

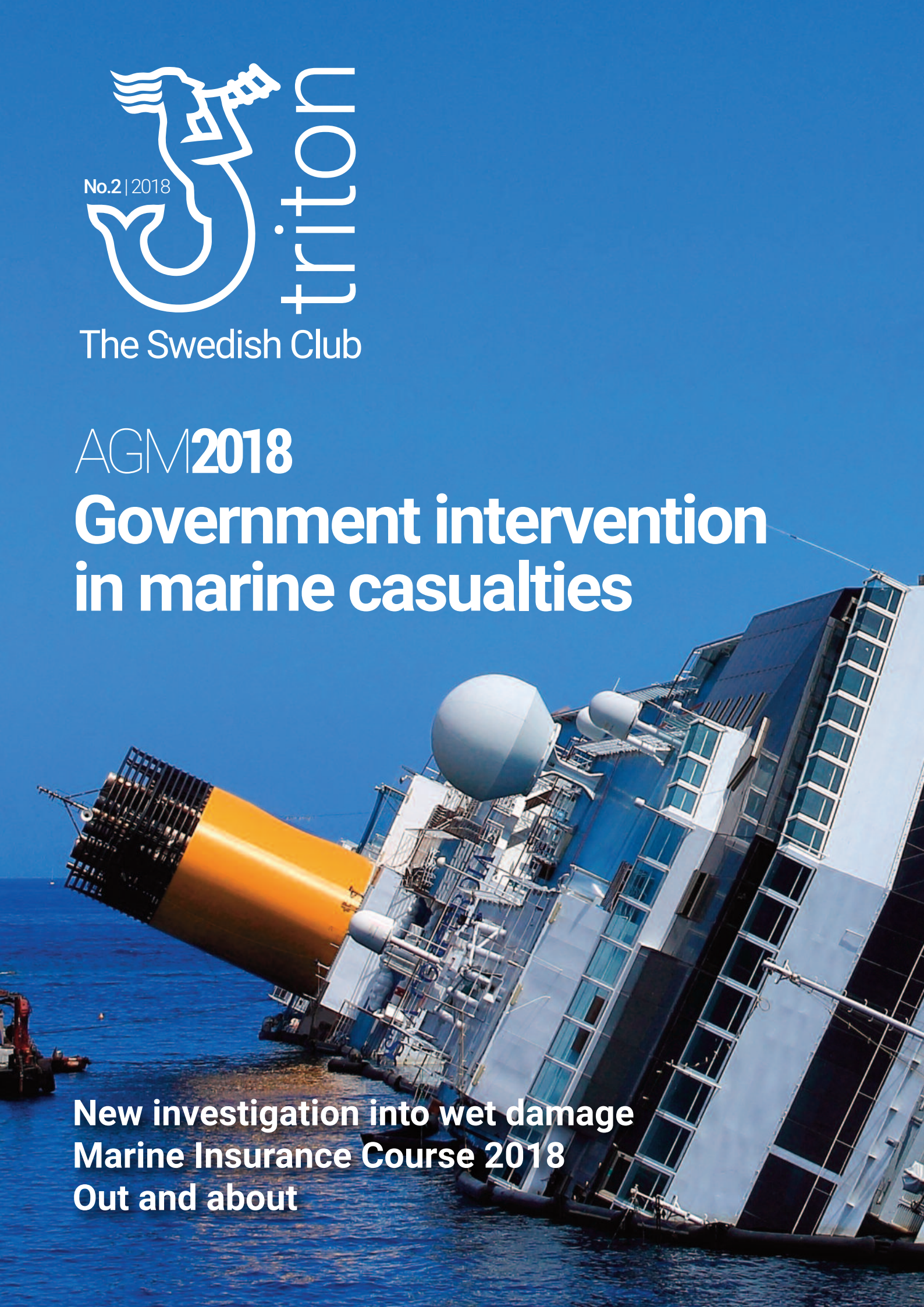


The Swedish Club

AGM **2018**

# Government intervention in marine casualties

**New investigation into wet damage  
Marine Insurance Course 2018  
Out and about**



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The Swedish Club

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## Dear members and associates

# Casualty response leadership



“Government intervention in marine casualties” was the theme for the panel debate at Members’ Day preceding the AGM in June. High-standing industry leaders discussed the subject based on their own personal experiences. Casualties are so much more public today than in the past. Media reporting is done in real time, not to mention the impact of social media. Society has little tolerance when public interests are involved. Seaborne transportation is no longer a shared risk in the way it was historically perceived.

From the shipowners’ side it was made clear that there is a solid reliance on P&I clubs and underwriters to do their job as a partner in an effective response. Both the reputation of shipowners’ and their status in the value chain are at peril in major casualties, every time. Government agencies act on public demand and may have less experience in dealing with those situations where

contingency plans need to work in practice. The political pressures are omnipresent.

My take is that casualty response leadership is absolutely critical. The Swedish Club has developed an Emergency Response Training Programme in which we can train, learn and be prepared together before it happens. We have the experience – an experience we want to share.

Two long standing Board members stood down at the AGM after dedicated service to the Club. Sumate Tanthuwani, Managing Director of Regional Container Lines in Bangkok, and Diamantis Manos, Managing Director of Costamare Shipping in Athens. They have both supported the Club with their expertise and advice over many years for which we are truly grateful. The Club is all about people and the quality of its members. There

rests a huge responsibility on the Board’s directors to represent the membership in setting out the direction of the Club – a responsibility Sumate and Diamantis have performed with honours.

The debate on ‘Government intervention in marine casualties’ is covered in this edition of Triton, together with other features and social activities from the AGM’s events in June. I hope you enjoy reading it. 🇧🇪

**Lars Rhodin**  
Managing Director

# A very good year

**“2017 was a good year for The Swedish Club. We have never been as solvent as we are today and we are lucky enough to have a very solid membership base. So, in tackling the challenges ahead, we can do so by hitting the ground running.”**

An apt conclusion to his Managing Director’s Report at this year’s Annual General Meeting in Gothenburg. But as Lars Rhodin stressed to delegates at the beginning of his speech, it is all about being on a journey.

“I want to start my review of 2017 with a quote from Adena Friedman, CEO of Nasdaq who said: ‘You can’t be successful in business without taking a risk. It is really that simple,’” he said.

“And in our business we are very much in the risk business. We define the appetite and set the tolerance. As we monitor the risk, we get an expected mean outcome on the risk we take. Last year we were very close to expected outcomes when it came to our underwriting activities, while on the investment side we had a very positive deviation from what we expected,” he added.

## **A conscientious Board**

Describing the last 10 years as a bumpy ride for the shipping industry, Lars Rhodin paid tribute to the conscientious Board of The Swedish Club which has

**“We are reliable, committed and productive - these are the reasons you should stay with The Swedish Club.”**

been able to balance the needs of the Club with the market conditions facing the shipowner. “This is why we have not had a general rate increase for P&I for the last three consecutive years.

## **Consistent underwriting performance**

“We made USD 22.7 million in 2017, or USD 18.8 million after we deducted the 4% P&I rebate. Underwriting was a bit tight at 104% whereas our return on investment of 7.7% was better than expected. We were almost spot on budget for underwriting as we had budgeted for 103% and ended on 104%. But our underwriting performance has been consistent because over the past 10 years we have produced a combined ratio of 98%,” he stressed.

And it has been a positive year with a strong financial result, consistent underwriting, a 4% P&I discount, a 9% growth in P&I tonnage as well as a revision by Standard & Poor from stable to positive as well as reaffirming its BBB+ rating.

## **Quality and performance**

As important was the result that 98% of Swedish Club members were either satisfied or very satisfied with

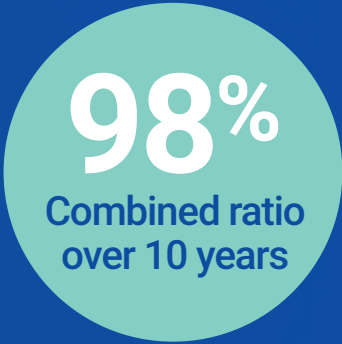
the overall quality and performance of The Swedish Club as their insurance provider. “This is maybe the most important aspect,” said Mr Rhodin.

## **Stable claims**

Claims, he said, were relatively stable and in line with expectations “and while we had an excellent return on



Photos: Jenny Christenson



investment, there was a lot of price pressure, not only on the marine hull side but also on P&I.”

“The common denominator in the major claims we have faced this year is situational awareness - something we are addressing in our Maritime Resource Management programme. MRM is an essential part of any owner’s loss prevention efforts as it fosters positive and constructive attitudes, good personal communication, leadership excellence, as well as compliance with operating procedures.”

standards related to solvency and risk tolerance, the Club has a very strong capital position, having defined a capital range and a probability of solvency failure of one in 10,000. Last year’s figures were in excess of that so the board has agreed a 5% P&I discount for 2018/2019.



**“We have had one strategy since 1872 which is to provide high quality and efficient insurance solutions for shipowners.”**

One thing The Swedish Club has stepped up is targeting loss prevention and claims frequency. It is one thing to produce statistics and another to do something about it which is why the Club has produced an array of publications such as *Wet damage on bulk carriers* and *Auxiliary engine damage* to raise awareness.

**The benefits of digitalisation**

Lars also emphasised the importance of digitalisation. “We take digitalisation seriously at The Swedish Club and we are approaching it in different ways. We have a vision, where we want to be better in pricing and risk selection and more efficient in the way we communicate with our brokers and members. Our vision is to be more efficient, present better offers and be business-friendly. One way to do this is through the launch today of our new Swedish Club App which gives swift access to the latest events and activities, access to correspondents, vessels, news and contacts,” he added.



**A positive picture**

When it came to investments, the Club’s 7.7% return was better than benchmark. “Asset allocation on our investments ended the year with fixed income at 84% and equity at 16%. Our free reserves now stand at USD 213 million and over the last 10 years we have had an annual return of just over 8%,” he said.

“The Club currently insures some 2,700 ships on hull and machinery and it has doubled its volume in P&I over the last 10 years to in excess of 50 million gross tonnes. If you add in charterers’ liability, the figure is over 80 million gross tonnes.

Tapping into the work the Club has carried out on Solvency II and the

**Loss Prevention**

He added: “Looking at trends in liabilities and claims, we are seeing more engine claims on the hull side but when it comes to P&I it is about politics – more of a national approach as opposed to convention and uniformity. We need one set of rules which has more to do with predictability.”



**Looking ahead**

So what about the outlook? Lars Rhodin again: “We have had one strategy since 1872 which is to provide high quality and efficient insurance solutions for shipowners. We have achieved a combined ratio of 98%, and a return on equity free reserves of 8% over nine years. We are reliable, committed and productive and these are the reasons you should stay with The Swedish Club.

“Reliability is about trust; we are selling trust as well as stable and competitive pricing relative to value. We are committed to providing casualty response and effective claim handling services and we are committed to providing all-in-one solutions,” he concluded.



# Government intervention in marine casualties

## - introduction

The 'crusader mentality' of some authorities; lack of experience and knowledge; political motives and corruption; and the criminalisation of seafarers: in his keynote presentation on 'Government intervention in marine casualties', Captain Jonathan Walker, Chairman Asia Pacific of London Offshore Consultants (LOC), shared his experiences and also suggested some remedies.



Photos: Jenny Christenson

Jonathan Walker has seen the situation from both sides. A specialist in marine casualty investigation for insurers, shipowners, admiralty lawyers and salvage/wreck removal companies, he has attended and given advice on more than 50 cases.

