

NORTH NEWS

NEWS AND VIEWS FROM NORTH
2009/10 **ISSUE ELEVEN**

FINANCE UPDATE
INTERNATIONAL GROUP CONFERENCE
FOCUS ON INDIA
RODNEY ECCLESTON'S RETIREMENT
A LOOK AT OUR SENIOR MANAGEMENT TEAM

NORTH
SERVICE, STRENGTH, QUALITY



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WELCOME

WELCOME TO OUR LATEST ISSUE OF *NORTH NEWS*, WHICH APPEARS AS WE APPROACH THE END OF A TURBULENT YEAR FOR ALL IN THE SHIPPING INDUSTRY.

The days of record-breaking freight rates, fully booked shipyards and congested ports have seemed a very distant memory in the recent testing times.

Many refer to the Lehman collapse in October 2008 as the key moment when the global economy headed into nosedive. Can it really be such a short time since the true scale of the economic downturn became clear?

Now, however, there are signs that the economy has indeed turned the corner, and we are looking forward with quiet confidence to better times ahead.

At North, we have responded to the recession in the same way that we approach every challenge – proactively, and with determination.

On the one hand, our traditionally cautious and conservative financial approach has more than proved itself. Whilst we could not expect to avoid any impact from the downturn, we began to de-risk our balance sheet in summer 2007. Our commitment to a prudent investment strategy meant that we were insulated from the worst. We are proud of North's continued financial resilience and we are proud of our performance when compared to our peers.

On the other hand, we continue to ask ourselves one simple, all-encompassing question: How can we help? How can we help our Members to work their way through this deep recession, and hopefully emerge stronger from the experience?

With rock-bottom freight rates, falling cargo volumes and credit all but impossible to come by, our Members have had plenty of their own challenges to meet.

Our role is to support them. Of course, that means dealing with any claims promptly and efficiently, but also, increasingly, our focus is on working alongside our Members to identify the factors that led to those claims in the first place, and then find ways of avoiding those risks – and others – going forward.

The last thing a shipowner or operator wants is additional, unbudgeted costs; and at North, we know that the most effective way to reduce costs is to reduce claims. As such, we have continued to build, refine and expand our risk management and loss prevention activities.

Much has been written about the dangers of quality and safety being undermined as the shipping world struggles for survival in such a tough climate. It is vital that we all work together to avoid such a catastrophe. So much has been achieved by the shipping industry in recent years – we cannot afford to lose that ground.

From the P&I point of view, the situation is clear. For the foreseeable future, clubs can no longer rely on investment income to subsidise losses on the claims side. Break-even underwriting is essential, alongside a low-risk investment strategy.

As I mentioned in our 2009 Management Report, in essence it is 'back to basics'.



In September, Rodney Eccleston retired as our Managing Director, 36 years after he first joined North of England. Staff and Members around the world attended a range of receptions and events to bid him farewell and I would like to add my sincere thanks to Rodney for all his dedication and hard work in bringing North to the strong position the Club holds today.

I am delighted to welcome our new Joint Managing Directors, Paul Jennings and Alan Wilson, who bring with them a wealth of experience and the same dedicated approach to North and its further development.

These are uncertain times. But Members can be certain of North's core qualities – we are solid, reliable, cautious. And we will remain so.

While no one can be sure on timings, the economic recovery will certainly come. North has responded positively and demonstrated its strength and resilience in the downturn.

Albert Engelsman
Chairman

MANAGING DIRECTORS' WELCOME



Paul Jennings and Alan Wilson

As we take up the baton as Joint Managing Directors at North, we would like to pass on our sincere thanks to Rodney Eccleston, who retired as Managing Director in September. We are indeed fortunate to inherit his 'legacy' – a strong, focused P&I Club with an even greater future ahead.

North emerged from the February 2009 renewal with a record 95 million GT of total entered tonnage. Since then, the 'North fleet' has continued to increase, so that we now comfortably exceed 100 million GT, with further growth expected.

We are firmly in the top league of P&I Clubs and we are proud of our position.

How has this been achieved?

- Through the dedication and hard work of the whole North team;
- Through an unwavering commitment to quality, reliability and service;
- Through a consistently prudent investment strategy;
- Through expansion and investment as we seek to improve our service to Members; and
- Through the support, encouragement and belief of our Members and our Board of Directors.

In difficult times, each one of these factors becomes even more crucial. But it's not enough to sit back and feel that somehow the 'recipe' is right and needs no new ingredients or adjustments.

At North we recognise how important it is to refresh and revise our strategy on a regular basis, to make sure that we meet our Members' expectations and match our services and aspirations to the world around us.

North has always prided itself in acting as 'an extension of our Members' offices'. We don't intend to move in full time – but we do intend to work as closely as possible with our Members in order to understand their businesses and their specific needs.

In line with these aspirations, we are delighted to report that our Singapore office has been granted full branch status by the Monetary Authority of Singapore, which will enable the team to move up several gears in the way they support our Members in the area.

In an environment where cost cutting prevails, the Board of Directors recognised that the Membership was likely to turn to our Club for additional assistance and agreed to expand the team at North. This has included growing our teams in Greece, Hong Kong and Singapore, as well as at our Newcastle head office.

In particular, we have renewed our focus on the individual approach to loss prevention – a key issue in reducing claims and, therefore, unexpected and unwanted additional costs.

Meanwhile, our three key aims remain:

Maintain our financial and service strength, increase resources:

We were delighted to receive confirmation by Standard and Poor's of our 'A' rating for the fifth consecutive year.

Increase owned tonnage in the Club in the medium term to 10% of world fleet:

We have achieved that target and continue to move upwards – but firmly on a 'quality not quantity' basis.

Expand our product range, responding to the marine insurance needs of our Membership:

Once again, we continue to work closely with our increasingly diverse Membership to ensure that we identify, and meet, their needs.

For North, the coming months will bring some unique challenges – and some special celebrations, too. Our 150th anniversary year in 2010 will be a real milestone and we are getting ready to mark the occasion.

But before the end of 2009, we will be moving out of our quayside head office in Newcastle – to make way for the builders. When we moved into our brand new building in 1994, 64 people were working for North and the Club had 14 million GT of entered tonnage. Since then, North has been on a steady expansion path, to the point where over 170 people now work in our head office. Clearly, we need more space!

Baltic Place will be our temporary 'home' while our own building is expanded and completely refitted.

This project is part of our long-term investment plans, and the timing is ideal – the economic downturn has enabled us to negotiate very good rates and to control other costs. We have also just embarked upon a major project to upgrade our IT services and refine the way our internal systems operate. We would like to express our gratitude to the regional development agency, One North East, for its generous grant towards the work.

When we move back into our offices on The Quayside, we will have the room we need now – and plenty more for future growth!

Paul Jennings & Alan Wilson
Joint Managing Directors

Artist's impression

BUILDING FOR THE FUTURE

Question: When is a head office not a head office?

Answer: When we move out to make way for an extension and wholesale refurbishment of our unique quayside building!

This December (2009), North's entire head office team will move across the river to temporary premises at the Baltic Place and the builders will move in.

When we first moved into our prestigious offices, which were purpose built for North on The Quayside in November 1994, North had 14 million GT of entered shipping and 64 employees. The continuous growth in our Club's entered tonnage since then has been well documented and, of course, our team has expanded too, in order to handle the increasing business and ensure we continue to deliver the best possible service to our Members.

At present, North's head office provides 24,000 sq ft of working space for our staff. We have clearly outgrown the building – we need more room for our present team and we will need room for further growth.

In an 18-month construction programme, the building will be expanded by 16,000 sq ft to a total 40,000 sq ft and completely refitted to create a state-of-the-art office complex perfectly suited to today's working patterns.

North's day-to-day operations must, of course, continue uninterrupted in the meantime and our top priority is a smooth transition as we move into 26,500 sq ft of office space at the Baltic Place.

North's former Managing Director Peter Crichton is taking overall responsibility for the relocation, working with project management company Ward Robinson. Our IT teams started early, planning and installing the necessary infrastructure. All of our staff are taking the opportunity to have a 'clear-out' and are being encouraged to archive papers wherever possible, making the best use of our electronic filing system.

This expansion of our head office is central to our long-term investment plans, is budgeted for, and will not affect Members' premiums. This is absolutely the right time to be moving forward with this project. We have negotiated a favourable lease on our temporary 'home' and, because of the economic downturn, we have been able to negotiate very good building rates and keep all of the costs down. We have also benefited from a generous grant from the regional development agency, One North East.

When we enter our 150th anniversary year in 2010 we will be celebrating one milestone – and looking forward to another in 2011, when we start a new chapter of our history, back at The Quayside.

DIRECTORS ANNOUNCE 5% INCREASE

North's decision to implement a 5% general premium increase for P&I cover at the 20 February 2010 renewal reflects the Club's own continuing financial resilience – the result of our traditionally cautious approach to financial and investment matters – and our commitment to very disciplined underwriting.

Despite the recent turbulent economic conditions, North has not had to call on Members for unbudgeted supplementary funding and we are pleased to report that all our open policy years for P&I and FD&D classes are performing in line with expectations.

The modest increase has been agreed against a background of steadily improving financial news in general, but still fragile world economic conditions.

"The 5% increase balances the extremely difficult conditions facing all shipping markets as well as the need to protect Members from the continuing random nature of large claims," says Joint Managing Director Paul Jennings. "While the downturn in world trade has led to a modest fall in the number of small claims, the number of larger claims is higher than anticipated – with a few unusually exceeding the Club's pool retention."

The outlook for future investment is uncertain and North will continue with its cautious investment policy, says Joint Managing Director Alan Wilson.

"Accordingly, our cautious investment policy, with very little exposure to equities and high-risk investments, will be maintained – at least in the short-term," he says. "Nevertheless, we have seen a positive investment return in the first eight months of the policy year of around 3%, and free reserves remain comfortably in excess of current and anticipated regulatory and solvency requirements."

North's Directors also decided to increase P&I deductible levels in 2010/11 by 10%, with a minimum increase of US\$1,000 per deductible.

Meanwhile, a general increase of 10% will be applied to FD&D premiums, reflecting the increase in legal disputes and hence costs in the current climate. The minimum FD&D deductible will increase to US\$10,000.

P&I claims rose at an alarming rate between 2005 and 2008, against the background of the unprecedented boom in the shipping industry. There were clear parallels to be drawn between the lack of experienced seafarers in a peak market, and the steady increase in claims incidents.

