Institute of Chartered Shipbrokers **ewsletter** for Company Members

Issue 12 – Summer 2016



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Chairman's welcome

Andrew Dobson FICS

Chairman of Federation Council, Andrew is the Northern Regional Manager for Denholm Wilhelmsen Limited and has worked in the Port Agency sector for more than 20 years. Andrew is a Fellow of the Institute of Chartered Shipbrokers.

Welcome to the summer edition of the Federation Newsletter. There has certainly been a lot happening since our last newsletter so I hope that you have the opportunity to have a summer break to relax, spend time with family and friends and get ready for the rest of the year.

The UK public voted to leave the EU in the referendum held on 24th June. It is too early to suggest what this may mean for our industry. Any changes are expected to be some time away so it is business as usual for now. So far both Maritime UK and HMRC have released statements to that effect which are covered later in this newsletter. Shipping has evolved over many years and I have no doubt that the industry will adapt to whatever changes are required and continue to support industry as it has already done for centuries.

As from 1st July 2016 the well publicised amendments to the SOLAS (Safety of Life at Sea) Convention came into force requiring all containers to have a verified gross mass (VGM) before being loaded on to a ship. In this issue we invited the major container port operators to let us know how they intended to assist shippers meet this requirement. It was great to see the Institute's East Anglia branch host a seminar in Felixstowe on this topic with the major participants involved. It was standing room only at the seminar and the feedback was very positive. Well done.

For those of you not involved in the container business, we are featuring the Port of Milford Haven in this issue. It is always interesting to hear how ports are developing to meet the ever changing market.

Our students will be getting a little nervous now as the results of the April examinations are announced on 4th August. Please join with your students to celebrate their successes and support them. Please also encourage your staff to start thinking about the new academic year which starts on 1st August when registrations open.

I would like especially to thank all the companies who support students through the Institute courses. The students of today will be the industry leaders of tomorrow.

Your Federation Council held its spring meeting in Liverpool on 21st April to coincide with the Liverpool branch dinner and most Federation Council members stayed on to support the branch at the dinner. I have included a brief update on the main points that were discussed at the meeting. If you would like to know more about any matter from the meeting or have any questions at all then please do not hesitate to contact the membership team in head office.

I wish you all an enjoyable summer.



Dates for your diary

28 th July	Humber Branch 2016 AGM, Hull
1 st August	Start of the Institute 2016-2017 academic year
4 th August	April 2016 Institute exam results published
4 th August	London Branch Results Drinks, London
14 th September	Liverpool Branch, 2016 Golf Day, Wirral
22 nd September	London Branch Seminar "Perspectives on BIMCO contracts, dry bulk market and Thames piloting", London
30 th September	South Wales and West Branch supporting World Maritime Day seminar "Shipping indispensible to the World", Plymouth
30 th September	Ireland Branch, Annual Golf Classic and Dinner, Waterford
6 th October	London and South East Branch ,2016 AGM, London
18 th -21 st October	FONASBA Annual Meeting, London
19 th October	Institute AGM, London
21 st October	Institute Prize Giving Ceremony, London

Your Federation Council

The Institute of Chartered Shipbrokers represents its company members through its trade association, Federation Council.

As a Council of the Institute, Federation acts as the representative body for Company Members. It is authorised to take decisions on behalf of the Company Membership, except where those decisions would affect the overall policy of the Institute, in which case any proposal shall require ratification by the Institute's governing body - Controlling Council. Founded in 1984, Federation Council promotes and protects the interests of Shipbrokers, Managers, Port and Liner agents in consultation with the UK Government, statutory bodies and the European Commission. Federation is governed by a Council of 13 elected Company Member representatives together with the elected Officers of the Institute.

Federation manages a number of standing committees, which act and advise on behalf of members and the industry in their specific sectors.

Federation has permanent membership of a number of Government and industry consultative bodies, including HMRC, Home Office, DfT, Maritime UK, MCA and the Chamber of Shipping.

It is also the recognised Government national contractor for certain sector-specific shipping business activities controlled by HMRC, DfT, and Trinity House. Additionally, Federation links with international organisations including FONASBA, ECASBA, BIMCO, Baltic Exchange, INTERTANKO and INTERCARGO.

Company members are supported by a number of people within the Institute's head office



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Company Member Logo

If you would like to add the company member logo to your webpage or to your stationery items, please do not hesitate to contact us for assistance.



Federation Council representatives 2016/2017

CHAIRMAN

Andrew Dobson FICS

Denholm Wilhelmsen

COUNCIL REPRESENTATIVES

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Grange Shipping International Marine Survey ITIC

John Good & Sons Retired Fellow

Institute President Institute Chairman Institute Vice Chairman Institute Director



Shipping has become more complex to the extent that the name shipbroker, which at one time was thought to apply only to those engaged in chartering dry cargo tramp ships, now embraces separate disciplines in tanker chartering, ship management, sale and purchase, portagency and liner trades.

Shine Sale & Andah

As an independent international professional membership organisation, the Institute of Chartered Shipbrokers strives to promote a world class programme of education and training to ensure that all its members are knowledgeable about their business. As a result, the Institute produces and publishes a comprehensive series of books on shipping business.

The Institute's sixteen books are unique in that they have been written by professionals for professionals in the shipping industry. They now undergo a regular review where they are peer reviewed, revised and updated by professionals in their particular discipline and peer reviewed again, so that an accurate revision can be ensured.

The books themselves will continue to be part of the TutorShip course, but our goal is to make them more widely available to the general shipping industry, which has long requested our books as general reference titles.

Members are entitled to a 50% discount on all of the Institute's publications.

To place an order, please complete a book order form and return it to us. For book order forms and support, please visit: www.ics.org.uk/learning Members receive a 50% discount on all books





Credits: Port of Milford Haven

FOCUS

Port of Milford Haven

If you have an idea to feature in this section, please contact us: federation@ics.org.uk



Port of Milford Haven

The Port of Milford Haven team has a vision. And it's an exciting one which has a balanced multimodal business at its heart and where developments will stand shoulder to shoulder with the port's long established excellence in shipping and cargo services, helping to secure strong economic performance long into the future.

Energy sector

The Port of Milford Haven was established as an oil port in 1958 and still today it is serving the energy industry superbly well.

There was a 7% increase in tonnage in 2015 to 58.9m, with a total of 2,083 vessels using the port.

