

# Newsletter for Company Members

Institute of Chartered Shipbrokers



Issue 13 – Autumn 2016



INSTITUTE OF  
CHARTERED  
SHIPBROKERS  
Federation Council



Promoting professionalism in commercial shipping



# Institute of Chartered Shipbrokers Newsletter for Company Members

Issue 13–Autumn 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.*

**W**elcome to the autumn edition of the Federation Newsletter.

In this edition, following on from the recent announcement of the Northern Ports Powerhouse partnership and newly formed Northern Ports Association, we feature one of the ports involved, the Port of Tyne.

By the time you read this, the November examination session will be upon us. We expect over 1,000 students to sit just under 2,000 papers globally. It is encouraging to see that these figures are slightly higher than for the November session last year. Education still appears to be a high priority for many companies and individuals despite the current market conditions. November examination results will be published on 16<sup>th</sup> February. I would especially like to thank all the companies who support their students through their studies and for giving them time off to sit the examinations. Examinations are a stressfully time for students so please encourage them during this time.

Federation Council held its AGM on 15<sup>th</sup> September by videoconference. I am very pleased to announce that the Council elected Steve Gillie FICS as vice chairman and he will succeed me as chairman next year. The Council also endorsed my vision for the future of Federation Council. This includes replacing the two annual face to face Federation Council meetings with forums, seminars, luncheon speakers or a similar event open to all company members. This would be more beneficial to company members and help raise the Institute's profile. A report from the AGM can be found later in this issue.

Federation Council confirmed a small 1% to the nearest pound cost of living increase to the 2017-18 fees. This will be reflected in the invoices sent out by head office in May 2017. If you have any queries, please do not hesitate to contact the Institute head office.

When you read this, the Federation of National Associations of Ship Brokers

& Agents (FONASBA) annual meeting would have been held in London hosted by the Institute. FONASBA was founded in 1969 and as an organisation they promote fair and equitable practices and ensure that the needs of their members are understood at international, regional and individual national level across the maritime industry.

Federation Council represent UK port agents and shipbrokers on FONASBA and members from Federation Council will be attending the meetings. I would encourage all company members to apply to head office for the FONASBA Quality Standard if you have not done so already and participate in the on-going port survey.

As this is the last issue for this year, I would like to take the opportunity to wish you and your families a very Merry Christmas and a safe and prosperous 2017.



### Dates for your diary

|                           |   |
|---------------------------|---|
| 14 <sup>th</sup> November | Institute Autumn Examinations start in 42 centres worldwide |
| 24 <sup>th</sup> November | London and South East branch social evening, London         |
| 24 <sup>th</sup> November | South Wales and the West branch 2016 AGM, Bristol           |
| 25 <sup>th</sup> November | North East of England branch 2016 dinner, Middlesbrough     |
| 7 <sup>th</sup> December  | Liverpool branch 2016 AGM and banquet, Liverpool            |
| 16 <sup>th</sup> February | Institute Autumn Examinations results are published         |

# Your Federation Council

**T**he 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  |
| VICE CHAIRMAN           | Steve Gillie FICS   | GT Gillie and Blair Ltd   |
| COUNCIL REPRESENTATIVES | Michael Crager FICS<br>Richard Willis FICS<br>Alan Appleyard FICS<br>Richard Sparkes<br>Robert Churcher<br>Seb Gardiner FICS<br>John Grange FICS<br>Andy Thorne<br>Barry Stokes FICS<br>Camilla Carlbom | Cory Brothers Shipping Agency<br>LV Shipping Ltd<br>Casper Shipping<br>Clarkson Port Services<br>Tamlyn Shipping<br>Quality Freight<br>Grange Shipping<br>Kestrel Liner Agencies<br>Clarksons Port Services<br>Carlbon Shipping |
| CO-OPTED                | Paul Olvhoj<br>Andrew Jamieson MICS   | International Marine Survey<br>ITIC   |
| HONORARY MEMBERS        | John Good FICS<br>Charles Stride FICS   | John Good & Sons<br>Retired Fellow  |
| EX OFFICIO              | Dr Parakrama Dissanayake FICS<br>Michael Taliotis FICS<br>Theo Coliandris FICS<br>Julie Lithgow   | Institute President<br>Institute Chairman<br>Institute Vice Chairman<br>Institute Director  |



## Written by professionals for professionals

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, port agency and liner trades.