Claims in 2008/09 continued to increase and although there has been a modest reduction in the number and value of attritional claims in the current policy year, the number of large claims is higher than anticipated, with four unusually exceeding the Club's Pool retention.

There are hopes that now, in a less pressured market, with ships being worked less intensively and crew more likely to be looking for stability rather than job-hopping, we can look forward to a quieter period in terms of claims. However, North continues to take the view that it would not be prudent to make allowance for reduced claims costs until there is clear evidence of falling costs.

The increases set by North will put us on the right path to maintain our Club's longstanding financial strength and will allow us to continue to provide our very high service levels to our Membership.



FINANCIAL UPDATE

Although we do not formally provide an update on results at the half-year interval, we are pleased to report that the Club continues to develop satisfactorily, with free reserves expected to show a modest increase at 20 February 2010 from the US\$211.1 million reported at 20 February 2009, while business volumes are steadily increasing.

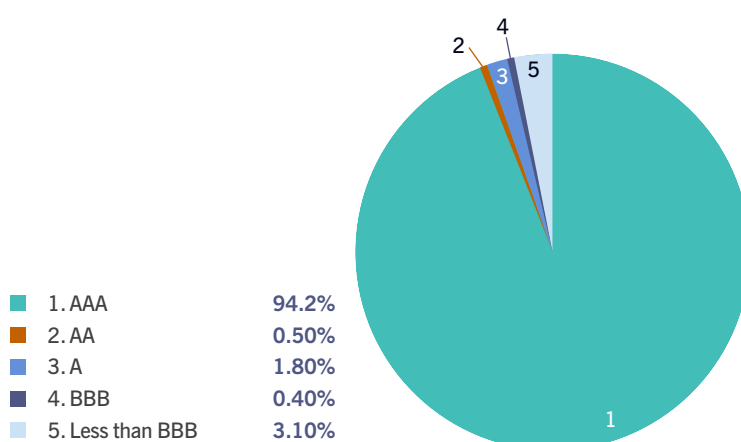
Our cautious approach to investment policy, which protected the Club's free reserves from the full impact of the volatility in the financial markets in 2008, has continued in 2009.

Whilst the equity and credit markets have rallied significantly during 2009 from the March lows, we remain somewhat sceptical of the apparent dislocation between market sentiment and economic fundamentals. With the global economy significantly reliant on governments' 'Quantitative Easing' interventions, we are content to remain de-risked from a balance sheet perspective and to focus on preserving capital.

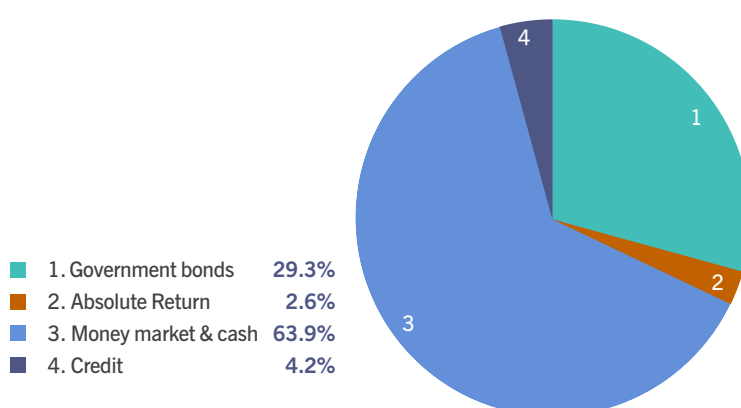
As and when opportunities arise to shift the asset allocation position to provide a safe source of additional yield within our risk tolerances, then we will consider that opportunity in detail. The investment return in the first 6 months to August 2009 was +2.34% and it is currently just over 3%.

Overall, it appears that the numbers of claims incidents are lower than in previous years. However, the Club has experienced some large value claims this year, with four notified to the Pool. Human error continues to be the dominant cause, particularly in major claims, and we are increasingly concerned that the declining competency and experience levels of ships' crew, pilots and staff involved in all aspects of ships operations will result in higher claims levels across the industry.

Portfolio Credit Quality at 31 October 2009:



Asset Allocation at 31 October 2009:



ONWARDS AND UPWARDS FOR GREEK OFFICE TEAM

The past year has been another dynamic one for our Greek office, with Greek Membership continuing to grow and the office team expanding too.



Rodney's farewell at the Greek reception

We are proud to enjoy the strong support of the Greek shipping community. North now insures just over 18.7 million GT of Greek tonnage – more than 450 ships, which represents about 23% of the mutual tonnage entered with the Club.

On the P&I side, led by Tony Allen, Phillip Eccleston and Paul Flowers have settled into their roles and are enjoying life in Athens. On the FD&D side, Antigone Yanniotis and Helen Yiacoumis were joined by Natalie Dabdoub in September. Gillian Stanton, currently in Newcastle, is set to join the Piraeus FD&D team next year. The office is therefore well placed to ensure that its claims handling capabilities and service levels are maintained in what are challenging times for shipping.

To mark the retirement of North's Managing Director, Rodney Eccleston, a reception was held at the British Embassy in Athens in June. The event was warmly hosted by the British Ambassador, Dr David Landsman, and his staff and attended by some 300 Members and others from the local shipping community.

The splendid surroundings were a fitting setting for Rodney's farewell to the Greek Membership. Greek Directors Chris Kanellakis, Lou Kollakis and George Procopiou were present, along with many of our Greek Members and friends.

We were also joined by incoming Joint Managing Directors Paul Jennings and Alan Wilson, Newcastle-based Directors Stephen Purvis and Mike Salthouse, and underwriters Graeme Daines and Simon Williams, who are primarily responsible for the Greek market.

In his speech, Rodney recounted with great fondness and humour his initial trepidation in coming out to Greece to obtain the Club's first Greek Members – a venture that was to be richly rewarded both professionally and personally with the trust and confidence shown in the Club in Greece.

The evening ended in style at the Athens Hilton Galaxy Bar, with stunning night views over Athens and the illuminated Acropolis.

The Greek Members' weekend walk on the island of Hydra took place in September and, as ever, was well attended. This year's walk included a visit to Zorva Monastery, set high up in splendid isolation and surrounded by a walled garden tended by the resident nuns – who welcomed us with cold drinks and delicious home-baked biscuits and cakes. Once again this was a great opportunity to catch up with old friends and new in the relaxed and timeless charm that Hydra has to offer.

Tony Allen and Andrew Kirkham from our Risk Management Department have continued North's established educational and training links with the Merchant Marine Academy on Hydra. This year's presentation was focused on shipboard fires, based on an analysis of some actual incidents and the lessons to be learnt.

There was also some discussion about piracy, as some of the more senior cadets at the academy had already had shipboard experience of the situation in the Gulf of Aden. As in previous years, the cadets proved to be an engaging and knowledgeable audience who are a credit to the academy – we are sure that many of them will help lead the way forward for Greek shipping in the future.

As part of North's ongoing commitment to risk management and loss prevention, our annual evening seminar, held at the Piraeus Marine Club in October, focused on some of the issues raised in this year's Management Report – highlighting proactive loss prevention. The dangers of cargo liquefaction, navigation with a pilot on board and RightShip charterparty clauses from the FD&D perspective were all discussed. A series of in-house seminars was also held in the same week, covering topics such as piracy, bills of lading and letters of indemnity, and risk assessment.

Meanwhile, much to the delight of everyone, the Greek office's own 'newbuilding' programme has continued apace, with Antigone Yanniotis enjoying maternity leave this year following the birth of her daughter Amaryliss, Phillip Eccleston's partner, Leanne, expecting their first child at the end of the year and Office Administrator Anna Sarafidou expecting her first child in March 2010.

Finally, congratulations go to Paul Flowers, who was married to Fiona in June.



CHANCES AND CHALLENGES

FOR OUR HONG KONG TEAM

With North's tonnage and Membership continuing to increase, 2009 has been another busy and eventful year in the Asia-Pacific region – and, in some respects, it has been a period of change and transition.

The economic downturn has, of course, had a significant impact on our Members based in and/or trading with or to the region – leading to challenges such as newbuilding disputes, finance difficulties, charterparty disputes and different types of cargo claims which, whilst not new, had not been encountered with such frequency for many years.

At the same time, our Members must deal with other issues affecting the shipping industry, such as increased legislation, the unusually difficult weather conditions and piracy, to name but a few.

Our Hong Kong office, in conjunction with our Singapore office, continues to play a vital role in maintaining service levels, protecting our Members' interests and meeting Members' needs in the region.

In the past year, claims handlers from our Hong Kong office have visited Members in China, Indonesia, Japan, Singapore, South Korea, Taiwan and Thailand, in order to give in-house presentations on a variety of subjects and to discuss claims issues.

They have also been travelling frequently to discuss and deal with difficult claims in person, particularly to China and Taiwan.

Meanwhile, there continues to be a welcome stream of Members, lawyers, correspondents, surveyors and colleagues from our other North offices visiting our Hong Kong office.

On 8 September our Hong Kong office held a reception to bid farewell to Managing Director Rodney Eccleston. Members, brokers, lawyers and guests attended the event, along with government representatives and local officials, including Hong Kong Marine Department Director Roger Tuppe.

Bosco Louie, Director of Corporate Logistics and Fleet Management at Orient Overseas Container Line (OOCL), presented Rodney with a gift on behalf of Members.

At the end of May, Brian McGregor was seconded from our Newcastle office to Hong Kong for a two-month period, returning to the UK to marry Kristen at the beginning of August. Brian and Kristen then relocated to Hong Kong at the beginning of September to commence a longer-term secondment.

We would like to offer our congratulations to them and wish them all the very best of luck for their time in Hong Kong.

In July, Alan Lo was promoted to Associate Director and in the same month he was honoured to attend the launching of Chellaram Shipping (Hong Kong) Ltd's *Darya Lakshmi* in Japan. Iris Shiu was promoted to Senior Claims Executive at the same time.

In early September, Gary Chen was promoted to Deputy Manager, Hong Kong office and James Moran moved to Singapore to take up the position of Deputy Manager, Singapore office.

Finally, we would like to offer our congratulations to James Moran and his new wife Jane, who married in Hong Kong at the end of May. All of our Hong Kong office staff joined the celebrations, along with Iain Beange and Chris Metcalf from our Singapore office and Emma Liddell from the Newcastle office.

