

# SHIP

Issue No 75 September/October 2018

# MANAGEMENT

I N T E R N A T I O N A L

A hand holding a black pen is shown writing on a road surface. The road has a red and white chevron pattern on the left and a blue and white pattern on the right. A small white and red ship is drawn on the blue surface. Two yellow stars are also visible on the blue surface.

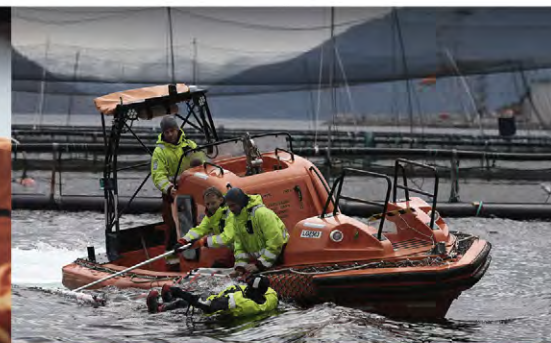
**Brexit** - What it means  
for UK Shipping



## Better by design

Norsafe develops advanced technology marine lifesaving systems for all types of ships and offshore installations, and specialised boats for military and professional use.

Norsafe offers the widest range of conventional and freefall lifeboats, fast rescue boats and davits in the market today, in compliance with SOLAS and industry regulations.



### Safe and protected

Norsafe's Military & Professional range of boats are ideal for patrol, assistance and specialist use, including operations in hostile areas. Our multi-purpose boats are reliable and easily manoeuvrable with excellent seakeeping abilities.

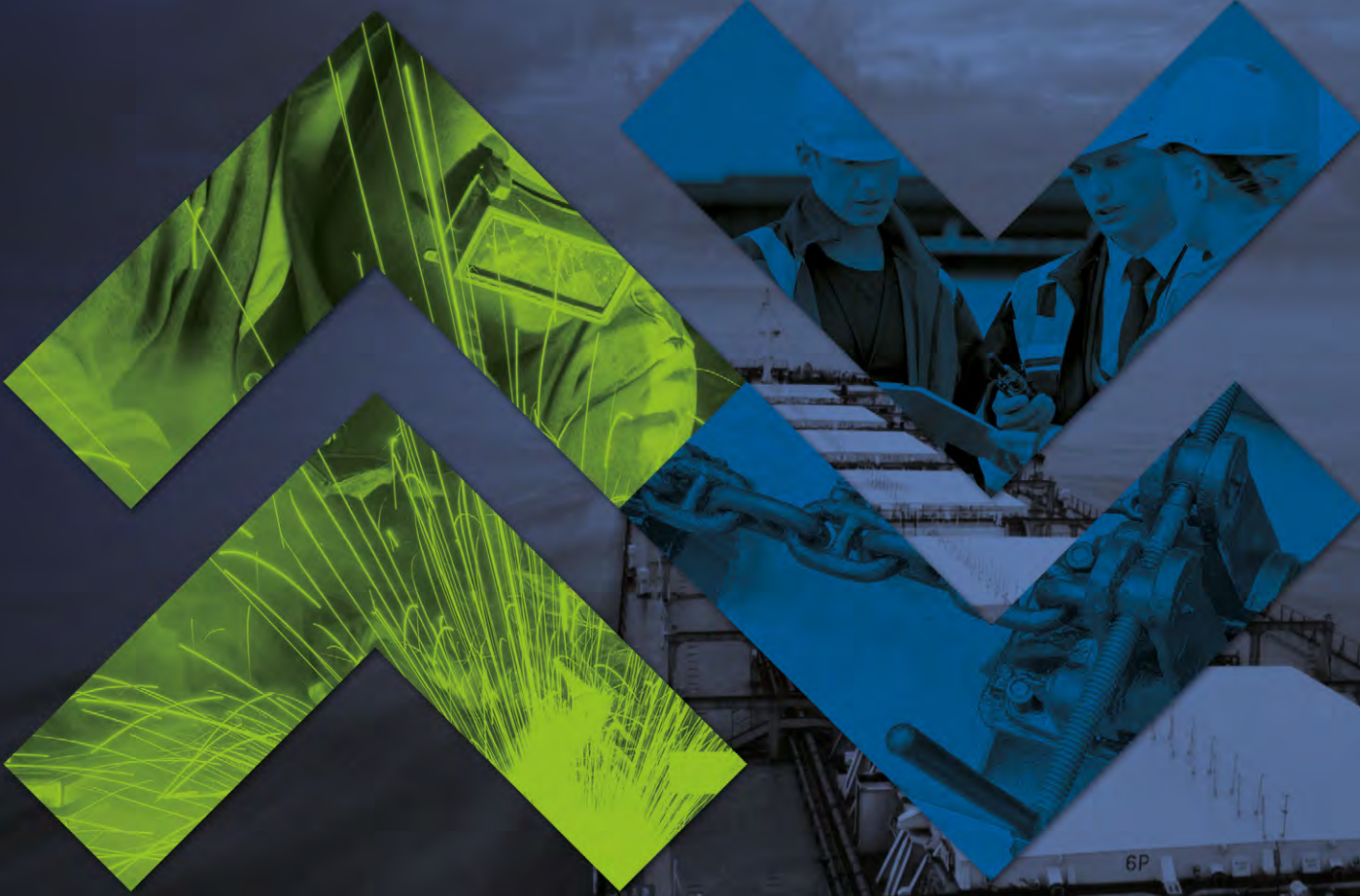
### Worldwide service network

Norsafe provides 24/7 service from over 300 ports worldwide. We serve our clients throughout the lifetime of the equipment, ensuring operational safety and readiness at all times, and compliance with the latest industry regulations.

### Expert training for your crew

Norsafe's Academies provide offshore, maritime and fisheries courses in accordance with STCW and NOROG standards for the safe operation and maintenance of LSA. This gives your crew the confidence to carry out procedures that can save lives in an emergency situation.

# Spares and services for Hatch Cover and RoRo-Equipment



Dry-docking is one of the most important moments in a vessel's maintenance cycle. It is the perfect time to keep your cargo access systems in top shape and address any issues. By planning it right you will not only get the best result but are also save time and money. Cargo Care Solutions is able to offer a tailor-made service for each type of cargo access equipment by any brand.

**Cargo Care Solutions will assist you  
from the beginning to the end**

**PREDOCKING  
INSPECTION**

**BUDGET  
PLANNING**

**PARTS  
DELIVERY**

**DOCKING**

**FOLLOW UP**



**PTR HOLLAND® GROUP**

EST:1967

ROTTERDAM - SINGAPORE - HOUSTON - NEWCASTLE - QINGDAO PRC

Since 2009 our MED Approvals have been under the supervision of Bureau Veritas. One of the requirements of the **Marine Equipment Directive 96/98/EC** is that we must work with and receive Certificates from one Classification Society only. We are now pleased to announce, that for the future our partner will be DNV-GL. All audits have been completed and we've passed with flying colors!

Our previous Bureau Veritas certificates have been superseded by **DNV-GL**. What does this mean for our customers? Basically, nothing – the ladders and their quality will not change.

The high quality PTR Holland® Group Pilot and Embarkation ladders will as always be wholly manufactured by our factories in Rotterdam, Singapore and Houston, now with DNV-GL certificates.

Please bear in mind that PTR HOLLAND® is one of the very few producers with approvals to prepare ladders of up to 70 meters to MED requirements.

If you have any questions, please do not hesitate to contact us.

Thank you.

Best regards,  
PTR HOLLAND® GROUP

*For protection of life and property at sea*



M.E.D.  
DNV-GL 0575



FSC  
www.fsc.org  
FSC - C126587  
The mark of responsible forestry



DNV-GL

**Fast delivery, best service, lowest prices: contact us 24/7**

**+31 (0)10.714.4945** ✉ **info@ptrholland.com**

**www.ptrholland.com**



# SAIFEE SHIP SPARE PARTS & CHANDLERS (L.L.C)

Leading marine stores & equipment supplier in the **Middle East**



“SAIFEE’s quality service is based on its founding principle of providing ship owners with cost effective supply solutions”

RELIABILITY

SERVICE

INTEGRITY



We Operate 24/7, 365 Days a Year

## ALL PORTS SERVICED IN THE UNITED ARAB EMIRATES

### SUPPLIES & SERVICES

- Catering to the Marine, Cruise and offshore industry.
- Cover Full range Ship supplies for – Deck, Engine, Cabin, Galley, Safety, LSA/FFA, Pyrotechnics, Rigging, Provisions & Bond stores from Stock.
- Competitive Global supply ability of Containerized, High Quality Storing Solutions for Newbuild & Existing vessels”
- Quality accreditation ISO 9001:2008, ISO 22000:2005 & OHSAS 18000:2007 certified.
- Have HACCP complaint Food safety operating standard.

### AGENCY PRODUCTS

- KORYO - Korea - Pyrotechnics
- WOLF Safety - UK - Safety Torches
- DEWAL - Canada - Anti Splash Tape
- FERRYL - Sweden - Greases
- SPILLTECH - USA - Oil spill containment Eqpt
- LATINTEC - ARGENTINA - Gas freeing fans
- VERSAMATIC - USA - Double Diaphragm Pump
- THERMIC-WRAP - Canada - H.Temp Biodegradable Insulation Tapes

Dubai Investments Park

Plot No.: 598-755, P.O. Box : 3316, Dubai, U.A.E. Tel.: +971 4 812 4444 / 45, Fax: +971 4 812 4486

E-mail : saiffee@saifeeship.com

Website : www.saifeeship.com

## Meet your crew



## With you at all times

With 145 years of marine insurance experience, we understand the issues our members are facing and offer top levels of specialist knowledge and expertise to meet their needs.

We believe in a relationship based on mutual partnership, respect and understanding.

Contact your local team for more information:

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



22

**Brexit** - What it means for UK Shipping

Cover Story



10

16

34

48

55

» **STRAIGHT TALK**

8 – Improving the attraction of a life at sea

» **NOTEBOOK**

10 – Call for an 'Oceanic Awakening'

11 – V.Group to Embark on crew management transformation

12 – Confidence slips marginally on geopolitical fears

14 – MAJ Deputy DG to chair IMO sub-committee

» **SHIPMANAGEMENT**

**How I work**

16 – Gustavo Machado

19 – Arun Sharma

» **MARKET SECTOR**

**Ports and Ports Service**

34 – Border concerns loom over Brexit

**Innovation and Tomorrow's Maritime World**

46 – The move to shore-based decision-making

48 – Dualog warns of continued spam attacks

49 – Marlink unveils new cyber threat detection solution

50 – Getting to grips with alternative fuels

**Ship Supply**

55 – Technology transforming procurement

» **BUSINESS VIEWPOINT**

**P&I and Law**

44 – Concerns for cargo market

**Classification**

52 – IACS Chairman sets course for year ahead



» REGIONAL FOCUS

**UK & Ireland**

- 22 – London aims to stay ahead of the game
- 27 – Dublin eyes post-brexite opportunities

**Dubai**

- 38 – Dubai joins top five maritime hubs
- 41 – Supplier celebrates 25 years

» CREW WELFARE

- 58 – We are what we eat
- 60 – A holistic approach to crew safety

» CREW MANAGEMENT

- 62 – The future competitive landscaping for hiring seafarers

» COMMENTARY

**Alternative Viewpoint**

- 68 – Coastal conundrum

» RO-RO

- 66 – Investment boost to shortsea ro-ro networks

» ADHOC

- 71 – GAC pays tribute to an 'indomitable spirit'
- 72 – Latest scale manned model joins the fleet at Solent University
- 73 – Tindall Riley team put best feet forward for Marine Conservation Society
- 73 – Masters of maritime information

» OBJECTS OF DESIRE

- 74 – Our pick of the most coveted creations

» REVIEW

- 76 – Bringing you the best in arts & culture

» LIFESTYLE

- 78 – The Scandi way of carrying weight like a feather





# SHIPPING WILL CHANGE

## MARITIME FORECAST TO 2050

Energy Transition Outlook 2018 - new issue

Contact your local partner or download your copy at [dnvgl.com/eto](https://dnvgl.com/eto).



September/October 2018 Issue 75  
www.shipmanagementinternational.com

The shipping business magazine for today's global ship owners and ship managers

Published by **elaborate** [www.elabor8.co.uk](http://www.elabor8.co.uk)

**Elaborate Communications**  
Wingbury Courtyard Business Village,  
Upper Wingbury Farm, Wingrave, Bucks,  
HP22 4LW, United Kingdom

Sales +44 (0) 1296 682108  
+44 (0) 7812 077502  
Accounts +44 (0) 1296 682241  
Editorial +44 (0) 1296 682089  
Fax: +44 (0) 1296 682156  
Email: [editorial@elabor8.co.uk](mailto:editorial@elabor8.co.uk)  
[kmartin@elabor8.co.uk](mailto:kmartin@elabor8.co.uk)

Editorial Director: Sean Moloney  
Editor: Samantha Giltrow  
Journalist: Felicity Landon  
Regular Contributors: Michael Grey  
Jaya Prakash  
Margie Collins  
Rob Auchterlonie  
David Tinsley  
Karen Martin  
Mel Skinner  
Motoring Journalist: Fiona Crosbie  
Technical Editor: Diptesh Chohan  
Sales Director: Hannah Black  
Sales Executive: Philip Macaulay  
Accounts:  
Design and layout:

Editorial contributors:  
The best and most informed writers serving the global shipmanagement and shipowning industry.

**abc** Ship Management International (ISSN 2049-10,221) is published 6 times a year (Feb, Apr, Jun, Aug, Oct, Dec) by Elaborate Communications and distributed in the USA by Mail Right Int., 1637 Stelton Road B4, Piscataway, NJ 08854.

Periodicals Postage Paid at Piscataway, NJ and additional mailing offices

POSTMASTER: Send address changes to Ship Management, Elaborate Communications, c/o 1637 Stelton Road B4, Piscataway, NJ 08854.

**Elaborate Communications**, Wingbury Courtyard Business Village, Upper Wingbury Farm, Wingrave, Bucks, HP22 4LW, United Kingdom  
Tel: +44 (0)1296 682051/682241/682403

Printed in the UK by Warners Midlands plc. Although every effort has been made to ensure that the information contained in this publication is correct, Elaborate Communications accepts no responsibility or liability for any inaccuracies that may occur or their consequences. The opinions expressed in this publication are not necessarily those of the publishers. All rights reserved. No part of this publication may be reproduced whole, or in part, stored in a retrieval system or transmitted in any form or by any means without prior permission from Elaborate Communications.

Approved and Supported by **InterManager**

Welcome to  
Ship Management International

Improving the  
attraction of a  
life at sea



The shortage of seafarers – especially ships’ officers – has been a major issue facing the shipping industry for years as, quite frankly, not enough is being done to attract younger generations into a life at sea.

Indeed, Martin Bennell, Managing Director of maritime recruitment group Faststream has warned that “our industry has got to improve to mimic other industries before this generation turns its back on it for good” (see page 62).

Stark words – but quite right.

The industry needs to address the problems that hinder the recruitment and retention of seafarers and also look at the changing demands on seafarers and the demands from them.

Just like any other industry, a skilled workforce contributes to the success of the sector and, as Mr Bennell, quite rightly points out – the next five years will be a competitive time for owners and managers sourcing seafarers.

He expects there will be a “noticeable decrease” in people moving into seafarer careers, as they opt instead to move into other areas ashore such as IT and telecommunications.

At the recent SMM trade fair in Hamburg, I wandered the vast exhibition halls looking at the hundreds of companies touting technological advances (report on page 46). With digitalisation playing such a major role in today’s maritime industry, the skills needed onboard are dramatically changing. Why not do more to attract those ‘techies’ into seafarer roles – where they can provide valuable skills in the changing maritime landscape?

The industry needs to wake up and listen to the demands of potential seafarers – the need for improved employee benefits, such as paid sick leave, career development, better access to home comforts such as an onboard gym and fast and reliable Wi-Fi – these are all key and just what anyone onshore would expect.

It needs to be the same in shipping – otherwise Mr Bennell’s words might ring true . . .

Happy reading



Join the debate  
on @ShipManInter

24/7, 365 DAYS  
THE WORLD'S PORT OF CALL

[www.singaporepsa.com](http://www.singaporepsa.com)  
[www.facebook.com/singaporepsa](https://www.facebook.com/singaporepsa)

# ShipSecure

By World-Link Communications

Cyber security with real time global fleet analytics to defend, control, and monitor your digital assets at sea.

Contact [sales@wlnet.com](mailto:sales@wlnet.com) for a demo



# Notebook

## Call for an ‘Oceanic Awakening’

A call for action to enable a smarter, safer and more sustainable maritime world was issued by Finnish technology group Wärtsilä at the recent SMM trade fair in Hamburg.

In a grand announcement, the group’s Chief Digital Officer and Executive Vice President, Marco Ryan, declared ‘An Oceanic Awakening’ – a global initiative focused on the radical transformation of the world’s marine and energy industry into an efficient, ecologically sound and digitally connected ecosystem.

He described it as “the birth of a global movement – a movement focused on being smarter, more efficient, safer and more sustainable, driving to a future that we can all really be part of.”

“The ocean is our joint responsibility,” he said. “It’s something we have a shared heritage about. It’s also something which is absolutely the ultimate source of our future well-being. For many of us, it’s the future source of our business vitality and capability. But there’s a bottleneck that is stopping us achieving that vision and that bottleneck is getting to a future that is smarter, more efficient and more sustainable. And that bottleneck is lack of general awareness and engagement. It is also about the lack of peer pressure to do something bold – to do something different.”

Mr Ryan said Oceanic Awakening was a wake-up call for the industry to start connecting smart marine and smart energy through compelling strategies. It was about vessels connecting with each other, and ports, and the smart ports connecting with the city, and the city connecting with the citizens. He added that the industry had a “way to go” to making shipping more sustainable and more proficient.

“Our smart marine strategy is taking that ecosystem view. It’s looking at the whole value chain. Much of the technology is available now. In Wärtsilä, we have quite a lot of technology available and if we don’t have the

technology we are obviously looking to acquire it.”

He said tangible proof of this was the group’s recently announced investment in a Smart Technology Hub in Finland.

At the SMM briefing, Mr Ryan also revealed the corporation’s ambitious plans to connect 20 of the world’s most influential maritime cities by 2020, to drive the transformation, under the project name SEA20. The first three cities signed up to the network are Hamburg, Helsinki and Rotterdam.

“That mission is to rethink the roles of cities in the marine ecosystem,” explained Mr Ryan. “The activities they will be driving will be based around establishing best practices that are consistent across those cities, embracing digitalisation and also looking at legislation that can drive smarter, more efficient, more sustainable ways of working across that ecosystem.”

“This could mean radical reinvention of how we use the shore and the land. This will definitely mean an impact on logistics and planning, of living conditions and urbanisation, on the use of renewable energy and carbon footprints.”

Visions spanning cutting-edge transport provision along urban coastline, the introduction of marine-centric innovation hubs and the positioning of off-shore smart pods will be used to inspire politicians and the global marine sector to address problems by rapid urban growth.

“We simply cannot afford to wait for the marine and energy industries to evolve at their own pace,” said Wärtsilä’s President and CEO, Jaakko Eskola.

“The calls for greater efficiency, sustainability, and connectivity are simply too strong to be ignored. Rapid acceleration to benefit the entire sector, as well as society at large, is urgently required, and ‘An Ocean Awakening’ is our wake-up call to everyone, heralding the beginning of our journey to making the future of shipping and energy a reality.” ●





# V.Group to Embark on crew management transformation

**A** new project has been launched by V.Group which it claims will transform crewing.

The shipmanagement and maritime services provider has engaged with management consultancy Accenture to transform its approach to crew management. Named Embark, the project – which sees the introduction of new and enhanced technology - aims to develop an in-house shared services model which will streamline and optimise key processes for V.Group’s seafarers, customers and colleagues.

V.Group says the project will address the fact that while digitalisation is transforming the industry, crew members are often left behind.

For customers, Embark seeks to drive cost efficiencies and vessel performance by introducing enhanced dashboard metrics that continually monitor and analyse ongoing crew management, while for seafarers it will include streamlined and standardised recruitment software, a new global payroll system, and an app that seafarers can use to search for assignments, sign contracts and manage documentation.

Allan Falkenberg, Group Managing Director, Crew Management at V.Group, said: “As a business, our focus is on delivering consistently high quality, engaged and motivated crew ensuring maximum vessel performance. With around 3,000 shore-based colleagues and a seafarer pool of circa 44,000, we need to ensure that we are spending more time on more rewarding work, focused on doing the right thing for our seafarers and customers, and reducing paperwork and manual activities.