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](http://www.ics.org.uk/learning)

**Members receive  
a 50% discount  
on all books**



**INSTITUTE OF  
CHARTERED  
SHIPBROKERS**



*Credits: Port of Tyne*

**FOCUS**

**Port of Tyne**

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



# PORT

## Port of Tyne

In this edition, we feature the Port of Tyne, one of the partners in the recently formed Northern Ports Powerhouse group.

In the second century, the Romans established a port on the river Tyne to trade grain, wood, hides, salt, lead, wool and fish in return for wine, leather, cloth, tiles and metal imported from Northern Europe, Spain and Italy. During this period the river Tyne grew in strategic importance as a supply line to the many forts along Hadrian's Wall.

In medieval times, trade centred on the export of wool, hides, grindstones and

lead, but it was the steady growth in the export of coal from 1600 onwards, together with the heavy duties levied on river users, that gave Newcastle its prosperity and the famous phrase "carrying coals to Newcastle" as coal steadily increased in importance.

In 1635, Newcastle was described as "after Bristol and London, the fairest and richest town in England" and as a crossroads for trade, the bridges over the river Tyne at Newcastle, together with its access to the sea and the emergence of coal ensured the city's supremacy for over 800 years. The

City of Newcastle maintained its effective monopoly on the coal trade right up until the mid-nineteenth century.

Over the centuries, the river had been so badly maintained there were 800 acres of sandbanks between the sea and the city with places in the channel being slightly over 2 ft deep at low water by the mid-nineteenth century. Such were the protests and demands for change that on 15th July 1850, the Tyne Improvement Act received Royal Assent, passing the stewardship of the river away from the City of Newcastle



- |   |   |   |  |
|---|---|---|--|
|  Stephenson enterprise park       |  Howdon                    |  Royal quays enterprise park |  Whitehill point      |
|  International passenger terminal |  Tyne dock enterprise park |  Tyne dock                   |  Port estate boundary |



# FOCUS

In this issue our PORT FOCUS is Port of Tyne

upon Tyne to the newly created Tyne Improvement Commission.

The Tyne Improvement Commission was made up of two life commissioners, fifteen representatives from the corporations of Newcastle, South Shields, Tynemouth, Gateshead and Jarrow, and fifteen representatives from ship owners, mine owners and traders.

In 1854, the commissioners started a programme of development and improvement that continued well into the twentieth century and laid the foundations for what was to become the modern-day Port of Tyne.

Within 70 years, the river Tyne was deepened from 1.83 metres to 9.14 metres and over 150 million tonnes dredged from it. The North and South Piers were built together with the Northumberland, Tyne and Albert Edward Docks and the staithes at Whitehill Point and Dunston. The results of these developments could be seen in 23 million tonnes of cargo being handled by the Port by 1910.

On 31st July 1968 the Tyne Improvement Commission was dissolved and replaced with the Port of Tyne Authority, constituted on 28th June, and one of the UK's largest trust ports.

Once world-renowned for coal exports the Port of Tyne has diversified in recent times to ensure it can keep pace with the global economy and its customers' varying needs.

The Port of Tyne works with deep-sea and short-sea services operated by Hoëgh Autoliners and Euro Marine for the transport of cars (automotive) and BG Freight, Unifeeder, and Seago Line in containers.

In 2015 the River Tyne saw 5.0m tonnes of cargo, 94% of which was handled at Port of Tyne owned berths.

## Northern ports form powerhouse partnership

The north of England's four main ports recently agreed a new partnership to create jobs, boost exports and prosperity across the whole of the North of England. In a sign the Northern Powerhouse agenda marches forward, a new Northern Ports Association will unite northern ports and make importing and exporting much easier than today.

The association's creation is a recommendation in IPPR North's Northern Ports report, which highlighted the domination of southern ports and the problems this creates in transporting imports and exports across the UK. For instance, at present, 60 per cent of freight destined for the North is delivered to southern ports - leading to unnecessary motorway traffic, delays, pollution and inefficiency.