MOVING FORWARD (AND NEXT DOOR): SINGAPORE OFFICE STEPS UP A GEAR

Our Singapore office relocation in May 2009 didn't take us too far – we moved into the premises next door! But the really big news came two months later, on 27 July, when our office in Singapore was granted full branch status by the Monetary Authority of Singapore.



Cocktail reception for Rodney's retirement

"IT HAS BEEN A GREAT PRIVILEGE WORKING WITH OUR EVER-INCREASING FAR EAST MEMBERSHIP."

While this new status will not mean any practical changes in the way we operate in Singapore, it does mean that we are now legally entitled to conduct all aspects of P&I business (claims adjusting, marketing, payment of claims, loss prevention promotion and the soliciting of new business), although underwriting will remain in the Newcastle office, as intended from the outset.

As for the office itself, all our staff are as busy as ever – and were delighted to welcome James Moran, who has relocated from our Hong Kong office to Singapore with his wife, Jane. James joins us as Deputy Manager of our office and his claims handling experience will be very much welcomed by our team and, no doubt, our Members in the region.

Our capabilities will be further enhanced by the arrival of lawyer Alvin Looi, who was previously at Rajah & Tann and at Skuld. Alvin has started his training in our FD&D Department in Newcastle and is expected to spend up to a year familiarising himself with the department's work before relocating to Singapore.

Finally, our Members in the Asia-Pacific region said farewell to retiring Managing Director Rodney Eccleston at two receptions, held in Hong Kong and Singapore on 8 and 10 September.

Our reception in Singapore was attended by Members, brokers, lawyers and their guests, and we were also delighted to welcome Phil Hickson of the British High Commission in Singapore.

Robert Sumantri, Group Chief Executive Officer of Altus Group and a Director of North, presented Rodney with a retirement gift on behalf of our Members.

Rodney said: "It has been a great privilege working with our ever-increasing Far East Membership. When I first joined North 36 years ago, our total fleet was less than 2 million GT. However, with the help and support of our Far East Members – many of whom have gone on to become Directors – we have now grown to 100 million GT and rank among the top Clubs in the world. This is testimony to the strength and support of our Far East Membership, which continues to grow."

IG CONFERENCE PROVIDES FORUM FOR CORRESPONDENTS FROM AROUND THE WORLD

“Quick to criticise, slow to praise” was the opening theme provided by Nick Tonge, North’s Correspondent Manager and current Chairman of the IG Representation Subcommittee, at the recent International Group conference for P&I correspondents.

It is often complaints about correspondents, rather than praise, which occupy a correspondent manager’s time, he said. However, he was delighted to report that in the previous 12 months, the instances of praise for the service provided by North’s correspondents had almost equalled the instances of criticism!

Correspondents are essential to the service provided by P&I Clubs to their members, said Nick; but he warned that correspondents need to plan ahead for succession, and he emphasised the necessity of at least basic and consistent standards of understanding and levels of service.

In line with this theme, the International Group is proposing a revision of the Guidelines to Correspondents produced in 2001. After a series of presentations by IG correspondent managers outlining areas of concern, correspondents were invited to put forward their own ideas for the revision.

The two-day conference, held in Amsterdam in September, was attended by more than 500 correspondents from nearly 100 countries.

Opened by International Group Chairman Peter Spendlove, it included presentations by a number of IG Club correspondent managers, representatives of the IG Group and correspondents.

As well as the proposal to revise the IG Guidelines to Correspondents, there were presentations covering the problems handling stowaway cases from different parts of the world; the Rotterdam Rules; and the provision of security.

This was the third gathering of worldwide correspondents organised by the International Group – previous conferences took place in Bristol (2001) and London (2005).

The conference has become a popular forum for discussion and networking not only between IG Club personnel and correspondents but also between correspondents themselves.

The Amsterdam conference concluded with an informal breakout session which provided an opportunity for correspondents to meet with IG Club personnel to discuss issues and resolve any problems.

North was also represented by Henry Woods and Annekatrin Chaudhary who, in addition to providing claims and service knowledge and experience, also greeted a large number of correspondents at a table hosted by North.

North has more than 500 listed correspondents – this was an extremely useful means of meeting many of them.

Feedback after the conference was very positive, with over 100 messages received to date from correspondents acknowledging the opportunity to participate and discuss ways of improving levels of service and understanding.



Nick Tonge

EXPANDED INTERNATIONAL GROUP SECRETARIAT TAKES UP THE CHALLENGE



Andrew Bardot

The 13 Clubs of the International Group together with their affiliated associations insure the marine liability risks of over 90% of the world's oceangoing tonnage and over 95% of the world's oceangoing tanker tonnage.

The Clubs provide cover for every size and type of vessel and shipowning operation, from fishing vessels to the largest oil and gas tankers, bulkers and container vessels, and from singleton entries to multi-vessel fleets. And through the Group structure, the member Clubs and their entered shipowners share in the larger exposures (excess of applicable club retention) and reinsure their collective exposure through the annually renewed Group excess loss reinsurance programme.

But the claims pooling and reinsurance arrangements are only one aspect of the Group's activities. We also provide a forum for the collection and exchange of views of the shipowner members of the Group Clubs, and put forward those shipowners' views and interests, in matters relating to marine liability and insurance, in our discussions with intergovernmental organisations and governments and regulators worldwide.

How are these activities coordinated across the Group and handled on a day-to-day basis? The answer lies in the recently expanded International Group Secretariat, which is based in the City of London with a full-time staff of five.

Andrew Bardot, Group Secretary and Executive Officer since 2006, is a former senior partner in a London maritime law practice, with 27 years' experience of working with the Clubs on P&I cases.

Hugh Hurst, who joined the International Group as a legal adviser in 2000, is also a former practising maritime lawyer; he worked with well-known maritime law practices in London and Sydney. David Baker, who is a policy adviser to the Group, previously worked for five years with the UK Department for Transport's Shipping Policy Unit.

John Mace is a Master Mariner with considerable seagoing experience and IT systems expertise. Lisa Casey handles the Group office administration and support roles.



The experience and strengths of each of the team combine to provide a powerful hub for the Group's diverse activities.

One of the great strengths of the International Group is its unparalleled range of technical and legal expertise, which is brought together in more than 90 subcommittees and working groups, coordinated by the Secretariat, which also monitors and participates in their correspondence and meetings.

Not all are currently active but many of the key subcommittees and working groups correspond and meet on a regular basis. On some subcommittees, such as Reinsurance and Pollution, all of the member Clubs are represented – on others, the participation is smaller.

These subcommittees and working groups play a vital role in focusing on issues relevant to shipowners' liability insurance arrangements, coordinating views and making recommendations for Club managers to submit to their boards for review and determination.

The Secretariat is also centrally involved in two major and time-consuming Group projects, namely the development of a P&I training and qualification course for Club managers and a Statistics and Data project aimed at more effectively capturing, analysing and using the vast amount of data which is available across the Group's member Clubs.

Externally, the Secretariat is in regular liaison and consultation with intergovernmental bodies such as the International Maritime Organization, the IOPC Funds, UNCTAD, UNCITRAL and the OECD. Secretariat representatives attend all IMO legal committee meetings and IOPC Funds meetings, at which the Group has 'Observer' status and regularly submits papers and provides information to help states address issues which impact on shipowners' liability and insurance arrangements.

Regular meetings are arranged with the relevant European Union institutions, including various Directorates within the European Commission, MEPs, Parliamentary intergroups and Council representatives. Contacts are maintained with EU and other government transport departments and annual meetings are arranged with various US government agencies, including the US Coast Guard, NOAA, the National Pollution Funds Centre and the Department of the Interior. Meetings with other government agencies are arranged on an 'as needs' basis.

The Secretariat also works closely with other shipping and insurance industry organisations, including BIMCO, ICS, Intertanko, Intercargo, OCIMF, ITOPF, IUMI, IUA, LMA and Cefor ... to name but a few!

This cooperation involves providing relevant information and advice on liability and insurance issues and assisting in the development of common industry positions for representation and lobbying purposes.

The very wide diversity of issues in which the Secretariat is engaged, regularly or on an ad hoc basis, and both internally and externally, provides not only the challenges but also the intellectual stimulation which makes the Secretariat role so unique.

One of the main challenges is raising the external profile of the Group and the general level of understanding of the benefits which the Group system delivers. The historical focus on the Group's competition issues and the perception of the Group as a 'cosy club', working for the benefit of shipowners to the detriment of others, has deflected attention from the unparalleled benefits which the system delivers to the victims of maritime accidents worldwide, a message which the Secretariat works hard to put across in its engagement with states and regulators.

As the saying goes, there is never a dull day in the Group Secretariat.

Andrew Bardot
Group Secretary and Executive
Officer of the IG Secretariat



INDIA – A JEWEL IN NORTH'S CROWN

Over the past decade, India has emerged as an increasingly important and powerful player in the international global shipping community. It is estimated that approximately 90% of the country's trade by volume (70% in terms of value) is transported by sea.

With one of the fastest growing economies in the world, India's shipping sector has also experienced significant growth. India now has the largest merchant shipping fleet amongst the developing countries, with a cargo-carrying fleet in excess of 8.5 million GT.

North enjoys a close relationship with the Indian shipping community and has done so for the past 20 years. During that time, North is proud to have attracted entries from a number of major Indian shipping companies and operators, including the Shipping Corporation of India, The Great Eastern Shipping Company, Varun Shipping Company, Mercator Lines, Orient Express Lines, Tolani Shipping Company and Reliance Industries.

With an operation spanning more than four decades, Shipping Corporation of India has a significant presence on the global maritime map. Today, SCI owns more than 80 ships totalling 3.1 million GT, which represents approximately 35% of Indian-owned tonnage.

Over the years, the company has diversified into a large number of areas – it is currently the only Indian shipping company operating breakbulk, international container, liquid/dry bulk, offshore and passenger services, in addition to manning/managing a large number of vessels on behalf of various government departments and organisations.

Also prominent amongst North's Indian Members is The Great Eastern Shipping Company, whose business is focused primarily on the transportation of crude oil, petroleum products, gas and dry bulk commodities. Bharat Sheth, Deputy Chairman and Managing Director of Great Eastern, is on North's Board of Directors.

Varun Shipping Company is a substantial private sector shipping company with a diversified fleet of 20 vessels trading in the LPG and crude oil sectors. In April 2006, Varun received a prestigious award for the fastest expanding Indian shipping company, from the National Maritime Day celebrations committee, formed by the Indian Government's Directorate General of Shipping.

