switch from the Currywurst grill to a beer tap or to lever espresso machine in an instant. The Beer-Bulli has already been tested in the field at a PD colleague's birthday party or the Champagne-Bulli for a reception at the registry office for a wedding celebration. The possibilities are boundless but this is only the start...

Carsten Schmalz



Spaghetti al Arthur



Ingredients:

- 500 gr Spaghetti or similar Pasta
- 1 clove of Garlic
- 1 can of cherry tomatoes from MUTTI (or 200 gr fresh)
- A small bunch of basil
- Salt and Pepper
- Olive Oil
- Grated Parmesan or Pecorino cheese
- A handful skinless almonds
- Prawns

Start with chopping the skinless almonds and afterwards a good handful basil and a clove of garlic.

Then add 3 tablespoon olive oil and a heaped teaspoon of salt and 50 gr of the Pecorino cheese. Again mix everything together and puree well.

Now you either cook the cherry tomatoes and peel the skin of or you take the tomatoes from the can, only the pulp with no liquid.

Mash the tomatoes and put it in the remaining pesto and mash it all together.

Result is a delicate sauce. Now crumble a handful chopped almonds and roast it shortly in a pan. Remove them from the pan and place them aside. Heat the pesto in the same pan together with a little olive oil'. Add a ladle of pasta water and bring the sauce to cook.

Drain the pasta 'al dente' and put it into the pan and stir it well together with the sauce.

Now peel-off the tail from the prawns and roast them gently in a pan and taste with salt and pepper and decorate the dish with prawns.

*Arthur Stepinski
Hamburg Headoffice*

Broccoli Soup with Cheese Toast



Ingredients:

- 1 large head broccoli (about 2 lb/1 kg)
- ¼ cup (60ml) extra-virgin olive oil
- 2-3 cloves garlic, finely chopped
- 1 large potato, peeled and diced
- 6 cups (1.5 litres) Chicken stock (homemade or bouillon cube)
- Salt and freshly ground white pepper
- 4-6 slices bread, cut in half, toasted
- ½ cup (60 g) freshly grated cheddar or Emmenthal cheese
- 1-2 tablespoons diced red bell pepper (capsicum)

Separate the broccoli into florets. Chop the stalk into small dice and coarsely chop the leaves. Heat 2 tablespoons of the oil in a large saucepan over high heat. Add the garlic and sauté until soft, 2-3 minutes. Add the broccoli, (leaves, florets, and stalks), potato and stock.

Season with salt and pepper. Partially cover and cook over low heat until the broccoli is tender, about 15 minutes. Remove from the heat and chop in a food processor until smooth. Ladle the soup into the soup bowls. Sprinkle the toasted bread with cheese and bell pepper. Garnish the soup with the toast.

*Ryan Ramos Mag-Atas
on board "Valdivia"*

Spiced Mackerel with curried vegetables and Tomato Rice



Ingredients:

For the fish

- Fresh mackerel fillets- 2pcs.
- Garlic chopped- 2 cloves
- Turmeric powder- half tsp.
- Cumin powder- half tsp.
- Fresh coriander chopped- 2 sprigs
- Cayenne pepper- half tsp.
- Black pepper cracked- to taste
- Sea salt- to taste
- Lemon juice
- Olive oil for searing

For the vegetables

- Eggplant 1pc. (cut into cubes the fried until brown) Okra - 2pcs. (cut into 4 then fried until brown) Mustard seeds- half tsp.
- Cardamon pods- 2pcs
- Cloves- 2pcs
- Butter
- Shallots- 2pcs
- Ginger chopped- half tsp.
- Garlic chopped- 2 cloves
- Peeled tomatoes chopped- 2 pcs.
- Green chilies chopped- 1pc.
- Curry powder- half tsp.
- Cumin powder- half tsp.
- S&P- to taste

For the tomato rice

- Olive oil
- White onion chopped- 10gms.
- Bay leaf- 1pc
- Tomato sauce- 250ml.
- Cinnamon powder-half tsp.
- Chicken stock(optional)
- S&P to taste

Marinate the fish with garlic, turmeric, cumin, coriander, cayenne and lemon juice. Season with S&P and marinate for 5 mins. Set aside.