With its deep water and sheltered harbour area it will be a focus for the industry for many years to come.

Continued investment will underpin this future. An extensive waterway dredging programme has recently been completed and £3.6 million has been invested in three new pilot boats. These vessels, built by local specialists, are designed to improve reliability in turbulent weather while maintaining the highest standards of crew safety. They will also have complete interchangeability of parts and are an example of the port's continuing programme of improving operational resilience in order to provide a safe and reliable service to their customers 24 hours a day, 7 days a week.

A strong balance sheet is an essential component for the ports longevity and the Port of Milford Haven is reinvesting in port facilities to secure the port for generations to come. However, fluctuations in world energy markets have caused peaks and troughs in revenue for the port. These uncertainties have influenced a diversification strategy which will enable the port to continue as a driver of economic growth across the region – a key role for the Trust Port.

A widening portfolio

As the UK's energy capital, the port is looking beyond the traditional oil and gas sector and is a champion of the region's emergent marine energy sector.

It saw a major milestone last year when Tidal Energy Limited succeeded in positioning its innovative tidal energy device DeltaStream[™] on the sea bed in Ramsey Sound to inaugurate the final trial phase of this exciting new technology. Deltastream has been built on the port's quayside using local experts and its successful deployment is a clear indication of





In this issue our PORT FOCUS is Milford Haven

the region's specialist skills base and future potential for this sector, as well as demonstrating the port's heavy lift cargo capacity.

Importantly, the port is not just about energy – it has a wide portfolio which incorporates Wales' largest fish docks, a twice daily ferry operation to Ireland, a marina, and a deep water cargo port. Its cargo handling operation, Pembroke Port, is on the south side of the Milford Haven Waterway. With extensive storage and laydown options, Pembroke Port adds an important dimension to the wider port portfolio. Natalie Britton has recently joined the team to oversee, among other business streams, operations at Pembroke Port. She sees cargo as a core focus: "There are real opportunities for growth ahead of us. We are a deep water port with a skilled team and a desire to attract new business. Last year we demonstrated the site's value for heavy lift projects offering a build and deployment location with access to a comprehensive engineering and fabrication supply chain. This is in addition to securing a new aggregates contract and introducing a new cargo stream in the form of Refuse Derived Fuel."

"We can accommodate a wide range of cargoes and invite agents and potential customers to come and see our facilities for themselves."

A Master Plan for Pembroke Port is also in development and is a core part of its future.

Looking towards the north side, there have been important infrastructure developments - new lock gates have significantly reduced lock times and made Milford Marina one of the most accessible locked marinas in the UK.





Tidal Energy Ltd Deltastream installation at Port of Milford Haven.

The Dock Lock project was part of

Key facts:

- UK's largest energy port, and 3rd largest port in the UK
- Carbon neutral status
- Incorporates: Pembroke Port, Pembroke Dock Ferry Terminal, Milford Fish Docks, Milford Marina, Quayside Properties
- Responsible for safe use of Milford Haven Waterway
- 3 x new pilot vessels worth £3.6million
- 10,000 UK jobs supported by the Haven (Study by Cardiff University, 2011)
- 2,083 vessels used the port in 2015
- Gross tonnage for 2015: 58.9m
- Masterplans' combining to potentially create 1,800 jobs

posts, has the potential, with the right regional strategy, to create a further 1,200 jobs over time. As well as securing economic development regionally we see a key role for the port in energy, food and transport security for the UK."

Engaging with our stakeholders

Stakeholder engagement is a key undertaking at the port. It is a Trust Port and instead of shareholders it has a wide range of stakeholders. The stakeholders are all those who use or are connected with the port, or those whose livelihood and welfare may be dependent on it - and the bodies or individuals who represent their views. The port encourages two-way engagement and strives to provide opportunities for stakeholders to receive updates and provide feedback on the business. Stakeholders are an important audience and beneficiary of the port's continued development.

Taking the leap

Alec summed things up: "Cargo will always be an important part of the port's future – including oil and gas. But we are 100% committed to diversifying. Alongside supporting existing cargoes we will explore new industries to create additional income streams. We have a great team in place to help shepherd the port through these developments, and to help us reach our goal of securing a bright future for the business and for the region."





Visit Wales' Coastal Tourism project, part funded by the European Regional Development Fund through the Welsh Government to encourage tourism along the Welsh coastline. In addition to this, grant support from European Fisheries Fund and Welsh Government meant new buildings were constructed to serve the fishing industry at Milford Fish Docks. These buildings are creating opportunities for the port's fishing customers to add value to their product and explore new sectors such as food processing and aquaculture.

A bold plan for a brighter future

The port's team are not resting on their laurels - diversification will continue, and a major initiative is already afoot. In 2015, the port secured a resolution to grant outline planning consent for a multi-million pound development at Milford Dock. Destination Director, Neil Jenkins, has come on board to lead this expansive project and brings with him extensive property development experience. Neil explains, "Momentum is building and we are close to announcing some key anchor tenants for the initial phase of this exciting regeneration project. We have an ambitious plan in place and have been busy laying the foundations to ensure its eventual implementation which we believe will transform the local community and the economic prosperity of the area."

Leading the team onwards is Alec Don, the Port's Chief Executive. Alec explained their drive: "Our investment plans and strategy for Milford Dock will create a bright new leisure, retail and fishing destination and is expected to create over 600 new jobs. Equally, Pembroke Port, which currently sustains approximately 800 good quality full-time

Maritime UK on Brexit

The impact on the work of port agents after the Brexit vote is still unknown. Advice from the Department for Transport last week was that our members must continue with the implementation of the European single window project, and all other current legislation and regulation.

The Institute represents our company members at Maritime UK. As part of Maritime UK, we are pushing swiftly and robustly at the doors of the DfT and BIS to ensure that the maritime sector is seen as an integral part of the UK's economic growth and therefore must be part of the government's post-Brexit planning.

Below is a statement released on behalf of Maritime UK.

Maritime: the engine of British trade

As the dust begins to settle following the decision of the British people to leave the European Union, the UK's maritime industry pledges to continue to work closely with government to champion and grow maritime, ensuring it fulfils its crucial role in growing and strengthening the UK economy as we chart a new course forward.