“In turn, this leads to improved communication with seafarers, a reduction in last minute changes and rectifying errors and access to accurate data that allows for more informed decision making on the planning side. For seafarers, it means more time to spend with family and friends on shore leave, and more certainly about their career planning and travel.”

He said that along with investing in digital technology, V.Group was also reinventing its more than 30 crewing offices around the world. In Q4 this year, it will also open a new crew management centre in Mumbai. ●



**THOME GROUP**  
 16 Raffles Quay, #43-01 Hong Leong Building  
 Singapore 048581  
 Tel: (65) 6220 7291 | Fax (65) 6225 1527  
 Email: [communications@thome.com.sg](mailto:communications@thome.com.sg)



## YOUR FULLY INTEGRATED MARITIME PARTNER

SAFETY | COMPLIANCE | EFFICIENCY



[WWW.THOME.COM.SG](http://WWW.THOME.COM.SG)

IN SUPPORT OF:



# Confidence slips marginally on geopolitical fears

Shipping confidence dipped very slightly in the three months to end-August 2018, according to the latest Confidence Survey from international accountant and shipping adviser Moore Stephens.

The average confidence level expressed by respondents was down to 6.3 out of a maximum possible score of 10.0, this compared to the four-year-high of 6.4 recorded in May 2018. Confidence on the part of owners, however, was up from 6.6 to 6.8, equalling the highest level achieved by this category of respondent when the survey was launched in May 2008, with an overall rating for all respondents of 6.8 out of 10.0.

Confidence on the part of charterers was also up, from 6.7 to 7.0, the highest level for nine months. The rating for managers, however, was down from 6.7 to 6.2, and for brokers from 6.3 to 4.9. Confidence in Asia was up from 6.1 to 6.3, equalling the highest rating achieved over the past 12 months.

The likelihood of respondents making a major investment or significant development over the next 12 months was up from 5.2 to 5.5 out of 10.0. Owners' confidence was up from 5.5 to 6.5, but charterers recorded a drop from 6.7 to 4.0. Expectations of major investments were up in both Asia (from 5.9 to 6.1) and Europe (from 4.8 to 5.3).

The number of respondents who expected finance costs to increase over the coming year was down to 59% from 63% last time. Owners (up from 64% to 70%) and charterers (up from 33%

to 50%) expected such costs to increase, but managers (down from 65% to 45%) and brokers (down from 75% to 71%) were of the opposite opinion.

The number of respondents expecting higher rates over the next 12 months in the tanker trades was up by three percentage points to 53%. In the dry bulk sector, there was a 16 percentage-point fall, to 38%, in the numbers anticipating higher rates, while the numbers expecting higher container ship rates fell from 43% to 26%. Net sentiment in the tanker sector was +44, in the dry bulk trades +27, and for container ships +3.

Demand trends were identified by 28% of respondents as the factor likely to influence performance most significantly over the coming 12 months. Competition (23%) was in second place, followed by finance costs (17%).

In a stand-alone question, 44% of respondents said they expected tariff wars to have "some" impact on the industry over the next 12 months. Meanwhile, 42% categorised such impact as "considerable," and 11% felt that it would be "minimal".

Richard Greiner, Moore Stephens Partner, Shipping & Transport, said: "A small dip in confidence is not the news the industry wanted to hear, but confidence remains at its second-highest level for four-and-half years. Moreover, it is significant that the confidence of both

owners and charterers actually increased.

"Concerns about geopolitical factors dominated the comments from respondents. These were led by President Trump's efforts to transform US trade relations, but also included state support for shipping in China and South Korea. Shipping will always stand to reap the benefits of its global identity and presence, but will also court the risks that this must inevitably embrace.

"Fortunately, shipping is accustomed to playing on the big stage, against a volatile backdrop and to a demanding audience. The Baltic Dry Index is up on a year ago and oil prices are on the rise. These and other positive portents encourage the belief that shipping is starting to recover, albeit slowly, from a ten-year downturn." ●



Richard Greiner

We Combine Quality,  
Great Service and  
Food Safety  
at all Turkish Ports

FULL SERVICE WITH  
SINGLE CONTACT

🌐 [www.pirireissupply.com](http://www.pirireissupply.com)

✉ [info@pirireissupply.com](mailto:info@pirireissupply.com)

- 🌀 **Stores & Technical Supply**
- 🌀 **Warehouse & Distribution**
- 🌀 **Provision & Food Supply**
- 🌀 **Logistic & Supply Chain**
- 🌀 **Repairs & Maintenance**
- 🌀 **Cargo Hold Cleanings**

CREW ONLY

# MAJ Deputy DG to chair IMO sub-committee

**C**laudia Grant, Deputy Director General of the Maritime Authority of Jamaica (MAJ), has been elected Chairman of an important sub-committee of the International Maritime Organization (IMO).

An experienced maritime professional, Mrs Grant now chairs the Sub Committee on Implementation of IMO Instruments (III), having been elected during the 5th session of the Sub Committee held September 24-28, 2018 in London. She has served as Vice Chair for the past year.

An MAJ spokesperson said: "This is great and welcome news for Jamaica and indeed the Caribbean, the Ministry of Transport and Mining in Jamaica, and the Maritime Authority of Jamaica, which is the focal point for the IMO in Jamaica.

"This election is timely, as this year the IMO celebrates its 70th year since the IMO Convention was adopted and 60 years since it entered into force. It brings recognition to Jamaica and the Maritime Authority of Jamaica, and, shows Jamaica's commitment to implementation of the IMO conventions and regulations."

Becoming Chairman of III is a personal milestone for Mrs Grant who has served as President of the Women in Maritime Association Caribbean (WiMAC) since its inception in 2015.

WiMAC was launched in April 2015 under the auspices of the International Maritime Organization, with membership from 16 Caribbean Countries.

Mrs Grant is an experienced maritime professional who has been involved in the maritime industry in the Caribbean for nearly three decades. A graduate of the University of the West Indies and the World Maritime University, Malmö, Sweden, she has worked at the regional level with the Caribbean Community (CARICOM) Secretariat where she had responsibility for proposing and overseeing the implementation of policies and projects for the sustainable development of maritime transportation in the Member States of the region.

She also spearheaded the establishment of the Maritime Authority of Jamaica (MAJ), the country's maritime administration.

She said: "I am humbled and elated to be elected Chairman of this very important Committee, which carries out the work of the International Maritime Organization of which Jamaica is a member State. I am grateful for the confidence placed in Jamaica by member States and for the support and encouragement I received from Rear Admiral (Ret'd) Peter Brady. This is also a historic achievement for Jamaica and the Caribbean." ●



**"I am humbled and elated to be elected Chairman of this very important Committee, which carries out the work of the International Maritime Organization of which Jamaica is a member State"**







**“BE IT THE PACIFIC OR  
THE ATLANTIC  
WE RIDE OVER ALL OCEANS”**



## **Specialized Ship Repair Services by FLYING SQUADS**



### **OUR SERVICES INCLUDES**

- Deck & Engine Room Machinery Retrofits
- Dry Dock Repairs & Maintenance
- Main Engine / Auxiliary Engine Overhauls and Surveys
- Marine Boiler Repairs (Auxiliary, Composite and Exhaust Gas Boilers)
- Inert Gas Generator Combustion Chamber Renewal
- Marine IT Networking & Installation of Communication Systems
- Electrical Maintenance
- Steel and Pipeline Fabrication
- Cargo Crane Jib Repairs
- Ballast Tank Coating

Website: [martek.in](http://martek.in) Email: [technical@martek.in](mailto:technical@martek.in)

Contact: +91-22-22881772 , 22881773

Office: 512, Raheja Chambers, Nariman Point, Mumbai- 400021 (India)

**“YOUR TRUSTED PARTNER FOR SHIPREPAIRS SINCE 1971”**

# How I work

SMI talks to industry leaders and asks the question

**How do you keep up with the rigours of the shipping industry?**



## Gustavo Machado

CEO, Wilson, Sons Ultratug (WSUT)

Brazilian Gustavo Machado has been with the Wilson, Sons shipping group for more than 15 years and CEO of Wilson, Sons Ultratug (WSUT) offshore support vessel operation since its inception, in 2010, but he and WSUT have never experienced such a depressed shipping market as the one they have suffered over the past three years.

The OSV operator, which includes Chilean service provider Ultramar as a partner, owns 23 OSVs but, despite those vessels enjoying the benefits of Brazilian flag status and the other three being registered on the REB (Registro Especial do Brasileiro, or Special Brazilian Register), four are currently laid up in Guanabara Bay, Rio de Janeiro, and it has been an extremely

tough time for all players in the fiercely competitive OSV market.

Charter rates on those still operating – many companies have fallen by the wayside over the past three years – are way below what were available prior to the recession that hit the Brazilian maritime sector, after the 2014 World Cup which they hosted.

“It’s been a really tough few years, but I think we are over the worst of it,” declared Mr Machado. He has had to oversee a reduction in staff over the past three years, with the Brazilian economy suffering a severe depression which deteriorated still further after the 2016 Olympics (hosted by Rio de Janeiro but plagued by corruption scandals) with Rio de Janeiro, the home of the oil industry and shipping in general, suffering the deepest.

Tennis enthusiast Mr Machado, who plays three times a week at the Clube Navale in Niteroi, says the entire Wilson, Sons group had to make tough decisions which included cutting back the workforce from 165 to 150, and also diversifying into new sectors.

“I think it will remain tough for another year, year and a half, then there will be opportunities to grow again,” he added. “In the meantime, we have devised a strategy to diversify our activities. Up until two years ago we were just a PSV operator but then we decided to move into some different segments in the sector.”

The international price of oil plummeted some four years ago just when Brazil was ramping up its offshore operations to cater for the discovery of the Pre-Salt, deep-lying reserves of oil and gas, off the coast of Rio de Janeiro and Sao Paulo.

That fall combined with the Lava Jato inquiries at state-controlled oil giant Petrobras led to a massive loss of confidence in the Brazilian market and OSV activity sank from a peak of 499 vessels (257 foreign flag and 242 Brazilian) in 2013 to just 368 ships (323 Brazilian and 45 foreign flag) by July of this year, a fall of more than 30%. Many companies switched their vessels to the Brazilian flag to stay competitive, and WSUT did the same with the few foreign flag ships it had but some remained laid up.

“Brazil is a micro universe because of its specific regulations,” explained Mr Machado. “You compete with Brazilian shipping companies, and Brazilian flag ships and also with those from outside Brazil. It’s a tough market.

“It got tough for us at the end of 2016. That was when we saw the first of our



**TOTOtheo**  
MARITIME

Communicating for the future, **today**  
Totally **trusted**, totally **Tototheo**



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

Brazilian flag ships laid up. Other Brazilian based companies faced these problems quite a bit earlier than us.

“In Brazil for the past two years we have had an over-supply in the OSV sector, especially in the PSV segment and it will remain like that for at least another 18 months or so.”

Under the maxim of “Flexibility is the key to survival” WSUT converted both the Mandrião and the Pardela from PSVs 3500, into SDSVs (shallow diving support vessels), with contracts for Petrobras starting on 3rd July and 23rd August this year, respectively. The two OSVs are also equipped with a remotely operated vehicle (ROV).

“For these conversions we didn’t need to dry dock the vessel,” explained Mr Machado. “We did it along with two with two partners: Sistac (a Brazilian diving company) and an ROV services company, Oceaneering, of Houston, Texas.

Back in 2015, the Wilson, Sons shipyard in Guaruja (another subsidiary) delivered the first remotely operated vehicle support vessel (ROV SV) ever built in Brazil – Fugro Aquarius – and its first oil spill recovery vessel (OSRV), plus the largest tugboat in the Brazilian market, WS Titan.

It is this experience that is allowing WSUT to continue along that path of diversification.

Mr Machado told SMI that WSUT has also looked into possibility of converting one of the WSUT vessels so that it can handle containers on the Lagoa dos Patos (lake of Ducks, in the far south of Brazil), possibly

to supplement the feeder service of Wilport (another branch of Wilson, Sons) which operates between Contesc terminal in Triunfo, to Tecon Rio Grande box terminal: yet another Wilson, Sons subsidiary.

“We have looked at several new projects, cabotage, project cargo and liquid bulk, such as chemicals from the Porto Alegre region to the Rio Grande port area,” explained Mr Machado. “We have used out-of-the-box thinking to try and find decent, long term and viable contracts for laid up vessels if possible but it’s not easy because of fierce competition.”

The WSUT executive started his shipping career in the container sector with Crowley American Transport and then Zim Line before joining Wilson Sons group as towage and offshore operations manager in 2003, and he stayed there until switching to the offshore start-up of WSUT.

He enjoys the cut and thrust of the OSV sector despite the turbulence of recent years and believes his “comucopia” of different shipmanagement experiences is now holding him in good stead.

“I enjoy it a lot but all of the shipping sectors have their own particularities and enjoyable facets. Even towage eventually became very interesting,” he joked, “as it is a dynamic sector.”

“Then there are the commercial aspects in the liner shipping business, how to deal with customers, training etc, which I learnt at Crowley and I then learnt a lot about operations with Zim Line. My engineering background helps on the technical side, so I guess you could call me an all-rounder.

“And as for offshore; in terms of operations this is the most sophisticated segment in shipping that I have been managing. This is because there are so many different types of operations and types of vessels: PSVs, AHTS, subsea, RSVs, diving additions. It has everything.

During his time at Zim Line, where he held a managerial position from 1996 to 2001, Mr Machado took up the offer of a scholarship, awarded by the British Council, which allowed him to study, for 16 months, for a Masters’ Degree in Shipping Transport and Finance at the City University, in London.

Apart from his family - wife Luciana, a dentist, and his two children (a son, aged 11 and daughter, aged 12) his main interest outside of work is tennis. Sometimes he even finds time to read and is currently reading a book called 1822 by Laurentino Gomes about the Brazilian Independence process, and Les Miserables by Victor Hugo.

He is also one of those executives who clocks up his fair share of air miles in the course of an average year. On top of his working trips – to Holland, Norway, the UK, China and Singapore plus Chile and Argentina for some board meetings – the WSUT CEO also does a fair amount of travel with his family, mostly to Europe and to the US, especially Walt Disney World.

They always dreamed of visiting the Florida amusement park while Mr Machado continues to enjoy his “dream job” which is certainly not ‘Miserables’. ●

**turbocADIZ**  
TURBOCHARGERS AND HEAT EXCHANGERS SERVICING

**CÁDIZ**  
CHICLANA  
+34 956 407 949

**ALGECIRAS**  
LOS BARRIOS  
+34 956 407 950

**CANARIAS**  
LAS PALMAS  
+34 928 075 918

**MAGHREB**  
TANGIER  
+212 539 956 494

**+30 Advancing since 1986**

**24 H.** ☎ +34 607 716 949 | ✉ tc@turbocadiz.com  
☎ +34 615 551 023 | 🌐 www.turbocadiz.com

**NAPIER** **KBB** **MITSUBISHI HEAVY INDUSTRIES** **STX** **Sauer Compressors**  
MARINE MACHINERY & EQUIPMENT CO. LTD. (Authorized Repair Agent for ALL Turbogenerators) Member of TURBO BUSINESS Network



## Arun Sharma

*Executive Chairman, Indian Register of Shipping*

Arun Sharma likes to focus on deliverables rather than working hours – and that applies to his staff too, he says. As Executive Chairman of the Indian Register of Shipping, he says it's important to recognise the needs of people professionally but also to recognise their needs in terms of home and family.

"I tell people there is no point in trying to work 'normal' hours. We allow for flexi time in the mornings and evenings – and, if someone

requires it, they can work at home," he said. "Our focus is not on working hours but on delivering what you are supposed to deliver."

From IRS's point of view, the 'deliverables' have been, and remain, impressive. In 2010, after years as an associate member, IRS finally gained full membership of the International Association of Classification Societies (IACS). When Mr Sharma joined IRS in 2012, he had a new target: gaining recognition for IRS from the European Union (EU). "We started that exercise in 2013 and recognition was confirmed by the EU early in 2016. That was a good achievement," he said.

He has also overseen a steady growth in terms of tonnage classed by IRS. In 2015, the IRS-classed fleet stood at a total 10m gt. At the time of writing, the total was more than 13m gt. "We need to get more and expect to be at 15m gt next year," said Mr Sharma.

"The idea isn't to grow exponentially – that is really not possible or desirable. It is to attract good quality ships, and to increase our share of foreign-flagged ships. When I joined, 10% of our classed fleet was foreign-flagged. Now it is 13% of total gt."

In his role as Executive Chairman, Mr Sharma says he has stressed the need to be a quality service provider, and to ensure all of IRS's service stations are run by competent, experienced, efficient people – "something that can be difficult today, with a fair bit of mobility of people between class and the industry".

"We are delivering a quality service both nationally and globally," he said. "We have increased the number of offices across the globe to more than 35 and we have been approved as a Recognised Organisation by a

Man overboard  
recovery systems

Comprehensive  
solutions

Reliable and  
effective

For manual and  
crane use



good number of major flags, including Panama, Liberia and the Marshall Islands. We should have US Coast Guard recognition soon, and we are working on recognition from the UK flag.”

His role naturally involves a good deal of travel as he focuses on relationships at the top level. “I do my bit as Chairman and concentrate on IACS matters, some new ventures and new projects. While I focus on specific areas, people at the senior level in IRS do their bit. That allows me to spend quality time on specific jobs while not stepping on their toes.”

When travelling, he concedes, it is all about work. When based in the office in Mumbai, he works a five-day week – of course, with flexibility. In his spare time, he enjoys reading books and spending time with his young grandchildren and finds a game of golf another useful de-stressor.

Mr Sharma’s long career started when he went to sea as an engineer. He came ashore to work for the Shipping Corporation of India and subsequently held senior positions at Varun Shipping, Great Eastern Shipping and India Steamship Company before joining IRS.

All of this experience, he said, is vital in his role. “I came to classification from the shipping operations side. What I brought with me was experience from the other side. I understand how operating companies see class and what they really want from classification societies. That has been an interesting part – trying to make changes in how class looks at the owner.

“Having been on the other side, I did find there were sometimes expectations of the owner from class and expectations of class from the owner, and there was somewhat of a mismatch or disconnect.”

Collectively, IRS must provide a good service and its speed of

response should be according to the requirements of the industry, he said. “But it is also about being attuned to how to point out to the owner what is OK and what needs to be made OK in the best possible time. We should suggest solutions instead of simply telling them whether something is right or wrong.

“We are working not as someone who is an ‘examiner’ but also as someone working hand-in-hand with the owner. That has been taken well and recognised by owners within India and also outside. We aim to act as a provider of solutions to the owner, instead of trying to tell them what to do.”

IRS is now seen as a competent and more proactive classification society, said Mr Sharma, but he has also tried to instil in its people – surveyors and others – that they must be ‘beyond technical’.

“We do spend a lot of time in our research activities but we also need to be very marketing-friendly, and that is slowly showing results. We have a small marketing team which we are expanding. We are seen in more places – events, seminars, etc. We are working to make IRS even more visible as a classification society.”

In the push to expand geographically, he said IRS is getting a good response from the Middle East and the Far East, although growth is slower in Europe. “That is understandable, because these owners are already with ABS, BV, NK, DNV-GL, and so on. It is not easy to change because it is like changing mindsets. But we are providing an equally good service and competency. We are good in terms of quality service and speed of response. We are extremely cost-competitive. And all of this is being recognised.” ●



## Direct Marine Printing Supply Ltd.

2004, 20/F., Centre Point, 181-185  
Gloucester Road, Wanchai, Hong Kong

Tel: +852-3565-4415

and/or +30-210-643-5560

Email: [dmps@dmps.com.hk](mailto:dmps@dmps.com.hk)

and/or [dmps@dmpspro.com](mailto:dmps@dmpspro.com)



**PANTUM**  
The New Era for Printing

M6600 SERIES  
Multifunction Monochrome Laser Printer

# PRINTING SHOULD BE SIMPLE



The new M6600 series has full office functions that could make complicated business simpler. Everything home and small business needs is here.

- 4in1: Print, scan, copy and fax
- ADF speed: Up to 22 (A4)/23 (Letter) ppm
- Print speed: Up to 22 (A4)/23 (Letter) ppm
- Processor/Memory: 600MHz/256MB
- First page out time: Less than 7.8 secs
- Folding LCD control panel
- Wifi available



Distributors for PANTUM Printers  
and Pantum Cartridges



**STREAMLINE** YOUR  
VESSEL EFFICIENCY

**VISUALIZE** YOUR  
LUBRICATION CHART



**DISCOVER** THE RIGHT  
PRODUCT FOR YOUR NEEDS

**Harness the power  
of knowledge**



## Lube-On-Ship

Total Lubmarine newest service allows customers to choose the right product for their ship's lubrication needs. Lube-On-Ship highlights our continued dedication to innovative solutions. Visit our app at [www.totallubmarine.com/lube-on-ship](http://www.totallubmarine.com/lube-on-ship)

# London aims to stay ahead of the game

By Steve Matthews

London is among the leading maritime business hubs in the world and is determined to remain so whatever the still uncertain outcome of the protracted Brexit negotiations. Maritime businesses based in the UK capital are preparing to adapt to this change as well as the increasing competition they are facing from some maritime hubs outside the EU.