"I work for both insurers and authorities," he told his audience. "I have been both in front of the authority's desk or the harbour master being chastised for doing something wrong, and I have also been behind the same desk – at that time (hopefully) being reasonable and diplomatic with the shipowner or insurer in front of me."

He knows the pressures on seafarers, too; before joining LOC in 1995, he served on board tankers for 18 years, including five years as Master.

**"We have to respect the laws that they have and we have to deal with them."**

### **Notable casualties**

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When he talked about the ordeal of the Master and Chief Officer of the *Hebei Spirit*, jailed in South Korea despite doing everything correctly, it was with real strength of feeling. Walker was called in as an expert witness on the case, in which the VLCC, which had been

safely anchored, was struck by a Samsung crane barge, leading to a spill of 10,000 tonnes of fuel.

"The Master and Chief Officer did everything possible to mitigate that pollution and everything that followed was done correctly, but despite all their efforts they were incarcerated in South Korea for 18 months," he said.

This was just one of the 'political monsters' he described in his presentation; others included the *SOLAR 1* casualty in the Philippines in 2006, where oil ended up on nearby beaches. "This became a very emotive topic – mostly because the president was in danger of impeachment and this was a good opportunity to distract attention away from her," he said.

He also discussed the case of the container ship *Rena*, which ran aground in the Bay of Plenty, New Zealand – at the start of the tourism season, near important tourist beaches, and on a site sacred to the Maori.

**"Some local authorities are unclear what is the jurisdiction of the casualty, and therefore just assume authority."**

### **Respecting the situation locally**

Before getting into specific issues, Walker emphasised: "What we must remember when dealing with authorities is that what you may think is normal in your country may not be the same in their country. We have to respect the laws that they have and we have to deal with them. We must cooperate with the authorities at every level if we can. However, sometimes it goes wrong."

Among the factors that can lead to detention and long delays after a casualty, he mentioned slow

investigation processes (sometimes deliberate), and slow and convoluted legal processes – "the longest I have dealt with being ten years, and at the end of it there were only two people still dealing with it who started on the case".

Corruption and extortion are major problems. Walker said that virtually every country he had worked in had anti-corruption and anti-bribery laws, "but what that means in one country is different in another".

### **The social media factor**

Media sensationalism is another factor, he added. "Nowadays we see a lot of casualties being uploaded onto social media and blasted across the world – and people being forced to take a view on something which may not, in the end, be the correct view."

### **Intervention takes many forms**

What else can Government intervention include? Walker listed visa issues for responders – "often the experts aren't there, and getting the right people in is delayed because we can't get visas"; salvage equipment being held up by Customs – "the people don't realise how urgent this is"; seeking approvals with officials – "if they don't understand it, they won't give approval"; and uncontrolled interference by locals.

Another example he highlighted was reef damage and the need to clean up and rehabilitate a site. "We want to make sure that any claims are correct and scientifically judged. In too many places, it seems unfortunately they just want to fill their coffers."

Overstepping jurisdiction is another frequent issue, said Walker. "We find that authorities don't actually understand their areas of responsibility. Maybe another authority steps in, or another country. Some local authorities are unclear what is the jurisdiction of the casualty, and therefore just assume authority.

"We also encounter the 'crusader mentality' of some authorities. For example, there is a local election and someone is trying to show that they are in charge."

But often, authorities simply don't understand what is going on, he said. "There is a lack of experience and lack of knowledge, and a refusal to listen. They really don't understand the technologies to deal with these casualties."

### **Moving forward**

What can be done? Walker had some specific suggestions. "We need to know who we have to deal with. We need a

**"Communication and a proactive approach were vital."**

unified IMO approach to develop a marine investigation code as a transparent process. We can't have seafarers held for many months just because the local authority can't understand what caused the casualty, and finds itself driven by all these emotive issues. The ILO/IMO needs to make that clear."

He also urged more IMO member states to sign up to the Nairobi International Convention on the Removal of Wrecks 2007.

Finally, he said, communication and a proactive approach were vital.

"The authorities I deal with haven't a clue what a P&I club is. It is important that insurers do regularly talk to governments. Because authorities change all the time, this has to be a continuous process.

"Governments should instigate systems where they have people in place who know what they are dealing with. Insurers need to be proactive; my view is, get the right people out there as quickly as possible. There are a lot of situations where the information and evidence is lost, so an understanding of the casualty is lost. It's so important to get people out there on time." 🇳🇵

# Government intervention in marine casualties - the issues

## 'The good, the bad and the ugly'

An image of Clint Eastwood and a short interlude of the theme music from one of his famous Westerns ... this was guaranteed to grab the attention of the audience. The reference, courtesy of **Chris Beesley**, Executive Chairman of C Solutions Consultants, was significant: 'The Good, the Bad and the Ugly.'

Government intervention in marine casualties wasn't always negative, he insisted – sometimes it was good. Outcomes included Port State Control, salvage tugs being on standby, executive powers in place to impose salvage, such as the UK's Sosrep, and inquiries and recommendations which lead to good regulations – the *Titanic*, *Torrey Canyon* and *Amoco Cadiz* being three such examples.

As to the bad, he listed political ends; cash; executive abuse of powers such as in the cases of the *Rena*, *Costa Concordia*, *Prestige* and *Hebei Spirit*; red tape leading to delays; and action against 'related ships' and sanctions.

And then there was the 'downright ugly' – complete disregard for Conventions; bribery and corruption; and blackmail.

## The politics of involvement

**Eric Jacobs**, SVP General Counsel at Awilhelmsen Management, said: "One of the challenges we have got is that government intervention is the right they have – and they should have it. But some countries lack knowledge and don't know what Conventions they are party to, and it costs the shipowner money. We are totally dependent on our insurers in these situations; we would not be able to do what we are doing without the support of our P&I club and the International Group."

Introducing a high-powered panel of experts, moderator **Charlotte Warr**, Managing Director of Sarnia Training, described herself as the 'ringmaster' for the discussion to follow. Certainly, she oversaw a wide-ranging and impassioned debate on 'Government intervention in marine casualties'.

He also emphasised that issues such as that with the *Hebei Spirit* can happen in any country. "We had an issue in Norway, when the captain was in jail for 13 months and not even before a court. You would think that Norway, with its coastline and authorities, would know all the Conventions and they wouldn't take such a step and yet they did the same thing. It comes down to one thing – politics. And that is a hard nut to crack."

Shipowners have to ensure they have legal representation for the vessel but also for the crew because of the threat of criminalisation, he said.

"It is extremely costly and a hard balance – and I think we are going to live with this for a long time. All we can do is work with governments and educate them."

**"All we can do is work with governments and educate them."**

**Eric Jacobs**



**"The industry is living in a bubble and we have to do better."**

**Mauricio Garrido**

## Education, education, education

**Mauricio Garrido**, President of T&T Salvage, echoed the need for more education. "People don't know what a ship is and how important it is to society. And we as an industry do a very poor job in letting the world know how important we are," he said. "The industry is living in a bubble and we have to do better."

More cooperation and coordination is needed, he said. "Our framework is such that sometimes we work together, sometimes we don't. Sometimes we work against each other. That has to change."

Two parties that generally work together when appointed are experts and salvors "because we have the same mission to get that salvage/wreck removal job done quickly," he said. However, the framework



on the other side includes central government, maritime authority, environmental authority, local council, local industry, local community, and so on.

“Their issues are lack of basic knowledge and experience, socio-political pressure, third party claimants, how long will the vessel stay here, who is going to pay, who can I trust.”

That takes work, he said, and he welcomed the International Group’s work with its Outreach programme.

“What can we do? We all have to be walking the same path, not conflicting paths. It is a shipping problem and we have to support the shipowner. We must be proactive, not reactive. We must preach the same song, push for a places of refuge process, and gain their trust.”

### Effectiveness of the IG Outreach programme

**Andrew Bardot**, Executive Officer of the International Group of P&I Clubs (IG), referred to an IG report which found a clear correlation between government intervention and the cost of dealing with casualties.

Since 2013, the International Group had developed a number of follow-up actions, he said, including its Outreach programme which he described as ‘very fruitful’.

“We have signed MoUs with various countries. It is an ongoing process but we add value to the system and are taking the expertise of the P&I clubs to feed into that.”

The focus, was on optimisation of contractual arrangements, timing and transition, sharing knowledge and expertise, willingness to engage and proportionality of response, he said.

The first signatory for an MoU in the programme was South Africa and a casualty handled since then was a very positive demonstration of the way the programme could work. “The casualty might have been significantly more expensive without a pragmatic and proportional approach,” he said.

The programme has featured very good training workshops and exercises, said Bardot. “It is difficult to quantify but we are laying the foundations for better results in the future. This is an opportunity to explain to maritime administrations that they don’t need to be concerned about a casualty on their shores – there is a very

**“We are laying the foundations for better results in the future.”**

**Andrew Bardot**

robust system behind it. But what is also needed is to get them to sign up to Conventions.”

### Is it time to say no?

In response to questions from the audience, the panel discussed whether P&I insurers should become more ‘hard-nosed’ and whether there should be a wreck removal cover limit rather than the industry giving the idea of having limitless funds.

However, Bardot said: “We could dig our heels in and say ‘enough is enough’ but it is better to educate people and shape the views of authorities.”

Jacobs agreed: “If we dig in and not want to pay for our issues, then it is negative for the industry and we don’t want that. We don’t want to pay more than we have to but the perception of how we deal with our issues is very important.”

The impact that political intervention had in hugely increasing the cost of the *Costa Concordia* wreck removal was frequently referred to throughout the discussions. However, when asked about appealing decisions to higher courts, Bardot was philosophical. “If you spend two years locked in court battles, the delay could cost you even more. You have to weigh it up.”



# What's your 'Oh Really'?

Inspirational speaker Elaine Eksvärd challenged her audience to combine professional with personal.

Communication is a muscle – and if you are on the stage using the same standard presentation you gave ten years ago, that definitely isn't a six-pack, warned Elaine Eksvärd. That was just one way in which this dynamic communications consultant – Sweden's speaker of the year – challenged her audience.

Within seconds of starting her presentation, Eksvärd had the audience hooked. And that was just as well because, as she pointed out at the start, we tend to judge people in the first 90 seconds. Body language and personality are just as important as your message.

"It doesn't really matter what I say for the first 90 seconds – because that is the time you will just look at me," she said. "Listen to your thoughts. Do you trust me? Why?"

## The 'Oh Really' factor

We can, however, put how we look in perspective, said Eksvärd. "People will look us up and down and make their judgment – it is up to us to provide an 'Oh Really' fact, that makes people sit up and take notice.

"For example, in one workshop the person everyone thought was shy turned out to have a black belt in karate. A lot of people might know how to speak but fewer know how to make people listen. People want to know not only that you

are professional and competent but also – who are you actually? And what is it about you that will make people say - "Oh Really?"

Eksvärd had members of the audience turning to each other to discuss their own 'Oh Really' aspects; and then she swiftly moved on to an analysis of personality types – red or yellow extroverts, blue or green introverts – and challenged the audience to identify their own and their neighbour's characteristics.

## The boxer's art

She then moved on to explain about the art of 'jabbing', taught to her by her grandfather. "It's what boxers do, hit each other lightly to test the strength of each other's punch."

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**"It is up to us to provide an 'Oh Really' fact, that makes people sit up and take notice."**

And she used that advice on a memorable occasion when, aged 25, she turned up to run a workshop at a television company. She explains: "After a period of critical scrutiny, one of the audience asked pointedly: 'Were you born yesterday?' Jab.