The Chairman of Maritime UK, David Dingle CBE, commented;

"The maritime industry is the engine of British trade, supporting over 500,000 jobs and contributing £22.2bn to UK GDP and driving exports and inward investment.

"As an island nation, our industry is a vital part of our heritage and of our modern economy – supporting jobs, driving innovation and enabling trade. More than ever, the UK must expand free trade to help grow our economy and deliver prosperity across the country. "Put simply, it is the maritime industry's job to ensure that the UK is open for business and our industry stands ready to assist the government in this programme as we move forward in pursuit of a shared and ambitious agenda for growth."

Maritime UK, in conjunction with industry and government stakeholders will work to ensure that the voice of our industry is heard in the discussions ahead.

The industry grouping has already written to the prospective candidates for the leadership of the Conservative Party, from whom the next Prime Minister will be selected and has offered the support and expertise of the industry to the Secretaries of State at both the Department for Transport and Business, Innovation and Skills.

In addition, Maritime UK will be working to analyse the potential impacts and opportunities for the industry as we begin the process of negotiating the UK's departure from the EU. We will hold a number of events in the coming weeks and months to gather stakeholder views, raise the profile of the industry and ensure its voice is heard as discussions move forward.

The maritime industry represented under the umbrella of Maritime UK contributes £22.2bn to UK GDP and supports 500,000 jobs. Its sectors include shipping, ports, marine and business services.



HMRC Customs Information Paper 42 (2016) on EU Referendum

Who should read: Businesses moving goods in and out of the UK from the EU What is it about: Information as a result of the EU Referendum When effective: 24 June 2016 Extant until/ Expires: 24 June 2016

1. Background

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The result of the EU Referendum has been confirmed as a vote to leave the European Union (EU).

2. Information for Businesses

As the Prime Minister announced this morning, there will be no immediate change to the movement of goods and people in and out of the United Kingdom (UK) from the EU. We are still a member of the EU. Until Article 50 is invoked, we will continue to engage with EU business as normal and be engaged in EU decision-making in the usual way. Once it is invoked, we will remain bound by EU law until the terms of our exit have been determined but we will not be involved in decision-making. The period between invocation of Article 50 and our eventual exit from the EU is expected to last at least two years.

3. Contacts

Further information can be found on the GOV.UK

Issued on the 24 June 2016 by Customs Directorate, HMRC.

For general HMRC queries speak to the VAT, Excise and Customs Helpline on

Telephone: 0300 200 3700.

Issued on the [Date – Day Month Year, e.g., 1 January 2016] by Customs

Directorate, HMRC.

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Your Charter explains what you can expect from us and what we expect from you.

The UK's Global Maritime Professional Services: Contribution and Trends

Credits: City of London Corporation

The research report entitled 'The UK's Global Maritime Professional Services: Contribution and Trends' commissioned by the City of London and produced by PricewaterhouseCoopers LLP (PwC) looks at the contribution and trends of the UK's maritime professional services sector and provides a wealth of new data and insights drawn from survey responses and interviews with maritime industry specialists. This sector includes areas such as marine insurance, law, finance and shipbroking, which play a vital role in facilitating the functioning of the global maritime industry.

The report finds that this sector has an important role both domestically and internationally.

Globally, the UK remains a leader in maritime professional services such as marine insurance, maritime law, education and shipbroking. Despite the shift of physical shipping activity towards Asia, the UK's continuing strength reflects the depth and breadth of expertise in maritime professional services and education. The report showed that 80-85 per cent of its business is brought in from overseas, while it has also highlighted a number of strengths that explain why the UK is a leading maritime hub. These include:

- The UK holds a global market leading share in insurance (35 per cent share of global marine insurance premiums), shipbroking (26 per cent of global activity by volume), law (25 per cent of maritime legal partners are in the UK) and education. The UK also has a strong track record in maritime finance, accountancy and consultancy.
- The UK is headquarters for many of the world's leading maritime law and shipbroking firms, many of whom have expanded internationally by opening new offices across the globe. Also, the UK is the destination of choice for complex risk insurance, backed up by the expertise of Lloyd's of London, the International Underwriting Association and the UK's insurance broking community.

- The cluster effect whereby the above services have a multiplying effect, helping bring in business for each other and attract talent. Customers highly value being able to access all these services in one place.
- The depth and scale of the UK's talent pool remains unrivalled in comparison to other leading maritime centres such as Hong Kong, Singapore and Shanghai.
- The UK's stable business environment, Rule of Law, geography, time zone and the attractiveness of London as a place to work and live were all cited as benefits.

However, the sector faces a number of threats to its preeminent position including:

 For many years, the UK has not been considered a major area of shipping activity due to its lack of an established major hub port, limited local ownership and shipping activity when compared to the likes of Rotterdam, Hamburg or Shanghai. However, this disadvantage is not new.



UK shipbroking activity is estimated at about 26% of global shipbroking activity by volume.

Domestically, the sector contributes approximately £4.4 billion to the UK economy annually and directly employs over 10,000 people.

- Corporation tax set at a higher rate in comparison to some other hubs, problems attaining visas and 'goldplated' regulation were all cited.
- The relative cost of doing business in London. The capital is the 4th most expensive city to rent high-rise offices, while average salaries (£870 per week) are far higher than those in the likes of Shanghai (£200) and Singapore (£450). It is therefore most feasible for high added value businesses to be located in London.
- Other maritime hubs are competing hard. Singapore has introduced tax incentives for ship operators and services, offered incentives for specific institutions to relocate and is now the second largest maritime business services hub after London. Shanghai has also prioritised the maritime sector, including services, while Hong Kong has created a new promotional body to recommend ways to help grow the sector.

The reports also identified that the UK should grow its links with mainland

China and attract maritime investment by highlighting its strengths as a services hub.

About 2400 people are directly employed in shipbroking in the UK, heavily concentrated in London.

Shipbroking contributes about £500m in Gross Value Added (GVA) to the UK.

The report says "although value has declined, total number of fixtures has continued to grow. This has put pressure on salaries and workloads for shipbrokers". It also comments that "the UK has maintained its leading position through market turmoil, although its (UK shipbroking's) overall share has declined as UK firms have expanded overseas driving internationalisation of shipbroking capability".

The maritime education section of the report focuses on technical university courses, business university courses and cadetship programmes. However, the Institute of Chartered Shipbrokers is noted as "a key provider of commercial shipping qualification by examination".