Jos Standerwick, Chief Executive of Maritime London, which promotes London as a shipping business centre and the UK as a whole, and is actively supported by about 100 companies and organisations that have a direct interest in promoting the maritime services sector in the UK, said that London remains the leading international centre for resolving maritime disputes through arbitration, the leading base for P&I and other insurance cover. The Baltic Exchange is the leading vehicle for vessel and cargo fixtures.

"All of these services are facing increasing competition from overseas, especially in Asia, such as in Singapore, and the decision of the UK to leave the European Union will add to those competitive pressures. The role of Maritime London will therefore become even more important to promote London as the leading centre for international shipping business," Mr Standerwick commented.

A recent report by the Baltic Exchange and Chinese news agency Xinhua ranked London as the third leading global shipping centre behind Singapore and Hong Kong. This index includes consideration of port and wider business services. According to this study Hong Kong overtook London in 2018, but London was still judged the leading global location for professional maritime services.

In another recent global financial survey, London lost its previous ranking as the most attractive global financial centre, being overtaken by New York, though London remained ahead of Singapore and Hong Kong and EU finance centres. This was mainly due to the challenge being posed by Brexit to London's status.

London is likely to remain the leading global hub for marine insurance whatever the outcome of Brexit

negotiations and new president of the International Union of Marine Insurance Richard Turner told its annual conference in Cape Town in September that it was still too early to tell what impact Brexit might have on the London insurance market.

Nonetheless, Lloyd's of London is going ahead with opening a new subsidiary in Brussels, which is expected to be open for business in January 2019. This move is intended to ensure that insurance underwriters can continue to do EU business after the UK leaves the EU, avoiding any uncertainty.

The 2016 takeover of the Baltic Exchange by the Singapore Exchange was seen by some as a portent for further challenges to London's dominance in maritime business. However, the Singapore Exchange was clear that the move was not meant to undermine London's existing role but intended to strengthen both cities' leading roles in the growing freight derivatives markets and other shipping and cargo transactions. That has so far proved the case and the change of ownership has not damaged the standing of the Baltic Exchange in London, which remains the leading centre.

London is continuing to fight off potential rivals to its dominant position for maritime arbitration and the resolution of maritime disputes. In particular, Singapore set up its own maritime arbitration service, the Singapore Chamber of Maritime Arbitration in 2004, in an effort to win some business from London. Brexit has added a new perspective to this challenge to London's dominance of maritime arbitration. Although Singapore has picked up some business, it has not so far dented London's leading position.

Speaking in London at the London Maritime Arbitration Association earlier this year, Lisa Clarke, a Senior Claims Executive at UK P&I Club, but giving her personal view, said that an estimated 2,357 maritime arbitrations were handled by the LMAA in 2017,

**"London is continuing to fight off potential rivals to its dominant position"**







**Jos Standerwick**,  
Chief Executive of Maritime  
London

while Singapore saw fewer than 10% of this number.

She said that London became the leading centre for maritime arbitration because English law offers a degree of certainty and cases are dealt with consistently. Other legal principles make English law a favourable jurisdiction for parties to contract while maritime arbitration in England is a well-oiled machine developed from years of experience.

Ms Clarke commented: "The argument has been raised that Brexit will see developing centres of arbitration such as Paris and Dubai attempting to seize the opportunity to promote maritime arbitration there. Whilst it seems unlikely that a dramatic shift will occur overnight, especially with London's well established and respected status, it does seem that some change may be on the horizon and this may lead to growth in other maritime shipping hubs. That said, the current thinking suggests that Brexit will have very little impact on the London Maritime Arbitration community."

## Law firm responds to new challenges

Major changes in the structure of ship financing since the global financial crisis have necessitated those law firms playing a prominent role in shipping finance deals to adapt their approach to new circumstances. The amount of shipping funding provided by bank loans has declined as banks are less willing to take on what are seen as relatively risky investments in shipping. Other sources of funding have partially filled the gap, in particular private equity. Royal Bank of Scotland was formerly a leading provider of shipping finance especially to the Greek market, but following that bank's travails, it has opted out of shipping finance. Other banks in the UK and Europe have also ceased or severely reduced their shipping lending.

Harry Theochari, Partner and Global Head of Transport at Norton Rose Fulbright, told SMI that this year has been exceptionally busy with various international shipping deals but that the market has changed considerably. "Previously I was basically a banking lawyer acting for banks in shipping transactions. But the amount of funding from syndicated loan facilities for shipping is now about half the level it was in 2007. Most big shipping transactions now involve private equity. The level of finance for shipping being provided by bank loans has reduced considerably since the financial crash.

"Private equity is now very active in shipping and learning quickly. Most of the private equity

## "Brexit is clearly providing ammunition for rival shipping market hubs such as Singapore"

funds investing in shipping are based in the US but some have offices in London. Some have been acquiring shipping loan portfolios from banks. Some shipping companies are using bond markets to raise funds but that is relatively quiet and still a small proportion of overall shipping finance. Bonds and private equity combined are not making up the shortfall in funding from banks," Mr Theochari said.

He highlighted several recent major shipping deals that the law firm has acted. Norton Rose Fulbright recently advised Citigroup and other lenders of Danaos on a \$2.2 billion restructuring of the Greece-based, New York Stock Exchange listed containership owner. Norton Rose Fulbright's Athens, London and New York offices advised Citigroup and other lenders including China Exim Bank and Eurobank. The transaction resulted in a substantial balance sheet restructuring and recapitalisation of Danaos and positions the company to take advantage of future growth opportunities in the container ship sector.

Norton Rose Fulbright Banking Partner Yianni Cheilas, who led the team advising Citigroup, commented: "This complex and versatile transaction demonstrates Norton Rose Fulbright's expanded and global capabilities with several teams across many offices operating seamlessly as a single unit to provide highly specialised advice in various fields across multiple jurisdictions and under challenging time-lines. This was a milestone deal in a difficult environment involving numerous stakeholders, but hopefully it is a major step forward for all involved."

Another major ship finance deal Norton Rose Fulbright has advised on in recent months includes advising Gener8 Maritime on its merger with Euronav to create one of the world's largest independent



**Harry Theochari**, Global  
Head of Transport, Norton  
Rose Fulbright

crude tanker operators. Mr Theochari led the Norton Rose Fulbright team on this deal. He said: "We are delighted to have advised Gener8 on this merger. It illustrates a trend we expect to continue, as the key market players strive to increase in size."

Mr Theochari added: "There is still a lot of oversupply in shipping and there will be more consolidation, so we expect to see more work from mergers and acquisitions. We have also seen a lot of Chapter 11 bankruptcy protection work and major financing restructurings."

Regarding the potential risks to London's shipping business from Brexit, Mr Theochari commented: "Brexit is clearly providing ammunition for rival shipping market hubs such as Singapore. But London has a 300-year head start in maritime services such as legal, banking, and insurance and it is likely to remain the leading centre after Brexit. Although more firms may set up offices elsewhere due to Brexit, London will remain the leader for shipping business. I cannot see London being overtaken in the foreseeable future. In fact, the EU needs to support London in this role as any loss of business will not go elsewhere in the EU but outside the EU."

He said that Norton Rose has 56 offices around the world. "London is still our biggest in terms of shipping and transport. Norton Rose Fulbright will continue to grow worldwide."

Another London-based law firm, Watson Farley & Williams, was acting for Danaos in the same financial restructuring deal that Norton Rose Fulbright acted for some of its lenders. This deal was led by WFW's Athens office but supported by a team in London.

## Port of London seeks more trade

The Port of London and River Thames have been central to the city's role as a leading maritime hub for centuries. Its activities may not be as visible from the city itself as they once were, but it still plays a vital role and it is often overlooked that the port handles as much cargo now as it has ever done.

The Port of London Authority is determined to see current cargo volumes increase further and has set itself the ambitious target of becoming the leading UK port in terms of cargo handling from its current second place. In 2016 the port handled more than 50 million tonnes of cargo (50.4 million) for the first time since 2008, although in 2017 it slipped back slightly to 49.9 million tonnes.

PLA Chief Executive Robin Mortimer points out that the Port of London is on the doorstep of the UK's biggest consumer market. "Our strategy is based on flexibility backed by substantial and continued investment and investment by terminal operators as they commission new facilities or upgrade existing ones," he said.

"Our goal is to be the top port in the UK in the near future, increase cargo tonnage, increase intra-port freight and double passenger



**Robin Mortimer**, Chief Executive, PLA

# AVIOR: solid crew management with care

crew management with an owners heart: a proven approach



### Avior Marine Inc

4FI Fly Ace Corporate Center  
13 Coral Way, Pasay City, 1300 Philippines

Tel: +63 284 332 77  
aviormarine.com

### Avior Kaliningrad

40, Moskoskiy prospect, Office 914,  
Kaliningrad, Russia 236006

Tel: +7 401 270 26 33  
aviorkgd.com



Leading with  
integrity

- Ship Management
- Crew Management
- Technical Services
- Offshore
- Education
- Training



## “Our goal is to be the top port in the UK in the near future”

journeys to 20 million to become an integral part of London’s transport network.” Specifically, PLA’s Thames Vision, which was launched in 2016 to cover the following 20 years, sets a target for cargo handling to reach 60 to 80 million tonnes annually.

As part of its efforts to achieve these aims, in 2017 PLA launched the Port of London Infrastructure Group. Mr Mortimer commented: “We have never had such a group, public and private sector, acting as one voice for the port, discussing the challenges and what is needed to make it a success. The Group involves 70 ports and terminals on the Thames.”

Major developments include Tilbury 2, on the site of the former Tilbury Power Station, being developed by Forth Ports, which owns operates the Port of Tilbury, and is expected to open in 2020. The site already had a deep water jetty and the new facility will have three berths including dedicated ro-ro terminals. Other major developments include Seacon investing £2.5 million upgrading its Tower Wharf terminal, Cobelfret upgrading its Purfleet ro-ro terminal and the Thames Enterprise Park on the site of the former Coryton oil refinery, which includes deep water jetties.

In May this year the PLA launched its Investment Plan with the aims of speeding up efforts to reach the goals set out in its Thames Vision for increasing cargo volumes and diversifying its income streams. The PLA is looking to leverage funding from public and private sources.

“The investment plan is not going to deliver the Vision alone, but will move the Vision forward, where judicious investments will support

the growth in river use and deliver a wide range of public benefits. Diversifying income streams will make the PLA more financially resilient, in the face of variations in port trade, and so better able to sustain our services into the future,” Mr Mortimer said.

The PLA is also making considerable investments towards greater digitalisation of its services. Nearly all vessel calls are booked digitally and the authority is looking at options for a digitalised Vessel Traffic Management Service. “Our goal is a smart sustainable port,” Mr Mortimer said.

Reflecting the increased pressure for cleaner air throughout London, in June the PLA published Air Quality Strategy. Mr Mortimer commented: “We want to reduce emissions to air from marine services on the Thames.” As part of this strategy the PLA has recently put into service the UK’s first hybrid pilot boat, operated in the Thames Estuary by Estuary Services, which is a joint venture between the PLA and Peel Ports.

The environmental challenge is not without controversy as efforts to develop a new cruise terminal at Greenwich have run into objections from residents concerned about emissions from large cruise ships that moor there close to residential properties.

Regarding the potential impact of Brexit, particularly on the port’s extensive shortsea services to EU ports, Mr Mortimer said: “We have looked at this closely, both in terms of how it might impact our operations and those of our customers. In simple terms, our core operations overseeing port trade will not be affected. There is potential, depending on the outcome of the settlement negotiated, for some of our short sea focused customers to be affected by the new trading arrangements. Our position is that frictionless borders are essential to efficient port operations. We are working closely with our customers to make sure we are prepared for any changes that might be necessary as well as capitalising on any opportunities.” ●

# Dublin eyes post-brexit opportunities

By Steve Matthews

As the UK moves closer to the exit door from the European Union, Dublin is set to seize opportunities to capitalise by attracting new shipping businesses and the expansion of existing ones. Operators are looking at options to counter the loss of the UK as intra-EU landbridge between Ireland and the rest of the EU.

Several major maritime businesses are looking at Dublin as an attractive EU base for their operations while some UK-based firms look to Dublin as a convenient alternative option as Dublin and the Irish economy continue to recover from the earlier recession.

Multimodal operator Samskip believes its experience in door-to-door services connecting destinations in Ireland and North Continental Europe will prove decisive in its post-Brexit business growth plans.

The wrangle over the terms under which goods will move across the EU's new border after Brexit continues, but freight operators adapting to the UK's expected departure from the bloc's customs union include those who see an opportunity, rather than a problem.

The UK is the Republic of Ireland's leading export partner by value, and second for imports behind the US. But Brexit will mean that the UK's role as a landbridge between Ireland and the rest of the EU will be compromised due to new customs (clearance) and excise requirements. The Irish Freight Transport Association estimates that 40% of the 475,925 freight containers shipped from Ireland to the UK in 2017 were headed for destinations elsewhere in the EU via ports such as Dover or Hull, or the Channel Tunnel.

Samskip, the Rotterdam-based multimodal operator offering separate shortsea services connecting the Netherlands to the UK and Ireland, believes it will grow its unitised volumes in both parts of Ireland post-Brexit.

At present, lo-lo operations represent around 15% of Ireland's unitised traffic, according to Samskip Ireland General Manager Richard Archer. Samskip container vessels make calls at four Irish ports - twice weekly at Dublin, Waterford and Cork, and weekly at Belfast. Samskip's pair of 900teu capacity containerships sustain a port rotation that keeps road distances to a minimum, in line with its sustainable transport policy.

In response to the speed advantage that has been at the root of landbridging success, Samskip recently added a new wheeled option to its Continent-Ireland link during the summer, collecting 13.6m long trailers in Germany and the Benelux countries for delivery by sea into Dublin.

Mr Archer believes the economies of scale available to Samskip as a pan-European multimodal operator with scheduled services throughout its network will prove telling in a post-Brexit world. "We have the infrastructure, experience and processes to take care of every aspect of door-door deliveries between Ireland and all EU destinations. This is a measured response to the market based on that experience. Our expectation is that we can grow the trailer business to around 25 to 30 units a week in each direction, and that this will be in addition to lo-lo traffic," he said.

Samskip is not the only operator ramping up direct freight services between Ireland and continental Europe, while its entry into the wheeled market comes at a time when the



Richard Archer, General Manager, Samskip Ireland

**"The UK is the Republic of Ireland's leading export partner by value, and second for imports behind the US"**



country's hauliers are making plans of their own to bypass British ports after Brexit. Significant new ro-ro tonnage recently entered the market connecting ports in the Benelux countries to Dublin, for example, while new ferry capacity is available Dublin-Cherbourg, and Cork-Santander.

Mr Archer concedes that Samskip's Ireland services will not be entirely immune from the Brexit challenge, presuming that Belfast will become a hub for clearance activities. However, given that all operators will be affected in the same way, he suggests that any impact will be more at the level of an irritation and entirely different to that felt by shippers with production processes located in Ireland and the UK.

He believes that the opportunity presented by Brexit will be based on a strong platform of economic growth in Ireland. "Our view is that, overall, the trading economy will grow between 4-5% overall this year," he said. "Based on consumer confidence, there has been an uplift in FMCG (Fast-Moving Consumer Goods) and we have also seen strong growth in imported building materials. Housing upgrades are a factor, but there are also 60 to 70 cranes across the Dublin skyline. New office, warehouse and industrial building is bringing receivers back in the market that we have not seen for 10 years."

He added that exports to EU markets are also strengthening through 2018, with pharmaceuticals, which is Ireland's leading export, and medical apparatus providing the strongest impetus. The withdrawal of a cap on dairy herd sizes two years ago has also driven an upturn in the production of baby products, as Irish exporters fill the void left by producing countries temporarily inhibited by contamination issues.

"We are increasingly seeing strong growth in exports moving over long distances by rail over Rotterdam and our rail hub in Duisburg on to eastern Europe and Baltic states including Russia, where demand for pharma, dairy and alcohol loads are proving very strong."

### North P&I seeks safety in Dublin

Among the UK-based maritime companies deciding to set up operations in Dublin to ensure that they have a continuing presence in



Reliable  
Efficient  
Cost-effective

Time-saving

Focused on what matters to you in SHIP SUPPLY



[www.nbs-maritime.com](http://www.nbs-maritime.com)

THE NETHERLANDS  
T: +31 164 31 50 30  
[supply.nl@nbs-maritime.com](mailto:supply.nl@nbs-maritime.com)

TURKEY  
T: +90 (212) 510 1627  
[supply.tr@nbs-supply.com](mailto:supply.tr@nbs-supply.com)

BULGARIA  
T: +359 52 683 439  
[supply@nbs-maritime.com](mailto:supply@nbs-maritime.com)

ROMANIA  
T: +40 371 015 121  
[supply.ro@nbs-maritime.com](mailto:supply.ro@nbs-maritime.com)

the European Union is P&I Club North P&I. Since the UK voted to leave the EU at the in July 2016, North P&I and subsidiary Sunderland Marine, which covers fishing vessels and small craft, have been developing contingency plans to ensure that both companies continue to have access to EU markets.

The Group's general counsel Chris Owen said that North and Sunderland Marine currently rely on EU passporting rights to insure risks located in the European Economic Area (EEA).

"Details of the future UK/EU trading relationship and its implementation are still unclear and subject to ongoing negotiations between the EU and the UK government. However, our expectation is



**Chris Owen**, General Counsel, P&I Club North

that North and Sunderland Marine's existing passporting rights will ultimately be lost either immediately upon termination of the UK's EU membership or at the end of any agreed transition period.

"Due to the ongoing uncertainty surrounding the future regulatory landscape, and a realistic prospect that passporting rights could be lost as early as 29th March 2019 on expiry of the current two-year Article 50 notice

period, it was agreed at a meeting of the North Board of Directors on 8th November 2017 that a subsidiary insurance company should be established in Ireland to underwrite all future EEA business of North and Sunderland Marine with effect from 20th February 2019," Mr Owen said.

This decision to locate a new subsidiary in Ireland followed an extensive exercise which considered a number of possible locations. The reasons for selecting Dublin included that the regulatory, legal and taxation framework in Ireland is similar to the UK, Ireland has a mature regulatory system with substantial experience in the supervision of Solvency II insurance companies, it has a strong talent pool in financial services, easy travel connections from North P&I's base in Newcastle and that business is conducted in English.

Implementation of these plans got underway earlier in 2018 and should be complete by the time the UK leaves the EU at the end of March 2019.

## Port of Dublin on a rising tide

The Port of Dublin is seeing strong growth in maritime traffic, especially containers and ro-ro, and that is expected to continue and could accelerate following the UK's departure from the EU. This growth means that its already ambitious expansion plans will come under pressure to keep up with this rising demand.

In the first half of 2018 cargo volumes increased by 5.2%, compared with the same period in 2017. This followed a 4.3% rise in 2017 compared with 2016. In 2017 Dublin handled a new record of 36.4 million tonnes of cargo.

# Transforming the Face of Training

## Oversight at a Glance

See quickly how each crew is performing in your fleet and where you need to focus.

## Insight at Your Fingertips

See what training is being conducted where, when, and by whom.

## Award-Winning Content

Titles covering a wide range of STCW-related subjects and other disciplines delivered in the format proven to maximise retention.

KVH introduces

## Videotel Performance Manager™

The next evolution in maritime training is here.

Interactive and scalable, **Videotel Performance Manager** transforms what training management tools are.

Delivering Videotel's award-winning eLearning programmes *to your crews* and powerful tools *to you*, to manage, plan, optimise, and analyse training performance.



See for yourself. Demo it today:  
[www.videotel.com/perform](http://www.videotel.com/perform)

 **Videotel**  
Performance Manager™

This means that in the five years since the start of Ireland's economic recovery in 2013 Dublin Port saw cargo volumes increase by more than 30%.

In the first six months of 2018 ro-ro traffic increased by 4.6% year on year to 508,000 units and containers by 5.8% to 356,000 teu. There was a particularly sharp increase of 11.7% in imports of trade vehicles to 63,000 units. Dry and liquid bulk products also saw a big 11.5% rise. Tourism is also providing growing business for the port with 64 cruise ship calls scheduled in 2018 compared with 50 in 2017.