Mercator Lines is the second largest private sector shipping company in India in terms of tonnage and also the leading operator of Indian-owned geared panamax vessels. Mercator also owns a fleet of tankers including a VLCC, a VLOC and a fleet of dredgers.

In line with our service-driven philosophy, North has a dedicated team of underwriters, claims handlers, solicitors, mariners and loss prevention executives serving our Club's Indian Members.

Our Indian team is led by Savraj Mehta, a Master Mariner who spent the first 12 years of his career at sea. Savraj started out as a deck cadet with an Indian company and took charge of a dry bulk carrier at the age of 27. He went on to serve as Master on Indian-owned bulk carriers and general cargo vessels for four years before coming ashore in 1987 – he then worked with shipowners and managers as a marine superintendent and as operations manager before joining North in 1995.

A Fellow of the Institute of Chartered Shipbrokers and of the Nautical Institute, Savraj graduated from Northumbria University at Newcastle in 1998 with LLB (Honours).

INDIA NOW HAS THE LARGEST MERCHANT SHIPPING FLEET AMONGST THE DEVELOPING COUNTRIES, WITH A CARGO-CARRYING FLEET IN EXCESS OF 8.5 MILLION GT.

Although he is based in the UK, India remains close to Savraj's heart. "People do ask me if I have any intention of going back to India and my reply is – you come back if you are gone, I feel that I am always there. The distance has really not created any difference," he says. He is happy to cover the distance on a regular basis, however, in his capacity as leader of North's Indian team!

Savraj is assisted in the Underwriting Department by Sanchit Dutta, Gary Henderson and Robin Hill.

Ian Henderson leads the Indian claims team and is assisted by Michael Asherson, Sean Durr, Eamon Moloney, David Rearden, Sachin Shanbhag, Andrew Stichbury, Robert Tym, Neil Watson and John Webb.

Eamon Moloney, a new member of the team, joined North in 2008 from Eversheds, where he was a partner, specialising in marine casualties and pollution. Before qualifying as a lawyer, he spent ten years in the Royal Navy.

Mark Robinson leads the Indian FD&D team and is closely assisted by Michael Hustler and Paul Watson.

North runs loss prevention seminars for Members in India, with the assistance of Andrew Kirkham, and we are now complementing these with more targeted loss prevention support for our Members, in line with the Club's strategy for reducing claims. This has involved

identifying any issues relating to specific vessels or Members and developing tailored risk avoidance measures in response.

On the survey side, Simon McLeod is responsible for arranging entry condition vessel surveys but also organises investigations in the event of a Port State Control detention or other problem, tying in closely with our loss prevention efforts.

In terms of lawyers in India, North works very closely with Prashant Pratap of Prashant S Pratap and Raja Majumdar of Bose & Mitra.

Members of our Underwriting, Claims, FD&D and Loss Prevention departments regularly visit Members in India in order to review service needs and claims statistics and to give presentations on topical P&I, FD&D and loss prevention issues.

These visits provide an excellent opportunity to spend valuable time in our Members' offices in India, in line with North's service ethos.



Our Indian team

India is a fascinating country to visit and with its impressive culture, history and unforgettable cuisine, it's not hard to see why trips to India are much sought after by members of the team!

In April 2009, North was named P&I Club of the Year in India, in the Samudra Manthan Awards. The awards, part of the India International Maritime Logistics and Expo 2009 held at the World Trade Centre, Mumbai, are jointly organised by the Trade Promotion Organization, Bhandarkar Shipping Events, WTC and All India Association of Industries. Captain Nanda of Mercator Lines accepted the award on behalf of our Club.

North is extremely proud of its association with India, as well as the shipping companies for which it provides insurance, and we look forward to strengthening those relationships in the years to come.

DON'T STAND IN THE BICHT!

As the old saying goes, prevention is better than cure. Better to avoid the risk in the first instance than deal with consequences at a later date. Spend time now educating your staff and seafarers on best practice and avoiding risks rather than hope for the best and end up with a costly accident.

As we all work towards the goal of 'safer shipping and cleaner seas', it's simple but valuable advice.

We are proud that North was the first P&I Club to create a dedicated loss prevention department, two decades ago – a groundbreaking move which attracted a few cynical comments at the time but was subsequently followed by other members of the International Group of P&I Clubs.

Today, loss prevention is at the heart of every P&I Club's strategy.

North, in fact, can trace its loss prevention activities a good deal further back than the 1980s. In the late 19th century,

North published its 'Suggestions to Managing Owners of Steamers and their Captains', written by our Club's first secretary, Mr J. Stanley Mitcalfe.

As we pointed out in the 75th issue of our Signals loss prevention newsletter earlier this year, most of the advice we gave in the 'old days' is just as valid today.

How about this one from Mr Mitcalfe: "When the launch of a ship was a cause for congratulations, and shipwrecking was almost entirely confined to our seaport towns, there was one toast which was always received with approval. In proposing it, the speaker pointed out that good builders, a good ship, and

good owners were of little use, unless the vessel was also provided with a good captain and crew."

Today, we continue to remind Members of the importance of properly qualified, experienced and healthy seafarers to ensure the efficient and safe operation of a vessel.

Another piece of timely advice read: "Collisions for the most part do not take place from the want of knowing the 'Rule of the Road' as much as from the want of proper attention to it, and keeping a good lookout and showing good lights."

In other words, officers should use their common sense, keep a good lookout,



take the initiative and (today) remember that electronic aids are not the only answer. We could suggest: "Don't rely on looking at Windows; remember to look out of the window."

Here at North we are constantly exploring new ways of getting those essential messages across to our Members, to help them to avoid costly claims.

Our approach is twofold – the issuing of general guidance to all Members and the provision of direct, specific support to individual Members in response to their particular needs. Our website and increased focus on electronic information is intended to increase access to more publications covering a wider range of topics.

In today's turbulent times, the last thing a shipowner or operator wants is additional, unbudgeted costs. We believe the most effective way to reduce costs is to reduce claims and, in recognition of this, we have increased our emphasis on identifying and preventing specific problems before they arise.

North's loss prevention team, based in our Newcastle head office, has a wealth of experience across the shipping sector. We help our Members identify the causes of claims and establish operational 'best practice' to reduce the risk of future claims. Individual analysis can identify real or potential problems, build a risk profile and tackle perceived risk. Members can use the information we provide as a base to assist with their own loss prevention and safety programmes.

We are also keen to get feedback, taking up topics our Members would like to see covered, or passing on information that could be of interest to others.

At the root of both our general and individual approach to loss prevention is the need for good quality information – and the ability to interpret and disseminate this.

How do we get our messages across? Any way we can! From simple forms and checklists to a range of topic-specific posters; from detailed case studies to loss prevention briefings and guides; through our Signals newsletter; and through our website.

Last year the loss prevention team provided seminars and workshops in more than 100 Members' offices all around the world, covering topics ranging from the impact of the shortage of experienced seafarers to safe cargo stowage.

Seafarers, lawyers, claim handlers, hull underwriters and others from across the shipping industry, all over the world, continue to enrol on North's distance learning course, 'An Introduction to P&I Insurance and Loss Prevention'.

The personal relationship between Members and North's staff is very important – creating a firm foundation for working together, based on a good understanding of each other's organisations. To help with this, the department arranges a programme of in-house training in Newcastle for Members' staff.

North's Condition Survey programme is also an essential supplement to loss prevention work, and our survey and loss prevention services teams work alongside each other. Routine surveys of ships are carried out according to the harmonised requirements of the International Group of P&I Clubs – these are in no way intended to take the place of class or flag state inspections, but are instead focused on the risks associated with P&I and measures that can be taken to reduce those risks.

This work fits neatly into our holistic view of loss prevention, taking a view of the 'software' – people and systems – as well as the 'hardware' – ships and their equipment.



Our loss prevention team

WHAT'S NEW?

- North's new website (www.nepia.com) includes revised loss prevention pages that provide improved information for Members.
- Loss Prevention Briefings are comprehensive single-topic briefings that cover a variety of topics of interest to ship operators. There are more than 20 presently available on North's website. Recent new and updated briefings include Ballast Water Management, Carriage of DRI, Piracy, Pre-Employment Medicals, and Tanker Management Self Assessment.
- Second editions of three of North's Loss Prevention Guide books have been published this year – Bunker Claim Prevention, Draught Surveys and Shipboard Petroleum Surveys.
- A DVD about lifeboat safety was distributed to all Members and entered ships this year.

LEADING LIGHTS

General Lighthouse Authority, charitable organisation, deepsea pilotage authority; Trinity House has three distinct functions. *North News* takes a look at the organisation – with a special emphasis on our ‘local’ Newcastle upon Tyne Trinity House.



It is nearly 500 years since Trinity House was granted a Charter by Henry VIII and the safety of shipping and wellbeing of seafarers have been at the centre of the organisation's activities ever since.

It is said that the origins of Trinity House date back to a charitable guild of sea Samaritans established by Archbishop Stephen Langton in the 12th century. However, the first official record is the granting of a Royal Charter in 1514 to a fraternity of mariners called the Guild of the Holy Trinity, ‘so that they might regulate the pilotage of ships in the King’s streams’.

This charitable guild owned a great hall and almshouses, close to the naval dockyard at Deptford on the River Thames. In 1604, James I granted Trinity House rights concerning compulsory pilotage of shipping and the exclusive right to license pilots on the Thames.

Until the 1987 Pilotage Act, which transferred responsibility for district pilotage to port and harbour authorities, Trinity House remained the pilotage authority for London and more than 40 other districts, including Southampton and Harwich.

The organisation built its first lighthouse at Lowestoft in 1609. Today, Trinity House is the General Lighthouse Authority for England, Wales, the Channel Islands and Gibraltar,

responsible for more than 10,000 different aids to navigation, including lighthouses, radar beacons, light ships and buoys.

These are paid for by Light Dues levied on ships calling at the ports within its jurisdiction – recent controversy over an increase in these payments has at least ensured that Trinity House’s role in guiding ships through some of the busiest shipping lanes is well understood.

As part of this operation, the organisation has pioneered the development of solar and wind energy systems for its onshore and offshore installations, and it uses sophisticated remote communication systems to control its aids to navigation – as a result, the position of lighthouse keeper has been consigned to history.

Most people, then, associate Trinity House with lighthouses. Less well known are its activities as a charitable organisation, dedicated to the safety, welfare and training of mariners and supporting other maritime charities and groups. This includes a scholarship scheme that can provide financial support for young people looking to train as officers in the Merchant Navy.