Bringing the four ports - Liverpool (operated by Peel Ports), Hull (ABP), Tees Valley (PD Ports) and Tyne (Port of Tyne) - together will mean the North can act as a genuine gateway to the world, connecting Atlantic shipping in Liverpool in the west to the east's links with the continent.





Once world-renowned for coal exports the Port of Tyne has diversified in recent times to ensure it can keep pace with the global economy and its customers' varying needs.

Over 3.5m tonnes of conventional and bulk cargo accounted for 71% of the total volume of cargoes handled over the Port of Tyne's quays.

Scrap metal, steel and grain cargoes rose to a total of 0.5m tonnes, an increase of over 20% compared to the previous year, with grain volumes increasing almost fourfold. The Port also continued to expand the types of bulk cargoes it can handle with the addition of plywood products in 2015.

In 2015, the number of passengers travelling through the terminal, either using the daily ferry service or taking a cruise holiday, increased by 3%, with a total of 635,000 passengers using the terminal's services.

Many of the world's cruise lines now include the Port of Tyne in their itineraries, including Fred. Olsen, Costa Cruises, Cruise & Maritime Voyages, Holland and America Line, MSC Cruises, P&O, Princess Cruises, Residen Sea, Seaborne and Swan Hellenic. The Port's popularity with these companies is partly because of the appeal of the North East as a destination for visitors and also because of its location. The Port of Tyne is the closest UK port to the Baltics, the Fjords and Russia and is also within easy reach of Morocco, Portugal, Spain, the Canary Islands and the Azores.

A record 43 cruise calls called at the Port of Tyne in 2016, with Fred. Olsen's Balmoral (flagship) calling Port of Tyne its home port for first time and the announcement by Thomson Cruises to return to the UK and cruise exclusively from the Port of Tyne as its sole UK departure port from 2017 onwards.

Container volumes handled through the Port fell by 6% to 47,000 TEUs in 2015, in part, this reflects the continuing trend for Nissan to source parts for its

Washington manufacturing plant from local suppliers rather than relying on imports. Although this is good news for regional businesses, it has led to fewer imports of containers of automotive parts through the Port of Tyne.

The Port has direct container services/connectivity with Rotterdam, Felixstowe, Grangemouth, Bremerhaven and St Petersburg.

The Port has recently won new business with International Plywood - one of the UK's leading importers of plywood.

In an initial three year deal with Gloucestershire based International Plywood the Port of Tyne will provide office accommodation, cargo handling, covered storage and onward UK wide road distribution for timber products imported through the Port.

And earlier this year the Port won new business from Keith Spicer Ltd. Since 2012 the company has imported raw tea into the Port of Tyne from India, Tanzania, Malawi and Kenya. In 2016 the Port has been handling the Spicers distribution to its factory site in North Tyneside and distribution of its finished





**The Port of Tyne is proud to say it handles a third of all the raw tea that comes into the UK.**

goods to Keith Spicer's customers all over the UK.

The Port of Tyne is proud to say it handles a third of all the raw tea that comes into the UK.

2015 was a record year for investment. The Port has continued to increase the scale and potential of the business and the £21.2m invested in infrastructure, including the major extension to the main industrial quay, Riverside Quay, and further improvements to the car terminals, will increase business opportunities and add value for the Port and its customers.

In May the Port of Tyne announced the start of building new facilities to handle, store and transport wood pellet for Lymemouth Power Limited (LPL).

LPL is making good progress with its plan to convert the power station in South East Northumberland from coal to biomass. The Port of Tyne has secured the agreement to handle, store and transport up to 1.8 million tonnes of wood pellet every year once conversion is complete.

Construction has begun on the Port's estate at Tyne Dock in South Shields to build a 75,000 tonne storage facility, three enclosed conveyors and transfer towers, three silos, a rail loading silo and other works. The Port of Tyne is contributing £13m to this huge project with the majority of the investment being made by LPL. The facility is expected to be in operation by late 2017.