It is therefore timely that in July this year Dublin Port completed and published a review of its Masterplan 2040, which updates its long-term development plan that was first produced in 2012. A major revision is that the plan is now based on an average annual growth rate of cargo 3.3% instead of the previous 2.5%, with a target handling capacity of 77 million tonnes by 2040, up from the earlier 60 million tonnes. However, plans to dredge the port to a depth of 12 metres has been reined back and the Masterplan has settled for a depth of 10m. In addition, the option of expanding eastwards into Dublin Bay has been ruled out. A major component of the port's infrastructure development is the Alexandra Basin Redevelopment Project. The challenge of increasing cargo throughput within the existing port footprint will be supported by development of an Inland Port facility due to be operational in 2019, and improved port access roads.

Dublin Port Chief Executive Eamonn O'Reilly said: "The revised Masterplan is founded on our commitment to the proper planning and sustainable development of Dublin Port. We have identified a

series of projects which will bring the port to its ultimate capacity by 2040. Work is continuing on the Alexandra Basin Redevelopment Project and on other projects and we will invest €132m in port infrastructure this year alone. This followed €75 million invested in port infrastructure in 2017. Where we had been planning to invest €600 million in the decade to 2027, we now know we need to spend €1,000 million if we are to continue to provide capacity for our customers. What is clear is that we need to build the maritime infrastructure we envisaged when we first published the Masterplan but we need to build it sooner rather than later.

"We have never invested that sort of money before but it is a measure of the need we have to accelerate investment. We do not want to have to push trade out of the port while we do the work needed. That is the challenge for the port in the coming years. Our investments match those of the major shipping lines such as Irish Ferries, Stena Line and CLdN, all of whom have already or will shortly introduce new larger ships on services between Dublin and both the UK and Continental Europe."

On the impact of Brexit Mr O'Reilly said: "We continue to work with state agencies such as Revenue and the Department of Agriculture, Food and the Marine to ensure that essential border control and inspection facilities are in place for March 2019, for December 2020 or whenever they might be required, if at all. Critically, however, we have not allowed Brexit and all its uncertainties to diminish our focus on the long-term plans for the development of Dublin Port." ●

## Brown, Son & Ferguson Ltd.



**Available August 2018**

8th Edition updated with the 2018 changes to the IMSBC Code and new appendix of Cargo and Shipping terms.

*Providing Nautical publications for over 180 years. Distributors in over 30 countries worldwide.*  
 website: [www.skipper.co.uk](http://www.skipper.co.uk)  
 e-mail: [info@skipper.co.uk](mailto:info@skipper.co.uk)  
 telephone: 0141 883 0141

**POSEIDON NAVIGATION SERVICES LTD**  
 Serving the Shipping Industry Worldwide  
 Maritime House, Dockford, Buckle AB30 3TK UK  
 Tel: +44 (0) 1542 842345  
 OOH: +44 (0) 7717 347604  
 Email: [info@poseidonnavigation.com](mailto:info@poseidonnavigation.com)

- Nautical Charts & Publications
- Chart Office Management Services
- Workshop Improvements & Stationery
- Digital IT'S and Training Services
- Marine Publications
- Surveying Equipment
- Astronomical, AVCS & ADP
- Examination, Adjusting & Repairs
- Efficient Worldwide Delivery

www.poseidonnavigation.com

**VANOS**  
 Your Trustworthy Ship Supplier  
 General Ship Supplies & Provisions • Boatlift Services • Scaffolding • Pulpits • Lashy Equipment  
 • Nautical Charts & Publications • • Charts & Maritime Services • Logbook Services  
 www.vanos.gr | info@vanos.gr | Tel: +30 210 4276700

PUBLISHED BY:  
**BROWN, SON & FERGUSON, LTD.,**  
 GLASGOW, G51 4DA  
 Index to Contents: pages 3, 7, 8, 11  
 Index to Advertisers: page 13

**£65.00**

**Available October 2018**

Full colour edition with updated layout and tables. Regarded as 'The Sailors Bible' worldwide.

**Other books available include:**

Elements of Navigation and Nautical Astronomy      Practical Navigation for Officers of the Watch  
 Meteorology for Seafarers      The Boatswain's Manual      Brown's Guide to Survival at Sea



# LEARN@SEA

Our Learn@Sea platform uses e-learning to reach out and support your seafarers.

Wherever they work, your people can have access to award-winning life-long learning and development through their laptop, phone or tablet – online or offline.

Visit: [marine-society.org/learnatsea](http://marine-society.org/learnatsea)

E: [dford@ms-sc.org](mailto:dford@ms-sc.org)

**“DURING THE BLUE  
MBA, WE ARE  
CHALLENGED INTO  
DIGGING DEEPER  
AND TO RETHINK  
OUR THOUGHT  
PROCESSES IN ORDER  
TO FIND ALTERNATIVE  
SOLUTIONS FOR  
TODAY’S PROBLEMS.”**

## **EXECUTIVE MBA IN SHIPPING AND LOGISTICS (THE BLUE MBA)**

A unique industry needs a unique MBA. Take your career to the very top international level by joining the world’s premier Executive MBA designed specifically for shipping and logistics professionals.

**Find out more details from Programme Director, Irene Rosberg  
Visit [www.cbs.dk/mbs](http://www.cbs.dk/mbs) or email [ir.mba@cbs.dk](mailto:ir.mba@cbs.dk)**

# Executive MBA in Shipping and Logistics

The leading part-time Executive MBA in the world directly addressing the challenges for the maritime sector, including:

- Market understanding
- Leadership
- Information technology
- Globalisation
- Environmental issues
- Strategic planning

For further information please contact Irene Rosberg by e-mail: [ir.mba@cbs.dk](mailto:ir.mba@cbs.dk) or phone: +45 3815 6007.

[www.cbs.dk/bluemba](http://www.cbs.dk/bluemba)

## Programme Overview

The programme consists of eight one-week modules, all dealing with leadership issues and personal development, plus an Integrated Strategy Project (ISP). Each module presents theories, gives

a thorough introduction to the reading material and motivates you for your independent studies.

You will study the material in between sessions and write an assignment for each module, which will be focused on a problem related to your

own business. For the ISP, topics should be chosen for their strategic purpose and integrating nature, ensuring that your organisation gains a valuable and practical analysis and directly benefits from your studies.

Pre-MBA (optional)			
Module 00	Accounting and International Economics	19 - 21 Sep 2019	Copenhagen, Denmark
Shipping as a Business and a Market			
Module 01	Shipping as a Business and a Market + Leadership	23 - 28 Sep 2019	Copenhagen, Denmark
Understanding the Global Environment			
Module 02	Supply Chain Management - New Logistical Challenges	02 - 06 Dec 2019	Copenhagen, Denmark
Module 03	International Economics and Market Analysis + Leadership	17 - 22 Feb 2020	Copenhagen, Denmark
Focus on Maritime Issues			
Module 04	(1) Ship Design (2) The Maritime Legal Framework	20 - 24 Apr 2020	Hamburg, Germany
Module 05	Operational Management and Information Technology + Leadership	22 - 26 Jun 2020	Copenhagen, Denmark
Core Management Issues			
Module 06	Investment Analysis, Risk Management and Finance	14 - 18 Sep 2020	London, UK
Module 07	(1) International Marketing (2) Organisation	02 - 06 Nov 2020	Copenhagen, Denmark
Module 08	Managing Strategy and Change - ISP Workshop	11 - 15 Jan 2021	Copenhagen, Denmark
Integrated Strategy Project (ISP/Thesis)			
Presentation of Industry Analysis		11 - 12 Mar 2021	Copenhagen, Denmark
Presentation of Company and Issue Analysis		20 - 21 May 2021	Copenhagen, Denmark
Presentation of the ISP with Implementation Plan (oral defence)		04 - 05 Aug 2021	Copenhagen, Denmark
Graduation		07 Aug 2021	Copenhagen, Denmark

Please note: Venues are subject to change.

# Border concerns loom over Brexit

By Felicity Landon

Ready-or-not, Brexit is looming – and whether it’s focusing minds on possible opportunities, or prompting ‘doom and gloom’ warnings of lorry gridlock and empty shop shelves, Brexit continues to dominate discussions for many in the UK’s ports industry.

At the British Ports Association’s recent reception in the House of Lords (September), International Trade Secretary Liam Fox described ports as ‘Britain’s gateway to the world’ and suggested they have a ‘brilliant future at the forefront of our global economic ambitions as Britain leaves the European Union.’

“We know how important it will be to preserve vital existing trading links with our current partners in the EU,” he said. “And for the first time in four decades, we will determine our own independent trade policy, able to seize the opportunity to establish new economic relationships across the globe.”

The UK Government would soon be launching a new Ports for International Trade campaign (in October), which would promote the fact that ports play a vital role in international trade, said Mr Fox. “The campaign will make the case

for the huge opportunities that are out there. It is a very important global and national mission, and you are at the heart of it. There is a world beyond Europe and a time beyond Brexit. There is a very big world out there, and you are going to help us make the most of it.”

However, Shadow Transport Secretary Andy McDonald was not so positive.

“The uncertainty we face in terms of Customs, borders and future regulations is of huge concern to everyone in this room and I don’t believe the arguments that economic self-interest will naturally gravitate to protecting British business. It won’t,” he said. “Many ports are concerned about border arrangements. Ports need an agreement with the EU that preserves the advantages of the Customs Union and Single Market partnership as much as possible.”

Much has been written about the prospect of 17-mile lorry queues on the road to Dover.



# ONE STANDARD EVERYWHERE, EVERY TIME:



## EXCELLENCE UNCONTAINED.

Established in 1988 in Manila, Philippines, International Container Terminal Services, Inc. (ICTSI) develops, manages and operates gateway ports in the Asia Pacific, Americas, Europe, Middle East and Africa.

Starting with the privatization of the Manila International Container Terminal, ICTSI's current diverse portfolio includes capacity expansion projects and greenfield investments in developed and emerging markets.

ICTSI is an acclaimed private sector partner of governments requiring high-performing, profitable ports.

More important is ICTSI's distinct neutrality. As an independent business with no shipping, logistics, or consignee-related interests, ICTSI offers the same level of service excellence to every port community stakeholder.



**HEAD OFFICE**  
ICTSI Administration Bldg., Manila International Container Terminal  
MICT South Access Road, Port of Manila, Manila 1012, Philippines  
☎ +632 245 4101 📠 +632 245 2245 ✉ info@ictsi.com  
www.ictsi.com

ARGENTINA • AUSTRALIA • BRAZIL • CHINA • COLOMBIA • CROATIA • D.R. CONGO • ECUADOR • GEORGIA • HONDURAS • INDONESIA • IRAQ • MADAGASCAR • MEXICO • PAKISTAN • PAPUA NEW GUINEA • PHILIPPINES • POLAND

## “The UK’s major ports already successfully handle huge volumes of non-EU trade”

**Tim Morris**, Chief Executive of the UK Major Ports Group

However, Tim Morris, Chief Executive of the UK Major Ports Group, recently said that while there were clearly issues to be resolved about shortsea driver-accompanied ro-ro traffic, it was important to ‘keep these issues in context and not conflate the situation at one port with the picture for the sector as a whole.’

“The UK’s major ports already successfully handle huge volumes of non-EU trade,” he said. “There are particular pressures on ports handling short distance ferries which needs to be addressed but that was 8% of port volumes in 2016. It’s important not to describe problems at one port as the common experience for the whole sector.”

For example, some operators have reported a growing demand in the shortsea container market; experts suggest that Brexit, depending on final arrangements, might increase the relative attractiveness of unaccompanied trailers and containers on the longer sea routes, compared to the accompanied, short routes such as Dover-Calais and the Channel Tunnel.

A more pressing need is to build awareness amongst businesses on both sides of the channel about how they can prepare for post-Brexit arrangements, he said.

And that concern has been echoed on the other side of the North Sea, where the Dutch Foreign Ministry said in September that only 18% of companies in the Netherlands are doing enough to get ready for Brexit.

Port of Rotterdam Chief Executive Allard Castelein said that filling in import and export forms, and other Customs regulations, will be new for more than 40% of Dutch firms that do business with the UK.

Digital infrastructure will be vital in Rotterdam port’s actions to address capacity problems created by the UK leaving the EU – but it is also looking for more space, and it’s been reported that the port plans a ‘dry run’ in November to check its preparations for post-Brexit operations.

Dutch Customs says it expects 10,500 more ships to have extra Customs requirements, and is looking to recruit more than 900 more people to deal with the consequent rise in paperwork. Rotterdam handles around 40m tonnes of cargo between the Netherlands and Britain every year.

The UK is the third largest maritime trading partner for the Port of Antwerp, which has also been talking about its preparations for Brexit. This has included the appointment of a new representative for the UK and Ireland.

“The actual impact of Brexit is still uncertain,” said Jacques Vandermeiren, Chief Executive of Antwerp Port Authority. “Last year

there was a decrease of nearly 8% in trade with the UK, probably due to this uncertainty. But with Brexit rapidly approaching, we want to concentrate on maintaining and even expanding our market position within the UK.”

The Irish port of Dublin announced it would be building new road layouts, putting up inspection sheds for more Customs officers, and setting aside land for the queues of trucks it is expecting post-Brexit.

Antwerp has set up a Brexit taskforce bringing together representatives of the port community, Customs and Excise, and the Federal Agency for the Safety of the Food Chain. A roadshow is being planned early in 2019, to feature a Port Day in Birmingham and a stakeholders’ meeting in London.

“At these events, local shippers will be able to find out more about the current range of services and connections in the Port of Antwerp and will get to know Antwerp logistic service providers in person,” said a spokesperson for the port.

Mr Vandermeiren added: “Of course we are doing everything possible to be fully prepared for Brexit. But the most desirable situation for us post-Brexit would be that trading conditions remain as close as possible to what they are now.

“Any obstacle to the free movement of goods, whether tariff or non-tariff, would in our opinion be prejudicial to trade relations between our port and the British market.”

Authorised Economic Operator certification – not something that often made headlines before – is now being frequently mentioned by British government ministers, while the UK Border Force and HM Revenue & Customs are actively encouraging ports and others to go for certification, according to Customs and AEO compliance specialist Miles Vartan.

“They are saying – we need you to be trusted partners when we leave the EU,” he said. “Regulatory authorities are often stretched – they need ports to be authorised in order to manage the situation post-Brexit.”

A total 4.5m trailers arrive by ro-ro from Ireland into the UK mainland every year – all currently in free circulation within the EU, he said. “You don’t need much of a delay to potentially create a logjam; so if AEO can officially become a key element in the government’s frictionless trade strategy, this certification can help to reduce the number of trailers to be stopped and inspected. At the same time, I know of at least one ferry operator which is training its own staff to do Customs clearance – because there is a lack of people in the UK who can do this, and many are nearing retirement age. And yet the demand on the industry is going to go through the roof.” ●



REPUBLIC OF CYPRUS



# Looking Ahead with CONFIDENCE

- Quality Sovereign Registry
- Leading Maritime Cluster
- Favourable Tonnage Tax System
- Competitive Ship Registration Costs and Fees
- High Quality 24/7 Service
- Active Voice in IMO and EU

SHIPPING DEPUTY MINISTRY TO THE PRESIDENT

P.O.Box 56193, 3305 Limassol, Cyprus | Tel: + 357 25848100 | Fax: + 357 25848200 | [maritimeadmin@dms.gov.cy](mailto:maritimeadmin@dms.gov.cy)  
[www.shipping.gov.cy](http://www.shipping.gov.cy)

# Dubai joins top five maritime hubs

**H**E. Hisham Abdullah Al Shirawi, Vice Chairman of the Dubai Chamber of Commerce, told a gathering at the recent SMM trade fair in Hamburg that he was “very proud” that the emirate had joined the elite top five hubs in the latest International Shipping Centre Development Index.

It is the first Arab city to join the ranks of Singapore, Hong Kong, London and Shanghai and is now home to more than 5,500 maritime companies which provide more than 76,000 jobs across the sector.

“I am very proud, and I congratulate my colleagues in the Dubai Maritime City Authority,” he said.

Explaining what Dubai had to offer as a growing maritime cluster, he added: “We in Dubai would like to make sure that our people are, if not seconds, only minutes behind the latest developments in the world. And we would like them to always adopt the best practices from the best successful people within any industry.

“We in Dubai and the UAE are offering state-of-the-art infrastructure in ports, logistics and a very strategic geographical location.”

The DMCA used SMM to launch its new Dubai Maritime Virtual Cluster, aimed at providing smart and interactive platforms for knowledge-sharing and research to further attract growth and promote competitiveness within the sector.

Nawfal al Jourani, Head,  
Dubai Maritime

Cluster Office and Director of Communications, Dubai Maritime City Authority (DMCA), said: “We have launched the world’s first full access to all information, 24/7 about Dubai maritime cluster.

Everything you need to know as a maritime investor, as a specialist in our field, you can find by the click of a button. For example, if you want to know the regulations in the UAE or you want to know what is happening in Dubai’s maritime sector.

He added: “What is of interest as well, in the United Arab Emirates, particularly in Dubai, is now we are pushing the Dubai maritime industry platform. We encourage manufacturing in the maritime field and we attract them to Dubai through our various product offerings.”

He said the portal offered all of the information that was vital, and critical, for decision-making.

“In simple terms, this is a decision-making tool that is available for the maritime investor from all over the world to make informed and the right decisions about putting capital into Dubai maritime cluster.”



The maritime sector accounts for 7% of Dubai's GDP and its contribution to Dubai's economy grew 25% from 2011 to 2015. Ship owners, ports, maritime engineering operations and maritime support services are among the most effective components of the maritime cluster.

Launching the DMVC at SMM, H.E. Sultan Ahmed Bin Sulayem, Chairman of the Ports, Customs & Free Zone Corporation in Dubai and Chairman of DMCA, said the virtual cluster would provide a solid foundation for ensuring Dubai's position as a major global competitor to the world's leading maritime hubs. He added that it was part of the continuous efforts to modernise the sector into a competitive, inclusive and attractive area for investments.

"The launch of the Dubai Maritime Virtual Cluster comes in a very important stage, particularly as Dubai takes its first steps towards international leadership after being ranked as fifth among the world's most competitive and attractive maritime centres.

"The new initiative stems from its much anticipated role in enhancing the capability of the maritime sector for attracting foreign investments by providing a smart and integrated platform for the world's maritime best practices, as well as facilitating the accessibility of maritime leaders to the best services available in Dubai. This will ultimately serve the goals of the emirate's 'Dubai Plan 21', positioning it as one of the most important global hubs for business and investments."

Amer Ali, Executive Director of DMCA, said that launching the DMVC represented a turning point in strengthening communication between maritime

stakeholders and engaging the world maritime community in Dubai's activities.

"The Virtual Cluster provides advanced interactive advantages that make it an ideal platform for promoting R&D and maritime innovation, particularly an inclusive information and knowledge portal; a virtual hub for these purposes including training; as well as maritime sector index. We are fully confident that the new initiative will be an important addition to our endeavours aimed at meeting the diverse needs of regional and international maritime players, as we fulfil our commitment to promote Dubai as a leading world-class maritime hub."

Mr Ali commented further on Dubai's top five ranking saying the emirate was on track to make "unprecedented achievements" under the relentless support of H.H. Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai.

He said the ranking was testament to the success of dedicated efforts to enhance the competitiveness of the local maritime sector, but warned against complacency adding that Dubai's entry into the ISCD's top five brought a major responsibility to further develop the legislative, regulatory and logistics infrastructure to the highest international standards of operational efficiency, maritime safety and safe navigation in order to attract foreign investment.

"This is in line with the objectives of the Dubai Plan 2021 to make the emirate one of the most important business centres in the world," he said.

"We are working hard to create a vibrant maritime environment to attract industry leaders and to promote Dubai's status as a global shipping centre supported by a series of leading quality initiatives, including the Dubai Maritime Virtual Cluster (DMVC), Dubai Maritime Cluster Office (DMCO), and Maritime Dubai. These initiatives will help pave the way for establishing Dubai and the UAE as an influential force within the global maritime economy." ●

# Keep her shipshape

## Look after her bottom and your bottom-line

HullWiper's affordable and brush-free cleaning technology thoroughly cleans your vessel's hull with a gentle touch that won't hurt her coating or the delicate marine environment.

Available in Sweden, Singapore, Spain, the Netherlands, Denmark, Norway, Egypt, Australia, United Kingdom, United Arab Emirates and other key locations across the Middle East.

Coming soon to Panama and Mauritius.

[www.hullwiper.co](http://www.hullwiper.co)



# Supplier celebrates 25 years

**S**aeed Al Malik, President of the International Shippers & Services Association and CEO of ship supply company Middle East Fuji, said the implementation of UAE Value Added Tax (VAT) since 1st January 2018 would provide new income to the UAE but this would also cause an increase in living costs, which affects purchasing power of consumers.