And thirdly, there is Trinity House’s continuing function as a licensing authority empowered to examine and license deepsea pilots.

THE ORGANISATION BUILT ITS FIRST Lighthouse AT LOWESTOFT IN 1609.



NORTH'S NEIGHBOURS

The Newcastle upon Tyne Trinity House is situated at the heart of the city's historic Quayside district, close to North's own head office building.

Newcastle Trinity House was granted a Royal Charter by Henry VIII in 1536, enabling it to levy dues on ships trading into the River Tyne and its creeks – at the rate of two old pennies per English ship and four pennies per foreign ship.

In return, it had responsibility to provide aids to navigation, including the river's original 'high and low lights'.

Registered as a charity, Newcastle Trinity House today focuses on the preservation and maintenance of its historic buildings on the Broad Chare site, and the collections they hold. It also works for the continuance of ancient maritime traditions within the city, coordinates a programme of visits, talks and other training activities for Sea Cadets and Sea Scouts in the area, and promotes the maritime world to the community, including school, adult education and special interest groups.

On the professional side, Newcastle upon Tyne Trinity House continues to examine and license deepsea pilots, and its experienced 'Brethren' – drawn from the maritime sector – also provide assistance and advice to the maritime community.

The Trinity House complex on the Quayside – parts of which date back 600 years – is full of historical and ornate features. It includes a chapel, believed to be the oldest part of the house and the oldest private religious premises in continuous use within the city, and a banqueting hall built in 1721.

As Master and Chairman of the Board of Newcastle upon Tyne Trinity House since 1998, Capt Rudyard Shipley is heavily involved in the preservation of its buildings and heritage.

Newcastle Trinity House is currently raising funds for the construction of a memorial to Admiral Lord Collingwood, the naval hero described as 'the Northumbrian who saved the nation'.



The Long Hall, Trinity House

The plan is to put up the memorial on a site next to the Trinity House buildings on Broad Chare in 2010, 200 years after Collingwood's death.

We at North certainly appreciate having the Trinity House heritage 'on our doorstep'. As an associate member of Trinity House Newcastle, we support the organisation and also arrange functions and meetings within the historic buildings from time to time. And for Members and our visitors who are interested, we can arrange a short tour – well worth finding a little spare time for!



IMPLIED TERMS AND SAFE BERTH WARRANTIES

Mediterranean Salvage and Towage Ltd v. Seamar Trading & Commerce Inc.
The *'Reborn'* [2009]EWCA Civ 531



Julian Clark, Holman Fenwick Willan LLP

ON THE FACTS OF THIS CASE, AN IMPLIED SAFE BERTH WARRANTY WAS NOT NECESSARY FOR THE PERFORMANCE AND OPERATION OF THE VOYAGE CHARTER CONTRACT.

One of the effects of the global credit crunch has been an increase in arbitration and litigation, with parties engaged in shipping contracts reviewing exactly how and to what extent they are bound, what obligations they face or can impose, and whether or not there may be scope for them to escape such obligations and contractual performance.

One of the most frequent queries that has been raised over the course of the past few months is the extent to which it may or may not be possible to imply terms within charterparties and other forms of contract. The Court of Appeal, in a recent decision which has largely been flagged as a further development of the law on unsafe ports/unsafe berths, has set a gold standard in relation to the English law position concerning the circumstances where the courts will imply a term into a contract.

THE SAFE BERTH VIEW

The case originated as an appeal from an arbitration award rendered by Bruce Harris, Mark Hamsher and Michael Baker-Harbor. Mr Justice Aikens was concerned with one of four preliminary issues which related to whether or not charterers were obliged under the terms of a GENCON voyage charterparty to nominate a safe berth at the load port and, in the absence of an express term, whether there was to be implied in the charterparty a term that there was an absolute duty upon the charterers to nominate a safe berth.

The Tribunal had found against the owner's argument that, as it was for charterers to nominate one of a number of berths at the port, such nomination should carry with it a warranty that the berth nominated would be safe. The Tribunal thought that while that argument had some attractions, the 'insurmountable difficulty' faced by the owner was its acceptance of the port and a very clear confirmation of this position in an express term of the charter (clause 20). The berth was a constituent element of the port which the owner had agreed to accept. So far as the Tribunal was concerned, this was a question of allocation of risk rather than consideration of the physical characteristics of each and every potential berth.

In reformulating the question, Mr Justice Aikens stated that there was no direct authority on the point and that it certainly did raise a question of general interest to the industry. In deciding whether or not a safety provision should be implied, the first hurdle was to answer whether or not that was necessary by reference to either the business efficacy or officious bystander test (the implied term point – see below).

In Mr Justice Aiken's view, the express wording of the charterparty was crucial to the question of whether or not there was an implied warranty of safety. In this case, that led him to the conclusion that there was no such term. On appeal, this position was unanimously upheld. The mere fact that the charterer was under a duty to nominate a berth did not mean that it was under a duty to warrant that the berth was safe.

In the view of the Court of Appeal, clause 20 of the charterparty, which provided that the owner guaranteed and warranted that it had to its full satisfaction satisfied itself with and about the port specifications and restrictions prior to entering into the charterparty, was fatal. The submission of the owner that since no berth had been named in the charterparty and there was more than one berth at Chekka, it was for the charterer to nominate the loading berth and, in doing so necessary to imply a term that the berth was safe, was similarly rejected.

THE LAW OF IMPLIED TERMS

While being an important decision which has further developed the law in relation to safe port/safe berth warranties, the real importance of this case is the clarification that it provides in relation to the whole issue of implied terms. In the leading judgment, Lord Clarke, Master of the Rolls, has stated that the correct approach to the question of when to imply a term into a contract or other instrument, including a charterparty, should be governed by the view of Lord Hoffman in the Privy Council decision *Attorney General of Belize v. Belize Telecom Limited* [2009] UKPC 10. Lord Clarke put particular weight on that decision by stating:

"I predict that this analysis will soon be as much referred to as his approach to the construction of contracts in *ICS v. West Bromwich Building Society* [1998] 1 All ER 98." (Without doubt, that is now the leading decision on commercial contract interpretation.)

In relation to implied terms, the question for the Court in each and every case is to decide whether the desired provision would effectively set out in express words what the contract, read against the relevant background, would reasonably be understood to mean. Lord Hoffman made it clear that some confusion had been caused by the various guidance provided in a series of judgments dealing with implied terms by introducing concepts such as the implied term must 'go without saying', be 'necessary to give business efficacy', be 'capable of clear expression', be 'reasonable and equitable', be 'necessary to the extent that the contract would not be effective without it', etc.

The position adopted in the *Belize Telecom* case is quite rightly that there are and have been dangers in treating the alternative formulations as if they had a life of their own. Guidance such as that set out above should not be viewed independently but must always be considered as part of the overall construction of the contract in its entirety. While the contract may work perfectly well in allowing each party to perform their express obligations, that may still contradict what a reasonable person would understand the contract to mean.

Lord Hoffman's position was that the subjective state of mind of the parties or their representatives should be put to one side, with the court needing to be satisfied that the proposed implications spelled out what the contract would reasonably be understood to mean. The question of how the actual parties would have reacted to the proposed amendment themselves was irrelevant. The finding of the Privy Council, as now referred to and relied upon by the Master of the Rolls in the *Reborn* case, replaces this uncertainty with a single test – that of necessity. Is the proposed implied term necessary to make the contract work? Lord Clarke stated that it seemed to him to be an entirely appropriate question to ask in considering whether a term should be implied.

THE REFORMULATION BY LORD JUSTICE RIX

Applying this test to the facts of the present case, Lord Justice Rix stated that even in a time charter, a far different arrangement due to the wide-ranging trading scope and understanding that the vessel was under charterer's orders in exchange for an indemnity, it was commonplace for there to be a warranty that the vessel was only to trade between safe port and safe places, allowing an owner to refuse to proceed to a port which was unsafe even though that owner had been ordered to proceed there.

In the present case, agreeing with the view of the High Court before him, Lord Justice Rix felt it quite clear that the owner had not chosen to shift the risk on to the charterer but had accepted that risk himself by not insisting upon an express warranty. In the view of Lord Justice Rix, there was no authority which extended any implied warranty of safety to a voyage charterer's choice of berth in a port which of itself was not warranted safe.

If one now considers that reasoning in light of the 'necessity test' adopted by Lord Clarke and established by Lord Hoffman, it is clear that, on the facts of this case, an implied safe berth warranty was not necessary for the performance and operation of the voyage charter contract.

Julian Clark
Holman Fenwick Willan LLP

WHY YOU COULD BE THE BEST PERSON IN A CRISIS

Claims are what P&I Clubs are about and you have only to look at the annual report of this Club to realise that they are by no means a rare event.



Jim Mulrenan

North had 6,350 claims last year at an estimated total gross cost of US\$236 million, with the average occurrence running to something over US\$37,000. There are about 3,750 ships owned by 350 corporate groups in the Club, so that is approaching two claims per ship and an average 18 per Member in a year.

Even if one focuses solely on the higher value claims of over US\$500,000, there were about 80 last year – so one in four Members was involved in these.

So bad things happen pretty frequently and I think there will be few who would challenge the idea that when they do – particularly if it is one of a handful of the most serious incidents – preparedness is everything.

I'm not a surveyor, salvor, marine biologist, lawyer or any of the other professionals who might be engaged in the wake of a casualty. My interest in ships that run into trouble is as a journalist who works for *TradeWinds* – and, I hope, a journalist who is better informed and more sympathetic to the industry than most.

THE ISSUE

So how is the industry performing when events, whether a casualty or some other development, thrust it into the headlines?

I'm tempted to say that the shipping industry is over-fond of a self-perception that it is a victim and that it fails to make the full connection with a lack of transparency, an industry structure that can invite suspicion and sometimes, dare it be said, standards that leave something to be desired.

"Built in Spain, owned by a Norwegian, registered in Cyprus, managed from Glasgow, chartered by the French, crewed by the Russians, flying a Liberian flag, carrying an American cargo and pouring oil on to the Welsh coast."

This headline from the UK daily *The Independent* was published a few days after the laden suezmax *Sea Empress* ran aground near Milford Haven, spilling more than half her cargo of crude. It remains one of the more memorable comments on the structure of the international shipping industry.

This casualty was in the mid 1990s but the same headline could equally be written tomorrow.

In this case the normally reticent shipowner flew to the location and made an effective intervention – but, sadly, such hands-on initiatives were missing in the two highest profile tanker spills of the past decade, the *Erika* and the *Prestige*, which remain good examples of what not to do.