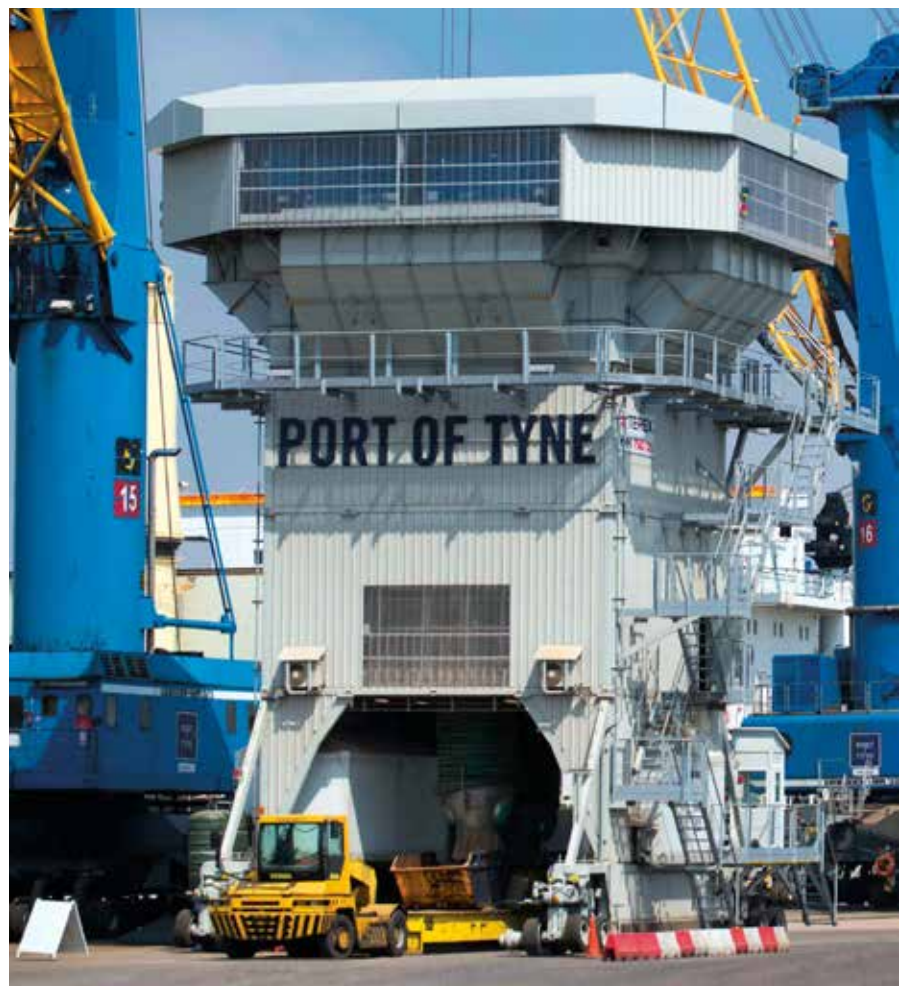
In May 2016 the Port completed a major improvement to its Tyne Car Terminal on the south bank of its estate for car manufacture Nissan. Converting the former JT Dove

and Tarmac sites into car storage – investing £1.8 million and creating 10 additional acres of car storage space.

A report undertaken by Automotive Logistics Magazine confirmed the Port of Tyne retained its position as the UK's second largest car exporting port.

The four major port groups in the north of England, including Port of Tyne, recently announced a new strategy to work together. Andrew Moffat, Port of Tyne Chief Executive Officer, said: "Our aim in working together with the IPPR and the

other major Northern Ports was to bring attention to the key role that the major Ports in the North of England play in the economic development of the northern region, and provide a strategic framework for us to contribute further to the growth of this vital economic zone. We particularly welcome the call for a modal shift to transport by sea, which would remove unnecessary road freight up and down the country. Increased coastal feeder routes will strengthen the trading opportunities from the UK to Europe and Scandinavia."



# Haven Ports Pilotage

*Credits: Captain Mike Roberts FICS is a Senior Pilot with the Harwich Haven Authority*



It is 0300 and the telephone rings. The only person in the house who is glad to hear the phone ring is the dog who knows this is the signal for him to occupy my warm side of the bed. The pilot co-ordinator is calling to let me know that an ultra large container ship has given an ETA to the pilot station at the seaboard area. I get myself ready and head out of the house and get the first indication of the weather to expect.

