



# AGM145

## Leadership under pressure



**The challenge of the unknown  
The risk of ignorance  
Welcome to new Board members  
Meet our crew**

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The Swedish Club

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## Dear members and associates

# The 145<sup>th</sup> anniversary



The Swedish Club celebrated its 145<sup>th</sup> anniversary in many ways during this year's AGM events. Apart from the traditional features that take place every year, we offered a historical review by showing the milestones on the Club's journey.

It all started with the advent of steam engines on cargo ships. This new risk was not considered suitable to mix with sailing ships – steam ships could break down, explode or cause severe fires. In 1872 the Club's innovative founders called for other shipowners to join in setting up a hull club, and the rest is history. Some 35 years later it was decided to start providing P&I cover. Liabilities came with legislation and case law and the need was there to extend the offering.

The Swedish Club has always followed evolving needs. That is the way we became diversified, a fashionable word

today. The historical film about the Club can be seen on our website and you may well recognize some of the actors.

Leadership was the theme for Members' Day, preceding the formal AGM. We had two excellent speakers approaching the subject from different perspectives. Robert Karjel – a Lt Colonel in the Swedish Air Force and a helicopter pilot by profession – presented the challenges he encountered in the Gulf of Aden during the high level of pirate activities. Stefan Hyttfors – a futurist - highlighted the risk of ignorance in times of disruptive changes. One common denominator is that leadership is never a position, it is a set of actions. Another takeaway is that real leaders see the opportunities in every difficulty rather than difficulty in every opportunity.

Every industry and business has their challenges and difficulties, including

marine insurance. At The Swedish Club we will continue to identify the opportunities ahead.

The leadership aspects are covered in this edition of Triton together with other features and social activities of the AGM's events in June. Please enjoy reading it. 🇸🇪

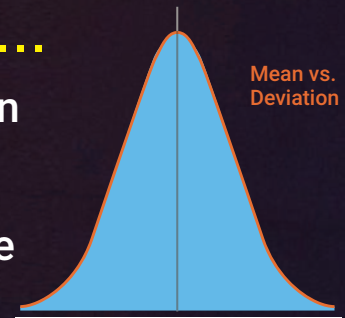
**Lars Rhodin**  
Managing Director

“The Swedish Club is on a journey – there is no finish to that journey and we love what we do.”



“Many unexpected things happened in 2016...”

...but the claims distribution graph still shows that the year ended close to the Club’s expectations, despite a great deal of volatility.”



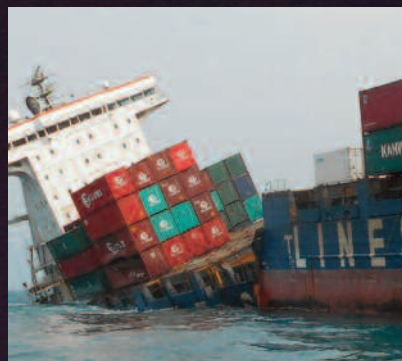
### Investment

“The Club closed the year with a

**2.7%**

return in a volatile market”

### The TS Taipei casualty



“In terms of response it went according to the book

The Swedish Club set a budget and was able to conclude within budget due to the Club’s experience in these types of cases.”

### H&M

“The number of vessels that the Club insures has doubled, but the share underwritten has reduced so the value covered remains the same.”

### P&I

“In ten years the Club has doubled tonnage, and met its target of growth ahead of world fleet.”

## Loss prevention

“The Club focuses on its wealth of statistics to give its members hands on advice, and we want to do this for your organisation.

Important initiatives include:

**Maritime Resource Management (MRM) & Emergency Response Training.”**

## Trends

“There is a convention that says

**‘In hard times shipowners will always cut down on maintenance’**

- so far we have not seen any evidence of this.

We are seeing a trend to **protectionism** - uniformity of legislation is important to the P&I sector.

In FD&D we are regrettably seeing a lot of **insolvency** work.”

## Pool

**“In the International Group as a whole there were eight Pool claims last year**

An accident is never the result of one mistake, but always a sequence of events which is why we focus on MRM, which addresses our human shortcomings at source – to make mistakes is human.”

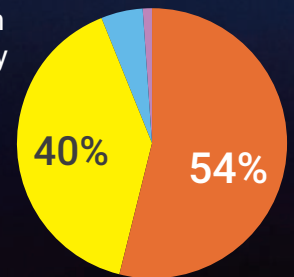
## Enterprise Risk Management

**“Solvency II is now live** - we have moved from eight reports annually to more than 70 reports – but we have learned a great deal about mapping risks from the process and this has made us stronger.”

## Member satisfaction

“In the recent member satisfaction survey **54%** of members are ‘very satisfied’ and **40%** of members are ‘satisfied’ with the Club’s reliability and performance.”

■ Very Satisfied    ■ Slightly Satisfied  
■ Satisfied        ■ Other



### Statistics at a glance

- Combined ratio of 98% putting the Club in top 30% of the International Group over the past 7 years
- ROI 2.7%
- Operating result USD 11.8 million
- Underwriting delivered USD 6.8 million
- Continued balanced underwriting performance
- 7.5 % growth in P&I
- Stable marine sector



# The chall

## Robert Karjel

“So here I am in the Indian Ocean. It is 45 degrees Celsius and I’m wearing 30kg of protective equipment. Land is 1,000 km away and the sea below me is 4,500m deep – that means it takes an hour for a piece of iron to hit the seabed. I’m a Lt Colonel in the Swedish air force, and with my aeronautical engineering background, I am more used to dealing with forest fires and rescuing ships.....”

Robert Karjel captured attention from the moment he stepped on stage. With an audience more used to dealing with the business realities of piracy in Somalia, the perspective on the situation he offered from the sharp end itself proved compulsive listening.

Firstly he reminded the audience that 90% of Europe’s trade with Asia passes through the Gulf of Aden, describing it as the global artery of the world economy with the internet as its nerve system. Pirates are great opportunists, finding opportunities in adversity, he said, as he outlined the development of piracy in Somalia.

“Of course piracy is well documented now, but in those earlier days what was going on was very much kept under the radar. 600-800 people in any day kept in terrible conditions for six months or longer,” he explained. “Mock executions, abuse, some kept for four years or more.”

As the World Food Programme attempted to feed Somalia, Al Shabaab pirates began to hijack the shipments of food and medicine. With four million people hungry, crews were killed and ships shot up.

Photos: Jenny Christenson

# enge of the unknown

The counter piracy military operation, EU Naval Force Somalia – known as Operation Atalanta – was directed to escort these shipments, and in 2010 the Swedish navy took over command, with the multinational Force Headquarters operating from the EU NAVFOR HSwMS Carlskrona.

“But look at the challenges”, said Robert. “This was a major operation, with state of the art communications, running across language barriers and operating in waters the size of Europe. This huge naval force was headed by little Sweden - which after 20 years of defence cuts was offering us obsolete helicopters and delays in providing new ones.”

The operation began badly – pilots lost self-confidence and stopped believing in themselves. Those that were flying did not feel safe and a high proportion were involved in accidents.

“My team were the lucky ones, with a new helicopter,” said Robert. “However when told ‘We have to go to Africa to hunt pirates’ widespread panic ensued.”