The VAT was introduced at a rate of 5% across the board but seven sectors – education, healthcare, renewable energy, water,

space, transport and technology received special treatment.

“The maritime sector has been treated as zero rated, however, many of the UNSSA (United Arab Emirates National Ship Suppliers Association) members are facing challenges due to the long wait to obtain the VAT refund from FTA as the process is taking a long time.”

He said that despite the economic challenges, Dubai’s shipping sector had grown continuously and the fact Dubai had

## The Largest Drydocking Facility in Abu Dhabi



ADSB owns and operates two state-of-the-art drydocking facilities. Each year, an average of 300+ vessels are drydocked and serviced. The new floating drydock in Mina Zayed and the Synchro Lift in Mussafah are fully equipped to meet clients’ needs with high quality services and competitive rates.

been ranked among the world's top five cities in the International Shipping Centre Development Index was fantastic news.

"We are more than proud to see Dubai reach such a great milestone," he said.

Middle East Fuji (MEF), in fact, celebrates its own milestone this year - its 25th anniversary.

Established in 1993 as Middle East Shipstores, it offers chandlery services to ships calling at all UAE ports. The company started with just a small office but moved in 1997 to bigger premises where it is still currently situated, acquiring full own ownership of the land from Dubai Government for its Head Office in 2017.

In 1998, Middle East Shipstores started a working relationship with Fuji Trading Co. Ltd in Japan and in the same year became the first marine supplier in Dubai to achieve ISO 9001 Certification, Quality Management System. The business relationship has prospered since 2000 when the company became part of Fuji Trading Group through a formal joint venture arrangement, and became known as Middle East Fuji.

There have been several developments and corporate milestones since, said Mr Malik. In 2000, MEF ventured into hotel supplies, marine engineering, industrial solutions and onshore and offshore supplies. MEF has also expanded geographically and established offices in Oman, Qatar and Saudi Arabia.

"Business and the customer base have grown during this period as MEF always believes in adding value to customers through its services," said Mr Malik.

In line with the company's long-term vision, MEF has also invested in infrastructure and has acquired a new logistics facility in Al Quoz Industrial Area 3. A state of the art head office facility is also being constructed along the logistics facility, and the food provision store was also completely renovated in 2017 to cater for the ever-growing demand of the maritime and hospitality industries.

MEF has also invested heavily in its software, to improve its response time and to be integrated with all major eCommerce platforms and customer sites in the move towards digitalisation.

It has also since acquired four other ISO certifications.

"MEF's vision is to constantly move forward and to be the best service provider in the region," said Mr Malik.

"The maritime industry is going through many changes. Lots of new regulations are coming in and we are also hearing about unmanned ships – something we could never imagine a few years back. MEF believes technology and innovation will drive business and our industry in future. Keeping our customers and our employees at the core of this innovative world will help us to continue providing solutions and staying relevant." ●

**GMS<sup>®</sup>**  
Leadership

The World's Largest Buyer of Ships and Offshore Assets

## DO YOU GIVE A SHIP?

Now you have 3 ways to do so.

Join us on LinkedIn, Twitter and the World's FIRST & ONLY Recycling App to connect with the industry's leading experts.

[www.gmsinc.net](http://www.gmsinc.net)

[GMS\\_Leadership](https://twitter.com/GMS_Leadership)

[GMS, Inc.](https://www.linkedin.com/company/gms-inc)

QR Code

ANDROID APP ON **Google play**

Download on the **App Store**



Exceptional  
Marine Services  
for a *Smooth Sail*



At Middle East Fuji, we believe that quality and reliability are the basis of building trust and long-term relationships. That's why we thrive to supply you with the highest standards of Marine Supply & Services, to ensure a smooth sail to your fleet.

AGENTS / DISTRIBUTORS FOR


MEF-SOLUTIONS BUILT FOR YOU




-  Marine Supply & Services
-  Marine Engineering
-  Industrial Solutions
-  Logistic Management
-  International Trading



 AL QUOZ 3, DUBAI, U.A.E, P.O. BOX NO. 19227

 TEL : +971 4 3474444  
FAX : +971 4 3472771

 E-MAIL : info@mef.ae

SERVING ALL PORTS IN MIDDLE EAST & NORTH AFRICA | WWW.MEF.AE



# Concerns for cargo market

*'Accumulation of cargo values coupled with the increasing risk of onboard fires needs to be addressed urgently' warns IUMI*

Sean Dalton, the International Union of Marine Insurance (IUMI) Cargo Committee Chair has reported that the marine cargo market remained the largest commercial marine line of business in terms of premium income. IUMI's 2017 statistics showed global cargo premiums amounting to \$16.1 billion. Globally, the cargo line has been unprofitable for several years with rising loss ratios and expense ratios and this is of great concern to underwriters.

Speaking at IUMI's recent annual conference in Cape Town, Mr Dalton explained that growth in global merchandise trade was expected to remain strong in 2018 and 2019. While this was positive for cargo marine insurers, continued growth was dependent on various factors, political and economic, and there were some serious concerns. An increasing number of countries were restricting or restraining international trade and this was creating a protectionist operating environment.

2017 was the worst year for natural catastrophe losses in the history of the insurance industry. Hurricanes Harvey, Irma and Maria all caused cargo losses particularly with an increase in static risk cover. Mr Dalton explained: "The cargo insurance market is starting to firm but it still has a way to go. Many cargo accounts were severely affected by events in 2017; and 2018 looks set to be another very active year.

"Nat-cats and large/outlier losses, such as the Tianjin port explosion in 2016, have demonstrated the need for the cargo market to price realistically for such losses and develop risk adequate premiums."

Mr Dalton raised further concerns: "Containership fires and the increasing occurrence of mis-declared cargoes is a worrying trend. The fire onboard *Maersk Honam*, which tragically killed five crew members, is the most recent example of this issue and the loss is likely to generate the largest general average claim in history. As vessels continue to grow larger, the accumulation of cargo values coupled with the increasing risk of onboard fires needs to be addressed urgently by all stakeholders."

Cyber threats continue to concern cargo insurers, not only in terms of immediate damages but also because of potential disruption to the onwards supply chain. Supply chains will also be impacted by new, efficiency focused developments. These innovative initiatives have the potential to transform the global supply chain and will drive cargo underwriters to develop new products to manage this change. In addition, new inroads in big data and analytics hold the potential to provide cargo underwriters with better tools and capabilities to manage their business.

Also at the annual conference, Richard Turner was elected President of IUMI, replacing Dieter Berg who steps down after four years.

Mr Turner, European Director of Global Risk Solutions at RSA Insurance Group, was formally elected and will also serve a four-year term.

He said: "IUMI is the global voice of marine insurance and is the professional body that represents national and international marine insurers. It brings together marine and offshore energy underwriters from across the globe and is highly respected throughout the marine and insurance industries. It is an honour to be elected President, particularly as my nomination was put forward and confirmed by industry peers."

Mr Turner has had a long relationship with IUMI having served on the Executive Committee between 2011 and 2015 and, before that, as a member of the Nominating Committee.

Mr Berg said: "Richard is the perfect candidate to take over from me and I wish him the very best in this demanding but highly satisfying role. During my term as President, I was fortunate to work with colleagues and the Secretariat to progress a number of initiatives. Together, we strengthened our Asia presence with the establishment of an IUMI Asia Hub in Hong Kong; we have grown our influence at a political and industry level; we have developed a growing education forum; and we have strengthened and modernised our external communications." ●



A leading international, multi-disciplinary, technical and scientific consultancy, serving the marine and energy sectors

UK: +44 151 236 0083

Shanghai: +86 21 58602868

Hong Kong: +852 2358 4794

Singapore: +65 6539 0540

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



**SHIP**  
MANAGEMENT  
INTERNATIONAL

**2019 IS ON  
THE HORIZON**

Look out for your media plan

Contact: Karen Martin

+44 (0)1296 682 108 | +44 (0) 7812 077 502

[kmartin@elabor8.co.uk](mailto:kmartin@elabor8.co.uk)

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



# The move to shore-based decision-making

This year's SMM motto was 'Trends in SMMart Shipping' and the theme was plain to see wherever you looked across the vast exhibition halls of the biennial Hamburg trade fair.

Many exhibitors were drawing on the topic of digitalisation using touchscreen technology and even virtual reality (VR) goggles to attract the thousands of visitors to their stands showcasing the latest advances and products. And the fair showed just how far the industry has evolved in terms of technology since the previous SMM two years ago.

One of the stand-out themes was the gathering of pace in the move from vessel-based decision-making to shore-based decision-making and this was summed up in the new product offering by one of the exhibitors, digital navigation services and voyage compliance provider ChartCo.

"There's a journey between where we are today to everything happening on shore," said its Chief Commercial Officer, Howard Stevens.

He said more and more companies were now doing onshore routing, stating this was a "natural progression".

At the fair, ChartCo was launching a new e-navigation and compliance platform, which highlighted the future of the UK-based company, following a period of high investment in product development.

ChartCo OneOcean platform is a unitary platform that aims to make life simpler for both seafarers and management teams ashore and will also play an important role in how shore-side operations and shipping fleets are managed, while also offering significant benefits to onboard crew.

The platform brings together global compliance needs in navigation, environmental, safety and regulations management using a comprehensive suite of products including the newly updated e-navigation and compliance solution, PassageManager; Regs4Ships – to maintain compliance with flag state and international regulations; Fleet Manager – which unlocks real-time shore-side vessel tracking and management; EnviroManager, to ensure environmental compliance; and Docmap, to meet safety and quality compliance obligations.

The OneOcean platform took 18 months to develop and it has now been on around 30 vessels for a few months. The company is about to start upgrading it to the existing client base.

The core of the software is the PassageManager platform which sits on 6,500 vessels, along with Docmap, Regs4Ships and EnviroManager.

"All of these, up until the launch of the ChartCo OneOcean Platform, have principally been different things. They can all sit on the mariner's laptop but they have to go into one and out of another," explained Mr Stevens.





"What this new platform means, in essence, is that as they go to their voyage planning, they can get all the information they need, all in one place. We are trying to make things less clicks, and make life easier."

ABB also used the show to launch its new Ability Marine Pilot Control which reduces the workload on automating navigational tasks and allows bridge officers to focus on the overall control and positioning of the ship.

The system integrates seamlessly with existing onboard equipment with one of the key benefits being that it allows the operator to switch to joystick control for manoeuvring the vessel at any speed and all the way to docking.

It works by employing algorithms that calculate the optimal way of executing a command for controlling the vessel in any operational situation. The overall safety of the operation is increased as the crew is able to maintain full situational awareness, rather than having to focus on changing control modes. The system has obtained Lloyd's Register Approval in Principle (AiP) certificate.

Mikko Lepistö, Senior Vice President Digital Solutions at ABB Marine & Ports, said the Ability Marine Pilot Control was developed after asking customers how they wanted to operate the ship.

"We now have a product that can control the ship across the whole speed range and it can do the operation much faster," he said.

He said the Pilot Control would act as a "stepping stone" into the future of autonomous shipping.

"To enable autonomous shipping, we need a DP system that replaces traditional solutions designed for disconnected operations," he said.

"Embracing new technologies for the human-machine interface and offering tangible safety and efficiency benefits, ABB Ability Marine Pilot Control does exactly that."

Juha Koskela, Managing Director of ABB Marine & Ports, said: "Our 'Electric.Digital.Connected.' vision is based on the principles of simplicity, efficiency and safety.

"By designing solutions from the ground up to meet today's requirements, we position our technology in a way that is able to incorporate future technologies in a secure, yet easy way.

The new DP system can be connected to the ABB Ability Collaborative Operations Center infrastructure, which monitors the performance of ABB technology onboard and remotely connects operators with ABB experts."

The Internet of Things (IoT) is transforming the shipping sector in other areas and Inmarsat unveiled a new IoT service at SMM – Fleet Data, which will enable ship owners and managers to access and analyse real-time onboard data more efficiently, and will help accelerate the adoption of IoT across the maritime industry.

Developed in partnership with Danelec Marine, Fleet Data will record data from the onboard Voyage Data Recorder (VDR) and other vessel sensors, pre-process the data and upload it to a central cloud-based database equipped with a dashboard and Application Process Interface (API). It will allow ship managers and owners to quickly and easily identify any

equipment issues and failures and link 3rd party applications to monitor vessel performance and fuel efficiency.

Stefano Poli, VP Business Development, Inmarsat Maritime, said that research published by Inmarsat showed that shipping companies intend to spend an average of \$2.5 million on IoT-based solutions in the next three years in the hope of achieving IoT-driven cost savings of 14% over the next five years.

"I'm personally convinced that if the technology allows it, there's no reason why the shipping industry should not mimic what is happening in the terrestrial domain," said Mr Poli.

"The sky's the limit if we can put the right technology onboard."

Fleet Data can make data available either via a dashboard or APIs and it is available on both Fleet Xpress and FleetBroadband making it accessible to over 45,000 vessels. Trials of it are due for completion shortly on two ships operated by a ship manager, which have been verifying performance over a six-month period by relaying data collected through fuel optimisation software.

Advancing the IoT in the shipping sector was the talking point of SMM, according to Mark Woodhead, Senior Vice President for Training and Content at KVH Industries.

"We've got to the point now, where most people who are renewing their L-Band services are going VSAT and the talk is what they are using the connectivity for rather than whether they need it," he told SMI.

"To date, they have been obsessed with how fast it is, and how much money it costs, and who is providing it. Now all of those are pretty much a given. It's fast enough, it's always on, it's got global coverage and it's at a very good price point. So suddenly the conversation flips to 'well, can we use it to do this? Can we use it to monitor the performance of the vessel. It's moved into talking about applications."

He believes shipping companies will start to find innovative ways and innovative applications to save money, to improve performance, to improve safety and to improve all the things that matter in day-to-day operations.

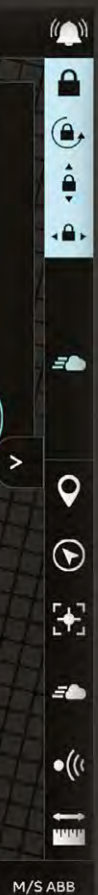
He said owners were definitely investing in connectivity, and one of the talking points on the KVH stand was its AgilePlans, subscription-based Connectivity as a Service (CaaS) model which launched for the commercial maritime sector last November.

The all-inclusive, no-commitment offering includes, for one monthly fee, connectivity via the mini-VSAT Broadband satellite network; a TracPhone V-series satellite communications antenna with free installation; news and training content delivered via satellite; and delivery of chart and weather content.

In the first six months of the year, the company shipped more units than it did in the whole of the last year.

"It's been fantastic. We've made huge inroads particularly in Europe and Asia, and it's just a real sea-change in the market," said Mr Woodhead.

"We've taken all the risk out for the customer and for so many customers, switching from a low bandwidth service to a VSAT service has been a tipping point." ●



# Dualog warns of continued **spam attacks**

**D**espite the move to connected ships, the annoyance of spam and the threat of cyber-attacks remain on their IT systems.

According to Dualog, which provides a maritime digital platform which ensures that internet, email and cloud services work reliably and securely onboard, over 18% of emails scanned in the second quarter of this year were rejected as spam and just under 1% were stopped because they contained viruses or damaging malware.

This number would have been much greater, if the Dualog platform had not been used according to Dualog Product Manager Walter Hannemann.



He said email hacking was becoming more sophisticated and just over 3,000 vessels were now using the Dualog platform to help mitigate the risk of an attack.

“The bad guys are smart and they are doing their best to lure people into believing it is a legitimate email,” he said.

“It is important that people are aware because we cannot guarantee that everything is filtered out.”

There are several different kinds of threat by email and one of the most prevalent in the business environment is ‘whaling’, when a person receives an email that appears to be legitimate, asking to pay an amount into an illegitimate account.

“This is still happening and even if you don’t see it, you still need to be vigilant – nothing replaces human intelligence,” said Mr Hannemann.

“You need to check with the people you know – never trust someone that you don’t know. It is somewhat counter intuitive because we are normally lazy, but in this case you need to do a lot of extra work and validate everything that you see.”

As one of the world’s leading providers of cyber secure IT services to the shipping industry, all data traffic within and between customers’ ships and offices is verified and secure meaning there will be a larger number of always secure emails. ●



## SAILORS' SOCIETY PRESENTS ING WINE TASTING 2018

Thursday 18 October  
6:30pm champagne reception

8-10 Moorgate  
London, EC2R 6DA  
United Kingdom

For queries please contact: **Zakiya Dharsi**  
zdharsi@sailors-society.org  
+44 (0)23 8051 5382



# Marlink unveils new **cyber threat** detection solution

Cyber security was on the agenda for satellite services and solutions provider Marlink when it unveiled its new threat detection solution, Cyber Detection, at SMM.

It forms part of the company's fully integrated ship and shore-based Cyber Guard portfolio and enables Marlink customers to protect, detect and resolve any cyber-threat through a combination of network resilience and redundancy, dedicated maritime cyber-security technology and maritime Security Operation Center (SOC) experts.

Customers can view threats affecting their vessels through an intuitive, web-based dashboard and may also set up notifications on critical threats to be received by email and/or SMS.

Patrick Decool, Head of Innovations at Marlink, explained that the company has been investing a lot of time on cyber risks in the last couple of years and although Marlink had a range of protection tools in the past, this was making it stronger.

"We have already been protecting assets and providing tools to protect clients, and those who have used our solutions in the past

haven't been touched," he said.

"What we realised is that the maritime industry has now become a more targeted environment for hackers."

Ghani Behloul, Chief Marketing Officer, Marlink, said: "With the increasing use of broadband communications and the fast deployment of new digital IT-based applications onboard ships, cyber-security has become even more critical to fleet and business operations."

Cyber Detection requires no additional installation of equipment onboard vessels or upfront investment, and the service identifies more than 50 different threat categories, including malicious applications, intrusion attempts, confirmed intrusions, abusive usage and social engineering.

It is ideal for vessels equipped with Sealink VSAT connectivity. In addition, the service is fully compatible with Marlink's delivery of Fleet Xpress as well as Inmarsat Broadband and Iridium Certus ●



# Ensign You're in control

The maritime industry's pension plan.

Low charges.

Choose how you take your benefits on retirement.

Trusted by over 80 maritime organisations.

**Is your employer onboard?**

[ensignpensions.com](http://ensignpensions.com)



# Getting to grips with alternative fuels

The decision of the International Maritime Organization (IMO) to limit fuel sulphur content from January 1st, 2020, and the recently adopted ambition to halve GHG emission by 2050 mean the world's future fleet will have to rely on a broader range of fuels and adopt novel propulsion solutions and energy efficiency measures, a leading classification society has claimed.

According to DNV GL, environmental and price challenges are driving the interest in alternative ship fuels, but the number of realistic candidates is small. The society believes LNG, LPG, methanol, biofuel and hydrogen to be the most promising candidates. Among them, LNG has already overcome the hurdles related to international legislation, and methanol and biofuels will follow suit very soon.

It will be a while before LPG and hydrogen are covered by appropriate new regulations within the IMO IGF Code, as well, it said in a report on "Alternative Fuels and Technologies for Greener Shipping".

The existing and upcoming environmental restrictions can be met by all alternative fuels using existing technology. However, the IMO target of 50% GHG emissions reduction within 2050 is ambitious and will likely call for wide-spread uptake of zero-carbon fuels, in addition to other energy efficiency measures, the report says.

Fuel cells can use all available alternative fuels and achieve efficiencies comparable to, or better than, those of current propulsion systems. However, fuel-cell technology for ships is still in its infancy.

The most advanced developments to date have been achieved by the projects running under the umbrella of the e4ships lighthouse project in Germany, with Meyer Werft and ThyssenKrupp Marine Systems heading the projects for seagoing ships. Wind-assisted propulsion could potentially reduce

fuel consumption, especially when used for slow ships, but the business case remains difficult.

Batteries as a means to store energy can be considered as an alternative fuel source in the widest sense. They have major potential for ships running on short distances and can be used to boost the efficiency of the propulsion system in any ship. However, in deep-sea shipping, batteries alone cannot substitute fuel. With low-sulphur and alternative fuels becoming more widely available, the well-known combined cycle gas and steam turbine technology represents a viable alternative for high power ship propulsion systems.

All fuel alternatives could meet the foreseeable volume requirements for shipping over the coming years, DNV GL said. A major increase in consumption would require an appropriate increase in production capacity; the only exception is LNG, which is available in sufficient quantities today to meet the potential requirement of the shipping industry for many years.

Without taxation or subsidies, renewable fuels will find it difficult to compete with the prices of conventional fossil fuels. LNG and LPG are the only fossil fuels capable of achieving a CO<sub>2</sub> emissions reduction. CO<sub>2</sub>-neutral shipping seems possible only with fuels produced from renewable sources. If the shipping sector resorts to synthetic fuels produced from hydrogen and CO<sub>2</sub> using renewable energy, the available alternatives will be liquefied methane (which is very similar to LNG) and diesel-like fuels.