Prepare the vegetables. Heat pan then add mustard seeds, cardamon and cloves, roast until fragrant. Add butter then saute' ginger, garlic and shallots. Add the tomatoes and press until wilt, you may add the chilies, eggplant and okra at this point. Sprinkle with curry and cumin the season with salt and pepper. Toss and make sure that the spice coats the vegetables evenly. Set aside.

Prepare the rice. Heat a shallow pan then saute' onions in oil until translucent. Add bay leaf, tomato sauce and cinnamon. Continue stirring and simmer for a while. You may add chicken stock of water if needed. Add rice and mix well. Season with S&P. Set aside.

Heat pan. Sear the marinated fish on both sides until cook. Damp into tissue paper to remove excess oil.

Plating:

Place the tomato rice neatly in the center. Put the fish on top then add the vegetables. Veggies will also act as garnish and aside from texture and added flavor to the dish. Lastly, garnish with fresh coriander and lemon wedge on top. Serve! Yum!

Note- You can cook all of the components at the same time. A professional can prepare this dish for 10 mins. You can substitute

*Israel Nael
Döhle Haus Manila*



TAAAL ERRUPTION:

Helping Hands

Döhle Seafront responded to aid the Taal eruption evacuees on two different dates in Batangas City by pooling funds from employees, management, friends, and partners. The Seafront team was on the ground 2 days after the eruption to visit 2 evacuation centres in Sto. Tomas, Batangas to give aid to around 400 families displaced by the Taal Volcano activity. The National Shrine of Padre Pio and the City Evacuation Center received the aid with so much gratitude. The tasked Seafront team went back a week after to distribute the donations from German-

Philippine Chamber of Commerce and Industry, Inc. (GPCCI / AHK Philippinen), European Training & Competence Center, MSI, MV Lisa crew, other onboard and on vacation seafarers, personal friends, and Döhle Shipmanagement Philippines Corp.; Seafront was able to aid through specific items needed by the families. We were able to give out blankets, mats, towels, toiletries, personal wears, diapers, school supplies and loot bags for kids, and some grocery goods to the families situated in 3 evacuation centers; NovaSchola Tanuan City

College, Sambat Elementary School, Pantay Matanda Elementary School. Special thanks to miss Ingrid Mendoza and co-teachers of NovaSchola Tanauan City for helping the team and acting as team's guides to all centers, Capt. Sherwin Cinco for consolidating the donations from ETCC and friends, and miss Aleli Asis, Kria Villareal, and Eliza Hontillano for extending their help through Seafront employees. Seeing the warm smile despite what they're going through made the operations worthwhile.

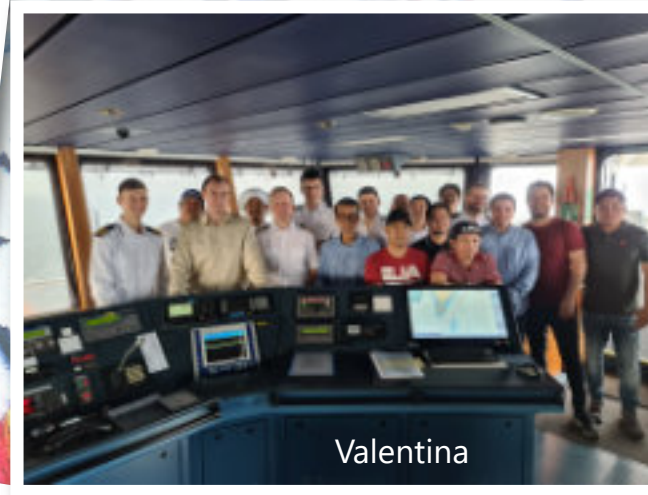
Döhle Seafront Crewing Manila, Inc



Happy 65th birthday

to Jochen Döhle





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PETER DÖHLE Schiffahrts-KG
Elbchaussee 370 | 22609 Hamburg
Telephone: +49 40 381 08 0
E-mail: ci@doehle.de

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Editorial Staff:

Annette Suhrbier, Adrian Ade, Jost Döhle,
Simon Biehl

Design & Editorial Art:

Simon Biehl

Point of contact: ci@doehle.de

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Registered office: Hamburg, HRA 69072
General Partner: Jochen Döhle, Christoph
Döhle, Beteiligungs- und
Verwaltungsgesellschaft Peter Döhle mbH,
Registered office: Hamburg, HRB 13259

Managing Directors:

Jochen Döhle, Christoph Döhle,
Dr. Gaby Bornheim