As the car pulls out of the drive most of my neighbours probably have no idea what I do or where I am heading when my car lights head up the road. It's a thirty-minute drive to the vessel traffic services centre (VTS), giving me ample time, while listening to the radio, to contemplate the nature of the pilotage I am about to undertake.

At the VTS centre I check my safety equipment: safety coat with lifejacket, safety helmet, radio and emergency locator beacon. In the planning room I start the passage plan for the ship based

on the details given to me and discuss with the duty officer the local weather; tidal window for the deep draft vessel, and the expected traffic picture. I then head down to the waiting pilot launch which will take me out to sea to meet the ship.

I am pilot for Harwich Haven Authority (HHA), the statutory harbour authority for the approaches that serve the ports of Felixstowe, Harwich, Ipswich and Mistley. HHA does not own any of the terminals in the harbour but derives its income from the tariffs levied for conservancy and pilotage services. It was established under an Act of Parliament in 1863. It is not allowed to make a loss or be supported by the public purse, but any profit is reinvested to maintain the highest marine, navigational and environmental standards.

The harbour is connected by two rivers, the Stour and the Orwell, extending eight nautical miles inland, and is surrounded by Special Protected Areas. The seaward approach channels

extend 22 nautical miles out to sea. Environmental compliance is a high priority when ensuring standards of safe navigation, one of the many responsibilities carried by the statutory Harbourmaster, whose care is the safe navigation of vessels and observance of acceptable marine standards under the Port Marine Safety Code. Two harbour engineers are employed by HHA to monitor hydrographic activity and maintain navigation marks and engage in environmental projects with external organisations, including government agencies and charities such as the Royal Society for the Protection of Birds (RSPB).

Marine Pilots in Harwich harbour are employed by HHA. Their duties, to 'conduct the navigation of vessels' in HHA's waters, are governed by the Pilotage Act (1987). We provide pilotage services from the seaward approaches to Felixstowe the UK's largest container terminal that has 4 million TEU transiting





The journey to the ship takes about an hour during the summer months, so I just sit back and think about the pilotage, but during the winter I hang on for dear life!

the terminal every year along with good road access to the North and South of the country and 66 train movements every day. The River Orwell terminals are owned by ABP, which has dry cargo ships calling at its bulk terminals with cargoes from Europe, USA and New Zealand and liner services to West Africa and the Caribbean. The River Stour has passenger terminals for cruise liners on the Baltic routes, Ro/Ro and passenger ferries to the Netherlands, and a chemical oil terminal. The Harwich terminals are also used by offshore support vessels. The Haven Ports give global access for trade to the UK and is a priceless strategic asset. A former Chairman of the Harbour Trustees said that 'the Harwich Haven is one of the most beautiful harbours and has been turned into something completely useful'.

As I board the pilot launch, the ropes are let go and the coxswain heads the boat out to sea. The launch is equipped with VHF radios and electronic plotter

charts. With these we can monitor the ship and communicate with it as it approaches the pilot boarding area. We then can arrange a safe course and speed for us to come alongside. The journey to the ship takes about an hour during the summer months, so I just sit back and think about the pilotage, but during the winter I hang on for dear life!

As the launch approaches the ship I start to initially assess the ship and how she might perform. I ask myself, where are the containers stacked and how will these be affected by the wind? Are the propeller and rudder submerged and will I get full efficiency from them?

I start to climb the ladder up the side of the ship, after which I make my way down the inside passages of the vessel, hopefully finding a working elevator to carry me the next seven decks to the navigation bridge to meet the ship's Master. I greet him with a warm 'Hello, pleased to meet you Captain, welcome to



Harwich Haven'. I generally get greeted with 'Hello, Mr Pilot, good to see you'. We are both professionals and have the important job of getting this mega ship into port safely and on time.

Together we discuss the port passage plan, the local weather and tidal window and expected traffic. We also consider the manoeuvring characteristics of the vessel, such as engine speeds, rudder and auxiliary thrusters. I then get handed responsibility





**Once in the harbour we turn the ship 180 degrees and then go backwards toward the berth.**

the ship and engage on the stern to apply indirect tow to assist the ship as a second rudder. They create 'rate of turn' for large corners in the final approach to the harbour. They then pivot on their tow line to go behind the ship to provide transverse arrest and slow the ship down in the restricted area.