DNV GL has tried to tackle the facts surrounding new fuels by introducing its new Alternative Fuels Insight (AFI) platform which offers a comprehensive and continually updated overview of alternative fuel projects, bunkering infrastructure, suppliers, and technologies. By providing freely accessible tools for visualising and analysing comprehensive and high quality data, supplemented by an extensive collection of technical resources,

AFI helps ship owners and other maritime stakeholders monitor the global uptake of alternative fuels and assess the best options for their own vessels.

Alternative fuels and propulsion technologies should be on the radar of every ship owner, especially those in the market for a newbuilding in the near future," said Knut Ørbeck-Nilssen, CEO of DNV GL – Maritime.

"The AFI platform has been developed to provide a clear picture not only of the fuels and the surrounding infrastructure, but to build links between suppliers and owners and charterers. The knowledge collected on the platform is expanding into a 360-degree view of the sector, allowing all stakeholders to make informed decisions."

It builds on DNV GL's well received LNGi portal, but with an expanded focus that covers LNG, LPG and methanol, as well as emission reducing technologies such as scrubbers and batteries. The platform consolidates a wealth of detailed technical information on these fuels and technologies, including their bunkering infrastructure, and examines their capabilities and limitations, as well as giving practical insights into their implementation and operation. With much of the information free to access, the AFI platform is a valuable resource for owners and operators needing to research and keep up to date in this rapidly moving sector.

In addition, through the Fuel Finder tool ship owners and charterers can submit requests for bunkering, specifying fuel type, location, volume and from which date they would like to

bunker. DNV GL validates these requests and then makes them available to suppliers.

"The Fuel Finder tool makes it easy for owners and charterers to see how their decision to move to an alternative fuel could work out in practice," said Martin Wold, head of the AFI platform at DNV GL – Maritime.

"With one request, they can see how the operational profile of their projects match the capability of multiple suppliers. We have also been working with several leading suppliers and equipment makers who have signed on as supporters of the portal and we have opened the portal to user contributions, so that we continually expand the platform by adding bunkering and infrastructure projects," he added.

With interactive maps and data visualisations, it is easy for users to see where infrastructure already exists or will shortly be developed, alongside the growing alternative fuelled fleet. And new tools let users dig deeper into the data to analyse trends and screen the feasibility of their alternative fuel projects based on based on CAPEX, OPEX and fuel prices. ●

# **IACS Chairman** sets course for year ahead

**J**eong-kie Lee, Chairman and CEO of Korean Register (KR), was elected Chairman of the International Association of Classification Societies (IACS) on 1st July 2018.

Dedicated to safe ships and clean seas, IACS makes a unique contribution to maritime safety and regulation through technical support, compliance verification and research and development.

More than 90% of the world's cargo carrying tonnage is covered by the classification design, construction and through-life compliance Rules and standards set by the 12 Member Societies of IACS.

Looking ahead, Mr Lee says that delivering on the core elements of quality, transparency and technical leadership will be key to his chairmanship. He describes his tenure as coming at a pivotal time in the Association's development, as it works to address key industry topics, takes steps to strengthen the role of class and implements strengthened quality benchmarking criteria to ensure that IACS keeps its position as the industry's leading technical association.

As the Society assuming the IACS Chairmanship, Mr Lee will act as the Principal Officer of the Association and will chair the IACS Council. The IACS General Policy Group will also be chaired by KR.

The IACS Council will shortly set out its position on a range of key issues by publishing a series of position papers on the 2020 Global Sulphur Cap, the IMO's greenhouse gas emission reduction strategy, cyber safety, ballast water management, digitalisation and autonomy, with the aim of providing further clarity to the maritime industry.

In addition, before the end of the year IACS intends to deliver 12 recommendations to facilitate the delivery of cyber resilient ships and to maintain this status for the duration of their operational life. Once published, IACS will focus on gathering industry feedback and experience for the further development and evolution of this subject.

The IACS Council has agreed that it will draw together the experience of the IACS Members regarding EEDI implementation and will make a submission to the IMO describing the technical consequences of EEDI. Such submissions are part of IACS' ongoing activities and offer a meaningful contribution on important issues which help to shape the future of international shipping.

Mr Lee believes that, for classification societies, securing the trust of various related industries is also a vital goal. As a result, he has emphasised that IACS will play a key role in building trust between various stakeholders while maintaining IACS's leadership in the field of classification.

It's important that IACS strikes the appropriate balance between representation, agility and speed of response. In an era where technology and regulations are moving very fast, IACS needs to be forward-thinking in meeting these new challenges while maintaining its core functions of setting minimum standards applicable to all members and of establishing a high baseline for quality operations.

Mr Lee describes the IACS Chairmanship as both a great honour and responsibility for the Korean Register, adding that he will also be looking at 'future proofing' IACS against internal and external developments to ensure that IACS remains a badge of quality and one that regulators, industry and the general public can rely on as indicative of the highest quality classification societies.

Korean Register is further represented at IACS with the appointment of Mr Joo-Sung Park as Chairman of the IACS General Policy Group (GPG) and Mr Hyung-chul Lee, who has been nominated to join the IACS Council as a KR member. ●



**GUIDANCE**  
**MARINE**  
A WÄRTSILÄ COMPANY



**LOCAL LASER  
POSITIONING  
WITH NO  
TARGETS**

**SCENESCAN**  
Monitoring Technology from  
**GUIDANCE**

[WWW.GUIDANCE.EU.COM](http://WWW.GUIDANCE.EU.COM)

**SCAN. TRACK. POSITION.**

Get a 5% discount\* on your purchase of SceneScan when using the code:

**'SSNOV18'**

Quote the code when you are making your enquiry.

[sales@guidance.eu.com](mailto:sales@guidance.eu.com)  
+44 (0)116 229 2600

\*This offer is valid until 30<sup>th</sup> November 2018, cannot be used in conjunction with any other discounts or offers and is only valid for the SceneScan sensor.



# HORNCASTLE

MARINE

## YOU HAVE A CHOICE

Independent, unbiased, transparently  
managed, global crew travel

Horncastle understands the shipping industry.

Our marine consultants understand the industry.

We have been moving crews across the world for decades,  
working closely with our customers, integrating or modifying our  
services in line with their specific needs.

Maximum efficiency at minimal cost.

## THE CHOICE IS YOURS





# Technology transforming procurement

Technology is transforming the way ship operators can source and order supplies for their vessels and an ever increasing number of suppliers are investing in the software required for e-procurement.

One such project is the introduction of a new customer portal by Wilhelmsen Ships Service, which is said to slash customer response times.

Launching at last month's SMM trade fair in Hamburg, the FRED (Framework for Enterprise Data) customer portal will provide WSS customers with an, until now, largely unseen instant overview of all their transactions, on-demand.

As Nakul Malhotra, Vice President, Technical Solutions & Marketing, Wilhelmsen Ships Service, said: "Whether it's online banking, or e-commerce, as consumers we take for granted that we can access our account details, or ordering information anywhere, anytime with just a few keystrokes. But shipping, as an industry, is typically slower to realise and effectively harness the power of new technologies. We're focused on changing that, and especially when it can totally transform our customers' experiences and interactions."

He added: "FRED is about us being able to personalise what we actually want to see. We need to start bringing what we are used to as consumers into our B2B world. Most importantly we need to make sure that the maritime industry gets into 2018."

Developed by Wilhelmsen Ships Service's Marine Products Division, the FRED integrated platform enables customers to securely access their transaction information, including invoices, delivery notes, their order history and view the current delivery status of orders. It also allows customers to retrieve certificates for products such as ropes, along with providing an instant overview of which cylinders they have onboard, and where.

The numerous calls and emails that are typically needed to track current orders, chase invoices, retrieve certificates, or get transaction overviews will become a thing of the past, slashing the time and effort needed from days and hours to minutes.

## “This new integration is also an example of where suppliers to the marine and offshore industries must take advantage of developments in digitalisation...”

**Dominic Fernandez**, CEO, Francois Marine

The portal allows customers to access the information they need wherever and whenever they need it, via a computer or mobile phone and along with transactional data, FRED is inbuilt with alert settings relating to order status or usage such as highlighting when cylinder assets have been onboard for extended periods.

There is also a voice-activated Chatbot facility, where customers can ask about current orders and get an immediate response.

Mr Malhotra said: “The foundation for co-creating value-driving applications and easy to use tools FRED eliminates real pain points with the current transaction mechanisms in our business and wider industry.”

Currently available as a limited release, FRED’s development is constant, with Cargo Hold Cleaning selectors, the next generation of Waterproof – Wilhelmsen’s water treatment logging and reporting tool, and a host of other applications and tools in the pipeline.

He is adamant FRED and its latest iterations will become an invaluable part of Wilhelmsen business.

Mr Malhotra said: “FRED was developed as a direct response to customer feedback and it cures an established and totally avoidable pain point. Transactional data on demand frees up an enormous amount of time. But more importantly it allows us to provide customers with invaluable insight into specific needs and create efficiencies related to the pre-purchase, purchase and post-purchase processes for the management of marine products for customers. It’s a massive leap forward for us, our customers and the industry.

“Welcome to a new way of transacting.”

Digitalisation is also driving new business at maritime e-procurement platform ShipServ.

It recently announced that it had delivered a full integration solution to global marine and offshore supplier and logistics company Francois Marine Services, which is a subsidiary of the Northern Marine Group.

The full integration has been built to connect Francois Marine’s new Enterprise Resource Planning (ERP) system and will enable the company to increase efficiencies and the speed of processing multiple transactions, responding to RFQs (request for quotation), as well as driving customer retention and winning more business through faster turnaround times.



**left to right are** Jason Low, Sales Manager, ShipServ; Dominic Fernandez, CEO Francois Marine; Sharon Gill, Senior VP, Sales APAC, ShipServ

By fully integrating with ShipServ, Francois Marine can respond to RFQs and quote directly from their new ERP system, enabling the company to better automate the fulfilment of orders with existing and prospective customers, as well as providing greater visibility and control over the entire process.

Manual errors are also said to be significantly reduced and re-typing is eliminated and efficiencies are gained through time savings.

Francois Marine, which is headquartered in Singapore and has subsidiary offices in South Korea, Rotterdam and Shanghai, procures a wide range of ship stores, marine and oilfield equipment and general consumables for all types of vessels, semi-submersible rigs, jack-ups and drill ships.

Commenting on the agreement, Dominic Fernandez, CEO of Francois Marine, said: “The growth of Francois Marine and the global nature of our business, as well as the markets that we work with makes it essential for us to have a state-of-the-art back office function that is seamlessly linked to all our operational processes.

“Fully integrating ShipServ into our platform is an important part of this and enables us to have real control over the entire RFQ and order transaction process with customers and prospects, driving operational and time efficiencies. The new integration is also an example of where suppliers to the marine and offshore industries must take advantage of developments in digitalisation, enhancing the services and solutions that can be provided to purchasers.” ●

# In need of a rudder expert?



We specialize in repairs of rudder arrangements and can offer you a complete repair solution with final fitting and re-installation onsite.



# MarineShaft®

[marineshaft.com](http://marineshaft.com)

# Crew Welfare

## We are what we eat

Why do we eat what we eat? What does sugar do to our brains? How does the powerful food industry persuade us to buy unhealthy products?

These are questions that many people have never considered – and, if they are not informed, how can they make healthy choices in terms of what they eat and drink?

Christian Ioannou, Managing Director of Cyprus-based Marine Catering Training Consultancy (MCTC), gets passionate when he talks about the need to healthy, nutritional

encourage menus onboard ships – and, indeed, MCTC goes further, running ‘365 Healthy

Days Workshops’ at its Manila training centre, to teacher the partners and children of seafarers about cooking healthy and nutritious meals.

“Nutrition is important not only onboard ships – but anywhere in our private lives,” he said. “The slogan is true: We are what we eat. If we eat unhealthily, we will be unhealthy. And yet I am always shocked by the number of people who seem to be surprised when they get sick. Why are they surprised if they don’t take care of their bodies and their health for their entire lives and then they end up obese and with diabetes?”

Whenever MCTC runs its seminars, training and workshops for clients, it draws the classic comparison between ‘body’ and ‘engine.’ “If you feed a ship’s engine with



contaminated water and low quality fuels, it is to be expected that the engine will break down,” said Mr Ioannou. “If we don’t take care of our bodies, it is just a matter of time before we are going to get sick. It is as simple as that.”

He recently spent five days onboard National Geographic’s *Explorer*, during which time he talked to nearly 100 crew.

“It was amazing how little people actually know about nutrition,” he said. “We did a lot of exercises and found that even the basics of calculating calories are not there. Many were not even close to knowing the number of calories they need (standard recommendation: 2,500 for men, 2,000 for women).”

Some of the crew thought 300 for the day, some thought 6,000. When the workshop moved on to calculating calorie consumption in daily meals, some crew – and particularly Asian/Filipino crew – were consuming 1,000 calories in their breakfast at 7am.

“If you have a total allowance of 2,000 to 2,500 for the whole day, that doesn’t look good,” said Mr Ioannou. “This was an eye-opener for all concerned.”

The next step was to look at sugar intake – the recommended maximum is 25 grams per person per day.

“By consuming one cola drink, you exceed that daily limit by taking in 35 grams of sugar. We did an exercise putting teaspoons of sugar in a glass based on daily sugar consumption and in many cases we were able to fill up two glasses. That included added sugar used in bread, soda drinks, soft drinks, Nutella, tomato ketchup – it is everywhere.”

Mr Ioannou is also determined to eliminate the use of ready meals and convenience foods onboard ships. “This leads to health benefits and also a reduction of costs – because cooking something from scratch is cheaper than purchasing ready meals,” he said.

He turns his attention to the food industry itself and the marketing being used to these ‘convenient’ foods as well as some that are perceived to be healthy when they are not.

“Many people think they are buying healthy items because they are marketed as ‘green,’” he said. “It’s all about ‘neuro marketing’ – manipulating the brain. Millions of dollars are spent by the food industry to make sure people are choosing their products against someone else’s. It is all about colouring, branding, image and the message being transmitted to our brains to take the decision to buy and eat/drink.”

Example? A happy cow on a milk can. What exactly does that mean?

“We are not really reading labels. Many products appear to be healthy but they are not. Our drive is to give people the knowledge as to how the food industry actually works; the manipulative way in which products are presented to consumers; how to calculate calories and sugar intake; and how we can balance out our daily meals.”

MCTC helps clients to create balanced weekly menus which ensure that daily recommended nutritional values are met. “We have developed our GMS software – Galley Management System – which

gives clients access to weekly menus which are also cost-competitive to help them budget,” said Mr Ioannou.

But this all goes further than physical health – MCTC also focuses on why we get the urge to eat certain things, and the impact of what we eat on our mental health.

“It’s the same as with smoking. You are wasting time telling people they are going to die from smoking – we all know that. The question is: why do you smoke? Instead of saying what will happen to you if you eat unhealthily, the question in regards to nutrition is: why do you eat what you eat? In our workshops, we go through addiction to sugars, the dopamine chemical which creates pleasure in the brain, and how the food industry makes sure this ‘happiness’ is activated.”

The ‘feel happy’ dopamine kick – you can get it through smoking, alcohol, sex and adding sugar, he said. There is a huge, powerful industry out there hoping you will choose sugar.

“This is the only way people start thinking about their behaviours and why we look for chocolate at a specific time of the day,” he said.

Mental illness is now way up the agenda in terms of discussion. In general, people relate mental illness to situations happening in their lives but do not relate mental illness with food.

However, Mr Ioannou said: “It has been proved that our brains only have a limited space for micronutrients to occupy. So, if we give that space to one category, e.g. glucose, it means there isn’t enough space for essential micronutrients – and that leads to sadness, depression and unhappiness. This is why a lot of people get depressed and they don’t even know why. People think their mental state is dependent on situation but it is not. We underestimate the power of nutrition on our wellbeing and on our mood.”

Thought-provoking stuff and clearly it’s having an impact. The feedback from the *Explorer*? “We have already observed a move towards healthy eating habits, and soft drink consumption onboard has reduced to very little,” he said. “It isn’t that people don’t want to change – in many cases, it’s just that they don’t know enough about it. Awareness is extremely important.” ●



**Christian Ioannou**, Managing Director of Marine Catering Training Consultancy (MCTC)

# A holistic approach to crew safety

For all maritime operators, crew welfare is a key focus. Whether it's during the ship building and design process or later on as a retrofitted solution, the concept of safety itself and the procedures involved to implement its best practice should go beyond the mandatory basics of the Maritime Labour Convention.

Safety and survival solutions provider Survitec believes that safety solutions have no start or end goal and should be a holistic approach that not only embodies the ethos of the provider, but are a consideration that is woven into daily practice. It must be part and parcel of all processes that are set in place in the day-to-day operations of a vessel. In particular, the safety of all crew members onboard a vessel is paramount. How can safety be mapped out and managed effectively to reduce the element of risk?

Survitec has devised the SOLAS 360 concept based on the principle of keeping customers safe and compliant, by simplifying safety services. SOLAS 360 is a truly global solution, with more than 70 Survitec-owned service centres, and 500 plus third-party facilities covering 2,000 ports worldwide supporting its delivery.

The equipment and services provide exceed regulations and best-in-class standards, rather than adhering to the minimum requirements.

operational advantages that come with Survitec's SOLAS 360 safety servicing offering

it is able to represent simply industry The

include global support for vessels travelling both overseas and locally, fixed pricing models which allow shipbuilders and maritime operators to budget effectively as well as aligning due dates; leading to fewer vessel visits and less coordination in future.

Survitec can also visit vessels and create a detailed plan for all service and replacement needs after an initial on-board inspection. Thinking beyond a retrofit type model which over time ascertains functional benefits and allows for operational and reactive updates, focusing on safety during the construction process, goes one step ahead and is a pro-active and preventative measure that allows for greater integration.

"Our safety conscious ethos permeates our business and is something we are proudly obsessive about," said a Survitec spokesperson.

"This dedication, when translated into a plan for your vessel or fleet and implemented effectively, caters for your employees' wellbeing and helps safety becomes synonymous with your strategy. For crew members, working for an operator that has implemented a SOLAS 360 programme safety solution provides reassurance that the company they are working for, has their safety and crew welfare at the top of its agenda."

SOLAS 360 is also backed by an online Safety Portal that gives customers instant visibility of each vessel's compliancy status and safety certificates. From the perspective of the operator, this helps future-proof their business against further changes in legislation.

Some of the products incorporated within the SOLAS offering include lifejackets, gas detectors, emergency escape breathing devices and MOB equipment. For crew members, the high quality products provide not only safety but comfort while operating under extreme conditions, with the materials of the products providing protection in torrential weather conditions.

Fire Safety systems also represent a significant section of the SOLAS 360 proposition, with a range of solutions varying from water mist solutions that can extinguish fire fast without any risk to crew or equipment, to clean agent systems that are not only environmentally friendly (omitting harmful components such as Halon) but are particularly useful on vessels where space is at a premium. The range of easy-to-install systems mean crews are protected throughout their accommodation, working spaces and galley areas.

The Survitec brand has built a long and proud heritage for delivering rescue and personal protection products and services for users, especially for the employees and crew members in charge of safety procedures. As Survitec's global offering continues to grow, its customers are able to benefit from an even more fluid and comprehensive range than ever before. ●



FUTURE CARE INC.®

# CARING FOR THE CREW PROGRAM®

ANYWHERE, ANYTIME, WE'RE THERE FOR YOU AND THE CREW

A Special Program from Future Care® providing Medical Advice and Support Services 24/7 for Crew members at Sea and Landside.

New York corporate offices servicing clients throughout the USA, Central America and South America.

Operations Offices in Greece and Hong Kong servicing clients throughout Europe, Asia, Africa and the UAE.

Meeting MLC Title IV



info@futurecareinc.com  
WWW.FUTURECAREINC.COM

# Crew Management

*The future  
competitive  
landscape for  
hiring seafarers*



## **CMI Co., LTD VIETNAM**

44 HOANG DIEU STR. DIST 4, HCMC VIETNAM  
TEL : 84-28-39400762 / 38254279 FAX: 84-28-38254278  
MOBILE: 84 903843382 - 903744411 - 947774291

Capt. Napoleon Paterakis, Managing Director Tel: +84903843382 or +639178679588  
E-mail: [capt-napoleon@cmi.vn](mailto:capt-napoleon@cmi.vn) [cmi-vn@cmi.vn](mailto:cmi-vn@cmi.vn) [cmi-marine@cmi.vn](mailto:cmi-marine@cmi.vn) Website: [www.captain-napoleon.com](http://www.captain-napoleon.com)

**YOUR MOST RELIABLE SHIPPING SERVICE PROVIDER IN ALL PORTS OF VIETNAM**

Port Agents - General Ship Supplier - Safety Radio Inspections - UTM/NDT  
Marine Electronics Services & Repairs

**Life Boat & Boat David/Winch Inspection as per SOLAS & MSC/Circ.1206**



**M**artin Bennell, Managing Director of recruitment group Faststream, develops his recent Crew Connect talk on the competitive landscape of hiring seafarers.