Half of crews had never landed on a ship in a helicopter – yet looking at conditions in the Indian Ocean, this was an essential.

“These young pilots spent a weekend googling and came back convinced they

were going to die.” How do you lead in those circumstances?

## How do you lead?

“The government had ordered them to do something very dangerous, they might not see their families again” stated Robert. “How do you break this down? How do you go forward?”

“I took a step back, took a breath and told myself that this was just like any job, but a totally new situation.”

On Day One we listed down everything that was impossible and acknowledged everyone’s objections, before then stripping the problem down to its absolute necessities. “We looked at what it was possible to achieve, and then returned to the impossibilities and found that actually many of them didn’t really matter.”

“In this case one key necessity became apparent: where to land if in difficulties? A helicopter has to land on solid ground or sea. Somalia; Gulf of Aden; Yemen – this choice effectively meant that landing on solid ground was out of the question.

“So the first absolute necessity was that the helicopter must be landed at sea. This meant that the one and only essential was being able to land on a ship.”

**“Raise your hand, take up the challenge, get experiences you would never have had and think thoughts that you never knew existed”**

## The nature of the pirate

These people have nothing to lose and everything to gain, explained Robert. “They are dangerous, with lives marinated in violence in a way we cannot understand. And they are also chewing khat.

“Desperate people who are heavily armed and on drugs makes for a very bad combination, and this leads to extreme levels of violence.”

Describing how operations were carried out, he explained that pirate action groups (PAGs) comprising one or two skiffs and a small supply boat first shoot to cause the crew to hide, then board the vessel. This set-up, he explained was not to be sneered at. “Look at the case of the Samho Dream – pirates from a set up like this seriously threatened the largest oil disaster in world if their demands not met.

“To counter this, the pilot has to get between the skiffs and the vessel, and shoot at the base of skiff. This works nine out of ten times, but when it doesn’t, heavy sniper rifles are fired at the craft and the engine is shot out,” he said.

**As the World Food Programme attempted to feed Somalia, Al Shabaab pirates began to hijack the shipments of food and medicine. With 4 million people hungry, crews were killed and ships shot up.**

## Leadership

When asked 'where does the leadership come in?' Robert was clear: "I say to my men I will not send you on a mission I am not prepared to fly myself.

"I will always be in the crew of a new mission – as a commander I need to know what is going on and to share risks."

He explained that this was not about risking life, but showing you have something invested in the mission. "It is essential that you radiate 'this is important to me,'" he said.

## Context

As a leader, the concept of context is also very important to Robert. He explained that what you do is part of a story. In the midst of the World Food Programme project, he walked into a vast building filled to the roof with food. "Christ this is what mass starvation looks like", he said to himself. "All this food and four million people starving. We have food, ships, medicine, fuel – but most of the time we can't get to shore, and then if we manage that we're then destroyed at port.

"We have a chance to stop four million people starving to death.

"You will seek new ways to resolve a situation if you understand what you are doing. You become flexible," he said.

This is not about leading through power. "Involving everyone in a mission isn't done by the odd drink or inclusion in a night out," he said. "People need to understand that whatever the team is doing, it cannot achieve without them. They need to see how they contribute to the story.

"You need to share the story and create common goals."

## Transparency

When asked 'How much do you tell people?' Robert was clear. "You have to have full transparency if you are to operate as a team. In our case the whole team felt that they had been handed a task for political reasons they did not fully believe in and which was also expected to fail. For that reason we needed to share our emotions – fear, sorrow, anger – honesty was one of the things that pulled us together."

During his time in Somalia the team escorted 400,000 tonnes of food and medicine into safety without anyone on his team being killed, despite around 100 attacks.

As he concluded, Robert welcomed the challenges that leadership under pressure brings.

"Raise your hand, take up the challenge, get experiences you would never have had and think thoughts that you never knew existed," he said. 🙌

## Robert Karjel

Robert was born in Gothenburg, Sweden, and lives in Stockholm. A helicopter pilot, he is a Lt. Colonel in the Swedish Air Force and the only Swedish pilot who has trained with the U.S. Marines.

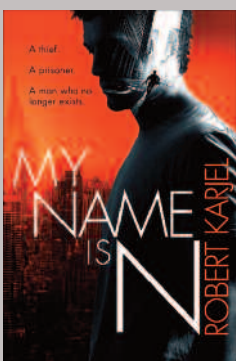
In 2010, Karjel commanded a helicopter squadron on the ship HSwMS Carlskrona, as part of the EU's Operation Atalanta fighting Somali pirates in the Gulf of Aden.

His novel, 'The Swede' or 'My name is N', made Booklist's Best Crime Novels of 2016, was shortlisted for a Lambda Literary Award, and also received a starred review in Publishers Weekly. The second in the series, 'After the Monsoon', will be published in September.

He lectures on the topic of leadership under pressure and in February 2017, he was named Speaker of the Year in Sweden.

**"People need to understand that whatever the team is doing, it cannot achieve without them. They need to see how they contribute to the story."**

### The Swede/My Name is N, Robert Karjel



'A Swedish security agent is summoned to interrogate a terror suspect held by the FBI—but the prisoner isn't the only one with something to hide.'

Robert Karjel's 'The Swede', or 'My Name is N', has been published in 12 languages, and is now in development by Twentieth Century Fox for an American TV series.

It is an intense novel about the compromises that people—and nations—make in the name of security and survival.

Robert Karjel says: "I wanted the book to feel real. For the details, I drew on my inside knowledge of the War on Terror, intelligence training, and the U.S. military system. Also, because of networks I've developed in my military and writing work, I was able to interview a number of operators in this ongoing war."



# Not ready for the quiet life

**Robert Karjel says he was ‘not even an adult’ when he joined the military – so the decision to end his career as a pilot with the Swedish Air Force a year ago was not an easy one. He was certainly not ready for the quiet life.**

“The military is such a big part of my identity,” he says. “As a career officer, I could have gone for full retirement, but I said ‘no’ to that. I have seen older colleagues, typically pilots, take the very good retirement package, then just hang around. They go from ‘who they are’ to ‘who they were’; they lose purpose. I had seen that too many times and felt that I wanted to be hungry, to do things, to have a purpose.”

Having flown so much and operated at such a high level for so long, he was ready to do something else, to find ‘Robert 2.0’.

His successful novel, ‘The Swede’, had laid the foundations. “There were interviews, meet-the-author sessions, and then I was contacted by a speaker agency, which gave me the opportunity to talk about what we had done in Somalia. And so my professional life as author and public speaker had begun. It reached the point where I had to decide whether to retire from the Air Force to focus on this.”

Writing and speaking are ‘two different drugs’, he says. “Talking is more instant; you get the energy in the room. When I am asked to talk about leadership, I can see and feel that something is happening. With writing, you get to formulate yourself exactly but it’s a long process and you rarely get to meet the audience.”

Drawing on his own experiences is clearly rewarding. Does he think people accept leadership more readily when there is a pressure situation?

“In a difficult situation, leadership is expected. It is sometimes more difficult to be in a situation where there is no clear pressure – people will ask, ‘why should we do it this way’, ‘why should we listen to you’, and you can find yourself discussing things endlessly. You need to apply your leadership in different ways depending on the situation. For myself, I made so many mistakes and learned so much about myself – leadership under pressure was transformational for me.”