Two challenges for maritime education generally in the UK are the high cost and visa availability, but these are not applicable to the Institute of Chartered Shipbrokers' courses.

In addition, the report recommended that greater support from government is required to encourage young people to consider a career in this area, while companies should invest more in their people and training. For the UK to stay ahead of the curve it would need to look at emerging industry issues such as cyber security, international piracy and new trade routes.

While the industry is concentrated in London with insurance, shipbroking, law and finance focussed in the capital, the report also cited the importance of Southampton (for education and consulting), Glasgow (for cadetship education and ship management) and Liverpool (general maritime services), as well as Aberdeen, Hull and Newcastle.

The full report can be found at: http://www.cityoflondon.gov.uk/business/ under the Economic research publications section



DP World. It's as simple as 1, 2, 3...

DP World in the UK is providing a quick and easy container weighing solution for UK exporters who require a Verified Gross Mass (VGM) to comply with the new international SOLAS regulations which began this month.

Credits: DP World

From the 1 July 2016, every packed export container is required to have its weight verified before it is loaded onto a ship.

In the UK, DP World is providing a seamless solution at both its deepwater facilities, DP World London Gateway and DP World Southampton.

We spoke to Chris Lewis, UK Managing Director, DP World, to find out more.

The solution at both terminals is fully integrated into the terminals' existing operations, which for shippers means:

- No delay to the supply chain
- No change for hauliers
- Same seamless operation for rail
- Highly accurate and compliant weight verification

DP World has made a substantial investment to upgrade its existing operational capabilities, installing new container weighing equipment and adapting its IT systems on its straddle fleet at DPWorld Southampton and automated stacking cranes at DPWorld London Gateway.

This means that on arrival every laden export box will be weighed without having to go to a separate staging area and there will be no delays to existing processes irrespective of how many boxes need weighing.

Shippers can still provide their VGM if they wish, in which case the terminal weight is not used unless there is a discrepancy of more than 500kg or 5%.

Importantly, shippers can register with the (UK) port community system CNS Compass, to manage their VGM information and to be charged directly by the terminals for the costs. When making their booking with the ocean carriers, the shippers or booking agents are able to indicate if they want the terminal to weigh their container or that they want to provide the VGM themselves.



If the weighing charges have to be passed on by the ocean carrier it is likely these will contain an administrative surcharge.

"From our contacts with UK exporters, freight forwarders and shipping lines it was clear that the industry in general was finding it challenging to be ready to provide the VGM of containers and without alternative solutions provided by our container terminals, this could have become a significant logistics barrier for UK exports and world trade generally," Chris Lewis, UK Managing Director, DP World, told the Institute.

He added: "The service being provided at both DP World's UK terminals is fully integrated into our existing operations. We have made a significant investment in both ports to ensure our equipment will meet the Maritime & Coastguard Agency (MCA) rules for accurate weighing. Our solution does not cause any delays in the supply chain, is scalable to weigh all export containers if required and does not rely on hauliers having to enter the weights of their trucks and trailers as would be necessary at ports which use weighbridges. Our solution is seamless."

CNS has also published two very handy guides which are available to download from http://containerweighing.dpworld. co.uk/

1. Compass / EDI guide for shipping lines. Outlining the changes for CNS Compass; EDI mapping amendments (as per SMDG standard); new EDI messages (VERMAS) and processes to help lessen the impact to the Shipping Lines and their customers.

2. Compass / EDI guide for shippers and freight forwarders. Supporting shippers through providing the front end screen for their VGM requirements. For more detailed information on DP World's container weighing service including tariffs visit http://containerweighing. dpworld.co.uk/

To register with CNS Compass visit https://cnsonline.net/web/ content/products/vgm/index.jsp

A weight off shippers' minds: the Felixstowe solution to SOLAS

Credits: Hutchinson Ports (UK) Ltd

But how will it work?

It's as simple as 1, 2, 3...

1. Before your container arrives

When booking an export container the shipper or their agent must declare to the ocean carrier whether the terminal will receive a VGM from the shipper or that the terminal is requested to determine the VGM of the container on arrival (Terminal determined VGM or TVGM). When registered with CNS the shipper can also do this directly via the port community system, CNS Compass.

2. When your container arrives at a DP World terminal in the UK

All hauliers should proceed to the terminal as normal. Your truck and box will be processed as per normal operational procedures at DP World London Gateway or DP World Southampton. The physical process is the same for containers arriving at the terminal with or without VGM, the only difference is how the electronic information is processed.

There is no change to our in-gate procedures.

3. Weighing the container

At DP World London Gateway and DP World Southampton we will weigh your container using our fully calibrated and MCA compliant equipment that is preinstalled on our operational equipment.

Finished. An electronic VGM issued via CNS Compass and your box can be loaded onto the vessel. A mendments to the SOLAS (Safety of Life at Sea) Convention mean that from 1 July 2016 any container departing any port worldwide must have a certified verified gross mass (VGM) before being loaded to a ship. It there's no VGM, the container doesn't get loaded.

There are two accepted methods of establishing the weight. First, the entire packed container can be weighed using certified and calibrated equipment. Second, a 'calculated weight' method can be used – this means adding up the tare weight of the container plus all the individual items packed and the packing materials, using an approved process. Either way, an estimated weight will no longer be accepted.

The Port of Felixstowe was the first major port to commit to providing a container weighing service for shippers. If requested by the shipper or his agent, the container is weighed as it arrives at one of the port's three rail terminals, or when it is lifted into the container yard if it arrives by road.

The shipper may also provide its own VGM. This can be done either before or after the

- container arrives at the port."A container
- will still be allowed on to the terminal
- without a VGM," says Stephen Abraham,
- Chief Operating Officer at the Port of

Felixstowe."However, the VGM must subsequently be provided at least 24 hours before the loading vessel's arrival, to allow for stowage planning. If the VGM isn't made available in time, we will provide the VGM on the shipper's behalf."

Modifications to Destin8, the port community system, allow export bookings to be made with or without a VGM in the first instance, with the flexibility to add this prior to vessel planning as required. Requests for the port to weigh containers are also made via Destin8 which subsequently forwards VGM data to all respective parties once the container is weighed to ensure a smooth and seamless process.