### How will the competitive landscape for hiring seafarers be different in the future?

The next five years is set to be a competitive time for ship owners and ship managers that are sourcing seafarers. This war for talent is forcing changes in the way that people are being recruited.

An increase in the use of digital communications through web-based interviews, utilising technology like Skype is becoming more and more common place. In fact our cruise clients are often using online recorded interviews before the Skype conversation even takes place. This form of recruitment has been demanded by the increased global workforce requiring flexibility, and the speed at which recruitment needs to be performed at.

Businesses can no longer be dependent on sourcing single nationalities and need to open their requirements to this global workforce. As more traditional seafaring candidate rich countries have become more developed, we expect to see a noticeable decrease in people moving into seafarer careers when other opportunities are increasing, especially IT and telecommunication jobs ashore.

While the global expansion continues, we'll also see an increase in requirements for European seafarers as ship owners look to use this skill pool for future office based roles.

### What will generation Z seafarers demand from their employers?

Seafarers and potential candidates that were born from the mid-1990s onwards are making bigger demands of their potential employers. In our recent survey of cadets at Warsash Maritime College based in Southampton, UK, in early 2018, an important issue for future seafarers was for competitive pay in the market, ensuring the attractiveness of an industry that they are focused on entering.

Improved employee benefits are going to be a must for this generation, citing that they expect paid sick leave, family health insurance and maternity and paternity leave as a given. They also want access to improved home comforts including onboard gym and access to fast and reliable Wi-Fi. All items that outside the seafaring community would be common place; our industry has got to improve to mimic other industries before this generation turns its back on it for good.

"We want an avocado and we want it right now". This generation want to know what you can do for them, not what they can do for you. The speed of progression through the ranks and then to shore is increasing.

**"Our industry has got to improve to mimic other industries before this generation turns its back on it for good"**





**YGEIA MEDICAL CENTER**  
MANILA & BACOLOD

Your trusted **Maritime Medical Center**  
in the Philippines

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



ISO 9001:2015



GODDESS OF HEALTH 560.b.c

### How will companies have to adapt to compete in the new war for talent?

Sourcing new staff will need to continue through online channels and with the use of new technologies to meet demands, but we can never forget that recruitment is high touch and nothing will ever replace human interaction. People are not robots or a piece of data, they need to be persuaded and nurtured. A computer cannot sell your job for you.

As already mentioned, to ensure success of recruiting talent, businesses need to open their geographic candidate preference but also continue to be open to employing more women.

Candidates want to have opportunities with career development, they want to learn. Onboard training and development needs to be available to them, paid study leave to at least be considered and for employers to offer qualification sponsorship. They are thirsty for knowledge, let

us not be the ones to lead them to a draught.

### What can maritime learn from other sectors?

We are experiencing a market where we have talent puddles, not talent pools; we must be careful where we splash!

Treating current staff well is vital, there is a need to retain the current talent when we are experiencing small talent puddles, not pools. However, there is a sea of potential talent that is being overlooked when we are recruiting. Stop – there are potential employees that boast transferable skills from other vessel types. Consider recruiting based on attitudes and behaviour not just prior experience.

Embracing new technology during the recruitment phase can help make your job easier. Don't be afraid of it, or disbelief its use. Technology combined with people is a winning force, leading to greater candidate engagement throughout the hiring process. ●

# 2018 ISWAN seminar

Hosted by:



We would be delighted if you can join ISWAN members and guests to learn more about seafarers through the lens of five years of the MLC. The agenda includes encouraging women seafarers, improving mental and physical health at sea, working with abandonment and forming structures to assist seafarers in ports, all under the heading:

**“Working in partnership, seeking practical solutions.”**

**Friday 23rd November 2018, 09:00 -16:00**

**University of Helsinki, Unioninkatu 40, Helsinki, Finland**

More details and registration at: [bit.ly/2P3HgOg](http://bit.ly/2P3HgOg)

ISWAN – the International Seafarers’ Welfare and Assistance Network, a tri-partite membership organisation working for the practical implementation of ILO MLC welfare provisions, and supporting seafarers through projects and a 24/7 multilingual helpline.

Photo: Olexander Milhmo

Sponsored by:

**VIKING LINE**



Suomen Varustamot  
Rederierna i Finland  
Finnish Shipowners' Association

# ShipMoney

Strengthening our strategic link with commercial shipping companies and cruise lines worldwide

Financial access for crewmembers.  
Financial flexibility for employers.



**SHIPMONEY**

ShipMoneyCorporate.com

# Ro-Ro

By David Tinsley

## Investment boost to shortsea ro-ro networks

Advances in scale economy, vessel productivity, energy efficiency and environmental compatibility are integral to surging investment in European ro-ro passenger and freight ferry fleets. Constituting currently one of the industry's most dynamic sectors, orders for ro-pax and ro-ro tonnage have hit a new high. The nature of the designs involved not only promises to sharpen the competitiveness of operators and the shortsea mode of intra-regional transport, but is also providing a new showcase for technological progression and innovation.

The high added-value represented in the construction of such vessels is a boon to the shipyards concerned. While Europe's shipbuilding industry retains a significant share of the work, the rapid emergence of Chinese yards as favoured contractors is an outstanding feature and facilitator of European fleet regeneration.

As a leading innovator in the field, and champion of versatile designs suited to series production, the Stena Group figures prominently in the new wave of fleet modernisation and expansion. The organisation has longstanding experience of building ro-ro tonnage in the Far East, dating back to the ubiquitous Searunner trailership series of the 1970s.

Over the course of 2018, it has made further commitments to newbuilds of the E-Flexer ro-pax concept developed by Deltamarin. Stena has extended the programme to eight firmly-ordered ships plus four options, all to be delivered by the AVIC Weihai yard in China. Significantly, three

of the contracted vessels have attracted long-term charters from other players in the north European ferry market.

The first six E-Flexers will offer a ro-ro capacity of 3,100 lane-metres plus provision for up to 1,000 passengers. Economies of scale in conjunction with the closest attention to power and propulsion arrangements and hydrodynamic form promise about 25% less CO<sub>2</sub> emissions per freight unit than existing ferries. The seventh and eighth ships will be some 25m longer than the preceding sextet of 212m vessels, raising the maximum payload to 3,600 lane-metres and 1,200 passengers.

The primary power installation is based on two engines, rather than the four-engine solution common to high-capacity ro-pax ferries. The first five newbuilds have been laid out in accordance with 'gas ready' certification, to facilitate any future conversion to LNG or methanol fuel, while the sixth ship will have an LNG dual-fuel installation from the outset. Furthermore, the engineering design provides for retrofitting scrubber plant or selective catalytic reduction (SCR) systems.

E-Flexer deliveries are scheduled from 2020 onwards. Five of the ships booked to date will strengthen



Stena Line services, including Irish Sea operations, two will run under bareboat charter to Brittany Ferries and one has been secured by DFDS for the Anglo-French corridor across the Strait of Dover.

While the extent of investment in shortsea shipping services on all UK coasts and rising traffic volumes in trade with continental Europe continue to belie uncertainties over the UK's impending secession from the EU, a number of projects by ship owners reflect strategic planning for possible new eventualities. In particular, worry that additional customs formalities at ports in the post-Brexit era may hinder freight traffic using the UK as a landbridge between Ireland and continental Europe has led to orders for ships suited to potential deployment on direct routes linking Ireland with the near-Continent.

For instance, the Irish Continental Group's 55,000gt ro-pax newbuild *W.B.Yeats* has been conceived to offer flexibility throughout the network maintained under the Irish Ferries brand, and is set to make her debut on the Dublin/Cherbourg route, following delayed delivery by Flensburger Schiffbau-Gesellschaft. The vessel is laid out with 2,800 lane-metres for trucks and capacity for 1,800 passengers, and incorporates an exhaust scrubbing plant for the four-engine propulsion system.

At the beginning of 2018, a further, larger ship was ordered for Irish Ferries from the Flensburg yard, for the, with scheduled entry to the central Irish Sea run between Dublin and Holyhead in 2020. At some 5,600 lane metres, she will have twice the ro-ro intake of the *W.B.Yeats*.

A new marker for north European freight logistics was laid down last October through the introduction by Compagnie Luxembourgeoise de Navigation (CLdN) of the 74,300gt *Celine* to routes linking mainland Europe with Ireland and the UK. Constructed in South Korea by Hyundai Mipo Dockyard (HMD) for the Cobelfret-associated company, *Celine* is distinguished by the record-breaking capability to load 7,800 lane-metres of rolling cargo. Second-of-class *Delphine* followed in early 2018.

The versatile design lends itself to application throughout the extensive CLdN network, including providing importers and exporters with the option of direct Ireland/continent routings rather than use of the UK landbridge.

The Grimaldi Group is giving further dimension to the ro-ro mode, having this year ordered a total of 12 multi-purpose trailerships of 7,800-plus lane-metres. Dubbed the Grimaldi Green 5th Generation (GG5G), reflecting the design's environmental engineering features and the leap in efficiency and reduction in carbon footprint per unit of cargo compared with previous fleet additions, the entire series has been entrusted to China's Jinling Shipyard. The per-ship load intake corresponds to about 500 trailers.

Total investment is in the region of \$800m. Nine of the ships will be operated by Grimaldi Lines in the Mediterranean while the remaining three, slightly modified variants will be ice-classed and deployed by sister company Finnlines in the North Sea and Baltic trades.

Developed by Grimaldi in conjunction with Knud E.Hansen of Copenhagen, the design embraces scrubber technology and under-hull air lubrication, reducing frictional resistance and saving fuel. A bank of batteries will cover the power load in port, obviating atmospheric pollution. The batteries will be recharged when under way via shaft generators, supplemented by solar panels.

DFDS has also brought further business this year to Jinling Shipyard, by ordering a fifth newbuild in a series of 6,700 lane-metre ro-ro trailerships, intended to boost efficiency and accommodate projected freight growth on north European and Mediterranean services. Powered by twin, two-stroke main engines and incorporating exhaust gas treatment technology, the design employs three independent ramps at the stern, and internal ramps on each side of the ship, promising expeditious cargo handling turnarounds.

Besides one of the aforementioned E-Flexers at AVIC Weihai, DFDS' fleet development programme also takes in two 4,500 lane-metre/600-passenger ro-pax ferries for the Baltic, booked from Chinese shipbuilding contractor Guangzhou Shipyard International.

The Danish group has fostered a new stage of consolidation in European ro-ro and integrated transport operations through the recent acquisition of Turkey's leading trailership specialist UN Ro-Ro. Restructure of the industry in Europe is also expressed by the planned amalgamation of Spain's two largest ro-ro operators, Naviera Armas and Trasmediterranea. ●

Stena's E-Flexer ro-pax newbuild class has attracted charters from other leading European operators.



# Alternative Viewpoint

## Coastal conundrum



Michael Grey, MBE, is an internationally respected maritime commentator

**H**ow can coastal shipping be revived, to move more cargo by sea, which otherwise will be blocking up the roads and contributing to both congestion and pollution? It has been a question that has been regularly asked for the past 30 or 40 years, once landside congestion became an issue, but answers, alas, have been in short supply.

You can lead a horse to water, goes the old proverb, but you can't make it drink, and it is a hard job to persuade people shipping cargo to opt for a ship, if they believe road haulage is cheaper and more convenient. It must have been about 30 years ago that I was a member of a government committee looking at the movement of goods from roads to water and I don't recall that a great deal was accomplished beyond the inevitable report. We considered the problems from the standpoint of the cargo, looking at the potential for large volumes of freight which travelled by road but really didn't have to rush along the motorways at high speed. Even then, astonishing quantities of cargo like kitchen rolls, bottled water, aggregate or other bulks, whose delivery was far from time-critical, were being carried by truck and could have been carried by coastal shipping.

But at that time there was the belief that coastal shipping could not be economic over distances less than 300 miles, something which ro-ros and short-haul container feeders have subsequently discredited. But statistics have revealed very little growth in these coastal trades over the years, which is obviously disappointing. Meanwhile, the landside congestion has increased, with concerns being regularly expressed about atmospheric pollution and road safety. It is a global phenomenon, with the same sorts of questions being asked in the US, Australia and Europe.

Can ports do more to incentivise the coastal trades? The British Ports Association has been considering this matter and is to hold a seminar at the end of November at which opportunities and challenges for coastal shipping will be addressed. Hopefully some new ideas will emerge.

It is often suggested in shipping circles that the bigger ports are not interested in small ships and prioritise their investments towards big ships that pay more in dues. And it is also a fact that to remain economic, what we call 'coasters' have grown considerably and are now too big for many small ports, which have been unable to expand

or dredge channels to accommodate these larger ships. It has been said, somewhat fatalistically, that the lack of growth in coastal sea trade will only be changed when the 'coercion of congestion' on land reaches such a state that there is near gridlock, and the shipper turns to the sea in desperation.

It was interesting some years ago to hear an owner of coastal and short sea tonnage complaining at the high price of using ports, which he said did not reflect the earning capacity of his ships, which operated on very low margins. He said that a port ought to be more sensitive in its charging mechanism and not regard the ship as its sole income stream. "I bring my ship into your port and face a whole range of charges to lie alongside, while cargo is loaded and discharged in and out of road transport vehicles, whose owners pay nothing to the port for the services they enjoy". He suggested that the burdens ought to be more fairly shared. Significantly, this owner, who operated one of the UK's bigger coaster fleets, is no longer in business, his firm's demise a consequence of prolonged low freight rates.

There have been suggestions that ship operators ought to be compensated for the environmental benefit they confer in removing traffic from the roads. But in a free market, all the transport modes compete for their cargo and it is difficult to see how such a scheme might be implemented. Nevertheless, where marine transport has been able to seize the initiative, there have been spectacular examples as to how efficient shipping has removed very large numbers of lorry journeys from congested roads. Within the River Thames, where there is a busy trade in constructional traffic and nearly three million tons carried by ship and barge, it is hoped that eventually this traffic will be increased to take 400,000 lorry trips off the roads per annum.

It is perhaps encouraging that the Government has recognised once again the potential for shipping, with a Department for Transport Port Connectivity Study noting that coastal shipping is currently underused. It is also noted that the British Isles are liberally supplied with port facilities around their long coastline and estuaries, with the BPA, in announcing its latest initiative, pointing out that "utilising the UK's hundreds of ports in supporting more coastal shipping has the potential to improve connectivity between regions". Geography ought also to be on the side of sea transport, with 90% of the UK population living within 30 miles of the coast. ●

# MetWorks Ltd

Weather guidance and forecasts to the Shipping industry. Professional advice for weather Routing,  
Towing and offshore projects by mariners for mariners.

Involved in a weather related incident or dispute? Our independant assessment can help make your case.



Contact **MetWorks Ltd**: Tel: 44 (0) 1344 317653  
Email: [admin@metworksltd.com](mailto:admin@metworksltd.com)  
Web: [www.metworksltd.com](http://www.metworksltd.com)

9-13 SEPTEMBER 2019  
**LONDON**  
INTERNATIONAL SHIPPING WEEK

The must-attend global maritime event

## Save The Date

For more information please contact Karen Martin  
+44 (0) 1296 682 108 / [kmartin@elabor8.co.uk](mailto:kmartin@elabor8.co.uk)

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

Organised by



Managed by





**Seatrade  
Maritime  
Middle East**



# ATTEND THE MIDDLE EAST'S WORLD-CLASS MARITIME EXHIBITION

**29-31 October 2018**

**Dubai World Trade Centre (DWTC), DUBAI, UAE**

Join us and network at our **FREE to attend** event, offering one of the most **exciting maritime conference programmes** and international exhibition.

Part of:



Official  
Publication:

**Seatrade  
Maritime Review**

Official  
Online Media:

**Seatrade  
Maritime News**

Organiser:



Under the patronage of HH Sheikh Hamdan bin Mohammed  
bin Rashid Al Maktoum, Crown Prince of Dubai, UAE

[www.seatrade-middleeast.com](http://www.seatrade-middleeast.com)

[f](#) [in](#) [t](#) #STMME18

**75%**

of 2016 attendees  
consider Seatrade  
Maritime Middle East an  
important event to attend



## GAC pays tribute to an 'indomitable spirit'

**G**AC has paid tribute to record-breaking quadriplegic sailor Hilary Lister, who has died at the age of 46. The GAC Group and its sailing logistics specialist arm, GAC Pindar, had supported and sponsored her sailing endeavours since 2010.

Ms Lister, who died in August, suffered from the progressive condition reflex sympathetic dystrophy, eventually losing the use of her legs and arms. She learned to sail using pioneering 'sip and puff' technology in 2003 – something she often described as like being given wings. In 2005, she became the first quadriplegic to sail solo across the English Channel.

Her other achievements included being the first female quadriplegic to sail solo around the Isle of Wight, in 2007; the first disabled woman to sail solo around Britain, in 2009; sailing around the Kingdom of Bahrain in support of Bahrain Mobility International in 2010; and making the 850-mile Oman Sail/GAC Pindar Mumbai to Muscat crossing in 2014 with Oman's Nashwa al-Kindi, the first Arab woman to complete the voyage.

Ms Lister's indomitable spirit was recognised by a multitude of accolades including Woman of the Year in 2005 and 2006, The Royal Cruising Club's Seamanship Award 2005 and the Helen Rollason Award for inspiration in the *Sunday Times* Sportswomen of the Year 2007. She was also shortlisted for the Rolex World Sailor of the Year Award.

After meeting her in 2004, the founder of Team Pindar, Andrew Pindar, formed a professional relationship under which the company supported her in exchange for appearances at sailing events. That relationship continued after Team Pindar and GAC came together to create GAC Pindar in 2010.

Mr Pindar said: "Hilary will be sadly missed by us all. She was a true winner at life, who wanted to be treated the same

as any able-bodied sailor and eschewed the prospect of sympathy or handouts." ●

### THE FOUNDATION FOR SAFETY OF NAVIGATION AND ENVIRONMENT PROTECTION **SHIP HANDLING RESEARCH AND TRAINING CENTRE ILAWA**



#### Our Training Centre offers you: **SPECIALIZED COURSES IN HANDLING OF LARGE TANKERS!**

- Two fully equipped manned models representing tankers of capacity 150 000 DWT and 280 000 DWT are available;
- STS operations, approaching SBM and FPSO are included in the programme;
- Harbour manoeuvres are supported by manned models of large ASD and tractor tugs.

For further information please contact:  
**Ship Handling Research and Training Centre,  
Ilawa, Poland**

tel./fax: +48 89 648 74 90 or +48 58 341 59 19  
e-mail: [office@portilawa.com](mailto:office@portilawa.com)  
[www.ilawashiphhandling.com.pl](http://www.ilawashiphhandling.com.pl)



## Latest scale manned model joins the fleet at Solent University

Solent's new Chancellor, well-known UK entrepreneur Theo Paphitis, joined Deputy Vice-Chancellor Julie Hall to officially name the latest vessel to join the country's largest fleet of scale manned models at the University's world-renowned Ship Handling Centre.

*Eternity* is a 10-metre model representative of an Aframax sized ship – a medium sized oil tanker designed to fit through the Panama Canal.

The 1:25 scale ship model joins the existing fleet of 10 vessels that are used for training ship's officers and pilots in the art and practice of ship handling on Solent's purpose built 10-acre inland freshwater lake at Timsbury Lake near Romsey.

*Eternity* was designed and built by Gosport-based QinetiQ, who are also in the process of constructing a second vessel, representing a Suezmax sized ship – the largest tanker able to transit the Suez Canal when fully laden.

Commenting on the new model Julie Hall said: "This valuable addition to the fleet demonstrates our continued commitment to and investment in our world renowned maritime facilities and training.

"Ships are getting larger and waterways and ports more crowded, so scale model training is more important than ever."

These scaled vessels are part of the Solent's ongoing £43 multi-million pound investment in maritime training provision at the university. ●



# Tindall Riley team put best feet forward for Marine Conservation Society

A group of staff from Britannia's managers, Tindall Riley, walked 56 miles of the Thames Footpath Route to raise money for the Marine Conservation Society with a mission to complete the walk within 24 hours.

Thirteen members of staff set off from Cookham, Berkshire on 12th July, and walked through the night before being joined by 13 more colleagues at Hampton Court to finish the remaining 25 miles to London Bridge. Nearly all participants completed the challenge within the time limit, with one group of six doing the entire walk in under 20 hours.