**“When I am asked to talk about leadership, I can see and feel that something is happening. With writing, you get to formulate yourself exactly but it’s a long process and you rarely get to meet the audience.”**

And so, to the world of shipping. It doesn’t matter whether you are the midst of a piracy situation or dealing with something less traumatic, good leadership means thinking clearly about the next step to be taken, says Robert. “If what will happen is not clear, don’t focus on the obscurities and say we can’t do this or that. Identify what do we need in this particular situation, what is essential to deal with the problem? If you resolve that, you will be on the way in the right direction, addressing the right issues from the start. This is a way I manage myself when there is too much going on. Am I comfortable with the next step? OK, then I take that.”

Robert is in demand and has given hundreds of talks. In between, he finds time to run on a daily basis, and he enjoys backpacking, travel and reading. But in one respect, he’s the same as most of us. “I was hoping that resigning from the Air Force would create acres of time – but that is not how life is!” 🐦

# The Risk of Ignorance

Stefan Hyttfors

Stefan knew he had a difficult task following the hard talking of the previous speaker, so he sensibly began with the self-deprecating comment, “Robert did something – I talk!”

Talk he may, but he knew how to make the audience listen as he outlined a world of disruptive change and digitalisation – both of which are putting leadership under pressure in all areas of our lives.

He immediately challenged the audience with the phenomenon that is Pokemon Go. “We might all laugh at thousands of people searching for something that isn’t there, but that game earned \$206.5m in its first month”, he said. “That money came from somewhere, and wasn’t spent on other things.”

He contrasted this with the way many people do business today: “People are used to cyclical change,” he said. “They say, “I have been in this business before, there are ups and downs. We do what we did yesterday, but a little better tomorrow”. Best practice was always to up performance a little bit.

“But then ‘New Practice’ comes into play.”

## ‘The Risk of Ignorance’

He then presented a somewhat startling graph showing how the concept works (see *image 1*). “To start with new technology doesn’t work – it never does. Then, once it starts to work there’s no big deal – the performance is too small to worry about,” he said.

But this is not a new problem, he warned. “When that first flight was made

in 1903, nobody would seriously have believed that one hundred years later man would be making steel fly. But new technology means new ways to solve problems.”

As the audience digested this, Stefan then proposed a new way of doing business - go for monopolies with new solutions providing value in a new way. Go as fast and as big and as bold as possible. “Competition is for losers!” he said, “You work hard for small gains.”

The biggest problem in the 21st Century, he warned, will be a different ROI to the one we are used to – the Risk of Ignorance, of not keeping up.

He said that in 1973-1983, 35% of companies dropped out of Forbes top 2000 whereas in 2003-2013 that figure was nearer 70%. Something is changing.

He then compared the universal truth that wealth never survives three generations with the fact that today, leadership doesn’t survive a decade.

This was illustrated with a new take on the Kodak story. In the mid-80s it had 145,000 employees. “Everyone thinks they know the story,” said Stefan. “Some people laugh – but they miss the point.”

An employee at Kodak actually designed the world’s first digital camera in 1975 – weighing 3.5kg it used ‘filmless photography’. But the designer couldn’t answer the challenging questions he received from senior managers – what business model do you have, how do we make money without selling film? But what he did know and what he did tell them with certainty however was that in 15 years’ time the technology would be so good that this will be the only type of camera.



Photos: Jenny Christenson



**“In 2015 1.6 million people died of diabetes and 600,000 died in violence, war or terrorism. Sugar is more dangerous than gunpowder!”**

“Well we know what their response was, but 14 years and 9 months later he was proved right,” said Stefan. “Kodak was the Google of the time. But because they did not challenge themselves they found themselves the best at something no one was doing any more.”

### **Growth of technology**

He then referred to Moores Law, and its impact on innovation through the exponential growth of technology.

We have access to more information in our pocket than Bill Clinton had access to when he was president, he explained as he showed a graph showing just how digital disruption has affected the retail industry (see *image 2 overleaf*). “Once again this shows superiority, not competition,” he said.

Efficient does not, however, mean good, he warned. “More people in the world die of eating too much than of eating too little - in 2015 1.6 million people died of diabetes and 600,000 died in violence, war or terrorism,” he explained. “Sugar is more dangerous than gunpowder!”

So always be aware – are you solving a problem or creating a new one?

### **Air pollution problems**

Seven million people die each year from air pollution because of too fast growth created by energy from coal. The Chinese understand that the old solutions don't work anymore, explained Stefan, and that they have a vast problem with consuming resources.

**The biggest problem in the 21<sup>st</sup> Century, he warned, will be a different ROI to the one we are used to – the Risk of Ignorance, of not keeping up.**

**Image 2 Sales revenues: Amazon vs major retail stores (USD Billion)**

Source: Bloomberg Finance LP, DB Global Markets Research



They know that they need to create more value with less resources, he said, to look out for new solutions and new red lines. As a result of this the Chinese have set up the world's largest offshore solar farm offering growth, prosperity, new jobs ....

He then compared the growth of solar power to his earlier slide (image 1). "Look at the cost of solar since 1977," he said. "It is now less than 1\$ per watt and 2% of the world's electricity is from solar power. And we are seeing the figures climb - 0.5%, 1%, 2% - could we end up 100% solar?"

## Decentralisation

Stefan then turned his thoughts to decentralisation. "Young people have grown up with the internet", he said. "There is no boss in this world. The internet doesn't care if you use it for a \$1b transaction or to send a picture of a cat. Decentralisation is all about many clever people putting ideas together – look at Wikipedia. It's incredibly successful - crowd sourced and maybe doesn't even need a boss?"

"Disruption can happen anywhere and decisions no longer come from the centre – look at how computers have developed: in the 'Internet of Things' computing power is abundant."

## Intelligent machines

Stefan then introduced the topic of intelligent machines. "We are creating intelligent machines" he said. "Look at COIN, or contract intelligence. A prominent law firm has just used machine learning software to eliminate an estimated 360,000 hours of work each year previously done by lawyers and financial loan officers.

"And look at Tesla. All Teslas have the hardware for full autonomous driving, which cannot be used as the law is not set up to deal with this," he said. "Yet we know that 94% of accidents are due to human error."

**"Disruption can happen anywhere and decisions no longer come from the centre – look how computers have developed: in the 'Internet of Things' computing power is abundant."**

## Stefan Hyttfors

Brought up in Stockholm Stefan began his career as a photojournalist and then a photo editor (via New York and with a few turns along the way) before setting up his own successful PR firm.

He then made the decision to 'ride solo' and now tells others that small organisations are the future, and the smallest, most agile organisation conceivable is the one man operation.

He is the author of 'Yoga for Leaders: How to manage self-disruption in a world of self-destruction' which aims to provide a guide for leaders in dealing with the rising wave of new technology that is causing companies and individuals to experience change at an unprecedented rate and scale.

Stefan Hyttfors lectures on how innovation, disruptive technologies and behavioural change affect the worlds of business and social issues. He was awarded Talarforum's (Scandinavia's leading Speaker Bureau) Speaker of the Year in 2012 and 2014.

His mission is to inspire as many as possible to embrace change.