The new container weighing rules do have the potential to cause significant disruption to export supply chains, says Stephen Abraham – hence the decision to provide a weighing service at the port. "We met with many customers to understand their requirements and their options to comply with the new rules. As a result, we have introduced a service that allows them to meet their obligations without introducing any delay to their, or our, operating procedures."

For further information: https://www.portoffelixstowe.co.uk/port/ container-weighing-services/



Peel Ports introduces in-port container weighing at Liverpool



Credits: Peel Ports

Construction is complete on weighbridges at the port of Liverpool to help cargo owners comply with the new SOLAS (Safety of Life at Sea) international regulations on container weights.

The multi-lane, in-process capability involved considerable work to install multiple dynamic axle weighbridges at the terminal AutoGates. It is linked with the terminal operating system and is able to automatically provide a verified gross mass (VGM) record for the container.

The International Maritime Organisation (IMO) has set the date of 1st July 2016 as the deadline for when the cargo declarant must provide a VGM before any laden container can be loaded onto a vessel.

Similar arrangements will be in place at Peel Ports' other container terminals in Dublin and Greenock (Glasgow). David Huck, Port Director, said: "This is arguably the biggest challenge to face the container shipping industry and the right approach for cargo owners and shipping lines remains a hotly disputed topic even this close to the deadline.

While ports have no obligation under the regulations we have chosen to invest significantly in a solution to support the entire logistics community, which will help to reduce costs, risks and delays for our customers.

The investment we are making in the infrastructure is a further sign of our commitment to providing an industry-leading service."

The weighbridges and the processes to ensure compliance with the regulations have been discussed extensively and agreed with the Maritime Coastguard Agency (MCA) as the relevant UK regulator.



- Weighbridges installed at multi-lane autogates

- Standard solutions to be introduced at other group ports

- Process trials were carried out before the new rules took effect on 1st July 2016

System details

All HGV vehicles carrying containers into the terminal will be required to register a MIRO prior to arriving at the terminal. (MIRO is Mass in Running Order - a weight recording requirement for commercial goods vehicles and trailers in the UK.)

Any laden containers that enter the container terminal without a VGM, or have a declared VGM that is outside of the guidance tolerance, will have one electronically generated.

At the in-gate the vehicle will pass slowly over the weighbridge where the system will determine the axle weights and therefore the total gross weight of the vehicle. The declared MIRO will then be applied to determine the VGM of the laden export container.

The VGM will be updated at in-gate to the Port Community System. The infrastructure container weighing surcharge and container weighing charge will be automatically processed via the port community system platform operated by Maritime Cargo Processing (MCP D8) in the UK following in-gating and weighing of the container at the AutoGates.

Real time updates to the Terminal Operating System and thus dynamic grounding of laden export containers will ensure no in-process delays to cargo transit whilst ensuring cargo declarations are compliant with legislation and the supporting EDI messages are updated.

Mega container ships in the wider supply chain

The arrival of larger vessels has also stimulated a surge in investment in new terminals with larger quay cranes, deeper approach channels, and more extensive storage areas.

Credits: Richard Clayton, Chief Correspondent IHS Maritime & Trade

The successful handling of the CMA CGM container ship Benjamin Franklin at both Los Angeles and Long Beach in recent months showed the mega-ship would not necessarily bring new levels of congestion to the industry. Yet not all carriers have been convinced that size is everything. Speaking at the Trans-Pacific Maritime (TPM) conference, Hapag-Lloyd CEO Rolf Habben-Jansen commented that beneficial cargo owners are not insisting on mega-ships.

"Why invest in something that won't cut end to end cost?" he asked.

This is no longer an idle question. IHS Maritime and Trade data shows that four vessels of 14,000-18,000teu were delivered in 2013, with 14 in 2014, and a further 18 in 2015. Twelve more are expected to be delivered this year, with a peak of 25 in 2017, and 23 in 2018. Given there are a limited number of ports and terminals able to receive these ships and handle as many as 10,000 containers from one call, mega-ships are challenging the very supply chain they were ordered to serve.

The reason for their popularity with carriers is that cost is spread across more units of cargo; one crew, one propulsion system, one hull but two or three times as many boxes as 10 years ago. However, the disadvantage is the pressure placed on land-side operators to get cargo away efficiently before the next mega-ship arrives. They will operate almost exclusively on the east-west routes, especially on the Asia to Europe/ Mediterranean services and on the Trans-Pacific, as these terminals have been scrabbling to invest in larger and faster ship-to-shore gantry cranes and rubbertyred gantry cranes.

A contentious issue for the container business has been the need for shippers to provide carriers with verified weights of both the box and its contents. According to a timetable set by the IMO, all boxes are to be weighed and verified by July 2016. This has caused a great deal of heat but not much light as the deadline approaches.

The reason for this regulation is the alleged widespread misdeclaration of container weights, as revealed in various investigations following incidents at sea. This issue is not confined to mega-ships but will affect all container vessels, and all terminals handling containers.

This has driven improvements in handling efficiency, but has challenged logistics businesses at every stage of the supply chain. As ships of 22,000teu are placed on the newbuilding orderbook, and monsters of 25,000teu are on the drawing board, it is more likely that congestion at the terminal and across the supply chain will bring a halt to the race for size than the design criteria or shipyard capability.

For more information visit: https://www.ihs.com/industry/maritime.html



Big data, small data and the issue of security

Credits: Richard Clayton, Chief Correspondent IHS Maritime & Trade

Big data is almost clichéd; the talk now is of small data – only the information that is relevant at the time – and, more crucially, how to protect the storage and flow of information we are gathering.

Gathering data on its own leads to paralysis as opposed to informed action; making sense of data and connecting disparate pieces of data will enable shipping to gain actionable insight. However, decision-makers in shipping are struggling to buy into new forms of insight, which is the reason why they fail to incorporate it into board decisions. Data must be supported by analytics and insight in equal measure.

According to Patrick Thomson at IHS's advanced analytics team, shipping businesses need a new role, a maritime analytics leader, to "combine detailed experience on the quantitative side with detailed expertise on the industry side." Until that role is defined, he said, "the industry will continue to make decisions on the basis that the flaws and discontinuities [in data] are routinely ignored, that the paucity of data is unfailingly accepted, and that the research and forecasts we cling to are biased and opinionated."

Shipping has come late to the Internet of Things party, but it's catching up fast. What's the latest?