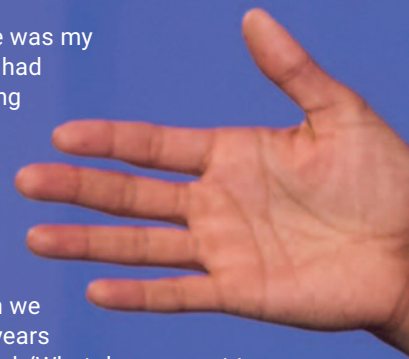
"So I jabbed back. I said – 'how about you? Are you polishing your coffin?' Jab. Of course I did it with a smile.

"It is really important to have a spoon of love when jabbing - and be very aware of cultural differences."

## Examples of good communicators

To polish your communication skills, it's vital to study those who are good communicators, she said. "A lot of people will say Martin Luther King was the best communicator. I say you should look at who is the Martin Luther King in your world.

"One of mine was my teacher; she had jeans and long hair and smoked a pipe. She was such an inspirational leader. When we were seven years old, she asked: 'What do you want to become when you are all grown up?' I had no idea. My mother said do what you want but make sure you can pay the bills. My teacher said: 'You are going to write books.' And I have written seven."



Another Martin Luther King in her life was Hans Rosling, Swedish medical professor and statistics guru, she said.

"When you listen to a skilful communicator and study what they do and how you can learn from it – you find that it is not the art of speaking, it is the art of awakening people's desire to listen," she said. "To be an inspirational leader, it is not only the way you look but the way you talk and your body language. For example, never laugh nervously – people stop listening."

She challenged the audience to say 'welcome' – as a news interviewer, as a lover, as a storyteller for children, as a sports commentator. Her point was clear.

### The problem with stereotypes

She acknowledged the difficulty of overcoming stereotypes – illustrated with video clips showing how differently passers-by reacted to a 'bicycle thief', depending on the age, gender or race of the 'thief'. Again she emphasised the importance of 'letting people get to know you'.

"Study others and practise what they do. I went to teach a professor about communication and he said: 'But you're a woman.' But don't be sad or mad – give people an idea that you are trustworthy and you can make them listen."

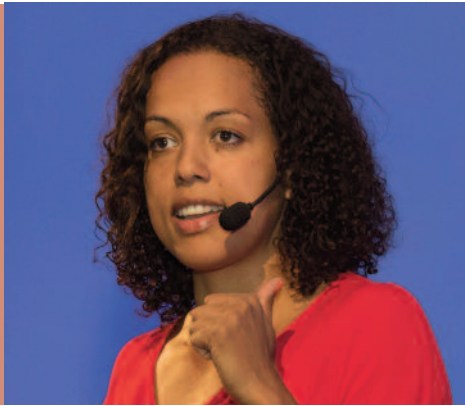
And finally when it comes to public speaking: "You must have eye contact with everyone in the audience. In my experience, too many people have eye contact only with their presentation." 🗣️

**"A lot of people will say Martin Luther King was the best communicator. I say you should look at who is the Martin Luther King in your world."**

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Photos: Jenny Christenson





# Elaine Eksvärd

Photos: Jenny Christenson

Elaine Eksvärd is half Brazilian, half Swedish; her mother moved to Sweden from Brazil in the 1970s and Eksvärd was born and grew up in Stockholm.

She gained a degree in communication and has written a series of books about rhetoric and communication.

When asked about her own 'Oh Really' moment, she answers readily: "With me, it's all about context," she says. "A lot of people think I am American. Following that, they are surprised that my parents are from a working class background – most people think I am adopted upper class."

Eksvärd draws on her family experiences and stories as she speaks to her audiences and she says her family are fine with that. She runs a communications bureau with her husband, employing a team of ten: "We teach people presentation techniques; how to talk with difficult people in an easygoing manner; how to deal with

**“My mother told me to always say yes to the thing you want to do, even if you are afraid.”**

dominant people and how to have a creative environment at work.”

She says she learned to talk a long time before she learned to walk, and when she told her mother she had been named Swedish speaker of the year, the reaction was: "I am not surprised!"

Clearly, her mother has had a strong influence on Eksvärd. She recalls being asked to take on a particularly daunting speaking assignment and being 'completely terrified'. But she drew on her mother's advice: "My mother told me to always say yes to the thing you want to do, even if you are afraid."

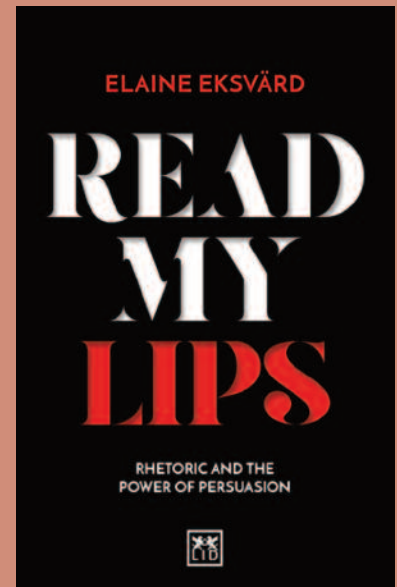
When discussing who to support in the World Cup, her mother said: "Elaine, you have to go for Brazil."

When she asked why, her mother replied, "Elaine, do you like to win?"

Eksvärd says: "I didn't really have the background for getting to where I am now. But I gave it a shot - and as we know, I always like talking."

She reminds us that "a significant proportion of the population will have to stand up in front of people and talk", adding "I suffered from panic attacks, but I grew."

She advises others: "Combine professional with personal. Don't be a robot. I dress according to where I am – but I also think I should still be loyal to who I am. Be yourself. Of course we need to be professional, but you should never lose your personality in your profession." 🗨️



## Read my Lips: Elaine Eksvärd

*“Rhetoric is not the art of speaking - it is the art of getting others to listen.”*

What if you could get people to listen to you in every situation? And in addition, get them to want to listen? Would that make life easier?

*Read my Lips* teaches you to speak effectively and increase the motivation of your listeners. The book shows how to be professional and personal, without being private. Selling 60,000 copies in Sweden, Elaine shares her own experiences, and suggests with humour and warmth how to tackle difficult situations.

# A Passion FOR SHIPPING

Knowledge is only part of the equation, says Charlotte Warr. This experienced claims practitioner, qualified solicitor and training guru also hopes to pass on her passion for the industry.

You may have chosen to follow a particular career, but life is so much more interesting if you really understand what you are doing, says Charlotte Warr. As Managing Director of Sarnia Training, she says: "I want to help create a new generation of people who are passionate about what they do.

## Knowledge vs commerciality

"I have always been quite inquisitive about how things work – I want to embody that enthusiasm I have for the industry in the younger generation."

It is frequently said that 'knowledge is power'. Warr, however, prefers to say that 'knowledge is a gift' and it's how she approaches her training activities.

She says that knowledge must also be heavily overlaid with commerciality. "You can be hugely knowledgeable but if you can't negotiate your way out of a paper bag, it's really of no use. You have to be confident when sitting around the table and you have to be able to articulate clearly why you are not going to pay someone's claim – it is no good hiding behind emails."

## Difficult choices

Warr started her legal career in a private practice, but soon decided to specialise in claims – predominantly at Lloyd's. "I ended up as a syndicate head of claims but then the syndicate went into run-off and was not writing any new business, so I had to make some choices.

"I had already done some training and enjoyed it. So the choice was – shall I go and do the same thing for another organisation, or with private practice, or shall I just go and do my own thing? It was a case of 'if you don't give it a go, you will never know'. I stepped into the abyss."

In setting up her training company, Warr wanted to focus on the areas that she found most interesting and enjoyable. "I was very conscious that I had the choice, and I exercised that choice," she says. Hence her focus is on maritime law insurance, skills specific to handling claims, and how the insurance market works – for example, for new joiners as well as companies.

The other side of her business includes consulting, and one of Warr's major successes has been setting up and organising the annual International Marine Claims Conference, with Ann Waite, held in Dublin since 2004.

## Getting the best out of the panel

As moderator of the panel discussion held at the AGM, Warr says her job was to be 'the invisible glue that holds it all together'.



"This was a subject that is incredibly deep and detailed. For me, a session like this is about delivering enough content to prompt a very large amount of thought and discussion – and I think that was done.

"It isn't a session in which to deliver all the answers but to get people thinking about what their part might be in ultimately getting to the answer. Also, we had what I would call a 'mixed ability' audience. I knew that everyone on the panel would have a lot to say and that they were passionate about the topic.

"It is important that the presentations are not so complicated that they go over the heads of those at the beginning of their careers, but not so basic that they insult those more experienced. In the short time they had, each of the panel did a really cracking job." 🍷

Photos: Jenny Christenson

**Government intervention in marine casualties – what is the solution?**  
We ask our panellists for their views.

# “Engage with the authorities”

**Jonathan Walker**  
Regional Chairman, Asia Pacific, LOC Group

As a specialist in marine casualty investigation frequently working with a wide range of authorities, Captain Jonathan Walker encounters attitudes on the ground ranging from the ‘creative’ to the misinformed. We all need to get talking, he says.



First, a fact that may not please everyone. In various parts of the world, Jonathan Walker has come up against authorities which have never heard of a P&I Club and have no idea what it is. He has also been told, many times – “I don’t care how much it costs, just do it.”

He has worked with ‘creative’ third parties who are really looking to get multiple bites of the cherry; with authorities who think they already know what happened thanks to a one-sided video posted in haste on social media; and with authorities who have what he tactfully describes as ‘a totally different approach’.

“To get the job done you have to be very diplomatic as it really doesn’t help getting into serious arguments,” he explains.

**“To get the job done you have to be very diplomatic.”**

## Fair treatment for seafarers

Indeed, he is carefully diplomatic in most of his answers - although in one area, his strength of feeling is clear. “During my time at LOC, we have interviewed a lot of Master Mariners coming ashore. The question I ask is – why have you made that choice? And over the last ten years, many say ‘I am too scared to be at sea because of what’s happening with local authorities and because I am likely to be penalised for doing a good job’. That’s a really worrying response. We are losing good and experienced people.

“Obviously if a Master Mariner or seafarer does something seriously wrong, they should face the consequences. But when they do everything correctly and are still incarcerated, then it is a real concern. And this isn’t just happening in developing countries.”

**“Social media paints a picture which may not be the correct picture but will be one that influences a lot of people.”**

The criminalisation of seafarers is driven by a lot of factors such as pollution or loss of life and the authorities feel they must be seen to be making a decision, says Walker – but all too often it's not a technical or logical decision.

“We are all talking about all these issues and how to deal with them but I am at the front line and I can see how it affects those on the ships.”

Dealing with the cases he referred to in his presentation as ‘political monsters’ has been an eye opener over the years, he says.

### Working for change

“We see government intervention all the time, because they (the authorities) don't really appreciate what you are trying to do or the urgency of the matter. Some things are just their normal processes. It can take many days to organise a visa and they just don't understand the urgency. There is a lack of experience and knowledge and I think it is a puzzle for every individual nation to resolve.

“That is why International Group's (IG) Outreach programme is very good. We have seen good feedback from some authorities, which are now very keen to talk with insurers.”

Each country will have its own mechanism and department which may be called on in the case of a casualty, says Walker. But that doesn't necessarily mean that insurers, owners or salvors will come across

## Background

Walker was at sea for 18 years before coming ashore and taking a position with London Offshore Consultants in 1995. He became a director in Singapore in 1998 and is now chairman Asia Pacific, still based in Singapore.

“I had already left sea when I saw the advertisement for LOC in the local paper,” he says. “In fact, I ended up seeing less of my wife and family than when I was at sea.”