## Trust

"Leadership is still about trust," he concluded, warning of the conclusions of the Edelman Trust barometer. This research has shown that there is currently an implosion of trust and all modern democracies are seeing trust levels in leaders, banks, the government etc tumble.

At the end of the day, he said "We trust people we relate to in the network." 🌐



MAINFRAME



DESKTOP



LAPTOP



MOBILE



WEARABLE



IMPLANT?

# The lifelong student

**Stefan Hyttfors likes to refer to himself as a 'lifelong student' – no boss, no office - spending his time studying and learning, travelling the world to meet different people in different industries. But does that suggest that he is only working when he is on an actual speaking engagement?**

"I don't happen to think the borderline between work and free time is that important," he says. "Certainly, it's not good if a lot of things happen and I don't know about them; I get questions and have to know a little bit about everything. But I don't believe it is true that you need to constantly update with new information. You need to find time to reflect. When I get the time, I enjoy nature, hiking, skiing. A lot of my vacation is time to reflect. I am interested in different kinds of meditation techniques – and that is another way of spending time 'not doing anything', in some people's eyes."

Often the hardest thing is to be alone, spending time with your thoughts and reflecting on how your thoughts have an impact on you as a person, he says.

Is he an optimist? He prefers the term 'possibilist'. "For many people, the future is like a destination – especially in the corporate world because you set up this goal and it is all about 2025, what we will accomplish by then etc. But that gets us as human beings thinking that the future is somehow a goal. That is a fundamental error in thinking, because there is no such thing as waking up and today is the future. We are in the future now – and it is fantastic!"

Yes, he says, there are a lot of reasons to be concerned by different global trends, but again it is about perspective. "For example, terrorism – the problem is not terror, it is fear."

The future, he says, is not to be predicted. It is up to us. Quoting Michael Jackson, he suggests that the focus should be on 'the man in the mirror'. "That is how you create change."

What concerns him? The widening gap caused by globalisation, with massive innovation, growth and development in some



countries, which poorer countries (often the ones making the cheap clothes and cars for the rich countries) simply can't keep up with. And then there is the trend for 'jobless growth', where automation can do what people used to be needed for. The problem isn't jobs, he says, but sharing. "I am not talking about communism but we have to understand that the system today isn't working for a growing number of people."

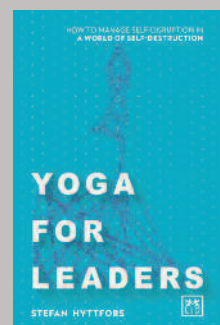
Stefan ran his own successful PR firm before deciding to quit. "I thought the only way to come up with new ideas was to meet people. I needed to get out, needed interaction. I called a speaking agency and told them about my background. Eventually I got my first request, and good feedback – and after half a year, I realised that I could do this."

That sounds easy, in retrospect – but Stefan had a family to worry about as he took that big step. "When you do something and it works out, people say 'that's easy for him to say' – but it is not. It is always really scary to do things like that, and you don't know at all if it is going to work out fine." 🙏

## Yoga for Leaders: How to manage self-disruption in a world of self-destruction, Stefan Hyttfors

Yoga for Leaders, tells us that the future of business will be all about business as unusual. A deluge of new technology will mean the world will experience change at a rate and scale never seen before in human history. In this book, Stefan Hyttfors provides a unique perspective for understanding and managing such change, drawing from the idea of yogic philosophy and the concept of mind mastery.

*"Change is great news for our future considering how much needs to be fixed."*



# Welcome to new Board members

## Lu Jian

### Vice President, Winning Shipping

Shipping is a service industry – you have to serve your clients, and what your client wants is your objective, says Lu Jian. “You have to help your clients solve their problems, you have to have close relationships. That is our philosophy – being totally focused on client interests and client relationships.”

Mr Lu, Vice President of Singapore’s Winning Shipping, draws on his own experiences when he adds: “Shipowners need to change their mindsets. The old days of the shipowner being purely an owner are over. You don’t have to sit there and wait for the cargo - you can create the market, too.”

Winning Shipping is a leading seaborne carrier of bauxite, moving about 40m tonnes a year, but its activities go much further than shipping. As well as its owned fleet of nearly 30 vessels, and operated fleet of about 60-70 vessels in total, the company has developed its own integrated network and its

operations include floating coal terminals, logistics support, barges, tugs and floating cranes, and even managing mining and sourcing.

Lu Jian’s present role focuses on projects and logistics rather than day-to-day chartering. The career path that brought him to this point has been intriguingly different to the traditional career of seafaring followed by an onshore job.


He entered the industry when he enrolled at China’s Dalian Maritime University; having graduated in 1982, he went on to study for his Master’s in maritime law and then served as a university lecturer for several years.

Then came the decision to go into industry. “I was keen to get the practical experience. If you only read the books and teach your students, you don’t have that experience. So I thought, why not join a shipping company?”

After a stint with China Merchant Group, he then joined IMC in 1992 and moved to Singapore. At IMC he rose through the ranks to become senior chartering manager and then commercial director.

Mr Lu says he felt ‘very honoured’ to become a Board member of The Swedish Club. “I think because of my experience in shipping for so many years, I can bring ideas to the Board.”

Looking ahead? Lu Jian says: “We have gone through a crazy, terrible shipping market. I don’t think there will be a ‘second China’ effect from India or Africa, and without such a fundamental driving force, which pushed markets so much, everything will become quite normal – supply/demand and perhaps 5% return. We will be more similar to other industries around the world unless, of course, something comes into the market that dramatically changes things.” 🇸🇪



You don’t have to sit there and wait for the cargo - you can create the market too.”

Photo: Jenny Christenson

# Jude Correa

## Vice President, Seaspan Ship Management

The risk implications associated with automated vessels; the increasing unilateral approach of some governments; the evolving risk of criminalisation; ever-growing liability ... these are just some of the issues that Jude Correa believes will occupy members and staff of The Swedish Club in the coming months and years.

As Seaspan Ship Management's Vice President, Commercial Risk; and with a long maritime career behind him, he says he will bring the 'practitioner's point of view' to the Board. "I was very encouraged, personally and for the company, to be invited to join the Board. I hope I will be able to offer some ways and means of looking at things differently in the light of the circumstantial changes that are surrounding us all," he says.

"As ship managers, we must respond to our clients' needs; similarly, for The Swedish Club, responding to its members' needs is inescapable. But more important is to have that long-range strategic view, to identify emerging risks for its members and start catering to them."

Jude Correa began his shipping career when he was selected for India's national cadet training, which was followed by an apprenticeship with a private shipping company. He spent 16 years at sea, rising to Master with Denholm Ship Management.

A number of factors prompted his decision to come ashore. "I had served five years as Master; I set myself a milestone and wanted to progress to explore other avenues of shipping.

He first took up a management entry level position with Denholm, moving to work with Jardine Ship Management for 11 years, before joining Seaspan, in Vancouver, some 13 years ago. Seaspan is the world's largest container ship owner, with a fleet of 105 vessels, and it employs about 4,500 crew on those ships.



Photo: Jenny Christenson

"Our business model is that we own the ships and are also the exclusive ship manager of those ships," says Jude Correa.

He is proud of the Seaspan culture: Seaspan invests heavily in its crews, and focuses closely on succession planning. "The IMO came out with the recommendation that every ship should have one cadet, to beat the shortage of seafarers – we went for two-and-a-half. We invested in modifying a couple of our ships for expanded cadet training."