Perhaps the highest profile incident that has put the industry in the headlines recently involved the tanker *Probo Koala*, where alleged dumping of 'toxic slops' was claimed to have damaged the health of more than 30,000 people in Abidjan.

The charterer, Trafigura, was vindicated in September by a London High Court judge, but only after enduring several years of negative publicity. Trafigura hired one of the largest PR outfits to try to put

its message across but top management didn't help by remaining in the shadows. But the final twist was even stranger, with Trafigura seeking a court order that heightened controversy by appearing to gag Parliament.

WHAT'S THE ANSWER?

Public relations is not necessarily the professional discipline that some practitioners may like to claim. These are not media doctors dispensing medication that can be relied upon to be effective. My experience is that for every one that has the aptitude for such activities, there are more who don't.

PR firms may present themselves as spinners, gatekeepers or practitioners of some black art who can 'handle the media' with slick assertions and smiles. Believe this at your peril.

An admittedly extreme example is the website of one US company offering 'global high stakes communications'. The home page has two buttons: 'Get me into the press' or 'Get me out of the press'.

Press the 'get me out' button and up pops the comforting statement: "Regulatory or congressional investigations ... an illegal or embarrassing act ... at such moments you need to control events. You need to get out of the news."

All I can say to such bluster is that it's a pity that those poor naive folk at Exxon didn't have such an amazing service available to them when the *Exxon Valdez* grounded!

This US company was not engaged to spin a tanker spill but earlier this year did handle a shipping industry insolvency that in the end did not go the desired way of those who hired the PR team.

Interestingly, this outfit offers a book entitled 'Stop the Presses'. I haven't read it and have no intention of reading it but I leave it to you to decide whether this is a credible proposition or naivety and self-importance beyond belief.

Of the 50 to 80 e-mails that turn up in my in-box each day, a significant proportion are from PR companies. Some of these announcements are flagged as of 'high importance'; others have images running to many megabytes attached. Most have no hope of appearing in *TradeWinds*. But someone somewhere, perhaps you, is paying for this exercise.

RECOMMENDATIONS

So ... if that is what you shouldn't do, what *should* you do?

Have no doubt that when things go wrong, the best qualified, most effective spokesman is the owner, chief executive or other top manager. Media response is an aspect of crisis response and probably too important to be farmed out when it might affect the outcome of an incident or even future regulation of the industry.

If there is unwillingness at the highest level to take on this role, find someone as senior as possible and ensure they have the authority and confidence to be an effective spokesman. If you don't, you have only yourself to blame if things go wrong.

A fallback position might be for a P&I Club to become the spokesman for the owner of a vessel in trouble. The Clubs have experience and expertise about such events but there must also be sufficient trust for whoever is handed this role to be allowed to speak reasonably candidly about events. This is not the time, for example, to try to obscure ownership of a vessel behind a brass plate – and it won't work.

Being excessively defensive is almost worse than silence. But silence is also damning. There is no need to admit liability in order to express regret if something has gone wrong. And don't think it's clever to mislead or tell lies. Just be straight and explain as best you can what happened and the response.

Think about what you are going to do before the event. By all means have a plan in place – but you are the expert.

The best media response to a tanker spill that I can recall involved a low-profile company that had opened up overnight. The worst involved a much better known company where the management remained shut away in a crisis room while meaningless minimal content e-mails were sent out in their name every few hours containing a repetitive assurance that everything possible was being done.

CRIMINALISATION

Clearly there is sincere indignation within the shipping industry about the criminalisation of seafarers but is this another aspect of the previously mentioned victim complex, or a winnable argument?

When a truck is involved in a serious accident, do we question the detention of the driver by the police, and the fact that the driver is perhaps prosecuted and fined or jailed if found guilty?

Given the difference in scale between even a coastal tanker and a road vehicle, should it be a surprise if the investigation into a maritime accident is more protracted or the penalties more severe?

Is the criminalisation argument a shipping 'insider cause' that has little resonance in the wider world? I am sure this is something many in our industry would prefer not to hear but arguing against a Master or senior officer being held to account is a hard-to-sustain proposition.

These observations and advice are mine alone and offered in the hope that you may find them helpful!

Jim Mulrenan
Editor, *TradeWinds*





Malcolm Allinson

SIGNING UP IN ROTTERDAM: NEW RULES BRING UNIFORMITY

After 15 years of negotiations, and following its adoption by the United Nations in December 2008, the UN Convention on Contracts for the International Carriage of Goods Wholly or Partly by Sea officially became the Rotterdam Rules on 23 September this year.

Sixteen states put pen to paper at the official signing ceremony for the new cargo liability regime in Rotterdam. Those who signed were Congo, Denmark, France, Gabon, Ghana, Greece, Guinea, the Netherlands, Nigeria, Norway, Poland, Senegal, Spain, Switzerland, Togo and the United States. Belgium, Benin, the Democratic Republic of Congo and Italy were unable to sign due to technicalities and it is understood that Japan will ratify the rules at a later stage.

The Convention, which has attracted a good deal of publicity, sets out a carriage of cargo liability regime which is intended eventually to replace the Hague, Hague-Visby and Hamburg Rules – which were drawn up to deal with cargo liabilities in a very different world, long before the advent of large-scale containerised shipments. The globalisation of container movements created a clear need to review the old regimes.

The Rotterdam Rules will come into force 12 months after ratification by 20 states. The UK has yet to sign up, as it needs to complete a full consultation process before making a final decision. The United States, however, has been a vociferous supporter of the new rules and is keen to see them widely adopted.

The new Convention is much broader in scope than any of its predecessors, applying to any parties participating in the carriage of goods from port to port as well as within any port terminals. This includes inland carriers, to the extent that they operate within a port terminal. It will apply to all contracts of carriage if the place of receipt, delivery, loading or discharge is in a contracting state. However, charterparties or other contracts of carriage which provide only for space onboard a ship are specifically excluded.

What are the benefits for carriers? Firstly, they can opt out of the Convention if they enter into a 'volume contract' such as a contract of affreightment; secondly, they will not be bound by quantity descriptions provided by shippers for inclusion in a bill of lading, so long as that bill of lading is properly claused (for example 'shipper load and count'); and thirdly, where loss or damage to the cargo results from a number of causes, the carrier will no longer bear full responsibility, as this will be shared between them and cargo interests.

Balancing out these benefits, the carrier will lose his defence of error of navigation, must exercise due diligence throughout the entire voyage rather than only up to the commencement of the voyage, will face increased values for

package limitation and will only be able to rely on a time bar defence after two years from delivery have expired, instead of one.

These important changes will undoubtedly have an impact on the apportionment of liability between carriers and cargo interests – the impact will be established once courts have had the opportunity to interpret the new provisions. What the Convention should do is introduce some uniformity in place of the fragmented state of affairs currently faced by those involved in the carriage of goods by sea.

However, there remain concerns in some quarters, as recently expressed by the Brussels-based European Shippers' Council, that the Convention falls short of providing an acceptable mechanism for dealing with cargo responsibility in multimodal transport. It is expected, nevertheless, that the new regime will eventually attract a good level of support, with enough parties agreeing that it is suitable for today's containerised, globalised and multimodal trading environment.

Malcolm Allinson
Senior Executive (Claims)



BBC BOX PROJECT IS RIGHT ON TRACK

In our last issue of *North News*, we reported on the launch of the BBC Box project – a year-long initiative to track the progress of a container around the world. Here we bring you the update.

When the BBC planned its project to track a container around the world for a year, to tell the stories of globalisation and the world economy, global trade was still booming. Remember that?

In September 2008, the BBC Box set out on a journey that would take it from Southampton to South Africa, via some of the world's major trading lanes and calling at ports such as Greenock, Shanghai, Los Angeles, New York, Santos, Yokohama, Laem Chabang, Singapore – and Southampton again.

On the way it carried beauty products, gardening equipment, spearmint flavouring and whisky. It also encountered delays, damage and problems with a malfunctioning GPS transmitter. And, as one of the BBC's correspondents put it, the story of the distinctive red box mirrored the fortunes of the global shipping industry.

As the BBC Box made its way around the world, the BBC's news teams were able to report on the impact of the global downturn – extraordinary stories about ordinary people – as well as on the shipping world specifically.

The BBC was looking to generate five or six key stories through the project, says Ian Aitchison, General Manager of Group Communications for NYK Group Europe, which has been project managing the exercise.

"They certainly achieved that – at one point, every time they put something on the main news, the BBC Box website was getting up to one million hits. The BBC has been amazed by how this has taken off," he says.

Schoolchildren (and many others) were able to track the Box's progress on its own website, and it is to be hoped that the BBC's coverage will at least have educated some 'people on the street' about the important role that the shipping industry plays in all of our lives.

The stories have been many and varied – from the scourge of piracy off Somalia, to the puzzle of consolidating cargoes in Japan, from the intense pressure

on container shipping lines facing the economic crisis head on, to the increasingly high-profile environmental debate within the industry.

The bright red colour and large BBC News logo naturally made the Box stand out from the crowd but other than that, it was a 'standard' NYK box, doing the same job as any other maritime container.

Its final destination, however, will be far from the norm. After a return journey to its starting point at Southampton, the BBC Box will be shipped to South Africa, possibly carrying aid cargo – and when it arrives, it will be converted into a soup kitchen, to be run by a local charity in Cape Town.





RETIREMENT WON'T KEEP RODNEY AWAY

He has survived earthquake and air raid; he has travelled the globe, but knows what it's like to trudge from broker's door to broker's door in London drumming up business for a fledgling P&I Club; and he has mapped out the elements of a historic agreement on the back of a paper napkin in a pizza house.

And now, after 36 years dedicated to North and 21 years leading our Club, Rodney Eccleston has officially retired.

When Rodney took on a job with North in 1973, he was joining probably the smallest of the P&I Clubs, with about 2m GT on its books and a staff count of 23 – none of whom had any seagoing experience.

He had been at sea for four years, as a navigation cadet and then junior officer – then, when he was sent to South Tyneside College by his employer, he met his wife-to-be, Joyce.

"We decided to get married and I was going to look for a job in this area," he says. "I tried various shipping

companies but eventually got a job with John Collier, making suits. After ten weeks as a 'work study engineer', I was quite ready to go back to sea!"

He didn't have to; a call from the college told him that North was looking for someone with seagoing experience to get involved in the newly formed Marine Shipping Mutual Insurance (MSMI).