Shipping is becoming technology-intensive; beside companies' new maritime analytics leader, whole new digital businesses are expected to be set up, with no assets under ownership but providing operational control. This will require standardised solutions rather than the fragmented technology the industry has grown up with. Further, as a ship becomes a system of interconnected systems, connected not only to each other but via satellite to a shore-based control centre, the need to provide different levels of protection becomes urgent.

Cyber security isn't something to be added to the ship, the experts caution. It must be part of the systems architecture. That will demand new knowledge and skills, new competencies. Cyber security becomes an issue when vessels are controlled from shore rather than just monitored.

The arguments appear strong: fewer people involved will mean fewer accidents, but dealing with incidents that occur at sea will be harder when there are fewer people on board.Vessel maintenance costs will be reduced if there is continuous monitoring of engines and hull structure, yet getting to this stage will require huge investment that can only be achieved with larger fleets and consolidated businesses.

It's important to remember that certain elements of the data-analytics-insight future are already present, informing decision-making, although the more futuristic elements appear beyond the imagination of most people in shipping. However, the flow of data is increasing rapidly, storage is becoming an issue to be addressed, new technological skills are available at energy and automotive businesses, and at propulsion and systems specialists. Understanding the ships of the future begins with advanced engineering in the aviation and communications sectors, and overlaps with them.

Training the next generation of engineers alongside the next generation of maritime lawyers and business leaders must begin early, rather than leaving it to the very end.

Working with data, designing new systems, and thinking of the ship in a different way are expected to feature strongly over the next decade.



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Charter market weakness drives consolidation

Credits: Richard Clayton, Chief Correspondent IHS Maritime & Trade

Desperate times call for desperate measures; this is true of shipping as much as it is of any other business.

Several high profile mergers have been announced in the container shipping sector, including Hapag-Lloyd's successful integration of Chilean line CSAV, CMA CGM taking on Singaporean company NOL and its container line APL, and the stateencouraged merger of COSCO and China Shipping Container Lines. The last of these now seems likely to drive transformation in the alliances, as mergers force carriers to choose between alliances or remain independent.

The most unlikely, although the most necessary merge, is between the two South Koreans Hanjin Shipping and Hyundai Merchant Marine. Debt levels reached by these two lines might suggest it would be hard to argue they should survive, but the government in Seoul has worked hard to create an environment in which the carriers can attempt revival even though, coming from competing chaebols, a merger could be tricky to negotiate.

Smaller operators in the container sector remain vulnerable, but there are plenty of geopolitical reasons why certain marriages won't be sanctioned.

The dry bulk sector is far more fragmented than containers. A prolonged period of low freight rates is now weakening vessel owners' resolve. In Singapore, BW Group, riding high on the back of oil and gas revenues, is openly in the market to snap up distressed assets as vessel values fall in tandem with dry market rates. It's a strategy that presupposes an upturn in the dry market at a date in the not-too-distant future; whether the policy will be to become a major player in the dry bulk business or to sell modern vessels at improved rates.

Survival in several sectors of the shipping business will depend on mergers and acquisitions

The ultra-low rates have also significantly dented shipbrokers' revenue. Earlier in the year, Arctic Securities, a Norwegian investor, attracted former Frank Mohn CEO Trond Mohn. He quickly built a stake of 32.5% in Arctic, and then announced the business was forming a 50/50 venture shipbroker with Geveran Trading, owned by shipowner heavyweight John Fredriksen. Arctic aimed to be the leading broker in Norway, competing with both Clarksons-Platou and Affinity Shipping, with which Fredriksen had been working.

The tanker business is generating sufficient revenue to avoid the merger merry-go-round, but the offshore oil sector has suffered catastrophically since the oil price plunged in September 2014. This is a sector where acquisitions are expected when the upturn comes, and that will happen when the crude oil price rises – but there's no sign of that coming in 2016. However, with asset prices at minimal levels, this is the time when entrepreneurs can pick up bargains.

It is expected that the ship construction sector will also bring a slew of acquisitions as builders seek to dispose of poorly-performing assets to cut debt. Daewoo has been unsuccessful in offloading its Romanian yard at Mangalia, but Genting Hong Kong, owner of Star Cruises among others, has acquired Nordic Yards' facilities at Stralsund, Warnemünde, and Wismar and will integrate them into the majority-owned Lloyd Werft Group to build cruise vessels for the China market.

For more information visit: https://www.ihs.com/industry/maritime.html





The Federation Council which represents the company members of the Institute met in Liverpool on 21st April 2016. The meeting was held on the day of the Liverpool branch's annual dinner and most of the Federation Council members stayed to support the branch at this event.

The future vision for the Federation Council was discussed to ensure its own structure remains relevant to and effective for company members. This included sector champions from the Council being chosen to help facilitate improved information flow to company members by sector. It was suggested a smaller council running industry forums rather than meetings may encourage greater participation from company members. The Federation Council would also like to see company members participating more at branch level and becoming involved in local events.

One new full company member and one new affiliate member were elected to bring the total number of company members to 106 comprising of 94 full members, seven affiliate members and five associate members. There was a wide ranging discussion on the role and public image of the Institute in general. It was agreed that the Institute needs to be better known within the liner agents 'world' with especial regard to the benefits to companies through the training and qualifications offered.

Company members collect UK Light Dues on behalf of Trinity House and although the number of Light Due certificates issued were slightly down on previous years it still represented a sufficient income for company members. I attended the Lights Due Advisory Committee meeting on behalf of Federation Council and I am pleased to report that Light Dues were reduced by one penny which means that Light Dues are at their lowest rate in many years.

The possible implications of the forthcoming Union Customs Code were discussed and the Customs sector champion will monitor developments on behalf of the Federation Council.

The Federation Council were briefed on the amendment to SOLAS regulations due to come into effect on Ist July 2016 relating to the verified weighing of containers before loading.

Federation Council are the UK representative at FONASBA. The Federation Council received an update on plans for FONASBA's next annual meeting which will be held London 18th - 21st October 2016 hosted by the Institute. This will be a great opportunity to promote the Institute to the FONASBA members and many FONASBA members are closely associated with Institute branches and ITCs around the world. Our current FONASBA representative John Foord will become the FONASBA President at their AGM this year so will no longer be able to represent us. This is a great honour for John and the Institute.We are currently seeking a replacement FONASBA representative.