Looking ahead? "There is a common thread of optimism that things have bottomed out, somewhat substantiated by the trade," he says.

**"I hope I will be able to offer some ways and means of looking at things differently"**

"Cargo interests are coming to realise that unless they pay sensible freight rates, you can't sustain the shipping community and their own clients are going to be disadvantaged by poor service." 🇸🇪

**We also welcome Chen Wei, Cosco Shipping Lines, Shanghai to the Board of The Swedish Club**

Mr. Chen Wei began his career in 1992. Since then he has served as Chairman of China Shipping Holdings (Korea), Chairman of China Shipping (South-east Asia) Co., Ltd., and Deputy Managing Director of CSCL. He graduated from Peking University, having majored in economic law.





Photos: The Swedish Club

## Team International wins The Swedish Club Mutual Cup 2017

The Swedish Club AGM events opened, as always, with the traditional football match at Heden football field. The first Mutual Cup match started in June 1997 with a Greek team and a Swedish Club team. Now the International team consists of players from all over the world.

Every year more spectators arrive to enjoy the match, which this year was particularly exciting and ended in favour of Team International. Well done to all players!

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



## ....But back in 1997

'On 4 June 1997 the inaugural Mutual Cup was played on the Heden Soccer field between Sweden and Greece. After a tight match and thanks to more players, The Swedish Club team defeated the Greeks. On the other hand, a few months later, Greece got the summer Olympic Games 2004 - Sweden did not. Fair is fair!'





## Early Arrivals Dinner, 14 June 2017

The Early Arrivals Dinner, with the traditional seafood buffet, was this year served at Brevhouse. Built in 1935 in the shadow of the city's large beer breweries, it was used to produce mineral water for the city so that it did not need to be imported from spas on the continent. In the eighties it became an industrial museum, and now a growing cluster of more than 60 companies within culture and music are gathered to focus on the development of talent.

Left to right: Daisy-May White, Atrium Underwriters Ltd and Frida Rhedin, The Swedish Club



Left to right: Lars Höglund, Furetank Rederi and Rob Grool, Vroon enjoy the buffet.



Michael Vinnen, F.A. Vinnen & Co and Peter J. Cowling, former Chairman of The Swedish Club Election Committee.



No Early Arrivals Dinner would be complete without schnapps songs - our own Club choir gather on stage.



Members enjoying the entertainment



The show group 'Appearance' entertain the audience.

Photos: The Swedish Club

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



This year the group at the Partners' Programme had the opportunity to try their hand at millinery.



The group gathered for a photo before the day's trip.



Here and right are the results.



This was followed by lunch at Sjöbären and a guided tour of Haga, one of the oldest neighbourhoods in Gothenburg with traditional wooden houses, shops, cafes and artisanal workshops.



A photo for back home.



Traditional cobbled streets.

Photos: The Swedish Club

## The Swedish Club's 145<sup>th</sup> AGM dinner - a very special occasion



Board members from left: Sumate Tanthuanit of Regional Container Lines, Bangkok; Demetri Dragazis of Latsco, London; Lu Jian of Winning Shipping, Singapore and Diamantis Manos of Costamare Shipping, Athens.

Below: Cecilia Persson of The Swedish Club and Xavier Villers of Miller Insurance Services



From left: Johan Källsson of Erik Thun AB; Birgitta Redelius Källsson; Helena Wallerius Dahlsten of The Swedish Club; Lennart Simonsson, Chairman of The Swedish Club Board and Anders Källsson, Erik Thun AB.



Photos: Jenny Christenson



Chris Goumas of Arion Enterprises, Piraeus and Aimilia Tomasevski.



George D. Skinitis of JP Samartzis Maritime Enterprises, Athens and Mariza Economou.



Mrs Cheryl Starer, New York and Lars Rhodin of The Swedish Club.



Kjell Blixt of Eclair Rederi AB, attending his 57<sup>th</sup> consecutive AGM dinner, accompanied by his wife Sonja.



Left to right: Han Zhi Gang and Yao Gang of Hongkong Haibao Shipping, Jason Wu of The Swedish Club Hong Kong, Josie Pak, Hong Kong, Hung Shu Yan and Guan Rui Hong of Hongkong Haibao Shipping.



## Guest of honour

### Dan Sten Olsson, CEO and Director of Stena AB

The Stena Group is a family company with 55 years of history. It was founded by Dan's father, Sten Allan Olsson, back in 1962. The first ship was entered in the Club way back in the seventies and Dan served on the Board of the Club in his younger years.

Photos: Jenny Christenson

## The Swedish Club Board of Directors, 15 June 2017



*Back row from left:*  
Rob Grool, Anders Leissner, Jakob Osvald  
Lim Sim Keat, Sumate Tanthuanit, Michael Vinnen, Anders Källsson  
Peter Claesson, Gustaf Grönberg, Lars Rhodin  
Demetri Dragazis, Diamantis Manos, Lu Jian, Lars Höglund  
John Coustas, Lennart Simonsson, Idil Baran Sualp, Khalid Hashim, Jude Correa

*Not present:* Michael Bodouroglou, Chen Wei, Andonis Lemos, Li Zhen, Weng Yi

Photo: Jenny Christenson

## Friday tour: An inspiring day on the coast

The Friday tour began with a pleasant voyage on the *Walona* through the Gothenburg archipelago and to the beautiful Hamneskär island. Once disembarked, visitors braved the colony of nesting terns and made their way up the hill to the historic Pater Noster lighthouse where they were greeted by a professional guide who shared some of the interesting history of the island and the lighthouse itself.

After exploring the island, the party was taken to Sillsalteriet for lunch - an unusual restaurant which had once been a sardine canning factory - and then the coach returned to Gothenburg.



On dry land at last.



Arriving at Hamneskär island.



The historic lighthouse.



Enjoying the Island's history.



Deep in conversation.



Lunch at Sillsalteriet.

Photos: The Swedish Club

# Meet our crew London

## London calling



### **Kristoffer Lindqvist** Underwriter

Kristoffer Lindqvist is making the move to London – and very much looking forward to the opportunities that lie ahead.

This is an important move for The Swedish Club too, because Kristoffer's arrival significantly expands the Club's presence in the UK, where the London office was opened two years ago.

"London is such a strong and important insurance market," says Kristoffer. "I will be focusing on underwriting and business development. For me, it isn't a case of starting from scratch – I will continue to build on the relationships we have, and also look at areas where we could do more. Brokers, shipowners, charterers – building relationships is what it is all about."



Relocating is no problem for Kristoffer, who describes himself as 'curious about the world'. Since joining The Swedish Club nine years ago, he has already worked in every one of the Club's other offices around the world.

Kristoffer studied for his law degree at the University of Lund in 2003-2006 and then moved to Singapore to study for his Master's in international trade law and dispute resolution. That, as he says, is where he found maritime law.

Having completed a LL.M. in Maritime Law in Southampton and his two theses in the first part of 2018, he joined The Swedish Club that summer – one of the

**"I am very excited about the move to London ... London is such a strong and important insurance market."**



first to join under the Club's trainee programme. After initially working in the Gothenburg office in P&I and FD&D claims, he moved to Greece in 2010, spending nearly three years in the Piraeus office – again focusing mainly on FD&D and P&I.