As an emergency responder, his bag is packed and he's ready to go. He has attended or provided advice on more than 50 salvage/wreck removal operations around the world and he was appointed a Special Casualty Representative by the SCR panel in 2001.



**“The key thing is for the insurers to engage the authorities and the authorities to engage the insurers – we can then all understand where we are coming from.”**

experienced salvage masters working in that country.

“And staff can be very transient – you may be talking to someone who has gained from your knowledge and experience one week, and then a week later you go back and find someone different,” he says. “Hence the IG programme is very good – they are talking to the right people.”

### A major influencer

Human nature remains the same and certainly doesn't change in handling casualties, says Walker. But there has been one major change in the past few years – the explosion of social media. “Social media paints a picture which may not be the correct picture but will be one that influences a lot of people. If you have someone sending out a video or message and it goes viral, people

take a position on it and maybe it is the wrong position to take. It affects the way people perceive things and, if there is pollution or loss of life, people get very emotional. For us, the difficulty can be the impact on the people we are dealing with – they already believe they are informed.”

Before social media, he says, it was a ‘level playing field’ when speaking to authorities. Now, if he is called in to a casualty, he will check early on whether anything has been posted on YouTube.

There isn't a single factor driving the problems of government intervention or attitude, he believes. “There are lots of elements involved in this. But the key thing is for the insurers to engage the authorities and the authorities to engage the insurers – we can then all understand where we are coming from.” 🗣️

Photos: Jenny Christenson

# “Open up the industry”

**Mauricio Garrido**  
President, T&T Salvage

**If no one knows about shipping, how are they to understand about accidents, salvage, insurance and liability?**

“Imagine we have to bring a ship into port – it might have been re-floated, it might be in distress and have lots of holes in the bottom, it might be in danger of sinking. We simply knock on the door and say to the person who has been politically appointed: ‘We have a contract and we have to bring this ship into your port.’

“Put yourself in their shoes. If I were them, I would be thinking hard: ‘Do I really want this?’”

The underlying problem is a lack of understanding and lack of communication, says Garrido, and the entire shipping industry has to take the blame for that.

## **Lack of accessibility**

“As an industry we have been too self-centred for too long,” he says. “If we have a big ship on fire or grounded on rocks, we

**“The underlying problem is a lack of understanding and lack of communication.”**





## The whole industry needs to be more accessible. And today we have the means to do it.

think we can just 'do our thing' – we're the professionals. But we have to understand that the harbour master or captain of the port has been appointed politically. They may know very little about the post they have been given. Indeed, they may not fully understand what exactly a ship is.

"It follows that there is a lack of understanding as to why we want to make things right, why we want to bring that ship in and not let it sink in the channel. There is certainly a lack of knowledge about insurance and liability."

Why has this happened? Garrido says it's because, as an industry, 'we keep it to ourselves' because we think it will all be OK that way.

"But it needs to be non-stop education. The whole industry needs to be more accessible. And today we have the means to do it. Social media can be used to make it happen – and yet we don't recognise it."

## "Do you think anyone in Oklahoma City knows what a ship is? Absolutely not."

### A secret industry

Garrido describes himself as half Welsh and half South American – he grew up in Peru, and that took him to Sochi in June, to watch his national football team play in the World Cup.

"Looking out of my window in Sochi, I wondered how many people understood

the importance of shipping; the importance of the Black Sea to the livelihoods of the people of Russia?"

"There are really only one to two million people in the world who have the task of bringing goods to homes, but no one knows it. Ninety per cent of what we consume in the US comes by ship. Do you think anyone in Oklahoma City knows what a ship is? Absolutely not. And that is our problem."

This lack of understanding leads directly to a lack of tolerance when something does go wrong, he says. "When a ship sinks, people say 'how can that happen?'. I often get asked – 'do you mean ships really have accidents?' I say – it's no different from a car or train or plane or bicycle, and it happens. We are all human and we make mistakes."

### The need for action

As a provider of emergency response, salvage and marine firefighting services, when T&T Salvage gets a call it's just like a 911 call, he says. "This is a culture we should really have across all sectors of the shipping industry. Accidents can happen and will happen, and if you, as a vessel operator or port manager or ship's charterer, don't understand that, how can you be prepared for it?"

### A solution for the future

As a salvor, what are his views on unlimited liability versus some sort of limit on wreck removal liability?

"It needs to be a combined thing," he says. "I can't give my ten-year-old daughter a blank cheque, as much as I love her. Shipowners that are members of a P&I club know that if something happens, they are covered – and they need to have insurance cover that will pay. But it can't be a blank cheque and the equivalent of 'partying all night'. There must be a balance."

Garrido would like to see a standard protocol in place, by which major incidents would be managed. He compares the concept to the Incident Command System (ICS), a standardised approach to the command, control and coordination of an emergency response which is a component of the United States' National Incident Management System (NIMS).

"We need to have a standard protocol as an industry, on which we could manage incidents if things do go wrong. I don't think it is ever too late to get organised, whether in setting such a protocol or in getting our message across to the general public that shipping is important, for everyone." 🗣️



## Background

Garrido's career began when he graduated from New York Maritime College with a degree in naval architecture. He served as naval architect and marine engineer with the technical division of the Military Sealift Command, responsible for more than 150 vessels, and was then promoted to join the marine division of the National Transportation Safety Board (NTSB), the federal agency responsible for casualty investigations and issuing safety recommendations to government and industry. While at the NTSB, he was involved in a number of major marine casualty investigations, including the grounding of the *Exxon Valdez*.

He has been president of Houston-based T&T Salvage since 2008.

# “A pragmatic approach”

**Chris Beesley, Executive Chairman, C Solutions Consultants**

Chris Beesley is clear that lessons he learned from a career in Asia can be applied anywhere. “You are looking for a deal and a commercial outcome rather than a legally correct outcome. The shipowner wants the ship back; the local authorities want the fines paid. The emphasis is on paying for the removal of the ship and the clean-up.

Nevertheless, his experience in cases such as the *Hebei Spirit* means that it’s the human side of this that really hits

home. “The crew on the *Hebei Spirit* did nothing wrong. There was a huge political element in that case,” he says. “There are ruthless states that are prepared to practise the exploitation of crew – it’s almost as if they believe that the crew are cheap and expendable. That needs to change.”

“C Solutions is a claims management company, not an insurance company,” he says. “But we come across the same frustrations. In certain countries where

the authorities hold the ship or even the crew as ransom, there is a real human cost – it is not just dollars and cents.”

Having discussed the idea of a wreck removal liability limit during the panel session, Beesley suggests that this could have the effect of lowering claimants’ expectations. However, he says his point is not so much ‘cost’ as ‘mindset’ and he would like to see more ratification of the Nairobi Convention. 🇰🇪



Beesley’s claims handling career has taken him from the City of London to Hong Kong, from a historical building in East Sussex, to Thailand, and subsequently across Asia. He is now based in Singapore.

Beesley joined Ince, in 1972 as a litigation clerk: “Basically, I was a messenger,” he says. “I delivered all the papers to the High Court, and started doing basic court work and advocacy from there. Then I had the opportunity to share an office with a Master Mariner who had been at law school. As was possible in those days, it was ‘fast track learning’ – and I started going to ships and investigating casualties, when I was only 19. On those early trips, I was still wielding a passport with my school picture inside!”

## Via Hong Kong

He had his first opportunity to visit Asia in 1976, when a flight to Hong Kong involved four stops en route. He fell in love with Asia on that first trip, which lasted a month and saw him travelling around the region picking up new work. Three years later, in 1979, he was sent to Hong Kong to open Ince’s first overseas office there.

“I was 24, and it was like a kid being given free passage into a toy shop – I had my own little empire. We had a two-week-old daughter, and my wife

and I found a house. Most of the neighbours were Cathay cockpit crew – and I used to fly more than they did!”

Returning five years later, he says he had learned valuable lessons that he was able to bring to his work back in the UK. “Those five years had taught me that Chinese owners liked to get the right result – but not at any cost. They didn’t like unacceptable legal bills. They wanted to do a deal but still look you in the eye – that taught me a great deal about the commercial market,” he says.

“I came back with this ethos, and believed I knew how we should be doing law in London – the Asian way.”

## Going it alone

While Ince was the ‘go to’ company for major casualties, in 1999, Beesley was given the go-ahead to set up a claims company within the larger operation, to handle smaller cases. Incite Claims Management was to prove hugely successful in its own right and in 2008 Beesley left, renaming the company C Solutions.

In 2010 he set up the company’s first Asian base, in Thailand, and the company has continued to expand since then. 🇹🇭

# “Build a long term relationship”

**Andrew Bardot**  
Executive Officer,  
International Group  
of P&I Clubs



Andrew Bardot says he was caught in an off-moment when he was asked, in 2005, to take up the post of Executive Officer of the International Group of P&I Clubs. As a marine lawyer with Bentleys, Stokes and Lowless for 27 years, where he became a senior partner, he had worked with all the members of the International Group.

He took up the challenge: “I joined the International Group thinking it would be an interesting wind down towards retirement, but it didn’t work out that way, quite the opposite in fact. There was no real script for the job, and having a largely blank sheet of paper to work from, coupled with strong support from the Group, devising ways of raising the profile of the Group and promoting the strengths and benefits of the collective activities of the Group clubs has been a fascinating and rewarding challenge.

Today, Bardot leads a team of seven, and more staff will be recruited as the Group takes on an ever-broader range of tasks both internally and externally.

“The International Group is an incredibly efficient way of avoiding all the clubs having to reinvent the same wheel,” says Bardot. “We can provide internal guidance and help to steer them towards decisions.

“A lot of the work addressing issues that impact liability and insurance matters would have been done by the clubs’ senior managers in the past. But now, with regulatory issues to address and a business to run, their time is much more restricted. We have come in as a team to fill in the gaps and help them with more strategic guidance and advice. We are putting together reports for group to consider together.”

The Group can also talk to governments and regulators to make sure they are not going to interfere in the way the members operate, he says. “We engage all around the world with regulators and administrations. We are never idle – something is always going on.”

*Photos: Jenny Christenson*

## The International Group’s Outreach programme

**During the AGM panel session on government intervention, the International Group’s Outreach programme was frequently mentioned and praised. The programme aims to work and cooperate with states and their marine administrations to gain a better mutual understanding and address the escalating costs of wreck removals.**

### Conception

“It was in reaction to two big claims which involved wreck removals – the Costa Concordia and the Rena – in 2011, although in a sense the issue with government intervention has been there for ever,” says Bardot. “But it became a really big issue because of the Costa Concordia, which was by a very long distance the largest claim ever to hit the Group and the Group’s reinsurers, with US\$1.5bn of exposure. There was a lot of concern that the Italian authorities were dictating how the removal should be done, against the perceived wisdom at the time.”

The big issue was, could the ship be cut up and taken away in pieces, which had been done with other casualties over the years? Or did it have to be removed in one piece? “The Italian authorities said if it is feasible, the Costa Concordia had to remain whole – significantly increasing the cost of the whole operation,” says Bardot.

“There was no real opportunity to challenge that through the courts because it would have involved lengthy processes and there was concern that if the wreck shifted then the removal could have been a more complicated and difficult operation.”

“There was a lot of concern that the Italian authorities were dictating how the removal should be done, against the perceived wisdom at the time.”

**Collaboration**

Through its Outreach programme, and with the objective of trying to control and mitigate the costs of wreck removal operations, the Group seeks to encourage states maritime administrations to be proportionate reasonable in their approach to dealing with major wreck removal operations, and to sign up to a Memorandum of Understanding regarding the response to major maritime casualties and incidents.