Once in the harbour we turn the ship 180 degrees and then go backwards toward the berth. A berthing master is on the quay to indicate markers for the final positions alongside. Final positioning is crucial, and when I manoeuvre the vessel alongside a shallow angle is critical so that the flare of the bow or stern does not override the quay and touch the cranes or other port infrastructure.

It's all in a day's work – the port of Felixstowe regularly handles ultra large container ships and simultaneous berth-exchanges of mega ships. Pilots are well trained in professional development programmes that HHA provides to ensure the highest standards of navigational safety.

for the conduct of navigation and start to execute the courses for channel approach.

I communicate with the VTS and submit our port passage plan and put in the tug order and rendezvous points and locations for attaching to the vessel. As we enter the approach channel a vessel of this size is constrained by her draft, because she generates hydrodynamic pressure zones that make her behave differently from when on the open sea. Passing other traffic is planned, as is how tide and wind affect the vessel, elements which change with the aspect she presents on the many different courses adopted during navigation. It takes about two hours of navigation before we meet the tugs in the outer harbour area.

Modern tugs and their ability to operate in different modes means we are able to handle ships of ever increasing size. In the outer harbour area the tugs meet





# A special heavy lift for Liverpool

*Credits: Catherine M Jackson FICS*

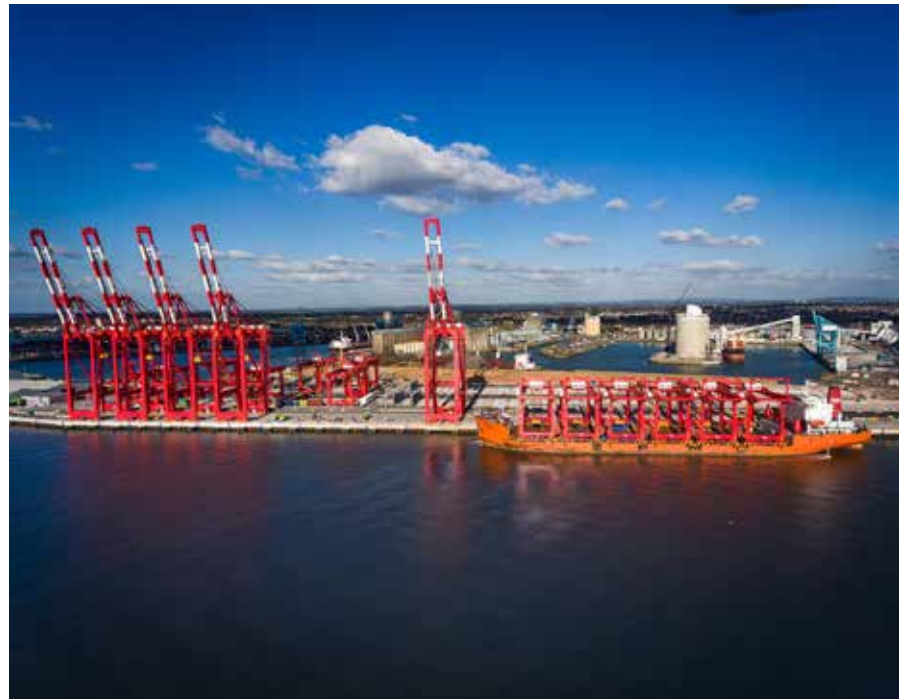


On 6<sup>th</sup> October the Zhen Hua 8 arrived at Liverpool2 deep-water container terminal on the River Mersey.

The Zhen Hua 8 is a heavy lift carrier operated by ZPMC for the transportation of container terminal equipment. From their own terminal in Nantong, China ship to shore cranes, rail mounted gantry cranes and additional equipment are made and loaded directly to these heavy lift carriers for delivery around the world. This year has seen a number of these specialist ships deliver equipment to London Gateway and Liverpool2.

Remarkably these ships weren't specially designed as heavy lift carriers but began life as oil tankers. The Zhen Hua 8 originally came in to service in 1980 as an oil tanker. It was then rebuilt and in a sense recycled in 2004 to become a specialist heavy lift carrier.