I am very grateful for the Federation Council members who took time from their busy schedules to attend and contribute to a very productive meeting.

Andrew Dobson FICS Federation Council Chairman

From the UK Branches

East Anglia Branch seminar on SOLAS Regulation

In an endeavour to provide some clarity on the new verified gross mass (VGM) regulations that come into force on 1st July, the Institute's East Anglia Branch hosted a seminar in May in Felixstowe.

The why are we weighting? breakfast seminar, held at the Orwell Hotel, attracted a large attendance of stakeholders, with many travelling from other ports and regions.

An industry panel of experts from BIFA, Maritime Transport, Birketts, MCP, DP World and Hutchison Ports, gave brief presentations on the impact of the SOLAS amendment from their perspective, which was followed by a lively Q & A session, moderated by John Foord FICS, vice-chair of the Branch.

What became clear from the Port of Felixstowe's presentation was that it had completely underestimated the demand for shippers requiring a weighing facility at its port.

Indeed, according to some estimates there could be as many as 8 out 10 containers arriving by road at UK ports on 1st July that do not have a VGM. Some of these shippers would be advising the VGM after the box had been delivered, but others would be looking for the port to weigh the container and provide a VGM.

"We didn't think that demand would be that great," said Martin Woor of Hutchison Ports, "but as we have got closer to the implementation date it has become apparent that the demand at least initially will be high."

Paul Newman, the East Anglia representative for BIFA was highly critical of the slow response to the SOLAS regulations by some ports.

He said that his organisation had been "banging on about this for nearly two years, and here we are just weeks before kick-off and we are still waiting to see how it is going to work".

Maritime Transport's Andrew McNab said that his industry already faced a lot of challenges, and "grey areas" around providing a VGM would make "a difficult job harder".

However, he praised DP World at Southampton and London Gateway

for being the first ports in the UK to offer a "seamless" operation for hauliers given that all containers delivered will automatically be weighed.





Latest from the London & South **East Branch**

At the end of April London & South East Branch was delighted to host, jointly with METL, a social evening for the students who had just finished their exams. Drink and food were provided to ease the conversation. We celebrated the end of another year's exams, and looked forward to hearing of the students' successes. This event took place at the Doggett's Coat and Badge pub on the South Bank of the River Thames.

Previously in March a very well attended branch spring seminar was held, hosted by Clarksons Platou at their offices overlooking St Katharine's Dock near Tower Bridge. The topic was 'Iran's Resurgence and its impact on shipping markets', and speakers were Prof Amir Alizadeh from Cass Business School accompanied by several Clarksons analysts.



Many aspects were discussed and branch members who attended greatly appreciated this valuable insight into a prominent theme affecting global markets.

A couple of successful social events were held in the first half of 2016. In May one of our regular branch social networking evenings took place at the usual venue, the Liberty Bounds pub opposite the Tower of London. Then in June the annual branch barbeque was organised, again at Doggetts.

These social gatherings provide useful opportunities for members to discuss a wide range of shipping matters, and for students to seek advice on study and career issues in an informal atmosphere.

CIRCULARS Customs Information Papers issued

Customs Information Papers (CIPs) are released throughout the year and we try and keep this list up to date for you.

Please note that all Customs Information Papers issued are available directly from the Government website at: *https://www.* gov.uk/government/collections/customsinformation-papers--2

Alternatively you can download all CIPs directly from the Institute website page at: http://www.ics.org.uk/membership/ company-membership/circulars

2016

Customs Information Paper (16) 42 Businesses moving goods in and out of the UK from the EU.

Customs Information Paper (16) 41 Any person who imports to Inward Processing (IP) using the authorisation by declaration (simplified) procedure using Customs Procedure Codes 51 00 001, 51 00 003, 51 71 004.

Customs Information Paper (16) 40 LVBI approved operators and their agents or representatives. All international trade economic operators and trade bodies, importers, exporters.

Customs Information Paper (16) 39 All businesses who have, or are intending to apply for, AEO status.

Customs Information Paper (16) 38 All businesses who have an interest in applying for a Customs Comprehensive Guarantee (CCG).

Customs Information Paper (16) 37 Importers, Exporters, Freight Agents, and anyone using Inward Processing authorisation by Customs Declaration (simplified IP).

Customs Information Paper(16) 36 Importers, Agents, anyone involved in importing goods to the authorisation by declaration procedures. Customs Information Paper(16) 35 Importers, Exporters, Freight Agents, and anyone involved in processing customs declarations.

Customs Information Paper (16) 34 All economic operators involved in international trade.

Customs Information Paper(16) 33 All importers, third-party agents, brokers and logistics specialists undertaking amendments to Customs Freight Simplified Procedures (CFSP) declarations.

Customs Information Paper (16) 32 All importers, third-party agents, brokers and logistics specialists involved in ToR (Transfer of Residence) consignments shipped into the UK.

Customs Information Paper (16) 31 Holders of End Use Authorisations.

Customs Information Paper (16) 30 Businesses involved in the import and export of goods, in particular excise products.

Customs Information Paper (16) 29 Holders of Inward Processing and End Use Authorisations.

Customs Information Paper (16) 28 User of the manual (paper) customs declarations (CIE) service.

Customs Information Paper (16) 27 Anyone declaring goods to Onward Supply Relief from Customs Warehouse from 1 May 2016.

Customs Information Paper (16) 26 Holders of Special Procedure Authorisations.

Customs Information Paper (16) 25 All international trade economic operators and trade bodies, importers, exporters and shipping agents involved in Temporary Storage (TS).

Customs Information Paper (16) 24 All businesses who have an interest in applying for a Customs Comprehensive Guarantee (CCG).

Customs Information Paper (16) 23 LVBI approved operators and their agents or representatives. All international trade economic operators and trade bodies, importers, exporters.

Customs Information Paper (16) 22 All Economic Operators involved in International Trade. Customs Information Paper (16) 21 Anyone planning to import goods from the USA.

Customs Information Paper (16) 20 All international trade economic operators and trade bodies, involved in the export of goods using the transit procedure.

Customs Information Paper (16) 19 Economic operators involved in the importation of fresh bananas.

Customs Information Paper (16) 18 All international trade economic operators and trade bodies, importers, exporters and shipping agents involved in TS.