“We try to explain – if they are unreasonable in their demands and alienate the insurers, there won’t be cover available – and if that happens, it is quite likely they as states would end up picking up the tab.

**Preparedness**

**First, the programme considers preparedness:**

“Preparedness is about engaging as a Group with maritime authorities in times of ‘peace’. We say, bring us in and involve us in your training and exercises. We will come and help you and meet your people and explain how we help and what we offer and how we fit into the overall picture. We will also work to understand their problems – it is all about mutual cooperation and training and mutual preparedness. We have been able to use the basis of our MoU to try to smooth the process.”

**Response**

Second, the programme looks at the response side:

“It is a way of formalising coordination of response, and keeping the focus on training and mutual engagement, so if you do have an incident you will hopefully be better off because you have met the people and know who you are dealing with,” says Bardot.

“In a salvage case, it is a question of building confidence in the administration so they feel they are in safe hands and don’t need to interfere. They can let you get on with it and they know the clubs always pay.”

In a wider sense, the Outreach programme has provided comfort to the Group’s reinsurers and resulted in some positive engagement with regulators, says Bardot. “I think it is well received. It isn’t going to fix the problem overnight but we are laying the foundations and, so far, it is working well.”

# “Understand the politics”

**Eric Jacobs, Senior Vice President and General Counsel, Awilhelmsen Management AS**

Eric Jacobs believes that the whole issue of Government intervention in marine casualties comes down to one thing – politics. “Politics can change the whole issue, and a whole different system sets in,” he explains.

“We need to be out there, talk to governments, explain and work with them – personnel are changing all the time. Unfortunately this is something we are going to have to live with for a long time.”



Eric has spent the last seven years at Awilhelmsen Management AS in the role of Senior Vice President and General Counsel. A family owned company, Awilhelmsen was first established as a shipping company in 1939, and has since developed into

an investment company with ownership in cruise, property, shipping & offshore, retail and other industrial investments.

Qualifying at the University of Oslo, and accepted to the Bar in 1998, Eric

has built up an impressive level of specialist expertise, acting as General Counsel for Bona Shipholding and Executive Vice President and General Counsel for Skuld, before joining Awilhelmsen in 2011.

# Welcome

## to new Board members

### Thanasis Beis

Managing Director, Costamare

As a new member of The Swedish Club Board, Thanasis Beis Managing Director of Costamare Shipping, says he is looking forward to bringing his seagoing experience and his knowledge in operating ships to Board discussions. "Perhaps some new ideas for safer ships and better trained crew – which, in my opinion, are the paramount factors for reducing potential risks for the Club and its members," he says.

Beis says he was honoured to be appointed to the Board: "It will be a pleasure to work with the other members, all of whom are prominent personalities in the maritime community," he says.

#### Family traditions

As to his own experience, he was an early starter – taking his first job on board at the age of 14. What drew him into shipping?

"At first it was our family tradition, as my father was also a mariner and I, as a young boy, loved to sail with him," he says. "I spent my summer holidays as a crew member on a cruise ship, and from there I didn't miss the chance to do the

same every year. When I graduated from high school, I had to follow my heart and my instinct, which was telling me shipping would offer me great potential to develop as a person and as a professional."

#### A good start

Beis says he was fortunate that very early in his career he joined Costamare – "a company that actively cares for its people and offers an environment of meritocracy to those willing to develop. I don't regret any step of my professional career – I would follow the same path again and again."

Specialising in containerships for more than three decades, Costamare has a fleet of 77 ships with total capacity of 525,000 TEU, including newbuilding orders. "That makes us the second largest tonnage provider of containerships worldwide," says Beis. "Our ships' capacity ranges from feeder vessels up to 14,500 TEU neopanamax vessels, serving short, medium and long-haul routes on a variety of geographical trades. That gives us the flexibility to cope with the needs of our clients and to take



advantage of the market fluctuations between the various sectors."

He says the company's philosophy is to "provide first-class service to our customers, operate ships in a safe and environmentally sound manner, take good care of our people as being part of our family, pay full respect and be profitable for our shareholders".

## Market conditions

Overall, Beis has an optimistic view of the industry and says that today's market is not so difficult, after many tough years.

Through those years, Costamare managed to reduce its costs, he says: "But this was not a simple cost-cutting procedure, as our aim is to operate well-maintained ships and provide first-class service to our clients. In parallel, we have been involved in various retrofitting projects to optimise our fleet and provide our clients with cost-efficient solutions, improved cargo load ability and fuel-efficient ships. Last but not least, we have been very keen to identify opportunities in both the newbuilding and second-hand market – and in this respect, our fleet grew during the crisis."

The combination of global growth and strong demand from Latin America and Africa has led to strong container demand in the past year, says Beis. "On the other hand, supply is estimated at the same level as demand up to 2020 and it can only be adjusted downwards. Therefore the market looks balanced and, barring any negative demand surprise, or any ordering frenzy, the prospects for the next year are positive."

## Future change

Looking ahead, he emphasizes that new regulations will greatly influence

# "Digitalisation will affect everything we do as shipowners."

shipping. "Environmental pressures and costs will lead to new ship designs with higher capacity, lower consumption and lower maintenance. If shipping is serious about reducing total GHG emissions by 50% in 30 years, new alternative fuels will have to be developed within the next 20 years, as LNG will only be an interim solution."

Meanwhile, Costamare's largest customers have embarked on a consolidation spree in an effort to achieve economies of scale, "and we foresee that this trend will continue".

"Digitalisation will affect everything we do as shipowners. A global trade ecosystem connecting all consumers, business and things. It will be easier to buy and sell goods than we can imagine. We may see autonomous navigation in short sea services as a start."

## A long term partnership

Costamare's relationship with The Swedish Club goes back four decades – it was the second Greek shipping company to join the Club. Today, its

whole fleet is covered fully by the Club for P&I and War, and the lead share is covered for H&M. "To my knowledge, there are very few shipowners having their entire fleet entered with one Club, and that shows our trust and commitment," says Beis.

"My impression, throughout my entire career both at sea and ashore, is that The Swedish Club has been very supportive to us in dealing with all the unexpected circumstances requiring its involvement. The Club has been prompt, realistic and serious in what it is doing and we, in all cases, have enjoyed a sense of partnership and the security we need to be able to trade in a competitive market."

He is clear about the future direction of The Swedish Club: "The Club should continue to present strong financial results, to provide first-class service at the lowest possible cost and to develop – being, however selective in new entries. It is our duty as shipowners to minimise the risk exposure of the Club and of its members, by being prudent and proactive in our operations." 🚢

# Mikael Livijn

## Head of Insurance and Legal, Wallenius Marine

Growing up in Stockholm, near to the sea, and spending summer holidays on the Swedish west coast where his parents had a country house – perhaps it's not surprising that Mikael Livijn developed an early fascination with shipping and the sea.

"I spent a lot of time close to the sea. I sailed on school ships when I was 16 and 17, and I took part in the Tall Ships Race once," he says. "After that, I was more or less hooked."

However, his route still took some interesting turns.

## A varied career

When he did his military service outside Stockholm, it was as a boat master on a supply vessel 20 metres by 8 metres which could load tanks via a ramp.

"I got to learn about navigation and was thinking of becoming a seafarer, but I did other things instead – partly because I wasn't enamoured with the fact that I would be away for long periods," he says.

He decided to study law. Then, towards the end of his degree, the sea drew him

in once again. "We had to choose an area to specialise in and write our thesis on. I noticed there was a course in maritime law in Oslo. That was perfect for me because I could get back into shipping, and combine law and my fascination for the maritime world."

Livijn started his career in court, handling small cases, before joining Wallenius in 1996 as Deputy Company Lawyer to cover for maternity leave. He then worked for a law firm in New York before being offered, and taking up, a permanent role with Wallenius in 1999.

How things have changed, he says. "When I started in 1996, we were using fax and telex, and paperwork was taken to a person who was in charge of faxing. Now we do everything ourselves – no secretary, doing our own writing, making our own travel arrangements!"

### Core values

His pride in the company he works for is evident. Like most companies, Wallenius has its core values. "and we definitely live by them – they are genuine. There are five core values – pioneering spirit, long-term approach, social responsibility, quality and environment."

The company could also be considered a pioneer in being 'green'.

"We take an environmentally friendly approach to everything we do and that is also an area where we led the way."

Being a family-owned company was key to that, he says. "The CEO of our parent company had the idea of being environmentally friendly in the very early 90s. Now, of course, everyone is looking at their environmental footprint and we are all environmentally conscious – but at that time it was considered a luxury that most companies didn't want to bother about. It cost money and it didn't pay back anything and customers didn't want to pay anything extra for you being environmentally friendly.

"But the family was prepared to back this, and our approach has proved to be the correct one. It sums up everything about our philosophy, and it is something to be proud of."

The market for the car carrying segment has, like so many segments, been tough for some years. Livijn says:

"Wallenius had fantastic times until 2008, like most shipowners, but then the financial crisis hit and that was a real struggle. However, 2012 was the best year in the history of the company. Even if the market since then has been a bit of a challenge we are positive about the future."

"Having said that, our segment is more stable than others because we have long-term contracts. Our income doesn't fluctuate as much as, for example, the tanker market or other vessel types on the spot market."

# "I was very honoured and happy to be asked to join the Board."

The market has improved a little since last year, especially as volumes have been increasing in the high & heavy sector, which constitutes the most profitable cargo, he says, but on the other hand freight rates have been pushed down.

### A long partnership

Wallenius prides itself in being the oldest member of The Swedish Club. Livijn says that joining the Board, he can 'only bring positive views about the Club'.

"The Swedish Club is professional and service-minded and always delivering to the highest level. It has a good name. I was very honoured and happy to be asked to join the Board," he says.

Having purchased insurance inhouse for the Wallenius fleet since the 1990s, and having acted as an insurance broker as well since 2010, he says he can bring the client perspective to the table. "I also have the broker perspective so I can bring my benchmarking experience to the discussions.

### Deliver quality

Looking ahead, he says The Swedish Club should focus on continuing to deliver quality. "That is the most obvious and wisest business strategy. A couple of years ago there was a lot of talk about the Club being small and perhaps merging with another club. But things have been better and better and the Club's figures have improved significantly. The Club has proved that it can survive on its own and I think it is in very sound shape. Keep up the good work – stay the same, just like the menu at the AGM dinner!" 🍴

The pioneer part is obvious. Wallenius more or less started the car carrying business with its unique ro-ro vessels – PCTCs (pure car and truck carriers) and PCCs (pure car carriers). "Our vessels carry everything you can put on trailers. They are impressive vessels – the largest takes 8,000 units, like a huge garage."

# "We take an environmentally friendly approach to everything we do."

# Twinchok Tanthuanit

General Manager, Marketing, RCL

When Twinchok Tanthuanit was a youngster, he wanted to rebel – he really did. “I would hear ‘you have to follow in your father’s footsteps’ – it is something that is expected in a certain culture,” he says. “I was always asking – why should I?”

“I said I wanted to do something I had a passion for, rather than something people tell me to do, so I was often trying to go against my father’s wishes. But the funny thing was – whenever I tried to go in a different direction, always I would be drawn back into what he had already suggested.”

Not only did Tanthuanit follow his father, Sumate Tanthuanit, into the shipping world – he has also now taken his place on The Swedish Club Board. Sumate Tanthuanit, the founder of Bangkok-based Regional Container Lines, has retired from the board after two decades of service.

