



DISPATCH

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Packed ISSS conference generates great debates

InterManager's International Shipowning and Shipmanagement Conference (ISSS), held during London International Shipping Week, attracted a sell-out crowd and generated great debates.

Major players from global shipowning, shipmanagement and associated service industries attended the one-day conference, held at the offices of Norton Rose Fulbright.

Chaired by Alastair Evitt, past-InterManager President and now Marine Operations Director, Southern Europe for V.Ships, ISSS focussed on the relationship between ship

owners and ship managers, considering the role of today's ship managers and predicting future developments in the sector.

The impressive speaker line-up included:

- Bob Bishop (Executive Director) and Clive Richardson (CEO) V.Group
- Bjorn Hojgaard (Chief Executive) Anglo-Eastern Univan Group
- Norbert Aschmann (CEO) Bernhard Schulte Shipmanagement
- Olav Nortun (CEO) Thome Group
- Bjørn Jebsen (Managing Director) Jebsens Group
- Chris Stone (COO) Bibby Shipmanagement

- Andrias Justinussen, Boston Consulting Group
- Martin Kits van Heyningen (President and CEO) KVV Industries
- Nawfal Al Jourani (Director of Communications) Dubai Maritime City Authority
- Tom Bacon (Head of Risk Analysis) Protection Group International
- Professor Mike Barnett, Southampton Solent University
- Antonio Roberto Abaya (Medical Director) Health Metrics Inc
- Allan Graveson (Senior National Secretary) Nautilus International



- Claire Pekcan (Associate Professor) Warsash Maritime Academy
- Kuba Szymanski (Secretary General) InterManager

Issues discussed included the correlation between cost management and company size, comparisons between the benefits of third party and in-house management, and the challenges of recruiting and retaining the best crew.

The importance of benchmarking was stressed by several speakers and delegates with some shipowners advising that they used benchmarking to compare the

performance of their vessels under the management of different ship managers.

Andrias Justinussen of the Boston Consulting Group revealed that "benchmarking shows significant cost differences" among shipping companies – up to 32% variation.

Delegates discussed the value of employing a ship manager to enable the ship owner to focus more resources on managing the business, securing finance and charters. The importance of trust in the relationship between owner and manager was also highlighted, as was the essential focus on paperwork.

Bob Bishop, CEO of V.Ships, commented: "It is unarguable that we can do it cheaper – the arguments for outsourcing are there. Shipmanagement has come of age and business is growing."

The importance of attracting and retaining the best crew was discussed at length. Capt Norbert Aschmann, CEO of Bernhard Schulte Shipmanagement, said he felt the industry could better utilise the expertise of good superintendents. Capt Bjorn Hojgaard, Chief Executive of the new Anglo-Eastern Univan Group, said: "Seafarers are the lifeblood of shipmanagement and being able to develop our pipeline is incredibly important." Olav Nortun, CEO of Thome Group, spoke of the importance of demonstrating to good crew members how the company can help them to develop their career path. He added: "Connectivity will influence the way we work with our crew."

Summing up at the close of a successful day, conference chairman Alastair Evitt raised a smile by saying: "Shipmanagement is a sexy business and still attractive!"

The 2nd annual ISSS conference was organised by Shipping Innovation and InterManager.

It was sponsored by DGS Marine, Protection Vessels International (PVI) and KVH.





Vigilance still crucial as piracy High Risk Area in the Indian ocean is reduced

As the size of the 'High Risk Area' for piracy in the Indian Ocean has been reduced, InterManager has backed calls for continued vigilance when transiting this area.

This reduction to the High Risk Area is in response to the ongoing containment of pirate attacks in the Indian Ocean. InterManager and organisations representing the shipping and oil industry organisations (BIMCO, International Chamber of Shipping, Intercargo, INTERTANKO and the Oil Companies International Marine Forum - OCIMF) have stressed that a serious threat remains and that correct reporting and vigilance remains crucial.

The reduction of the High Risk Area takes full account of recent shipping

industry experience, and follows extensive consultation with governments through the diplomatic Contact Group on Piracy off the Coast of Somalia, and military naval forces, including NATO, Combined Maritime Forces and EU NAVFOR, which continue to provide vital protection to shipping.

The new industry advice, which takes effect from 1 December, changes that currently contained in the latest edition of Best Management Practices for Protection against Somali Based Piracy (BMP 4), which is jointly produced by the industry group.

BMP 4 has been amended to take account of the new HRA. In summary:

- The area previously classified as "high risk" now forms only a part of the area called the Voluntary Reporting Area (VRA)

- Ships entering the VRA must still register with the Maritime Security Centre for the Horn of Africa (MSCHOA) and report to the United Kingdom Marine Trade Operations (UKMTO) to be monitored during transit
- Pre-transit risk assessments should take into account the latest information from both the Voluntary Reporting Area and High Risk Area

In view of the continuing high risk of pirate attack, shipping companies are advised to continue to maintain full compliance with the BMP and be vigilant in their voluntary reporting on piracy incidents, sighting of potential pirates, and any suspicious activity – as this provides crucial intelligence on risk levels in the area.



