



## 10 YEARS ON, 10 YEARS STRONG

**IT HAS BEEN ENORMOUSLY SATISFYING STARTING A NEW COMPANY AND SEEING THE RECOGNITION FOR THE MCS AND MBC BRANDS GROW IN THE INDUSTRY. I AM SO PROUD OF THE TEAM WE'VE BUILT AND THE RELATIONSHIPS WE'VE DEVELOPED WITH OUR CUSTOMERS AND SUPPLIERS OVER THE YEARS.**

– Jan Rabie



**1** Jan Rabie, co-founder and director of MBC/MCS.

**2** Artist Tony Grogan's 10th anniversary caricature featuring MBC/MCS directors, from left, Jan Rabie, Lester Peteni, Rob Knutzen, Deanna Collins and Jaco Rabie



Co-founder and director of MBC/MCS, Jan Rabie, tells us when, where and how it all began ...

"When Rob Knutzen, whom I knew from my Safmarine/Safbulk days, returned to South Africa in 2000, he met my son, Jaco, at UCT Shipping Law and this relationship eventually led to us discussing, in a coffee shop at No 2 Long Street, the idea of jointly establishing a maritime company.

Both Rob and I saw the potential of establishing a maritime company that would take advantage of the opportunities in the dry bulk market, boost job creation through crewing and maritime training and allow for meaningful Black Economic Empowerment (BEE).

While Rob and I had a sound knowledge of the shipping business, we needed someone with crewing and training experience and soon after establishing the company, we approached Deanna Collins, the doyenne of crewing and maritime training, to join us, which she duly did in December 2003.

Next to join were Lester Peteni and Lance Manala, two individuals who not only became our BEE partners, but who added

immense value to our business through their knowledge of the industry.

Armed with a skilled and competent management team, the next challenge was to find customers willing to do business with a start-up company - not an easy challenge in an industry accustomed to dealing with big corporates.

We were however fortunate to have the support of 'big names' such as the Sanko Steamship of Japan, who assisted us on many fronts and who gave us the platform for launching both our dry bulk and crewing businesses.

Our relationship with PetroSA, which started in 2007 and which continues to this day, has also been yet another asset to our business.

In the short space of 10 years, MBC/MCS has, through hard work, commitment and dedication, built a sound customer base in South Africa and other sub-Saharan countries.

*Continued on page 2*

**10 YEARS ON, 10 YEARS STRONG**

*Continued from page 1*

We are grateful for the support we have received from both international and local organisations: international ship owners such as Sanko (Japan), RKOffshore (Singapore), the Mediterranean Shipping Company (Italy), Herm. Dauelsberg (Germany), Bourbon (France and Asia) and many others; and local organisations such as PetroSA, the Transnet Port Authority (TNPA) and the SA Maritime Safety Authority (SAMSA), all of whom have played a huge role in our success.

Ten years on, we are justifiably proud, not only of the business we have built, but more so of the people who have passed through our doors, many of whom have gone on to become well-known names in the South African maritime industry.

We intend growing an even stronger company in the decade ahead by investing in a new team of leaders, both ashore and at sea; leaders who, supported by our committed and knowledgeable staff, will ensure MBC and MCS's future success.

Our achievements this past decade are proof that MBC/MCS has what it takes to achieve its goals and we hope that you will remain a part of our journey as we sail into the next decade."

*From the Helm*

Deanna Collins, MCS Director



"The 10 years since I first walked into the then small offices of Marine Crew Services (MCS) in December 2003 to start a crewing and seafarer training unit, have been challenging, exciting and enjoyable.

I started with a desk, computer, second-hand printer, telephone and a huge pile of one page questionnaires from job applicants who were mostly unsuitable and looking for any position from polony making to horse shoeing!

It was hard work and much effort with little return at first, until a breakthrough in 2004 with a ship owner in Sweden when MCS placed the first South African crew. In 2005 we were approached by an Angolan company to start a training programme for their cadets in Cape Town and this relationship has continued ever since.

An important alliance was the one brokered by Tom Young – see *tribute on page 3* – between MBC and the Sanko Steamship

Company of Japan in 2006, an alliance which resulted in the implementation of the MCS-Sanko cadet training programme.

As more and more ship owners heard about us, we began partly manning vessels in other fleets, all while intensifying our cadet and ratings training and increasing our crew supply to RKOffshore Ship Management, Singapore.

Another breakthrough came in 2010 when the Transnet National Ports Authority (TNPA) asked us to source training berths and manage the training of a large number of deck and engineering cadets on their behalf. Shortly thereafter SAMSA also approached MCS with a similar request.

We were delighted to partner with the South African Government on these initiatives and were equally delighted to secure training berth opportunities for these cadets via Rob Knutzen's RKOffshore ship management company.

**CELEBRATORY EVENTS**

**THANK YOU TO ALL THOSE WHO JOINED US IN CELEBRATING OUR 10 YEAR MILESTONE.**



1 Robert Knutzen, co-founder of MBC/MCS and CEO of RKOffshore Ship Management, Singapore, in conversation with Mr Klaus Bunnemann, Shipowner Herm. Dauelsberg GmbH & Co KG, Bremen, Germany. 2 Cindy Greyling MBC/MCS's Management Accountant and husband, Herkus Greyling. 3 Capt Karl Otto, Executive Manager, SAMSA Centre for Sea Watch and Response and Chris Sparg, Managing Director, Dormac. 4 Members of the MBC and MCS teams. 5 Mark Watson, Shipbroker, RS Platou; Donovan Brink, Commercial Manager, PetroSA; Jan Rabie, co-founder MBC/MCS and Simon Pethick, Shipbroker, RS Platou.