In 2013, he relocated to the Hong Kong office, still working on FD&D and P&I but with more focus on the charterers' book.

In August 2015, Kristoffer was back in Sweden, where he switched from claims to underwriting and became an assistant underwriter. Last year, he was on his travels again – to Norway, where he spent six months in the Club's Oslo office, getting to know the offshore book. He then returned to Team Gothenburg as an underwriter in August 2016.

"I feel very privileged – the Club has offered me so many interesting

**"I feel very privileged – the Club has offered me so many interesting opportunities since I started."**

opportunities since I started," he says. "I am very happy to be able to live and work in so many interesting places and learn about the different markets."

The Swedish Club's London office is in Fenchurch Street, in the heart of the City. Of course, a big question right now is what impact Brexit – the UK's departure from the European Union – will have on markets and London's position in the shipping world.

Kristoffer says: "I guess nobody really knows what impact Brexit will have overall. But for me, London has always had a strong position in the insurance

market, I believe it will continue to be a very important place of business. A lot of insurance companies and brokers are in London and it makes sense for us to be there too.

As for his own shipping experience, he says: "I did compulsory military service for 15 months in the Swedish Navy, and so I was at sea for about a year. It's obviously a very different environment to the commercial world of shipping - but it gave me a feel for the sea!".

He sums up: "I am very excited about my move to London and am really looking forward to getting started." 🚢





— With you at all times —

# Meet Our Crew

**The Swedish Club** has been run by shipowners for shipowners since 1872. With 145 years of marine insurance experience, we understand the issues our members face and meet their needs by offering top levels of specialist knowledge and expertise.



Malin Högberg  
**Senior Claims Executive,  
P&I and FD&D**

Supporting the members of  
The Swedish Club since 2012.



Malin Högberg  
**Former Deck Officer  
class VII**

Eight years at sea.

[www.swedishclub.com](http://www.swedishclub.com)

Gothenburg — Piraeus — Hong Kong — Tokyo — Oslo — London

# Precious Shipping runs accident simulation

What might happen if a vessel loaded with corn, on its way from Nikolayev in Ukraine to Rotterdam, has problems with steering and starts to drift, with the real risk of grounding within hours?

The challenges, questions and potential solutions in such a situation were worked through in detail during an Emergency Response Training (ERT) session run by The Swedish Club in Bangkok.



The ERT was put in place for Precious Shipping Limited (PSL), and was the first to be organised by the Club's Hong Kong office.

"The three-hour session took place in PSL's offices and brought together people from the member's ship management department, and representatives of PSL's training and risk management departments," says Brian Png, Senior Marketing Manager in The Swedish Club's Hong Kong office. "Our role was as moderator, explaining how the Club would act in different scenarios. We divided the participants into four groups and asked them to brainstorm and come up with answers to each stage in this fictional situation in the Mediterranean. Then, at the end of each scenario, we explained what the Club would do."

A key part of such training is encouraging people to 'speak up', he adds. "Some accidents at sea happen because people are afraid to challenge those in authority – and this type of respectful behaviour is very much part of the Asian culture. However, we were happy that everyone taking part was very proactive."

What were the benefits? "Of course, people are generally very good at what they are doing – but often they are lacking in insurance knowledge and don't necessarily understand what would happen from the insurance and legal sides in a casualty situation.



**Brian Png,**  
Senior Marketing Manager, Hong Kong

"At the end of the exercise, the participants had a better understanding of how the insurance side would deal with claims. We also established a good rapport, which is very important; this exercise breaks down barriers. PSL found it extremely useful."

The Hong Kong office expects to follow up this first ERT session with one or two more this year. "There are two ways of looking at the importance of ERT," says Brian Png. "First, there is loss prevention – and ensuring that our members are prepared in case of a casualty. Second, it is an opportunity for potential members to 'test drive' The Swedish Club and find out what we can do for them." 🇸🇪

# Insight into insurance



## Arjen van Damme

*Managing Director of South End Tanker Management BV (Netherlands)*

Being born and raised on an Inland Barge trading in Dutch, Belgium and German inland waters, Arjen has literally been interested in shipping for his whole life. Having spent a career at sea, his current role as Managing Director calls for a focus on crewing, shore staff and vetting.

He joined the course to “learn more about the ins and outs of marine insurance, to meet the Swedish Club staff and to learn practical examples of cases from other ship-owners/managers attending and how to deal with them.”

Having only visited Sweden before as a seafarer this was his first visit via land. “The MIC week was more than I expected,” he said. “I learned a lot from the course, and my course colleagues, and of course had a chance to meet Swedish Club staff, who make a great team.

“I was surprised to hear a number of new topics in the workshop on crewing, and especially enjoyed both the workshops and the visit to Donso.” 🇳🇱



*“I particularly enjoyed learning from the Club’s experts and interacting with the other participants.”*



## Espen Bjelland

*Chief Financial Officer (CFO) of Utkilen AS (Norway)*

Originally with a background in finance, Espen has been in the maritime business since 1992, gaining experience in most aspects of shipping. Part of the insurance team for some years, he became responsible for maritime insurance at Utkilen last year.

His first visit to The Swedish Club lived up to expectations: “The people at The Swedish Club are knowledgeable, friendly

and eager to share their experiences,” he said. “I particularly enjoyed learning from the Club’s experts and interacting with the other participants – not to mention both the workshops and the social events.”

Espen’s main objective for joining the course was to learn more about the details of the different aspects of maritime insurance and to gain practical knowledge. 🇳🇱

**More than 40 delegates from around the world joined the 17<sup>th</sup> Marine Insurance Course, run by the Club earlier this year in Gothenburg. From different backgrounds and with different experiences, we invited a number of this year's participants to share their experiences of the course and what they hoped to get out of it.**

## Kateryna Grushevskaya

*Broker, Proteus Risk Solutions, (Belgium)*

Kateryna started in the industry only six months ago as a claims handler, after completing her PhD in Transport and the Maritime Economy.

She said: "This was my first visit to Sweden - I didn't know what to expect. I really enjoyed the atmosphere, the people, the clean air and how everything was well-organised."



She joined the course as part of her induction programme, hoping to gain "practical knowledge on how insurance works, what difficulties there are and what clients are looking for.

"I have really enjoyed meeting all participants and The Swedish Club staff," she said. "The combination of brokers, shipowners and ship managers was really appreciated. We had a great time and it was good to share our work knowledge and experience." 🇳🇱

## Frank Burfeindt

*Operations Manager of Atlantic Lloyd in Hamburg (Germany)*

Frank started as an apprentice in a shipowning company and liner agency, spending his career in the field of chartering and operation across different segments of shipping, including container vessels, bulkers, heavy-lift vessels, reefers and coasters.

This is his first visit to the Club and it has certainly met his expectations. "I was looking forward to the element of really getting to know the people of the Club I currently work with as well as those 'behind the scenes'. Not to forget the opportunities for networking and knowledge exchange amongst the other participants."

His main aim in attending the course was to check his levels of personal knowledge in the field of marine insurance, claims handling and GA, and to learn where necessary. "Actually I was somewhat proud to realise that I must have had some very good teachers over the years, which certainly also includes all the people of the Club I have worked with," he said.