Speaking out at IMO on your behalf

InterManager's permanent representative to the IMO, Capt Paddy McKnight, and Secretary General Capt Kuba Szymanski, report on recent developments

InterManager fulfils an important role within global shipping by representing the ship management sector at the meetings of the International Maritime Organisation (IMO).

Being present at these important meetings enables InterManager to appraise its members of developments within global shipping legislation and to speak out on their behalf.

Throughout this year, InterManager has co-sponsored a number of submissions to IMO on a range of subjects of interest to our members. These have included:

Places of Refuge – extremely important for any seafarer as ships at times have to avoid bad weather. It is a very old custom that any seafarer could ask for shelter, but today some countries refuse to accept ships which ask for a place of refuge. This needed clarification and InterManager fully

supported this Intertanko paper.

E-navigation – technology is developing at a fast rate and regulations need updating to keep in step. Australia prepared a paper to discuss this issue, which InterManager fully supported as we believe it is important to keep abreast with the pace of change.

S-mode – is a proposed standard mode of presentation and operation for navigation

displays, triggered by a single button. InterManager is always behind any initiative which would make the life of a seafarer easier. Standardization is a concept we are keen to champion and we supported this paper, co-ordinated by Australia and co-sponsored by the Republic of Korea, International Institute of Navigation, International Federation of Shipmasters and the Nautical Institute.

Eyesight – Responding to industry concerns that proposed new regulations on seafarer eyesight tests could unfairly penalise older seafarers, this International Transport Workers Federation (ITF) submission set out to differentiate between existing seafarers and those coming into the industry to ensure the former are judged under the standard in operation when they signed up and not disadvantaged or disbarred under any new standard or method of eyesight measurement. InterManager supported this submission which expressed concern that there may be insufficient recognition of the flexibility accorded to 'existing seafarers' (ie pre-2010) compared to initial entry seafarers (post-2012) with regards to eyesight requirements.

Fair Treatment of Seafarers – There is always concern within the shipping industry to ensure that seafarers are not being unfairly treated. Fair Treatment of Seafarers' was submitted by the International Transport Workers' Federation, introduced by Branco Berlan, ITF's Accredited Representative to the IMO, and was supported by InterManager. The submission made use of information revealed in a survey by the Seafarers Rights International which highlighted the obstacles put in the way of seafarers by Port States, most notably in their rights to leave the ship in order to go ashore on leave.

6 on / 6 off watchkeeping pattern – The Nautical Institute prepared a paper which demonstrates that the 6 on / 6 off watchkeeping pattern cannot meet STCW and MLC requirements. InterManager fully supported this paper as its findings and suggestions can make the life of the seafarer much safer. NI and IRF have now jointly prepared a paper on watchkeeping matters in which they recommend the removal of the Master/Mate two watch system, thereby ensuring that the ship's

Master is not considered part of the normal watchkeeping capability of the vessel. We believe that if this approach is adopted it would minimise the chance of fatigued officers falling asleep on watch, thus reducing safety risks. HTW3, which will consider the matter, is scheduled to meet at the beginning of February next year.

Following its summer break, the IMO has begun quietly in September with a presentation staged by the UK's Hydrographic Office on ECDIS and a meeting of the Sub-Committee on the Carriage of Cargoes and Containers. During October two meetings were held: that for the London Convention/London Protocol followed by one for the IOPC Funds.

November sees a change of pace with meetings of the IMO Council and the IMO Assembly, during which the choice of proposed Secretary General to succeed Mr Sekimizu, Mr Lim Ki-tack of South Korea, formerly President of Busan Port Authority and an excellent replacement, is expected to be ratified.



News from Members

Our membership continues to grow

InterManager welcomes new Associate Member Alang Info Services (AIS). This Dubai-based company is a group of technical experts who provide business-minded information on the Alang ship recycling industry in India and related machinery supplies.

Through its eProcurement platform, Alang Info Services provides information and photographs for new, reconditioned

and second hand machinery, spares and equipment arriving at Alang recycling yards to help ship managers to optimise their ship spares procurement process. Spares can be verified, inspected and tested prior to purchase. For more information see www.alanginfo.com

At the recent InterManager AGM, InterManager President Gerardo Borromeo reported: "Over the past year, our

membership has grown by more than four per cent, with a number of new full and associate members, continuing the trend of recent years."





InterManager member's team wins rally

A team of staff from InterManager Associate Member SOFTimpact demonstrated their drive for success when they took first place in the recent 50-mile 2015 Cyprus Shipping Off-Road Rally.

Competing against 35 other teams from the Cyprus shipping community, SOFTimpact staff members Joanna Demetriou, Panagiotis Panagiotou, Nikolas Zachariades, Chrysovalanto Kousetti took part in the gruelling one day off-road rally around Limassol Cyprus to claim the trophy and €200 coupons to spend in Four Seasons Hotels.

The event raised much-needed funds for two local good causes – a charity which provides help to children and teenagers in financial trouble and local animal shelters which need to buy food for their rescued animals.

Congratulating them, InterManager Secretary General, Captain Kuba Szymanski, said: "What a fabulous result. I am a great fan of these sorts of events because they really help build team spirit. Well done to SOFTimpact who are clearly not just experts in their own field of maritime I.T, but also pretty good behind the wheel!"

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