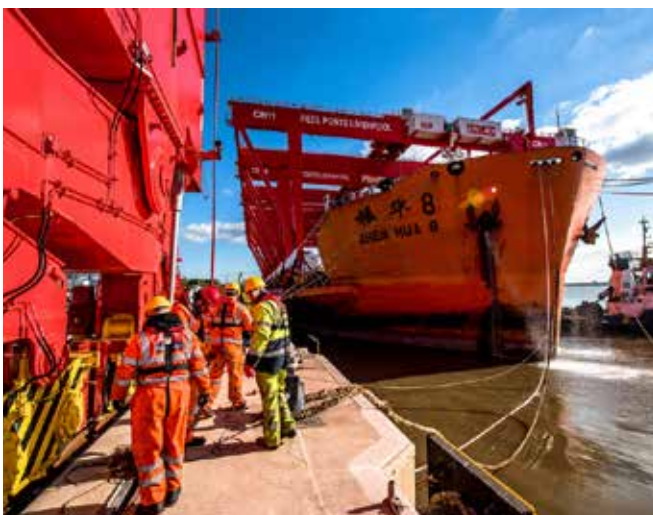
The load and discharge of the cargo is a technical feat, the cargo is prepared for the sea voyage and then loaded via rails to the deck where it is then welded for the voyage. Once arrived at destination a team of engineers set



up the quayside for discharge. There is a small window for discharge as it is dependent on the tide. The Captain maintains trim by altering the ballast within the ship. Rails link the vessel to the quayside, when the time is right the equipment is pulled via the

ship using winches along the rails into position on the terminal.

Watching these ships sail and discharge their cargo is a privilege; they are truly a remarkable feat of design and engineering.



# Federation Council 2016 AGM

*Credits: Andrew Dobson FICS, Chairman of Federation Council*



*Steve Gillie FICS (left) and Andrew Dobson FICS (right)*

**A**ll company members were invited to join the Federation Council AGM that was held on 15<sup>th</sup> September via videoconference.

Company membership currently stands at 106 made up as follows; 94 full members, seven affiliate members and five associate members. The meeting ratified two new members elected by email.

Since the last Federation Council meeting three additional company members have been issued with HMRC EURI & A.TR stamps. In total 34 company members hold 63 HMRC EURI & A.TR stamps. There is one new collector of Light Dues since the last Federation Council meeting.

Head office continues to represent Federation Council at the Joint Customs Consultative Committee meetings and at Maritime UK meetings. Maritime UK has recently formed working groups to help drive and deliver the objectives of Maritime UK and the recommendations of the Maritime Growth Study. The head office will represent Federation Council on two of those working groups, the Skills Working Group and the Supply Chain Working Group.

## **Chairman's Succession**

I am pleased to advise that Steve Gillie FICS was elected as vice chairman of the Federation Council at the AGM and will take over as chairman in September 2017.

Finding a suitable replacement was one of my major issues and I feel that Steve is an excellent choice. I will remain on the council as the immediate past chair for one year after I step down to ensure a smooth handover.

## **2017-2018 Fees**

At the AGM the Federation Council unanimously approved a 1% to the nearest pound rise in company membership fees for the 2017-18 Institute year. This will be implemented

by Head Office for the next round of annual company membership subscriptions in May 2017.

## **John Foord FICS**

John officially stepped down from his duties on the Federation Council at the AGM having been on the council in various capacities since 1994! I wholeheartedly thank John for his huge contribution to the Federation Council over that time and wish him every success as he takes on the prestigious role of President of FONASBA in October. John will remain our representative for the FONASBA meeting in London and will be supported by myself, the vice chairman, Federation Council members along with the head office team.

## **FONASBA 2016 – London**

This year's meeting will be hosted by the Institute in London and head office have done an excellent job in the administration and organisation of the event, the FONASBA 2016 meeting will coincide with the Institute's AGM and Controlling Council meeting. There will be several joint events allowing our Controlling Council and the FONASBA delegates to network and interact. The week will culminate with a formal dinner and the Institute's Annual Prize Giving in the presence of the Lord Mayor of London at Mansion House.