"Their explanations during correspondence and telephone conversations were a very good match with the presentations during the course and demonstrated their knowledge and professionalism. As a result one can consider oneself in very good hands with the Club."



And to conclude: "The combination of presentations, workshops, discussions and social event for me was simply a perfect match which I will always remember with pleasure and a smile." 🇳🇱

***"One can consider oneself in very good hands with the Club."***

## Süleyman Topuz

*Marine Superintendent at Zenith Ship Management (Turkey)*

Süleyman has been working for Zenith since he joined as a cadet nearly twenty years ago. This is his first visit to Sweden and it seems to have met expectations.

When asked why he wanted to come on the course, Süleyman said: "I wanted to gain a better understanding of marine insurance, especially on the P&I side – particularly crew claims. I hope the

course will help me to perform my job role in a more professional manner."

The course did manage to spring a few surprises, particularly in the area of crew claims in Turkish court jurisdiction.

And key memories? Like many others, he found dinner at Donsö Island one of the highlights of the event. 🍷



*"The course did manage to spring a few surprises, particularly in the area of crew claims in Turkish court jurisdiction."*

## Zeynep Işık

*Manager, Marine at Integra Insurance Broker (Turkey)*

A graduate in naval architecture and marine engineering, Zeynep has spent eight years in the shipping industry, the last four of those in insurance.

She has found it to be "a pleasure to be in Sweden and meet with participants of MIC 2017 and people in the Club."

She also said that before she visited the Club: "I thought that I would be a student for a week and have the same boring lessons as we had while we were in the college. This was certainly not the case - all participants were very interactive during the course and the examples we were given really made things easier to understand for us."

This year was second time lucky for Zeynep as last year's course was full



when she applied. Very pleased to join the course this year, she said: "It is always good to update yourselves with information in your professional field – even though you work all day in this business it is useful to gain knowledge across all areas of marine insurance."

"I was particularly pleased at the chance to work on the Nordic Plan, as we usually work with ITC Hulls. And of course I should mention Marina's excellent timekeeping with the glass bottle!" 🍷

*"Even though you work all day in this business it is useful to gain knowledge across all areas of marine insurance."*

**The next Marine Insurance Course will take place spring 2018. Keep an eye on the Club calendar for further details.**



# Legal update

## The importance of context

### Mixing apples and pears

The early redelivery of a vessel named *New Flamenco* has triggered a question about mitigation of damages which has been batted about in the English legal system for some time.

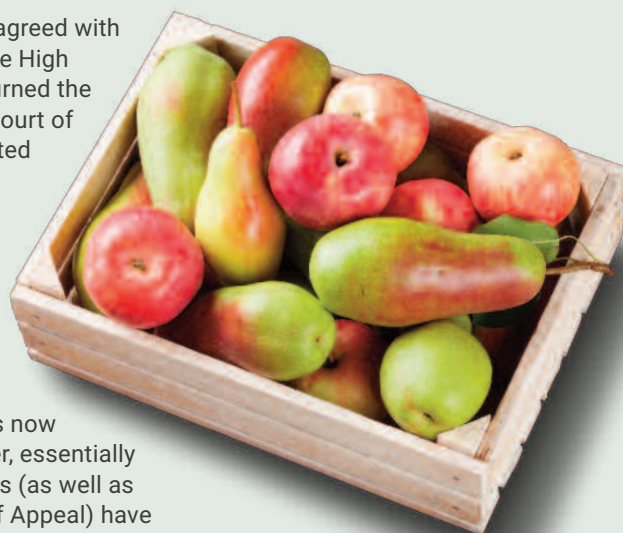
The background was as follows: The charterparty for the vessel should have come to an end in 2009, but the charterers redelivered the vessel prematurely in 2007. As a consequence, owners submitted a claim for damages for two years' lost hire income. However, it transpired owners sold the vessel after the redelivery in 2007 for USD 28 million. Had they sold the vessel in 2009 they would only have received about USD 7 million due to the falling second hand market. Charterers therefore argued that the early redelivery in 2007 created a profit that should be set off against owners' claim for lost income.

The arbitration tribunal and the courts have been far from consistent in their

findings; the arbitrators agreed with charterers' approach. The High Court did not, and overturned the arbitrators' award. The Court of Appeal, however, reinstated the arbitrators' award.

The Supreme Court (*Globalia Business Travel S.A.U. (formerly TravelPlan S.A.U.) of Spain (Respondent) v Fulton Shipping Inc of Panama (Appellant)*) has now finally decided the matter, essentially saying that the charterers (as well as the Tribunal and Court of Appeal) have been mixing apples with pears. It is not possible to bring the sale into the equation since that had nothing to do with the premature redelivery. Instead, in order for something to be considered as a step of mitigation, which charterers said the sale was, it must be taken solely for the purpose of

mitigating the relevant loss - lost income stream - caused by the breach. The case is a reminder that the concept of mitigation - in line with most things in life - is dependent of the context. 🍏🍐



## Arbitration in context

According to statistics provided by London Maritime Arbitrators Association (LMAA), the number of LMAA arbitrations in 2016 was the lowest since 2007. What happened in 2007 one might ask? Shipping markets more than doubled, fell sharply in 2008 and have since then been low. At the same time, the number of arbitrations during the period 2008-2012 was record high. The LMAA statistics therefore seem to reflect volatility in the shipping markets, and that volatility is now back to the level it was before 2007.



# MRM online as a complement to classroom training

Following fast on our announcement of online Maritime Resource Management (MRM) facilitator training in the previous issue of Triton, The Swedish Club Academy is now offering MRM online to meet members' requirements for cost-effective accident prevention training that can be carried out anywhere, at any time.

By **Martin Hernqvist**,  
Managing Director,  
The Swedish Club Academy



Whilst MRM training in a classroom is, in our experience, the best route for producing results, we understand that it takes time and initial effort before members can launch their first course, especially if the number of officers required to undertake the training is large.

We are frequently contacted following an accident, when the process for preventing similar accidents from happening again begins, and the need for MRM is highlighted. It is in the aftermath of an accident that shore-side owners and managers demand quick results and effective follow-up.

The Club now offers a condensed MRM course online containing the most important computer based training (CBT) modules, followed by questions to check people's understanding. Members can quickly reach out to all officers and crew they want to involve, and the training can take place anywhere, at any time. All that is needed is a computer, or tablet, and a suitable internet connection. We can even produce a tailor-made CBT module added to the course where the member can deliver their own message related to a specific incident, lessons learned and new routines introduced.

**“Members can quickly reach out to all officers and crew they want to involve, and the training can take place anywhere, at any time”**



We are delighted to say that the MRM online concept has been tried out with good results and positive feedback.

After 145 years of accident experience and almost 25 years of experience from resource management training The Swedish Club has not found any other more effective means of tackling incidents than Maritime Resource Management (MRM) training.

Members who wish to learn more about MRM online, please contact [academy@swedishclub.com](mailto:academy@swedishclub.com).



# Notice board

## PEME Clinics in Manila

In March 2017 the Agreements with our PEME Clinics in Manila were renewed and we are pleased to announce that Health Metrics have opened up a new facility in Pasay City. The clinics available to conduct The Swedish Club enhanced PEME are accordingly Halcyon Marine Healthcare Systems, Health Metrics and Health Metrics Pasay.