The team raised £2,255 via its JustGiving page and with Tindall Riley pledging to match the amount, a total of £4,510 has been raised for this deserving charity which helps protect the planet's seas, shores and wildlife.

"I would like to congratulate my fellow colleagues

who took part in this challenge and raised a huge sum of money for such an admirable cause," said Andrew Cutler, CEO Britannia.

"Cleaning up our oceans is vital work and is such an appropriate charity for our team to have chosen, particularly as the IMO is rightly focusing on regulations designed to minimise the maritime industry's negative impact on our oceans." ●



## Masters of maritime information

The Maritime Industry Foundation was set up in 2005 with the intention of adding the necessary resource to help people outside the shipping industry learn more about the industry in all its forms, at sea and ashore.

According to Capt Peter Swift, its General Manager, the industry must focus on attracting young people into the industry, because once you have lost that person to an alternative career, it is unlikely they will later join the shipping industry.

For those considering career options, MIF's Knowledge Centre aims to make the industry as transparent as possible with descriptions of roles etc throughout the sector. The intention is that every topic is linked to in-depth websites or to a description that will take the inquirer as far into the subject as they wish to go.

So far, the Knowledge Centre has been translated into Mandarin and Spanish with other languages being considered when necessary to further promote the maritime industry.

As Capt Swift said: "It is our intention to work with national and international organisations more closely in the future to aid the development of its students. In the meantime, MIF's Knowledge Centre can be accessed for free at [www.maritimeinfo.org](http://www.maritimeinfo.org)" ●



# Objects of desire

## » Beautiful boat

This beautiful pedal boat combines the elegance of a classic wooden boat with an eco-conscious focus.

The self-draining boat comprises three main parts including a hull, cockpit liner and deck surface with an ergonomically designed, hand-carved wooden tiller with joystick. There is a moulded fibreglass body, inlaid veneer deck and beautifully finished stainless steel castings.

The luxurious feel is completed by leather seat covers that snap off for easy storage and an in-built cooler.

### Beau Lake Pedal Boat

\$25,000

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



## » Extreme camping

This small but perfectly formed camping trailer is perfect for adventurous travellers.

Its multi-terrain tyres mean it can be taken on rugged roads and the large back door enables the traveller to store bikes and kayaks for journeys.

It features a bathroom, kitchen and lounge area, which is easily converted into a bed, sleeping two comfortably and there are also a handful of USB charging ports and lockable gadget compartments.

The camper also comes pre-wired for solar power.

### Airstream Basecamp X

Prices from \$36,000

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



## » Ultra timepiece

This watch is modelled on the Speedmaster shown in the 1970s Japanese show Return of Ultraman.

Limited to 2,012 pieces, the 42mm timepiece features an orange seconds hand in the same shade as the original, along with a vintage Omega logo black and orange anodised aluminium bezel and matching NATO strap.

Because Ultraman could only stay in superhero-mode for three minutes, Omega has coloured the first three minutes of the 3 o'clock subdial in orange. The watch comes with a spare black leather strap.

### Omega Speedmaster Ultraman Watch

£4,750

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



» Power play



Remember the Sony Walkman? Well, this device has taken the world of portable music players to a whole new level! Built to power high-end headphones and compatible with nearly every high-res audio format, it features a 3.1in touch-screen and gold-plated analogue rotary volume control. It can be powered via mains or the player's independent battery power system – a full charge gives around 10 hours of playback. There is also 256GB of built-in storage and a vinyl processor feature.

**Sony DMP-Z1 Digital Music Player**  
\$7,885  
[www.sony.com](http://www.sony.com)

» Futuristic phone

This futuristic looking phone won't hit the market until 2020 but it already has the world of communications in a spin. The Turing HubblePhone is a nearly all-screen device which has a clamshell-style body as a 'main deck' with an 11.81-inch screen that extends over the top and down the back side of the phone, curving outward around the 60-megapixel, 15x optical zoom camera. On the 'upper deck' there are a further two screens, each measuring over five inches, and holding three 12-megapixel cameras. Both decks have their own dedicated processors and GPUs, with connectivity provided by next-gen Wifi and a 5G cellular connection.

**Turing Hubblephone**  
\$2,749  
[www.hubblephone.com](http://www.hubblephone.com)



» Stand-out cycle



Dior Homme and French BMX specialists Bogarde have joined together for a collaboration centred around bikes. This bike takes inspiration from motocross wheel dimensions and has a gold metal finish with supple calfskin details and Dior's signature bee engraving on the handlebar. It is limited to just 100 pieces.

**Dior Homme x Bogarde BMX**  
£3,500  
[www.dior.com](http://www.dior.com)

# Review

## Ariana Grande

*Sweetener*

Republic Records

The Manchester Arena terrorist bombing last year was the prompt behind this album from US popstress Ariana Grande, who was playing the venue when the attack happened. Grande said she hoped the lead single, *No Tears Left to Cry*, which topped the charts in April, would bring light and comfort but also make people want to dance and live life to the full and the album is certainly bright and breezy. It also features guest appearances from Pharrell Williams, Missy Elliott and Nicki Minaj, who she sings with on promotional single *The Light is Coming*.



## Into the Fire: My Life as a London Firefighter

By *Edric Kennedy-Macfoy*

Transworld

This is the incredible true story of life as a London firefighter. What is it really like to be a firefighter? How does it feel to respond to an emergency call, to know that someone's life hangs in the balance and every second is critical? What is it like to fight a fire, to battle through the heat and the smoke, to put your own life in danger to save others? How elated do you feel to rescue survivors, to reunite families, and how devastating is it to recover the bodies of those who you didn't reach in time? How do you cope with the trauma of a life spent facing death? *Into the Fire* offers an unforgettable insight into the highs and lows of life in the fire service.

Edric Kennedy-Macfoy has spent over a decade serving in the London Fire Brigade, attending many of the capital's biggest incidents, from last year's tragic blaze at the Grenfell Tower flats to the Croydon tram derailment. This is his remarkable story.

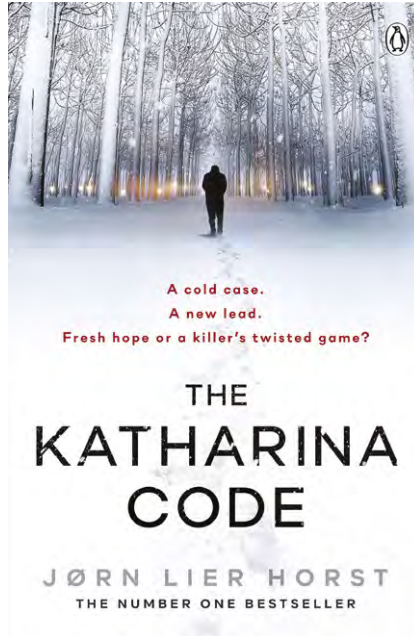


## The Katharina Code

By **Jørn Lier Horst**

Royal Octavo

This is the first instalment in the Cold Case Quartet from the international bestseller. Twenty-four years ago Katharina Haugen went missing. All she left behind was her husband Martin and a mysterious string of numbers scribbled on a piece of paper. Every year on October 9th Chief Inspector William Wisting takes out the files to the case he was never able to solve. Stares at the code he was never able to crack. And visits the husband he was never able to help. But now Martin Haugen is missing too. As Wisting prepares to investigate another missing persons case he's visited by a detective from Oslo. Adrian Stiller is convinced Martin's involved in another disappearance of a young woman and asks Wisting to close the net around Martin. But is Wisting playing cat and mouse with a dangerous killer or a grief-stricken husband who cannot lay the past to rest? Set between the icy streets and dark forests of Norway, *The Katharina Code* is a heart-stopping story of one man's obsession with his coldest case.



## Nathan Outlaw at Al Mahara

[www.nathan-outlaw.com](http://www.nathan-outlaw.com)

Dubai



Acclaimed British chef Nathan Outlaw is enjoying great success with his fine seafood restaurant at the Burj Al Arab Jumeirah in Dubai - said to be the world's most luxurious hotel.

Launched in 2016, the restaurant serves up Nathan's signature dishes alongside the finest shellfish and whole fish served at your table. Dishes include such delights as scallops baked in the shell with seaweed butter and burnt lime, and the mouth-watering range of seafood includes oysters and langoustines.

Diners will feel immersed in the sea as they dine, as the restaurant features the stunning back drop of a huge wall-to-ceiling aquarium.

## Van Gogh to Picasso: The Thannhauser Legacy

Showing now until 24th March, 2019

[www.guggenheim-bilbao.eus/Museum](http://www.guggenheim-bilbao.eus/Museum)

This exhibition, drawn from the Solomon R. Guggenheim Foundation's Thannhauser Collection, features nearly 50 works by Impressionist, Post-Impressionist and early modern masters including Paul Cézanne, Edgar Degas, Édouard Manet, Pablo Picasso and Vincent van Gogh.

It marks the first occasion that a significant portion of the renowned Thannhauser Collection has been exhibited outside of New York since its arrival at the Guggenheim in New York in 1965. These artists explored the fleeting effects of nature and ways to capture the spectacle of the changing city at the start of the 20th century, and used stylistic devices such as loose brushwork.

In addition to paintings, sculptures and works on paper, there is archive material ranging from gallery stock books to historical photographs.

1/Pablo Picasso, *Woman with Yellow Hair (Femme aux cheveux jaunes)*, December 27, 1931, Oil and Ripolin (est.) on canvas. Solomon R. Guggenheim Museum, New York, Thannhauser Collection, Gift, Justin K. Thannhauser 78.2514.59 © 2018 Estate of Pablo Picasso/Artists Rights Society (ARS), New York

# The Scandi Way of Carrying Weight Like a Feather

By Margie Collins

As the long day wanes and a pale moon rises, it's dark, bone-chillingly cold and blowing gales outside. Candles are lit, and pendant lamps cast shadows against the wall. Cosy hyggespreders – toasty in their chunky cable knits, woollen hyggesokkers and hyggebusers – snuggle under blankets by a calming wood-burning stove, drinking glogg, eating home-made cakes and, well, quietly celebrating their fortune as the happiest people in the happiest, most prosperous country in the world.

The Vikings of Sweden, Denmark and Norway were seafarers who raided northern European countries during the 8th-11th centuries. They arrived in Britain on longships in June AD793, invading a small holy island on the northeast coast and violently desecrating the sacred monastery of Lindisfarne. Thereafter, King Eric Bloodaxe became the ruler of the Viking kingdom of Northumbria, leading pirate raids in Scotland, Ireland and England and protecting his conquered lands until his death in AD954. The Vikings were said to have passed on to us skills in shipbuilding, skiing and marauding; bequeathed to us the Icelandic sagas, the hair-comb and words that had since been

adopted by the English: scrub, skin, scatter, skirt, sky, scowl – and that's just the Ss.

In the second Viking invasion – led by the Danes, in 1016 – not a drop of blood was shed. The Fair Isle sweater that actress Sofie Grabol wore in the hit Scandinoir tv series 'The Killing', fluffy socks, shearling scarves, Michelin-starred Rene Redzepi's foraging-to-table cuisine at Noma in Copenhagen, rough-hewn furniture in muted greys and blues, Poul Henningsen and Arne Jacobsen lamps, Lars von Trier films, Soren Kierkegaard's existential angst, the candy-coloured merchandise of Flying Tiger Copenhagen, candles and a tsunami of books on hygge were mobilised, further fuelling the British obsession with lifestyle porn and all things Scandinavian.

Hygge, which chimes nicely with the turbulent times in which we live, is to Danes what gezelligheid is to the Dutch, gemutlichkeit to Germans and koselig to Norwegians. Hygge (pronounced hue-gah or hoo-ga), from the Old Norse meaning 'wellbeing', is immutably part of the Danish DNA. Danes avow that hygge is the principal ingredient to their happy, contented lives. They should know: in numerous international quality-of-life surveys and measures of national happiness,





Denmark consistently ranks at the very top of the happiest, richest countries in the world.

“Hygge is about atmosphere and experience,” wrote Meik Wiking, author of ‘The Little Book of Hygge: The Danish Way to Live Well’ and CEO of Copenhagen-based Happiness Research Institute. “It’s a feeling of home, a feeling we are safe, being with people we love, or by yourself enjoying a book, with a cuppa. It is the antidote to the cold winter, the rainy days and the duvet of darkness ... it’s giving yourself a treat, being kind to yourself. Hygge is humble and slow; choosing rustic over new, simple over posh and ambience over excitement ... the more money and prestige is associated with something, the less hyggeligt it becomes. The simpler and more primitive an activity is, the more hyggeligt it is.”

Living Danishly and hygge sound and look like a calculated informality, a chic shabbiness that is comfortably familiar, cosy and achingly desirable, with life moving at a slower, gentler pace. “The secret to hygge lies in paying attention to the rhythm of our daily lives, the people we choose to spend time with, the things we use and the activities we undertake that give life value,” wrote Louisa Thomson Brits, author of ‘The Book of Hygge: The Danish Art of Living Well.’

Hygge activities are remarkably quotidian, with the home at its beating heart. A William Morris home-décor commandment has been well and truly taken to heart: to have nothing in your house that you do not know to be useful or believe to be beautiful. In the cryogenic cold of winters when winds have daggers in their teeth, hygge is having family around and inviting friends over for an evening of cooking, snuggling together in a generous sofa watching films, playing boardgames, having conversations

about non-controversial subjects over tea or cocoa, or sitting around campfires, drinking mulled wine.

Danes have learned the art of enjoying their homes and socialising at home because they spend so much time indoors, especially in wintertime when they are cloaked in 17 hours of darkness. To create a hyggeligt atmosphere, candles are an essential prop – at home, in the office, classrooms, in restaurants. Danes burn more candles per person than anyone else in Europe, perhaps in the world: 13 pounds of candlewax a year per head of population. More candles are lit in inclement or wintry weather, when the day starts to fade before it has even begun.

In summer there are picnics in the park, alfresco dinner parties and barbecues, outdoor concerts and movie nights, street festivals, bonfires on the beach. They abandon themselves gaily in a song to the midsummer moon, overdosing on fresh air, connecting with nature, celebrating the great outdoors, the verdure and the hayfield yellows of their landscapes, the blue hours their windswept seascapes bring. They repair to their log cabins and country houses among the birches, foraging for berries and mushrooms, hiking, canoeing, biking, swimming in lakes and rivers. Hans Christian Andersen, a great Dane, wrote: “Just living isn’t enough,” said the butterfly. “One must have sunshine, freedom and a little flower.”

The hallmarks of hygge home design and interiors are simplicity, comfort and functionality. Vases filled with leaves, twigs and wildflowers. Rustic decorations, pottery and ceramics, wooden floors, blazing log fires, beautifully arranged stacks of firewood, woven baskets, low-level soft lighting.

Having a hygge-krog corner at home is to colonise the nook of a kitchen or an alcove in the living room, where one

**“The secret to hygge lies in paying attention to the rhythm of our daily lives, the people we choose to spend time with, the things we use and the activities we undertake that give life value”**

**Louisa Thomson Brits**, Author of ‘The Book of Hygge: The Danish Art of Living Well’



can sit comfortably, feeling safe and warm, having a hyggelig time – with a pot of tea and wienerbrod tebirke, or a book, contemplating being alive in the world, with moments flying past but attuned to the quiet hum of calm, grace and a few idle hours. Curling up on the sofa, with a studied helter-skelter of blankets, assorted animal pelts, soft rugs, throws and cushions. Candles everywhere.

The ‘New Nordic Cuisine’ is hygge too: eating food from locally sourced, seasonal fare. Noma, which has been garlanded with an embarrassing litany of gastronomic accolades, and its many reincarnations as a number of Noma alumni have opened their own restaurants, espouse a ‘healthy and clean way’ of eating and using in-season ingredients. Poppy-seeded buttered rolls, pulled pork, pickled herring, licorice candies, homemade cakes and pastries are hygge staples. “Food is really important. Winter is the time for soups, stews, home-made bread, lots of coffee and more importantly, cake. But whatever we are eating, Danish people eat together at the table. We drape reindeer skin over the benches in the dining room or kitchen, because it keeps your bottom much warmer,” said Trine Hahnemann, author of ‘The Scandinavian Cookbook’.

Hygge’s elegant simplicity and conviviality - in the pursuit of happiness and pleasure that blocks out an ugly and miserable world – is so wholesome it squeaks with cleanliness, but is also perfumed with an indelible whiff of self-satisfaction. Danes can afford to hygge. Legatum, a think-tank that measures the economic and social wellbeing of 149 countries, publishes its annual Prosperity Index, with the 2017 rollcall ranking Norway as the most prosperous nation in the world; Finland at number 3, Sweden at 5 and Denmark at 7. These successful, wealthy, egalitarian Nordic countries consistently rank highly in all metrics of national performance: education and literacy, healthcare, public services, democratic governance, human welfare development, safety and security, gender and income equality, prosperity and social mobility. Wealth is equitably distributed and they have the lowest perceived level of corruption in the world.

“These nations,” said Barack Obama, “are extraordinary countries; let’s put them in charge for a while and they could clean things up.” David Korten, author and political activist, said that more humane societies, like Scandinavian countries, are usually smaller, making it easier to reach consensus and cooperation. (Total Nordic population: ca 27m.)

Danes enjoy free university education, tax-funded healthcare, support for new parents including 52 weeks’ parental leave, generous pensions and unemployment benefits. They work fewer hours a week (37) than anyone else in the OECD countries. “Work later than 5.30 and the office is a morgue,” wrote Cathy Strongman in The Guardian. “Work at the weekend and the

Danes think you are mad. The idea is that families have time to play and eat together at the end of the day, every day.”

The Danes are also some of the most highly taxed, with the higher-remunerated paying anything up to 51.5% of their income in taxes. The Danish state provides its people the essential basic needs of life, allowing them to feel safe and looked after, to flourish in activities that give meaning and purpose to their lives. “We are not paying taxes. We are investing in society. We are purchasing quality of life,” said Meik Wiking. “One of the main reasons why Denmark does so well in happiness surveys is the welfare state as it reduces anxiety, worries and stress in the population, and goes a long way towards reducing unhappiness.”

Across the Oresund Bridge from Copenhagen in Sweden, proponent of ‘Lagom’, a pared-down approach to life, which is heralded as the secret of Swedish contentment and happiness. “A key part of emulating Nordic happiness and wellbeing is realising that, on the whole, we are not materialistic,” wrote Louisa Thomson Brits.

The Swedish proverb “lagom ar bast” translates as the middle or the moderate way; enough is as good as the best; just the right amount, not too much, not too little is appropriate. In practice, this means taking only so much from the world what you need for yourself so that there is enough left for others; valuing the common good of the group over the individual; reducing one’s environmental impact by cutting out waste, reusing and refashioning products. Ikea, the Scandinavian bellwether for functional homes, has recently introduced ‘Live Lagom’ to teach customers how to live a healthier lifestyle and to make life more sustainable, the Swedish lagom way.

Lagom (lah-gom), which can smack of sanctimonious Lutheran self-abnegation and virtue-signalling, frowns upon extravagance, show-offs, flashiness and deliberately standing out from the crowd. It has its foundations in the Law of Jante – the Nordic “tall poppy syndrome”; a code of conduct for the virtuous Everyman. Swedish children are taught from a very early age to show reserve, not to go over the top, overindulge or seek attention.

Are they just overhyped lifestyle trends designed to escape the crassness and despair of the world, and offering the secrets of happiness without breaking the bank, or plumbing the depths of people’s inner Gwyneth Paltrows? In Britain, we have so embraced hygge that Morley College in London teaches this ‘cosiness by candlelight’ as part of its Danish-language course, and Bristol University will be offering something similar in the autumn. Hygge goes overdrive at Christmastime, prompting The Daily Telegraph to suggest that perhaps we should have the British equivalent: Brygge (for ‘bracingly British’).

As we live in anxious, destabilising times, hygge and lagom may help us to solace ourselves, make life as comfortable and pleasant as possible, by living a Scandinavian excess of simplicity. Soren Kierkegaard put it best when he said: “Don’t forget to love yourself.” ●

A digital future simplifies...



... the biggest tasks

---

**Simply enabling more.**

Maximise effectiveness  
not effort.



# تجمع دبي البحري الافتراضي Dubai Maritime Virtual Cluster

قطاع دبي البحري على مدار الساعة  
Real-time Access To Dubai Maritime Sector

[www.dmvc.ae](http://www.dmvc.ae)



تابعونا على  
Follow us on



DMAuthority

أبحر معنا  
Sail with us

800 8855

حكومة دبي  
GOVERNMENT OF DUBAI

سلطة مدينة دبي الملاحة  
DUBAI MARITIME CITY AUTHORITY