## The call of the sea

Twinchok Tanthuanit now holds the role of General Manager, Marketing, having joined RCL 12 years ago. It all started, he says, when he was in high school. “I thought maybe I should study to become a doctor but eventually I studied engineering, like my father.

“When I worked during university, I tried to get into the research side of engineering but I found it boring to be working in a laboratory and I needed something else.”

And so, Tanthuanit went into shipping – and there he found his passion. “I found an international business where

you meet so many people, you get to know about the world and everything surrounding you, and you travel to other countries where you meet people and find out how they think. It is quite amazing. I don’t see any other industry that can allow me to experience and learn so much.

“You have to understand many things and see every angle, and that make you really understand how people behave and why. You become a world citizen. When I talk to friends, they are amazed how I know what is going on in the world. But that is my job – and that is the charm of the industry.”

Added to that, he enjoys the unpredictable nature of the industry. “Business people hate unpredictability but in shipping you get unpredictable all the time. You have to have some sort of courage to be in this industry. You can’t use ‘normal’ business sense – you need passion and heart to withstand surprises all the time.”

## The importance of data

Tanthuanit is convinced that the digital era and the internet will deliver massive change to the shipping world, as people



are able to access information like never before.

“Shipping has been in this world for a very long time and information was once difficult to obtain,” he says. “That is why shipping has held onto many traditional ways of working – but today, things are changing. We have big data, which means customers and cargo owners will be able to get even more choice and opportunity.”

## Big players beware

He foresees the biggest change being for the smaller customers – who now have access to the same information as the biggest companies.

“Small companies will be able to move things more easily compared to the big players. Smaller will be more powerful.

“For me, the biggest challenge for the shipping world is that if we are all too busy competing for the most market share, we forget about creating value for the customer.”



# “Your company needs to be agile to fit into this possible future world.”

That means that we, as a shipping company, need to reach out to those smaller companies, and we need to have our internal infrastructure ready for it.”

RCL has been investing in IT for the past ten years in order to be ready, he says. “We are getting there, and we are not stopping. We do believe that the businesses we deal with will be smaller. Definitely economies of scale are important, but you can’t ignore those people. They can look for the deal.”

In response, he says, shipping companies need to consider how they can support smaller companies with logistics and transportation services, to enable the customer to get on with its own business.

## Working in partnership

Meanwhile RCL continues to focus on efficiency, quality control and being

nimble. The company philosophy is based on collaboration: “I don’t believe I have to conquer here and there. We believe it is important to collaborate with our vendors too – we see them as business partners, and I do not believe in squeezing them till they drop.”

Because RCL is an intra-Asia operator, it doesn’t expect to be the first mover on all technology but does expect to be a quick adapter, says Tanthuwani.

At the age of 36, he will definitely be a young member of the Board, but he

believes he has much to bring to discussions. “I think it is important that we contribute. I can share what I know from my experience. For me, the biggest challenge for the shipping world is that if we are all too busy competing for the most market share, we forget about creating value for the customer. Customers’ expectations are increasing every day. If shipping just goes on doing the same things the same way, someone else will come in and do something much better.”

To counter that threat, he says shipping must embrace the digital opportunities. “We must focus on simplification and automation. Your company needs to be agile to fit into this possible future world – if you are very out of date and cumbersome, you will be left behind. We have to be ready to catch the train.” 🚂

## In the next issue...

We will meet two more new Board members, **Dr Zou Yingying**, China Merchants Energy Shipping (Hong Kong) Co. Ltd. and **Gu Zhongdong**, Cosco Shipping Co. S.A.

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## The Swedish Club Board of Directors 2018



*Back row from left: Lars Höglund, Twinchok Tanthuwani, Elisabeth Rydén, Peter Claesson, Michael Vinnen, Thanasis C. Beis, Jude Correa, Lu Jian, Rob Groot  
Front row from left: Jakob Osvald, Lars Rhodin, Mikael Livijn, Khalid Hashim, Lennart Simonsson, Anders Källsson, Demetri Dragazis, Weng Yi, Anders Leissner  
Not present: John Coustas, Idil Baran Sualp, Michael Bodourogrou, Gustaf Grönberg, Gu Zhongdong, Andonis Lemos, Zou Yingying.*



Lennart Simonsson, Chairman of The Swedish Club Board bids a fond farewell to departing Board members, Diamantis Manos of Costamare and Sumate Tanthuwani, RCL.

## Team Sweden wins The Swedish Club Mutual Cup 2018

This year's AGM events began in traditional style with a football match between Team International, with players from international members and associates of the Club, and Team Sweden, made up from players from the Club's offices around the world.

Both guests and the Club's staff gathered to support their teams and this year the match ended in favour of Team Sweden. Well done to all the players!

Find more photos in Out and About at [www.swedishclub.com](http://www.swedishclub.com)





## Dinner for Early Arrivals, 13 June 2018

The traditional seafood buffet was served this year at Lindholmen Science Park, which is dedicated to research and development in mobile communications, intelligent vehicles and transport systems, and modern media.

Over 250 guests attended this cheerful evening and were greatly entertained by the rock band Janes Bomb - with a little bit of help from the audience.

Find more photos in Out and About at [www.swedishclub.com](http://www.swedishclub.com)





## Partners' Programme: A day of culture and cuisine in the heart of Gothenburg

The group started the day with a visit to an exhibition of the world's largest private collection of Louis Vuitton bags and trunks, dating as far back as the 1850s.

They then went on to the beautiful Botanical Gardens in the centre of Gothenburg, followed by lunch at its well known restaurant.



## AGM Dinner 2018

A highlight of Members' Day, the AGM Dinner was held in the Banquet Hall of the newly refurbished Conference Centre, at the Elite Park Avenue Hotel. Guests enjoyed the traditional AGM menu of salmon, asparagus and strawberries followed by dancing to the excellent Riggos Rullande featuring David Lindgren.



Bettina Wilken of Leonhardt & Blumberg Shipmanagement, Björn Völkner of Georg Duncker GmbH and Daniel Kilgren of The Swedish Club.



Vivienne E. Pitroff of Holman Fenwick & Willan and Richard Tomlinson of Richards Hogg Lindley.



From left: Nick Lockyer and Andreas Liasis of JLT Specialty, Clas Rydén of Arion Enterprises and Stelios Magkanaris of The Swedish Club.



Jude Correa of Seaspan Ship Management together with wife Patricia.



From left: Sumate with wife Surerat Tanthuanit and son Twinchok Tanthuanit of Regional Container Lines.

OUT AND ABOUT AT THE AGM



From left: Roberto Naldi of Cambiasso Risso Marine Spa, Tina Tzortzis of The Swedish Club, Stefanos Vardalos of Fender SA and Lars Senger of Leonhardt & Blumberg Versicherungsmakler.



Magnus Taanevig of Edge Norway AS together with Thrine Merethe Strøm Taanevig.



Elizabeth Breton of Gen Re together with Michael Vinnen of F.A. Vinnen & Co.



From left: Hongjun Sun of The Swedish Club, Zhang Wei of Hong Kong Hai Bao Shipping, Ruizong Wang of The Swedish Club and Zhu Mingchen of Hong Kong Hai Bao Shipping.



Entertainment of the evening: Riggos Rullande featuring David Lindgren.



## Friday Tour: A day of exploration and networking

The day began with a tour of the Gothenburg Archipelago in the 'Drott', followed by a gentle ramble and a delicious lunch on the small island of Knarrholmen. A pat on the back to all who joined us – the early morning breeze challenged even the Volvo Ocean Race competitors.



# Preventing wet damage on bulk carriers

The Swedish Club has joined forces with the cargo hatch cover experts MacGregor and classification society DNV GL to research its latest loss prevention report, *Wet Damage on Bulk Carriers*. Published in May, the report looks at the main causes of wet damage, identifies the root cause of these problems and shares loss prevention advice on how to prevent wet damage from occurring.

The report identifies heavy weather and leaking hatch covers as both the most common and the most costly type of wet damage claim. With the average cost for a wet damage cargo claim running at almost USD 110,000, this is sobering news.

These are often coinciding incidents as the cargo hatch covers may be washed over by green sea on deck when the vessel sails through heavy weather.

Bulk carrier owners are warned to pay extra attention to the basics as the Club has found that for bulk carrier operators, wet damage is the most costly claim type and the second most common claim that they experience.

Whilst weather routing is used to minimise the effects of heavy weather, green sea on deck should be a surprise to no-one, and it is not unusual for cargo hatch covers to be fully immersed in sea

water. Incorrectly applied and poorly maintained cargo hatch covers and sealing systems significantly increase the risk of cargo becoming damaged by water.

Case studies have revealed that many of these claims could be avoided, with hatch components in poor repair, and applications of tape and seal-foam proving no substitute for good maintenance.

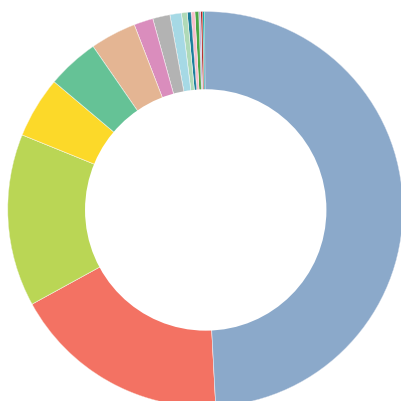
Common issues that the Club has encountered include:

- Leaking cross-joints
- Compression bars in poor condition
- Rubber gaskets in poor condition
- Hatch coamings in poor condition
- Leaking transverse packings
- Drain channels in poor condition
- Non-return valves in poor condition
- Cleats in poor condition



## P&I: Most common types of cargo claims on bulk carriers

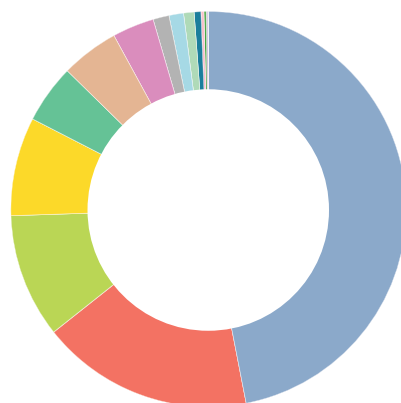
Claims cost =>USD 5,000 – uncapped



Shortage	49.22%
Wet damage	17.87%
Physical damage	14.11%
Contamination	5.02%
Multiple	4.23%
Other	3.76%
Temperature damage	1.57%
Deterioration	1.41%
Spontaneous heating	0.94%
Lost overboard	0.47%
Delay	0.31%
Self ignition	0.31%
Condensation	0.31%
Off-spec	0.16%
Infestation	0.16%
Unknown	0.16%

## P&I: Most costly types of cargo claims on bulk carriers

Claims cost =>USD 5,000 – uncapped

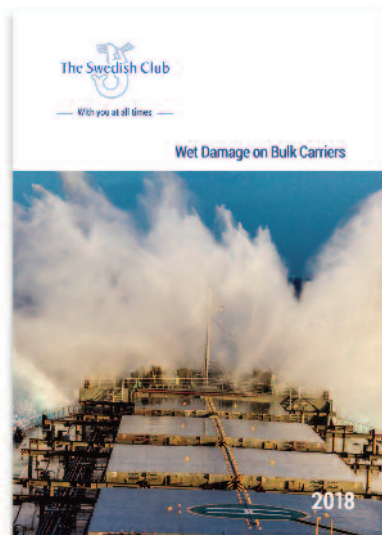


Wet damage	46.99%
Shortage	17.39%
Physical damage	10.15%
Other	8.07%
Multiple	4.80%
Contamination	4.71%
Deterioration	3.42%
Spontaneous heating	1.31%
Self ignition	1.19%
Temperature damage	0.86%
Delay	0.55%
Condensation	0.24%
Lost overboard	0.18%
Off-spec	0.14%
Infestation	0.01%
Unknown	0.01%

The majority of these problems have their roots in poor maintenance, and the Club offers recommendations and comments related to maintenance of the cargo hatch covers and sealing systems.