Customs Information Paper (16) 17 All international trade economic operators and trade bodies, importers, exporters and shipping agents involved in TS.

Customs Information Paper (16) 16 All traders using CFSP EIDR (formerly LCP Local Clearance procedure).

Customs Information Paper (16) 15 All those involved in international trade.

Customs Information Paper (16) 14 Operators involved in the movement of goods to/from the UK Continental Shelf using the simplified procedures.

Customs Information Paper (16) 13 Operators involved in the movement of oil and gas by pipeline to/from the UK.

Customs Information Paper (16) 12 Traders who hold transit and union status authorisations.

Customs Information Paper (16) 11 Traders who currently hold Local Clearance Procedure (LCP) and Simplified Declaration Procedure (SDP) authorisations.

Customs Information Paper (16) 10 Shipping lines, ships agents and anyone engaged in submitting ships' inward reports and outward clearance reports.

Customs Information Paper (16) 09 All traders using CFSP LCP to declare goods from CW to OSR; supersedes CIP 03 (2016).

Customs Information Paper (16) 08 All applicants, importers, third-party agents, brokers, customs consultants and logistics specialists involved in ToR into UK and EU.

Customs Information Paper (16) 07 All businesses who are intending to apply for AEO status.



Federation Companies 2016/2017

List of company members with Federation Council

UK liaison office

Aberdeen ASCO Group PLC Fathom Offshore Services Limited Petersons (UK) Limited Searoute Port Services Ltd Ardrossan C.A. Mair (Shipping) Ltd **Barrow-in-Furness** James Fisher Shipping Ltd **Basildon** Cory Bros Shipping Agency Ltd **Belfast** Hamilton Shipping Ltd Doyle Shipping Group (Belfast) Ltd Johnson Stevens (NI) Ltd **Belvedere** PD Shipping & Inspection Ltd **Berwick** Berwick Harbour Commission **Birmingham** Pan Line Ltd **Bristol** Osprey Shipping Ltd Wessex Shipping Ltd Cardiff Bay Shipping Ltd Cargo Services (UK) Ltd Dover George Hammond PLC Dundee Kinnes Shipping Ltd **Ellesmere Port** Quality Freight (UK) Ltd Falmouth Falmouth Petroleum Ltd **Felixstowe** China Shipping (UK) Ltd Grange Shipping Ltd VM Liner Ltd Glasgow Henry Abram & Sons Ltd Goole Danbrit Shipping Ltd Grangemouth W. Knight Watson & Co Ltd

Hull Dan Shin

Dan Shipping & Chartering Ltd J R Rix & Sons Ltd John Good Shipping Ltd Leafe & Hawkes Ltd Thos. E. Kettlewell & Son Ltd Yorkshire Shipping Ltd

Immingham Carlbom Shipping Ltd

DFDS Tor Line PLC Eimskip Ltd Graypen Ltd Lockwood Shipping Ltd PD Port Services Ltd **Ipswich** Clarkson Port Services Ltd MSC (UK) Ltd Nidera UK Ltd King's Lynn Read & Sutcliffe Ltd **Kirkwall** John Jolly (1978) Ltd Liverpool ACL (UK) Ltd CMA CGM (Shipping) Ltd Warrant Group Ltd London Baltic Exchange (The) Braemar Seascope Ltd Chamber of Shipping (The) Clarksons PLC E A Gibson (Shipbrokers) Ltd Galbraiths Ltd Greek Shipping Cooperation Intercargo Kennedy Marr Limited Maersk Co Ltd (The) O'Keeffe & Partners Seguana Maritime Ltd Simpson, Spence & Young Ltd Zela Shipping Co Ltd Middlesbrough Casper Shipping Ltd Cockfield Knight & Co Ltd LV Shipping Ltd New Holland New Holland Dock Wharfingers Ltd New Holland Shipping Ltd Newcastle G.T. Gillie & Blair Ltd Newport TU Agencies Ltd Northfleet Seacon Terminals Ltd Par Imerys Minerals Ltd Penarth Harvest Agency Services Ltd Plymouth Victoria Wharves Ltd

Portsmouth

MMD (Shipping Svs) Ltd Ripon International Marine Survey Ltd **Rochester** Armac Shipping Services Ltd Intrada Chartering Ltd Rochford Active Chartering Ltd Runcorn Frank Armitt & Son Ltd Scunthorpe Flixborough Wharf Ltd Shoreham-by-Sea Lacy & Middlemiss Ltd **South Shields** NSA UK Ltd Southampton Denholm Wilhelmsen Ltd Inchcape Shipping Services Ltd Wainwright Bros & Co Ltd St. Peter Port Allied Coasters Ltd Stallingborough Selvic Shipping Services Ltd **Stansted** Kestrel Liner Agencies Ltd **Stockton on Tees** GAC Shipping (UK) Ltd Teignmouth Pike Ward Ltd Tilbury Wijnne & Barends UK Upminster Thurley & Co Ltd Warrenpoint Anley Maritime Agencies Ltd Warrington EMR Shipping Ltd

Non-UK liaison office

Douala NGA Marine Services Ltd Geneva SGM Shipping Services SA Georgia Assa Trans Caucasus Limerick Argosea Services Ltd Mullock & Sons Ltd Lome, Port De Peche Oil & Marine Agencies Ltd Nicosia Spanaco Shipping Services Ltd Oslo **INTERTANKO** Singapore Moore Stephens LLP New Asia Shipbrokers Pte Limited





Institute of Chartered Shipbrokers ewsletter for Company Members



Department for Transport statement on the National Maritime Single Window after the EU Referendum

20th July 2016

To address any uncertainties on this issue following the recent EU Referendum vote we can confirm that EU-derived ship reporting requirements will continue to be required as usual.

The Government continues to plan for the implementation of a full National Maritime Single Window later this year which will eventually become the mandatory ship reporting system, which we believe to be in the national interest.

The Prime Minister has been clear that the EU Referendum result must be respected and delivered. It is for the Government, under the new Prime Minister, to begin negotiations to exit the EU.

In the meantime, the UK remains a full member of the European Union and all the rights and obligations of EU membership remain in force.

During this period the Government will continue to negotiate, implement and apply EU legislation.

Department for Transport Statement on the National Maritime Single Window after the EU Referendum



summer 2016 issue DfT Statement

Promoting professionalism in commercial shipping