"I was sent for an interview but I couldn't get to the bottom of what the job really involved. My mother-in-law said 'why do you want to leave a great job at John Collier for this North of England that no one has even heard of?'"

But the suit-making world's loss was the P&I world's gain. Rodney became a junior claims handler. Peter Crichton had already been with North for 18 months, and here began a remarkable partnership.

Both were promoted fairly early on to be Assistant Managers and their boss at the time, Alec Murray, gave them a good bit of leeway to move things forward. In December 1982, the duo headed down to London and set up in the Waldorf Hotel for a week.

"We went around knocking on the doors of all the brokers and introduced ourselves – we didn't have any work through brokers in those days," says Rodney. "We slowly started receiving enquiries."

"We started our own Underwriting Department – before that, the Company Secretary had some secret formula to work out rates. And from 20 February 1983, we started gaining business."

By the mid 1980s, Rodney was travelling all over the world. In 1986, North got a lead into the Iranian and Cuban state shipping lines, a high-profile achievement for the growing Club.

Rodney found himself travelling to Iran with Alec Murray in the midst of the Iran-Iraq War. No international airlines were flying into Tehran because it was considered too dangerous, so the two took a Swiss Air flight down the west side of the Persian Gulf to reach Bandar-Abbas, where they made a domestic connection on to Tehran.

"When we got off the Swiss Air flight, we had to run across the tarmac to the Iran Air flight, while air raid warnings were going off," says Rodney.

It wasn't the only dramatic event in his years of travels. He recalls being in a hotel room in Taipei watching Sky News coverage of Iraqi missiles landing on Israel and Kuwait, when suddenly the whole room started to shake. It was an earthquake measuring 5.5 on the Richter scale.

Rodney was just 39 when he and Peter took over as Joint Managing Directors in 1988. The appointment of the two of them – later dubbed "the likely lads" – resulted from an agreement they had made years earlier.

"Peter and I had made a pact that neither of us would take a job above the other," says Rodney. "We didn't tell anyone that. But we felt that if we vied for position in a small, faltering Club, it would be detrimental to its future. The Directors felt this was most unusual but we believed it would work well."

They took over "a small, regional mutual struggling to cope with the decline of UK shipowning", as *TradeWinds* recently put it.

But in the next 21 years, North's insured fleet was to grow by more than 5,000%.

Rodney has led North as sole Managing Director for four years, since Peter's retirement. He is, of course, quick to attribute North's stunning success over the years to the entire team.

Looking back on some of the highlights, he describes the opening of North's purpose-built office on Newcastle Quayside as "a great landmark" in 1994. "Although we had started to grow our tonnage quite considerably before then, there was nothing to see, touch or feel. But this was a new office, and we owned it."

Four years later came the merger with the Newcastle P&I Club. "For years we had been talking on and off to the Newcastle and we were good friends. Then, in 1997, we had the famous meeting in the pizza restaurant across the road from the office, with the boss of Newcastle, Hugh Dyer, and his deputy – Paul Jennings.

"The crunch of the deal was done on a paper napkin – we mapped out what the managers were going to do. The rest was detail."

The merger went through in February 1998 after a huge amount of work: "We were taking on their back history, their assets and liabilities, and we had to assess everything over several months. It was a massive job."

Two years later, North took on the Liverpool and London P&I Club portfolio, another substantial chunk of business.

Meanwhile, the Club continued to build up a very strong underwriting team and push increasingly into new geographical markets. North led the way by creating its own dedicated Loss Prevention Department in the mid 1980s, and bringing FD&D work in-house when the 'traditional way' was for P&I Clubs to use outside lawyers.



Rodney Eccleston

But above all, the emphasis has always been on service. "Our underwriters are good – but they can only sell a good product. We have had the reputation of providing very good service and keeping service at a very high level is very important for us."

Rodney and Joyce still live in the much-loved family home in the village of Stocksfield and any ideas of a quiet retirement seem unlikely – an office extension has just been added and Rodney is looking forward to developing a small property business he started a few years ago.

The couple are also looking forward to becoming grandparents. Son Phillip, who joined North three years ago and is based in our Greek office, and his partner Leanne are expecting their first child at the end of the year.

Daughter Susan is a little nearer to home, and has a demanding job managing a state nursery school in Jarrow.

Golf is on the agenda, too – Peter and Rodney have both joined the veterans' tour of Northumberland.

Staff, Members and friends have indeed said a fond farewell to Rodney, who officially retired as Managing Director in September.

But this is far from a real goodbye. Rodney will spend 60 days a year with North in a consultancy role and will also remain a Director of MSMI. And many suspect that, after 36 years dedicated to North, he would find it hard to stay away from the office in any case!

STRONG LEADERSHIP FOR A STRONG FUTURE

North has said farewell to Rodney Eccleston, who has retired as Managing Director – but we will continue to benefit from his expertise as he works with us as a consultant on a part-time basis.



Paul Jennings and Katherine Birchall

Under Rodney's leadership, North has become firmly established as one of the world's top P&I Clubs, with entered tonnage breaking through the 100 million GT mark earlier this year.

Now we embark on a new chapter in our history, led by one of the strongest, most experienced senior management teams in the industry, under our newly appointed Joint Managing Directors, Alan Wilson and Paul Jennings.

Each of our Directors has their own particular specialism as well as expertise in particular geographical areas. Each of them is also totally dedicated to North's vision of quality, strength and service, and of supporting and working closely with our Members.

NORTH'S DIRECTORS

Managing Directors

Paul Jennings has been involved in the P&I industry for 25 years, after obtaining his LLB in 1984. As Deputy Managing Director he was responsible for all aspects of our Club and specifically for underwriting and marketing, and his interests remain the same.

Alan Wilson, who is a chartered accountant, joined North in 1981. As Deputy Managing Director he was also responsible for all aspects of our Club, and as Joint Managing Director he will continue to focus on administration, financial affairs, investments and IT.

Underwriting

John Howe was at sea for 14 years, serving as a Master Mariner before joining North in 1989. John spent three years handling P&I claims before moving to the Underwriting Department in 1992. John's particular underwriting focus is on the European market.

Thya Kathiravel, a qualified barrister, worked at Singapore law firm Drew & Napier before joining North's FD&D Department in 1996. He joined the Underwriting Department in 2001 and is Joint Area Director for the Asia-Pacific Region. Thya is also North's representative on the International Group's Specialist Operations Sub-committee.

Savraj Mehta was at sea for 12 years, serving as a Master Mariner before joining North in 1995. He is a Fellow of the Institute of Chartered Shipbrokers and of the Nautical Institute. Savraj leads North's Indian team and is Area Director for India, the Middle East and Turkey.

P&I

Ian Henderson was at sea for 13 years, serving as a Master Mariner. He spent six years with London law firm Holman Fenwick Willan before joining North in 1988. Ian opened our Hong Kong office in 1995, is Joint Area Director for the Asia Pacific Region and is a member of the International Group's Salvage Sub-committee.

Alan Lo worked in both Hong Kong and London for a large shipowner for 16 years before joining North in 1995. Alan became General Manager of our Hong Kong office in 1997, being appointed General Manager Asia Pacific the same year.



*Top from left to right:
Ian Henderson,
Colin Trappe,
Alan Lo*

*Bottom left to right:
Mike Salthouse,
Jeff O'Neill*



From left to right - Savraj Mehta, Alan Wilson, Thya Kathiravel, Stephen Mills and Andrew Taylor.

Stephen Mills, a qualified solicitor, joined North in 2007, having spent 26 years as a lawyer in private practice. Stephen works with our P&I Department (as General Counsel), our FD&D Department (as a Manager, with particular interest in Greece) and with our Loss Prevention Department. Stephen is also an experienced mediator.

Mike Salthouse, a qualified solicitor, joined North from London law firm Norton Rose in 1992. Mike established our Greek office in 2000 and is Joint Area Director for Greece and Germany, our coordinating Director for International Group matters, and a member of the Chamber of Shipping's Legal, Documentary and Insurance Committee.

Andrew Taylor joined North in 1983 from Seaforth Maritime, where he had responsibility for marine claims and insurance, hull & machinery and P&I. Andrew became head of our P&I Department in 1988 and has overall responsibility for the day-to-day running of the department.

Colin Trappe was at sea for ten years and is a qualified Master Mariner. He then lectured at South Tyneside College before working at law firms Eversheds and Rayfield Mills.

Colin joined our P&I Department in 1995. He is North's representative on the International Group Pollution and Compulsory Insurance subcommittees and is an alternate Director of ITOPI.

FD&D

Katherine Birchall, a qualified solicitor, joined North in 1996, having spent over five years working for London law firm Norton Rose. She has geographical responsibility for Denmark, the Netherlands and Monaco. Katherine is a regular speaker at seminars for Lloyd's Maritime Academy.

Stephen Purvis, a qualified barrister, was the first FD&D lawyer to join North in 1989, having spent four years with the Gard P&I Club in Norway. He now heads up the FD&D Department. Stephen is a Director of the Supervisory Board of the International Chamber of Commerce – Commercial Crime Services team, which includes the International Maritime Bureau.

Finance

Jeff O'Neill is a Price Waterhouse trained chartered accountant who joined North in 1993. He is responsible for the financial operations of our Club, including accounting systems, treasury, banking, credit control and investments.



John Howe



Stephen Purvis

MOST IMPORTANTLY ...

All of our Directors agree that the experienced and passionate individuals they manage are key to both their and North's overall success. As they all emphasise – we wouldn't be where we are today without the support and dedication of the teams we lead. And so our Directors would like to end this article by thanking all of our staff for helping them to deliver what they consider to be the best service in the industry. Long may it continue!



Gillian Thomas and her partner James



Team North



The North Cricket XI team

SPORT WITH SPIRIT

We are an energetic lot at North – and always up for a challenge! The past year has seen our usual enthusiasm on court, field, pitch and bicycle saddle.

TOUCH AND GO

As the touch rugby season opened, Team North found themselves pitched into a mixed ability league – a far cry from the previous Social League tournament.

The gulf in ability between the top and bottom teams made the tournament into something of a rollercoaster – with good competitive matches interspersed with thumpings from the top 'professional' teams. But Team North soldiered on and on finals night ended up joint top of their group on points.

Flushed with success, the team have entered a second, small tournament at Gateshead, which has enabled them to link up with a few other teams for weekly games and training.