“Hatches leak for a variety of reasons, but mainly because of poor maintenance or failure to close them properly,” explains Lars A. Malm, Director, Strategic Business Development & Client Relations. “Leaking or badly maintained hatch covers can lead to more serious consequences than wet cargo – flooding, accelerated corrosion or even loss of the ship.”

**Wet Damage on Bulk Carriers** offers practical advice on how to avoid these pitfalls, providing simple checklists and explanations of the routine tasks that can be carried out as part of a vessel’s PMS. Proper maintenance will save money and improve safety on board. 🛠️



For your copy of **Wet Damage on Bulk Carriers** please visit <https://www.swedishclub.com/publications/publications/loss-prevention-and-brochures/>



- Before leaving port, the crew should inspect the hatch covers to ensure they are in a weathertight condition. There should be no cargo in the drain channels, each hatch cover should be secured properly, paint should be intact and the gaskets and coamings should be in good condition.
- Carry out a weathertightness test at least annually and always after repairing or replacing components in the cargo hatch system. When carrying water-sensitive cargo such as grain, soybeans, paper, etc. it is recommended that weathertightness is tested before each loaded voyage. Ultrasonic methods are suggested.
- Cargo hatch covers must be inspected and tested at regular intervals in accordance with vessel-specific procedures e.g. opening, cleaning before closing, closing, cleating etc. These records should be kept in the Planned Maintenance System (PMS).
- If complicated repairs are required, professional specialists should be employed.
- It is strongly recommended that a service engineer from the manufacturer inspects the cargo hatch system regularly in order to determine the condition of the hatch cover system and the necessary repairs needed.

# From all corners of the world...



A spell of unusually warm weather in Gothenburg welcomed this year's enthusiastic participants to The Swedish Club's 2018 Marine Insurance Course (MIC). As always the room was full, and delegates joined the course from all corners of the world. The schedule was fast paced, informative and at times controversial – but one thing that everyone agreed with was that the course, as always, was well worth attending.



Michał Albrychowicz and Przemysław Łacny of Stena Line Polska Sp

**Alicia Marocchi**  
*Operations Officer*  
Nordic Hamburg Shipmanagement GmbH & Co. KG

“ I went to the Swedish Club's Marine Insurance Course on the suggestion of my Head of Department, who considered that both the company and myself would benefit from the experience. In our company, the Operators also deal with insurance claims and we are not trained as maritime lawyers. We are mostly coordinators among the Master, the Clubs and the claimant.

The goal was to increase the understanding of the fundamentals

of marine insurance and boost the ability to address new claims.

I particularly enjoyed the course because of the practical workshops and the lively discussions with other attendees. The Club's professional approach and yet family-like atmosphere definitely exceeded my expectations.

It was a very valuable experience both on a professional and personal level. ”



“ The MIC course was professional and well run, and from the first day to the last we felt welcomed by the Club staff – from the reception desk to the lecturers.



**Lennart Dahlbäck**  
*Operations Manager*  
 SOL Continent Line

We were looking for a course that would give us a both a kick start in our daily work, and help us to get a good grip on the total concept in and around insurances, claims, loss prevention etc.

The Swedish Club’s MIC was recommended by our colleagues, and as we are both fairly new to our team and come from different backgrounds and experiences, it offered a chance to find a common platform in our future work.

Like many, we went into the course without any expectations, and found the course content engaging and the setup with general information and working groups at the end of the week interesting and worked well.

It was exciting to meet the course participants from around the world,



**Charlotte Kjäll**  
*Claims*  
 SOL Continent Line

with both different - and sometimes similar – approaches to insurances and claims. We also found the interaction with The Swedish Club employees very valuable. ”



**Yosef Prital Azarya, Adv.**  
*Insurances Department Manager*  
 ZIM Integrated Shipping Services Ltd

“ When I am handling marine issues in my office, such as hull damage, personal injury and alike, my focus is to minimise company exposure or, with the same enthusiasm, increase the recovery from the third party.

What I have learned in the MIC is that there are many more issues that I was not familiar with, but that should also be taken into account, such as other coverage, e.g FD&D for instance.

I enjoyed the course very much, and it was especially good to meet The Swedish Club team – meeting people face to face has something special and unique. I had no real knowledge or preconceived ideas about The Swedish Club and yet from the very first moment I passed through the door into the Gothenburg office I felt at home.

There were definitely surprises – I discovered that even after 30 years in the shipping business, I still have lots to learn in this field! ”



# Supporting cadets in a changing market

Interview:  
**Captain Zhao Yong**, Seacon Ships Management Co



In 16 years, Qingdao-based Seacon Ships Management Co (SSMC) has grown rapidly – from having its first, single vessel under management to managing a fleet of 96 vessels today.

Established in 2002 as part of the Seacon Shipping Group, it provides third party management for a range of vessel types, including bulk carriers, container ships, tankers and chemical tankers, timber ships and barges.

SSMC may be a relatively young company, but it has already been through a period of remarkable change across the shipping industry. Some things, however, remain constant, says SSMC General Manager Captain Zhao Yong.

## Quality first, customer first

“What do we stand for? Quality first, customer first. Our job is to give customers what they want,” he says. “Our philosophy is based on providing a safe and reliable one-stop service for global customers.”

SSMC works closely with its sister company, Seacon Crew Manning Co (SCMC), and that is particularly important.

A first-class crew is the foundation to the company’s success, says Captain Zhao, who has a long career in shipping behind him. He first went to sea with Cosco in 1987. He served as Master from 2000 to 2005, before coming ashore to work first as a marine superintendent for Cosco and then as a safety/quality superintendent for Seacon. He was appointed general manager of SSMC in 2013.

“Our good relationship with The Swedish Club is very important to us”

## Career development

Cadet training has always been very important but today that is even more so, says Captain Zhao, as it becomes more difficult to attract young people into seafaring. “That is a real concern. So we have established connections with several universities and training centres for cadets in China.

“Young people have several reasons why they are reluctant to choose seafaring careers,” he says. “Money is one of them. A cadet’s salary is lower at the beginning. This is a very serious

“The company is planning to build its own dedicated training centre in China.”

problem for young people which perhaps discourages them from selecting seafaring and onboard work.”

SSMC and SCMC have responded directly to this by providing bespoke pre-joining training before the cadet starts out on their training. “We tell them about the career opportunities, and maybe help them plan for their career ahead, so that they have an understanding of what they can do,” he says.

As well as establishing a training centre jointly with a partner university, the company is planning to build its own dedicated training centre in China; this is likely to be opened in 2019, says Captain Zhao.

## SSMC and The Swedish Club

SSMC has a network of offices in China, Germany, Singapore, Greece and Japan. The company entered its first vessel with The Swedish Club in 2015, although Captain Zhao’s relationship with the Club goes back many years.

“The Swedish Club is an excellent club,” he says. “My connections are mainly with the Club’s Hong Kong office, where the team is very competent. As a ship manager, we might face claims from owner, port, shipper or others, so we need a club that will support us. Our good relationship with The Swedish Club is very important to us.”

# Legal update



By Anders Leissner,  
Director, Corporate Legal & FD&D

## New perspectives

### Redefining the role of the lawyer

One of Sweden's largest law firms recently announced that its office in Stockholm would dissolve following a disagreement in the partnership about the future direction of the firm.

Nothing very remarkable about that. The new managing partner of one of the offshoots, however, disclosed some interesting thoughts about the future of the legal profession: The new network economy is more than before oriented towards transparency and cooperation, and involves an increasingly complex and changing business environment. The legal advisor therefore needs to focus less on conflicts, and focus more on transparency and cooperation. The traditional role of the lawyer as a tough contract negotiator and to subsequently deal with the residual legal dispute has come to an end. As a result, the managing partner is

certain that law firms need to rethink their business models.

One other reason for changing the business model, the managing partner speculated, is technical developments, making the present 'brainpower per hour' mentality obsolete. Artificial Intelligence will soon be able to produce better, faster and cheaper legal output. Exactly how this all will work in the future we do not know, save from the fact that fundamental changes in the law firms' organisations will be required. On the assumption that the speed of change is not dependent on technology but instead on the individuals' ability to change, large law firm with more people employed will have bigger problems to adapt to the future than small firms. An interesting proposition that can reasonably apply not only to the legal sector. 🚀



### UK Supreme Court provides useful guidance

The UK Supreme Court recently provided new perspectives on the interpretation of an insurance policy, illustrating the fine art of legal analysis (see *footnote*). In August 2007, the vessel B ATLANTIC was detained in Lake Maracaibo for having 132 kg of cocaine strapped to its hull. Owners served notice of abandonment in June 2008 and claimed a constructive total loss from the War risk insurers. The policy covered capture, seizure and detainment, as well as acts by any person acting maliciously. The policy however excluded detainment by reason of infringement or customs regulations. The insurers refused the claim on the basis of the exclusion.

#### It is not either or, it is both

The first instance court allowed the owners' claim on the basis that the drug smugglers had performed a malicious

act, which the court said was the proximate cause of the loss. The Court of Appeal, on the other hand, allowed the insurers' appeal on the basis that the proximate cause of the loss was the infringement of the customs regulation. Owners appealed to the Supreme Court, which put things in a different but equally simple perspective: The act (strapping cocaine to the hull) could not have been malicious since the would-be smugglers had no intention that the vessel should be detained. In fact, their intention was to avoid detection. Further, even if the act would have been malicious, it was not necessary to choose one single cause. Both the malicious act, and the exclusion regarding infringement of customs regulations, applied, and they were in fact inseparable. However, where an insured loss arises from a combination of two causes, one insured, the other excluded, the exclusion prevails. Owners' claim therefore failed. 🚀

*Footnote: Navigators Insurance Company Limited and others (Respondents) v Atlasnavios-Navegacao LDA (formerly Bnavios-Navegacao LDA) (Appellant) [2018] UKSC 26*

# Notice board

## Fraud and crime update from IMB

The International Maritime Bureau (IMB), in its latest confidential members' bulletin, warns about incidents involving synthetic trade Letters of Credit, collusion charges against certain shipping companies and regulatory fines imposed against auditors KPMG, fraud, law enforcement and defaults generally. Club members can access full details via the SCOL website.

## Shipping industry launches new security resources for World Fleet

International shipping industry organisations, with military support, have launched a new website dedicated to providing comprehensive maritime security guidance to companies and mariners.

The new website [www.maritimeglobalsecurity.org](http://www.maritimeglobalsecurity.org) provides security-related guidance produced by the industry as well as links to other useful maritime and military security resources.

The aim is to ease access for companies and seafarers to maritime security related information and guidance. Central to the website are new best practice guides to help companies and mariners risk assess voyages and mitigate against external threats to their safety.

The following publications are free to download from the site:

- Global Counter Piracy Guidance for Companies, Masters and Seafarers - a new publication containing guidance on piracy and armed robbery that can be used by mariners around the world.
- BMP5: Best Management Practices to Deter Piracy and Enhance Maritime Safety in the Red Sea, Gulf of Aden, Indian Ocean and the Arabian Sea - containing guidance for region-specific threats in this region.
- The third edition of the Guidelines for Owners, Operators and Masters for protection against piracy and armed robbery in the Gulf of Guinea region.