Since then, the number of seafarers trained by MCS and employed, has grown day by day.

Over the past 10 years, more than 5000 seafarers – officers, cadets and ratings – have come through our doors for placements or for assistance with training and development. Of this number, we are pleased that we have been able to assist at least 3000 seafarers.

We faced many highs and lows along the way but we never gave up! We have succeeded in building the seafarer pool, not only for South Africa but also for Nigeria, Angola, Ghana and Namibia. Our efforts have helped to put South Africa firmly back on the maritime map.

Thank you to everyone who has shared our vision and contributed to our success. Here's to the next 10 years."

– Deanna Collins



*Deanna Collins, second right, at the 10th anniversary celebration with, from left, Azilio Joaquim, PA to the Consul General of Angola; Commander Tsietsi Mokhele, CEO, SAMSA; Mr Apolinario Pereira, Consul General of Angola; Vuyo Ndzeke, Vita Lubricants; Jack Hajibey, Partner, Jack Hajibey Inc. and Lester Peteni, Chairman MBC/MCS.*

**MY 10TH BIRTHDAY WISH FOR MCS/ MBC IS FOR THE CONTINUED GROWTH AND DEVELOPMENT OF A LARGE POOL OF SEAFARERS WHO WILL ESTABLISH SOUTH AFRICA AND THE AFRICAN CONTINENT AS AN ALTERNATIVE SOURCE OF SUPPLY OF QUALITY MARINE PERSONNEL TO SHIP OWNERS WORLDWIDE.**

– Deanna Collins, MCS



#### TRIBUTE TO TOM YOUNG

As we celebrate our 10th anniversary, we remember Tom Young, the former chairman of shipbroking company, Seascope of London, who passed away in March this year and who played a pivotal role in helping us establish a relationship with Sanko Steamship of Japan.



6



7



8



9

**6** Daniel Ngubane, General Manager, MBC with Shirley Schmidt, Managing Director & Marketing, Afrishore Shipping, Mossel Bay and Donovan Brink, Commercial Manager, PetroSA. **7** Eric Verriere, General Manager, Bourbon Offshore Surf and Jose Santos, Head of Logistics, Sonasurf. **8** Lance Manala, Managing Director, Tswelopele Ship Management; Yvette De Klerk, General Manager, MCS and Sobantu Tiyali, SAMSA COO. **9** Merle Jacobs, Training Administration Officer, MCS; Vuyo Ndzeke, Vita Lubricants and Precious Ngcobo, Receptionist, MCS/MBC.



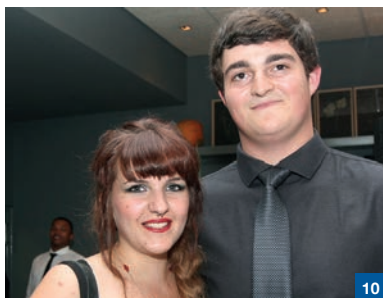
# MORE CELEBRATORY EVENTS

## MCS HIGHLIGHTS AND ACHIEVEMENTS IN NUMBERS

- **3000** Officers and Ratings from South Africa and other African States assisted with job placements and/or training
- **400** South African cadets trained, 150 currently at sea with various shipping companies including RKOffshore, Mediterranean Shipping Company, Herm. Dauelsberg of Bremen, Bourbon Offshore, Hellenic Ship Management, Go Asia Offshore
- **350** Angolan cadets and ratings successfully trained
- **80** South African Black female cadets trained
- **60** Nigerian tug pilots and tug engineers trained
- **48** South African male and female deck and engineering cadets graduated to STCW Officer of the Watch
- **25** new entrant school leavers enrolled in MCS Ratings Training Programme



**1** Jan Rabie, co-founder MBC/MCS and Colleen Jacka, Editor, Maritime Review. **2** Rob McEwan, Head Operations, MSC Cape Town; Captain Ian Rosario, Head of Operations, MSC, Durban and Mr Apolinario Pereira, Consul General of Angola. **3** Daniel Ngubane, General Manager, MBC; Commander Tsietsi Mokhele, CEO, SAMSAs and Mr Yusuf Omar, Advisor to Minister of Transport and Sobantu Tiyali, COO, SAMSAs. **4** Mark and Judy Watson. **5** Stanley Chiropa and Angelique Blaauw. **6** Lester and Nomathemba Peteni. **7** Kamillah Sauls. **8** Sharon Adams and Ernest Magerman. **9** Didi and Rob Knutzen. **10** Ash-leigh Bayman and Jasper Schoonraad.



**IT'S ALL ABOUT OUR PEOPLE AND THE MANY PHOTOS ON THIS 'WALL OF ACHIEVEMENT' DEPICT 10 YEARS OF MY PROUDEST MOMENTS WITH THE MCS/MBC TEAM AND THE VERY MANY SEAFARERS WHO HAVE PASSED THROUGH OUR DOORS.**

– Deanna Collins, MCS



**CONTACT US:**  
2 Long Street Cape Town 8001 P O Box 6542 Roggebaai 8012  
Tel +27 21 421 3511 Fax +27 21 421 3513 E-mail: info@marinecrewsa.com