For further information please refer to our website [www.swedishclub.com](http://www.swedishclub.com) or contact Birgitta Hed at [birgitta.hed@swedishclub.com](mailto:birgitta.hed@swedishclub.com)



## Meet our crew

### Marine Insurance Seminar Piraeus

13 - 15 November

For further information please contact Dimitra Ilia at [Dimitra.ilia@swedishclub.com](mailto:Dimitra.ilia@swedishclub.com)

[www.swedishclub.com](http://www.swedishclub.com)

Gothenburg — Piraeus — Hong Kong — Tokyo — Oslo — London

# Out and about

## Table talk at the Members' Lunch in Piraeus, 26 April

Amidst a relaxed and informal atmosphere at the Piraeus Marine Club, The Swedish Club's Piraeus staff welcomed guests to this year's Members' Lunch.

Lars Rhodin, Managing Director, delivered a brief update on the latest state of affairs and announced that 2016 was yet another good year for the Club, resulting in the Board's decision to give members a 4% discount on P&I premiums. The information was, of course, very well received by the room and sparked lively table talk between staff members and our guests for the rest of the meal.

*Photos: GUS Photography (Kostas Papazachariou)*



Kyriakos Sigalas, Blue Seas, Manolis Kondylis, Larus and Stelios Magkanaris, The Swedish Club



Hans Filipsson, The Swedish Club and Benediktos Roussos - Aegean Cargo.



Menelaos Pangalos, Chios Navigation, Aliko Polemis, Polforce and Oliver Hutton, The Swedish Club.

## Crowded at the Istanbul Club Evening on 27 April

The Club Evening in central Istanbul proved to be the biggest ever, with 120 guests joining the networking evening.

Along with members and business associates, the event was visited by Turkish maritime media, the Turkish Chamber of Shipping and the Turkish Shipowners' Association.

The head of Turkey's Department of International Maritime Relations joined guests and thanked the Club's Managing Director, Lars Rhodin, for hosting the event. The record number of participants received an update on the Club's developments after which all guests contributed to an evening of discussions and relationship-building.

*Photos: Ekrem Serif Egeli*



Ali Osman Berktaş and Ersin Kılıç, Bilka Shipping, Anna Fjærøvoll, The Swedish Club and Emir Yıldız, NEO Broker



Bilge Kaya, Omni Ltd and Erik Johansson, The Swedish Club



Aret M. Tasciyan, Omni Ltd together with Savas Ercan, Medlog Shipping

## Well attended Club Evenings in Hamburg and Bremen, 3 and 4 May 2017



Niclas Wolff, OWL Marine Insurance-Brokers and Helmut Meier, Aon Benfield.

Members, brokers and business associates met at the annual Club Evenings in Hamburg and Bremen.

The guests received an update of The Swedish Club's state of affairs from Managing Director, Lars Rhodin, followed by the Club's findings on auxiliary engine damages delivered by the Club's Senior Technical Advisor, Peter Stålberg.

The presentations were completed by Will Durke, of TSC Advantage, Maryland USA, who presented 'Marine Cyber Risk Thinking'. This was rounded off by Director Tord Nilsson's take on cyber risks from the Club's perspective.

The many guests contributed to the discussions in the networking sessions following the presentations. Both Hamburg and Bremen remain very important centres for The Swedish Club's activities in Europe.

*Photos: The Swedish Club*



Malin Högberg, The Swedish Club and Sanne Hauschildt, NSB Niederelbe Schiffahrtsgesellschaft.



Jessica Vogt, JWA Marine GmbH, Simon Rader, JWA Marine and Erwin Flathmann, Schlüssel Reederei



Tord Nilsson, The Swedish Club, Michael Vinnen, F.A. Vinnen & Co and Peter Stålberg, The Swedish Club.

## The Swedish Club in London hosted more than 100 brokers and business colleagues



The Club's London lunch reception was held in Balls Brothers at the heart of the city, nearby the Lloyd's building. More than 100 brokers and business colleagues joined The Swedish Club at its latest London event on 10<sup>th</sup> May.

The guests were both entertained and informed by Lars Rhodin, Managing Director of the Club – gaining both an insight into the current state of the market and enjoying a tall tale or two.

The Club is looking forward to visiting London again in September this year for London International Shipping Week.

Photo: Jane Russell

## Perfect weather for the Gothenburg Half Marathon 2017

20<sup>th</sup> May opened as a lovely sunny morning - 23 degrees and maybe a bit too warm for a 21 km half marathon. Strangely but fortunately for the runners, the temperature then dropped nearly 10 degrees to 14 degrees in a matter of minutes.

42,430 runners crossed the finish line and The Swedish Club staff, together with members and business colleagues, were among them. Participating in the Gothenburg Half Marathon has become an appreciated tradition for the Club since 2007. Well done all!

The next race will take place in Gothenburg on 19<sup>th</sup> May 2018.

[www.goteborgsvarvet.se](http://www.goteborgsvarvet.se)

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



Photo: The Swedish Club



Photograph: Glenn Unger, Göteborgsvarvet

# Staff news



**Maria Berndtsson**

Maria has been appointed Senior Advisor, P&I, in Team Gothenburg.



**Oliver Hutton**

Oliver Hutton joined the Club on 18 April 2017 as Senior Claims Executive, FD&D and P&I. Oliver is a qualified solicitor with seven years' experience in FD&D disputes.



**Marcus Lindfors**

Marcus has been appointed Head of Claims, P&I for Team Gothenburg. Marcus also belongs to Team Norway and will continue to handle claims for that team.



**Kristoffer Lindqvist**

Kristoffer took up the position as Underwriter in London as of 1 August 2017.



**Ludvig Nyhlén**

Ludvig will take up the position as Underwriter in Team Gothenburg on 1 September after four years in Team Norway. He will continue to be responsible for underwriting for Team Norway.

# Club Quiz

## 1. What is a dog on-board?

- 1 A latch for fastening down a hatch
- X Captain's pet
- 2 The chef's favourite (hot)

## 2. What does MLC stand for?

- 1 Marine Legal Convention
- X Maritime Labour Convention
- 2 Mariners' Labour Convention

## 3. What is the name of The Swedish Club's first MD, chairman and founder?

- 1 Gustaf Lindfelt
- X Martyn Hughes
- 2 William Fleetwood

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 1-2017, Ms Ruth Beh of Thome Ship Management Pte Ltd, Singapore, who has been awarded a Club giveaway.

The right answers to Club Quiz No 1-2017 are:

- 1 **Longshoremen**  
(What is the US/Canadian name for what the rest of the world call "stevedores"?)
- X **Calls**  
(What is the premium paid to a P&I club called?)
- 2 **International Association of Classification Societies**  
(What does the terms IACS stand for?)

# SCOL

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# Club Calendar 2017



5 Oct	Board meeting/Club Event Dubai
24 Oct	Club Evening Event Hong Kong
26 Oct	Club Evening Event Shanghai
13-15 Nov	Marine Insurance Seminar (MIS) Piraeus
27 Nov	Winter luncheon Gothenburg
7 Dec	Board meeting London
14 Dec	Lucia dinner Piraeus



**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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