## Update from U.S. Gulf Coast bunker contamination

The U.S. Coast Guard has recently issued an Alert on U.S. Gulf Coast bunker contamination raising awareness of a significant emerging problem in the U.S. Gulf Coast region regarding contaminated vessel fuel oil bunkers. This involves blended fuels oils such as Intermediate Fuel Oil (IFA 380) and has caused fouled fuel pump plungers, fuel pump seizures and other fuel system related failures. Furthermore, the fuel may increase sediment levels at separators and fuel filters and, in some cases, may completely clog filters. The standard fuel oil test methods found in the ISO 8217 specification will not detect these underlying problems.

One fuel testing organisation that performed marine fuel analysis on affected vessels that experienced fuel oil system problems found that phenolic compounds and long chain fatty acids were present in the fuel. Another fuel testing organisation identified similar contaminants in fuels they sampled. The contaminant was identified as phenolic compound 4-Cumyl-Phenol (CAS No. 599-64-4) and all fuel oil samples were found to be in the concentration range of 300ppm to 1,000ppm. Sampling and analysis has determined this contamination is not limited to one fuel supplier but exists across many.

This fuel oil contamination could lead to engine failures and associated losses of propulsion potentially having catastrophic and wide ranging consequences. The presence of these substances within the fuel is in violation of MARPOL Annex VI regulation 18.3 and Clause 5 of ISO 8217 which indicates the fuel shall not include any added substance or chemical waste which jeopardises the safety or adversely affects the performance of the machinery; or is harmful to personnel; or contributes overall to additional air pollution.

The following recommendations to vessel owners and operators can be made:

- Pay attention to the terms of the bunker requisition.
- Specify that the fuel must be absent of abnormal components.
- Determine the acid number of the fuel.
- Carefully pay attention to the fuel supply and fuel injection equipment on board the vessel.





view, very useful when providing service to our members."

His own involvement with the maritime world goes back to 1965, when he joined the Sea Scouts in Malmö and learned to sail. "I was rubbish at football and other sports but good at sailing and skiing," he says.

**"The crew has changed but the values and the quality of the service is the same - or even better!"**

When he was 13, he did two weeks of work experience on the local pilot support/buoy tender vessel, doing everything from onboard cleaning to steering, mooring and operating cranes. The Chief Officer suggested he should apply for the equivalent of a deck officer cadet scheme. From the age of 16, he worked summers and weekends as a deck boy/ordinary seaman on board ferries sailing between Malmö and Copenhagen, and he also sailed on sail training vessels, dinghies and yachts whenever he could.

After completing his military service in the Royal Swedish Navy, Langeland joined Johnson Line in 1976.

"I worked on ferries, container vessels, bitumen carriers, ro-ro vessels and PCTCs. I was pretty handy with a 42-tonne forklift on board the ro-ro carriers. I was employed by Johnson Line, and Wallenius Lines, and I sailed in pretty much the whole world, serving in ranks from deck boy to Chief Officer."

Langeland re-joined The Swedish Club in April – he will be handling marine casualties and P&I claims, based in the Hong Kong office. "I was ready for a change and an opportunity arose," he says. "It is very nice to be back and I have been made to feel very welcome. The crew has changed but the values and the quality of the service is the same - or even better!" 🇸🇪

# Welcome home

## Claims handler Kaare Langeland has returned to The Swedish Club after an 18-year absence. How does it feel to be back?

Speaking to Kaare Langeland, one could imagine that if he was a stick of seaside rock, he might have The Swedish Club logo printed all the way through. He first joined the Club in 1992, taken on by Lars Rhodin, who was then head of H&M claims in Gothenburg.

He moved on eight years later to join an average agent in the UK and says: "I was known as 'the guy who left'.

However, I still maintained contact and was invited to the AGM every year. The Swedish Club is a very friendly place!"

In 2005, Langeland joined a maritime law firm as a marine casualty investigator. "I believe having worked in several different roles in the industry is useful because I have been both 'buying and selling' and I have been both customer and service provider," he says. "A maritime casualty presents different challenges depending on the role you have in the matrix that presents itself when an accident occurs.

"Understanding the conditions under which shipowners operate is, in my

# Out and about



The Club's Team guided the participants through a journey of fictitious cases where ships encountered problems from the beginning of a voyage to the final destination.

## Marine Insurance Seminar in Istanbul, 25-26 April

The Swedish Club had the honour of hosting the first Marine Insurance Seminar in Istanbul earlier this year. The course was specially requested by our Turkish members and was developed by experts in Team Gothenburg.

The Club's Team guided the participants through a journey of fictitious cases where ships encountered problems from the beginning of a voyage to the final destination.

The course set-up encouraged participants to be highly active in asking questions and suggesting how to solve the different scenarios presented.

We are delighted to say that 100% of delegates have said they would recommend the new course to colleagues. 🙌



Some of the participants. From left: Tanalp Tokgöz, Can Akdemir of Omni Ltd, Erik Johansson of The Swedish Club and Ozan Güler also of Omni Ltd.



## A musical experience

The Swedish Club team - consisting of members, business partners and staff – once again took part in the sunny (and slightly too warm) 21 km half-marathon on Saturday 19 May. Well done to all in the team.

Gothenburg was full not only with runners but also fantastic music. There were more than 50 bands along the course playing for the runners and spectators.

Since it began in 1980, over 1.4 million runners have registered for the race – do you have what it takes to be next? If you do, then make a note in your diary - the 2019 race will take place in Gothenburg on Saturday 18 May 2019. [www.goteborgsvarvet.se](http://www.goteborgsvarvet.se)

*We would like to take this opportunity to thank all of The Swedish Club Team who made a donation to The Swedish Sea Rescue Society (<https://www.sjoraddning.se/information-english>)*



## The Swedish Club Basketball Tournament - a new tradition!

For the first time, Team Piraeus held a basketball tournament ahead of Posidonia this year. Overall, more than 25 companies were represented in the tournament by members and their brokers/clients.

The winner of the tournament was the Dianik Bross Shipping Corporation S.A team. The silver medal went to Fender S.A and the bronze medal was awarded to H.W. Wood International Limited/Richards Hogg Lindley (Hellas) Ltd.

We would like to congratulate the winners and all players who took part in the event and look forward to seeing you all again at our next Basketball Tournament.

# A fine gathering at the Club's events in Bremen and Hamburg, 10 and 11 April 2018

The Club evenings in Bremen and Hamburg, held in April, proved very successful with over a hundred shipowners, brokers and associates joining the Club.

Managing Director, Lars Rhodin, opened the events by talking about the steady growth that the Club has seen in the year so far. This was followed by a seminar with Victor Bogesjö, Senior Claims Executive, with a focus on 'Extended Emergency Response Training - working together with a coastal state in a major casualty'. He also gave some examples where the Club has assisted members in organising such exercises, where the aim is to highlight the importance of testing their emergency plan and find any weak points. The key message was cooperation and communication.

The presentations served as food for thought and delegates used the time afterwards to engage in a number of interesting discussions over food and drinks.

Thank you to all the active participants. 🍷



From left: Tilmann Kauffeld, The Swedish Club together with Karl Ernst Bergmann of JWA Marine GmbH.



From left: Christina Weise of BBG-Bremer Bereederungs-gesellschaft and Maria Berndtsson of The Swedish Club.



From left: Jan Held of Held Shipping, Ludvig Nyhlén of The Swedish Club, Martin Peter of Noord Nederlandse Assurantiemakelaars and Wolfgang Reiss of Georg Duncker GmbH.



From left: Niels Wölfel of Scandinavian Underwriters Agency and Ann-Katrin Diercks of Vega Reederei.



Falco R. Bielefeld of dib Deutsche Insurance Broker in company with Victor Bogesjö, The Swedish Club.

# Members, brokers and business partners meet in Istanbul on 26 April 2018



This year's Club Dinner in Istanbul was enjoyed in a relaxed atmosphere in the Asian part of the Bosphorus at the DoubleTree by Hilton.

Johan Kahlmeter, Area Manager for Team Gothenburg introduced the Team experts and Lars Rhodin, Managing Director, welcomed the guests with a toast and presented the Club's current state-of-affairs.



From left: Capt. M. Alev Tunç of Bora Shipping & Trading and Ali Riza Caliskan of Aruna Shipping Inc. Co.



From left: Melis Otmar, BMS Harris & Dixon Marine, Mehmet Onen, Fiba Group and Ozlem Tumkaya, BMS Harris & Dixon Marine

The guests then took the opportunity to network with the Team and business colleagues, on the beautiful rooftop terrace, with its spectacular view over Istanbul.

We thank all the participants for the relaxed and cheerful atmosphere at the event. 🍷

# Staff news

## Gothenburg

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**Malin Högberg**

Malin has been appointed Head of Claims – P&I in Team Gothenburg as from 11 June 2018.



**Marcus Lindfors**

Marcus has returned to Team Norway on a permanent basis as Claims Manager.



**Debra Xie**

Debra has accepted permanent employment as Assistant Underwriter in Team Gothenburg.

## Hong Kong

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**Marina Yu**

Marina joined Team Asia in April 2018 as Claims Executive, P&I. Marina has a maritime law degree from Dalian Maritime University, and a Master of Law from the University of Hong Kong.



**Lynn Chen**

Lynn Chen is a qualified Hong Kong solicitor and PRC lawyer. Before she joined the Club she had worked in a maritime law firm in Shanghai and an international law firm in Hong Kong.

# Club Quiz

1. Which Portuguese explorer was the first to lead an expedition to sail around the world?

- 1 Vasco da Gama
- X Ferdinand Magellan
- 2 Amerigo Vespucci

2. What do the initials 'TEU' stand for on container ships?

- 1 Tonnage Equal Unit
- X Tax Edible Unit
- 2 Twenty foot Equivalent Unit

3. How many guests attended the formal dinner following the Club's AGM 2018?

- 1 283
- X 382
- 2 238

Mail your answer to [quiz@swedishclub.com](mailto:quiz@swedishclub.com)

The first correct answer pulled out of the hat will win a prize.

**Winner of Club Quiz 1 – 2017**



Congratulations to winner of Club Quiz No 1-2018, Jan Berglöv of Wallenius Lines, Stockholm, who has been awarded a Club giveaway.

The correct answers to Club Quiz No 1-2018 are:

- X **Compass**  
(On board ship, what is housed in a binnacle?)
- 2 **Topper**  
(Which of the following is not a type of sailing vessel?)
- X **Marine Insurance Course**  
(What does the Club's acronym MIC stand for?)

# Club Calendar 2018



20 Sept	Club Lunch Copenhagen
27 Sept	Cocktail Reception London
4 Oct	Board Meeting and Cocktail Reception New York
12-14 Nov	Marine Insurance Seminar (MIS) Piraeus
26 Nov	Winter Lunch Gothenburg
6 Dec	Board meeting London
13 Dec	Lucia Dinner Piraeus

## New App from The Swedish Club

Check out our new App, giving you 24/7 access to:

- News
- Correspondents
- Vessels
- Club Contacts



Download The Swedish Club App from the **App Store** or **Google Play** today.



**The Swedish Club** is a mutual marine insurance company, owned and controlled by its members. The Club writes Protection & Indemnity, Freight, Demurrage & Defence, Charterers' Liability, Hull & Machinery, War Risks, Loss of Hire insurance and any additional insurance required by shipowners. The Club also writes Hull & Machinery, War Risks and Loss of Hire for Mobile Offshore Units and FPSOs.

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