Team North: Michelle Anderson, Dawn Charlton, Ed Davies, Ieva Deicmane, Hilary Giason, Karl Giason, Colin Gillespie, Andy Glen, Martin Glen, Jenifer Hare, Mike Hunter, Ben Roberts, Tiejha Smyth, Scott Taylor.

IT'S JUST NORTH CRICKET

The North Cricket XI team emerged victorious at the Jesmond County Ground after taking on Stephenson Clarke in a long-awaited Twenty20 match. Two previously scheduled matches had been cancelled due to heavy rain and a waterlogged wicket (less of the Ashes, more of the splashes) – so this was third time lucky in terms of playable weather.

North went in to bat first and finished with a creditable 171 – 5 after 20 overs. Mike Asherson's contribution was notable in that he sent a ball sailing out of the ground for six – it was found half-way down the road by Barry Ayliffe, who had gone in hot pursuit. Stephenson Clarke went in to bat and put up a sterling fight but, thanks to some impressive bowling and fielding performances from North, they finished on 114 – 9 off 22 overs, leaving North victorious and eager for a rematch next year.

COASTS, CASTLES, CAKES – AND CYCLISTS

Most of the survivors from last year's Coast to Coast ride, plus a few extras, set off from Newcastle Quayside on the 2009 Coast and Castles Cycle Ride – more commonly referred to by the team as the four-day cakeathon.

The idea of the expedition was to experience the delights of Bakewell, Eccles, Chelsea, Bath and Dundee while cycling the 220-mile coastal route from Newcastle to Edinburgh!

The cyclists certainly encountered their fair share of scones, jam, cakes and teacakes on the way, but they also encountered tracks blocked by sheep, punctures, exhaustion and some truly painful hills in their quest – but the heroic team finished, triumphant, at Edinburgh.



Ian Goulson

TRIATHLON STAR

North's triathlon star Ian Goulson has this year achieved world class status in his sport. Ian qualified to represent Great Britain in the International Triathlon Union World Championships, which took place at the Gold Coast, Australia in September. Some 1,000 athletes from all over the world took part, completing the 1,500 m swim, 40 km bike and 10 km run, the standard distance race for triathlon. Ian finished 57th in his age category out of 109 male athletes aged 35-39. Well done!

SERVICE WITH A SMILE – OF COURSE

We pride ourselves on delivering the very best service – and clearly this came in handy when we competed in North vs Mills tennis tournament in September.

The tournament was held at the Jesmond Lawn Tennis Club, one of the UK's oldest tennis clubs.

North's team consisted of Michelle Anderson, Dawn Charlton, Katie Marshall, Lesley McEwen, Jennifer O'Sullivan, Gillian Thomas and John Webb.

Gillian and her partner James (from Sintons) made it through to the final – and after a cracking match, they lifted the trophy.

CHARITY

And they're off ... cycling, knitting, baking, running, golfing – North's staff have once again been busy supporting a wide range of local, national and international charities.

The list of around 30 good causes helped in the past year includes the British Heart Foundation, St Oswald's Hospice, Tynedale Community Hospice, Cancer Research, the RNLI, Macmillan Cancer Care, the Sea Cadets, the Mission for Seafarers, the Soldiers, Sailors, Airmen and Families Association (SSAFA), Guide Dogs for the Blind and Oxfam.

The Club responded swiftly to the devastation caused by the recent super typhoon in the Philippines – first with a direct donation to the relief effort. This was sent via recipients who we know will make sure the money reaches those for whom it is intended; legal correspondent Ruben Del Rosario and his wife Cora, who will work with their local church, and Dr Canlass of Halcyon, one of our recommended clinics, who will focus on medical aid.

Following on from this, Judith Burdus, Senior Claims Executive, was responsible for a good supply of homemade angel cakes in head office, sold for a minimum 50p donation each. Next, she moved on to knitting tea cosies – sold for the bargain price of £10 each, to raise money for the relief efforts.

PEDALLING TO AMSTERDAM

A team of seven intrepid cyclists boarded the ferry from Hull to Zeebrugge and set off on an adventure through Belgium and the Netherlands – covering 270 miles in three-and-a-half days.

The route took in Antwerp, Dordrecht, Rotterdam, Delft and Amsterdam; the reality included falls, injuries, beer and cake, and getting lost, of course.

The famous seven – Adele Lathan, Mark Robinson, Graham Anderson, Sanchit Dutta, Andrew Kirkham, Simon Macleod and Jeff Wilson (of OSG) – were raising funds for the Mission to Seafarers.

BROKERS' GOLF

North's annual brokers' golf tournament was held at Matfen Hall in July – with an informal dinner the night before, and a formal dinner and presentations at the end.

This year there were 36 competitors, and the trophy was won by Tom Wilson of Kite Warren and Wilson, London.

Fundraising efforts included a raffle for a magnum of champagne, and the event raised more than £1,000 for the Charlie Bear for Cancer Care charity.

CREAT NORTH RUN

Once more, North was well represented in the Great North Run, which took place on Sunday 20 September. Graham Anderson and Amanda Lilliendale ran for the Alzheimer's Society, Paul Jennings and Simon Williams for Cancer Research, Ben Roberts and Andrea Anderson for Marie Curie and Jenifer Hare for Get Kids Going, while Dev Lajmi ran impersonating a woman.



Charlie Bear for Cancer Care charity



De-mob happy in IJmuiden

2009 STAFF NEWS

PROMOTIONS

NIML Managing Directors

- **Paul Jennings** and **Alan Wilson** have been promoted to Joint Managing Directors of NIML.

Managers

- **Helen Henderson** has been promoted to Manager.

Deputy Managers

- **James Moran** has been promoted to Deputy Manager, Singapore Office.
- **Gary Chen** has been promoted to Deputy Manager, Hong Kong Office.

Senior Claims Executives

- **Phillip Eccleston** and **Iris Shiu** have been promoted to Senior Claims Executives.
- **Lesley McEwen** has been promoted to Personal Assistant.
- **Anna Sarafidou** has been promoted to Office Administrator, Greek Office.

RECENT ARRIVALS

P&I

- **Maria Laffey**, as a Claims Executive, is a barrister who previously worked for North.
- **Eamon Moloney**, as a Senior Claims Executive, is a solicitor who previously worked for Eversheds.
- **Lucy Proctor**, as a Claims Executive, who previously worked for Irwin Mitchell.
- **Gordon Robertson**, as a Claims Executive, is a solicitor who previously worked for HBJ Gateley Waring.

FD&D

- **Michael Hustler**, as a solicitor, who previously worked for Gadens, Australia.
- **Tiejha Smyth**, as a solicitor, who previously worked for Ward Hadaway.
- **Gillian Stanton**, as a solicitor, who previously worked for Addleshaw Goddard.

Risk Management

- **Simon Macleod**, as a Risk Management Executive, is a Master Mariner who previously worked for Maersk.

Underwriting

- **Lyndsey Temple**, as a Trainee Underwriting Executive, who previously worked for IBM.

Greek Office

- **Natalie Dabdoub**, as a solicitor, who previously worked for Holman Fenwick Willan.

Singapore Office

- **Marliana Sukarman**, as a secretary.

Administration, IT, and Accounts

- **Modaser Choudhary**, as an Internal Auditor, who previously worked for Ernst & Young.
- **Steve Lynas**, as an IT Support Engineer.



Helen Henderson



James Moran



Anna Sarafidou



Tiejha Smyth

- **David Ritchie**, as an IT Support Engineer.
- **Rachael Shotton**, as an Accounts Assistant.

INTERNAL MOVES

- **Nigel Bradshaw** has moved to our Accounts Department as Senior Business Information Executive.
- **Sanchit Dutta** has moved to our Underwriting Department as an Underwriter.
- **Brian McGregor** has been seconded to our Hong Kong office as a Senior Claims Executive.
- **James Moran** has moved from our Hong Kong office to our Singapore Office as Deputy Manager.
- **Sarah Westgarth** has moved to our Accounts Department as a Reinsurance Executive.

QUALIFICATIONS

- **Colin Gillespie** has passed his Diploma in Marine Surveying.

RETIREMENTS AND LEAVERS

- **Rodney Eccleston**, Managing Director, has retired after 36 years' service with the Association.

LONG SERVICE

- **Julie Ives**, Personal Assistant to our Managing Directors, has achieved 30 years' service this year.
- **Gillian Thomas**, Receptionist, has achieved 30 years' service this year.
- **Paul Jennings**, Joint Managing director, and **Nick Tonge**, Manager, have reached North's official long service milestone of 25 years.

PERSONAL

Congratulations to:

- **Modaser Choudhary** on the birth of Dawud, **Ian Goulson** on the birth of Constance, **Paul Pringle** on the birth of Alexander, **Lucy Proctor** on the birth of Edward, **Andrew Stichbury** } on the birth of Edward, **Steve Rehair** on the birth of Katie, **Vicky Turner** on the birth of Oliver, **Kath Waite** on the birth of Jessica and **Antigone Yanniotis** on the birth of Amaryllis.

Congratulations also to:

- **Ed Davies** who was married to Rachel, **Brian McGregor** who was married to Kristen, **James Moran** who was married to Jane, **Gordon Robertson** who was married to Kathleen, **Andrew Taylor** who was married to Sara and **Karen Williams (nee Sackfield)** who was married to Andy.



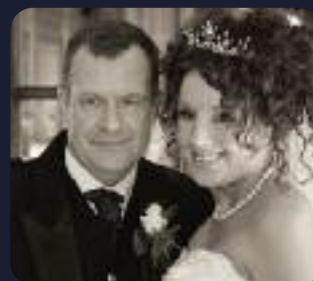
Sanchit Dutta



Rodney with Julie Ives
and Gillian Thomas



Ed Davies and Rachel



Andrew Taylor and Sara

SCHEDULE OF EVENTS



2010

14 January

Audit, Nominations & Advisory Meetings,
followed by Directors' Dinner, London

15 January

EGM, War, Board, FD&D Meetings, London

17 May

Nominations, Remuneration & Advisory Meetings,
followed by Directors' Dinner, Newcastle

18 May

War, Board & FD&D Meetings, Newcastle

18 May

150th Anniversary Dinner, Civic Centre, Newcastle

19 May

P&I Loss Prevention Working Party Meeting, Newcastle

4 June

Posidonia Week, Greece

4-11 June

Lumley Castle Residential Course

14 October

Nominations & Advisory Meetings, Cyprus

15 October

AGM, War, Board, FD&D Meetings, Cyprus

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