## **The Future of the Federation – Chairman's vision**

We need to look at the future direction of the Federation, the make up and duties of the council and what we are offering our company members. I would like to share with you my vision of what I see as the next step for the Federation.

We now have a strong and representative council from the different geographic areas of the UK and also the different industry sectors. I see this council becoming the caretakers

or overseers of the Federation, its compliance, goals ambitions and duties. However, I feel strongly that the current format of a small group of people meeting twice per year seems to be becoming more difficult and is not what the Federation Council is here to achieve.

I would like to see our two face to face meetings replaced with something much more beneficial to company members – member facing activities such as seminars, lunches with key speakers, training and much more. I feel this would hugely raise the profile of the Federation and give our company members far more tangible benefits and value for money.

We will still have a council, we will still have a chair; hold our AGM, elect new company members and council members and still have representation on external bodies. We will prepare reports on the activities that are relevant to our members and distribute them to all. We don't have to meet face to face to do this but we do have the ability to call a face to face meeting if necessary – we can oversee and we can set the goals, targets and ambitions for the coming year.

Each council member will take on their appropriate sector champion role and any correspondence coming into head office is passed to that champion for feedback. They will offer industry guidance and expertise to head office. If the champion feels the item is of value to our members then they will ask head office to share it with the members. We have recently carried out an extensive study of our company members and now have the ability to put them into sectors – this means they will only receive information relevant to the sectors that they are interested in.

We will need to make sure the finances are right. We have to ensure Federation Council activities pay for themselves



# FONASBA Returns Home to Biggest Ever Annual Meeting

*Credits: FONASBA*

however I do feel we need to offer places to company members for a discounted rate over non company members. We can offer training – again discounted for company members.

There are many member facing activities we can look at – your suggestions or recommendations from some of your own branch events would be more than welcome on what we can do and how we do it. I welcome you to be involved in the thought process giving me and the Federation Council the benefit of your knowledge and experiences. I want to make company membership attractive to existing and potential new members.

I have asked each of the Federation Council members to take on a duty or role. We have many outside bodies that we interact with such as FONASBA, ECASBA, Maritime UK, BIFA, JCCC, Lights Advisory Committee and more. I'd also like to see the Federation Council have representation on the Institute's Membership and Education and Training Committees – speaking up for our company members.

I also want the Federation Council members to interact with their local branches and company members in their area. I want them to go to a branch meeting and talk to the committee about what we are doing to generate interest and support. At our seminars and other member facing activities I'd like to see us hold surgeries – Federation Council members and head office staff being available at the end of these events to discuss the gripes, concerns and wishes etc of company members.

This vision was ratified by the Federation Council at the AGM.

I plan to spend the coming year making this vision a reality before I step down in September 2017.



The Federation of National Associations of Ship Brokers and Agents (FONASBA) returned to its spiritual home in London the week commencing 17<sup>th</sup> October for its 2016 Annual Meeting.

The Federation was founded in London in 1969 and the city hosted the Secretariat from then until 1990 and again from 2000 to date. This year, delegates from a record 39 of its 55 member countries participated in a week of meetings covering chartering, ship agency and European issues as well as electing a new President and Executive Committee.

Hosted by the Institute of Chartered Shipbrokers, FONASBA's member in Great Britain, the meeting saw the adoption of a new standard agency appointment agreement developed jointly with BIMCO, amendments to the FONASBA Quality Standard criteria and the approval of Kenya as the 27<sup>th</sup> member country covered by the Standard. The new agency appointment agreement form will now be discussed by BIMCO's Documentary Committee at their meeting in November with a view to that organisation also approving it. Iran was also confirmed as the 56<sup>th</sup> FONASBA member country when The Shipping Association of Iran (SAOI) was elected to membership.

The meeting programme also featured a joint seminar with the London Branch of the Institute on the question of:

"Are shipbrokers dodos, doomed to extinction". A distinguished panel of experts debated the motion and concluded that in spite of technological advances and changing market and trade conditions, qualified and professional brokers still have a vital role to play in international shipping.

At the close of the Council Meeting on Friday 21<sup>st</sup> October, the Presidency of the Federation passed from Glen Gordon Findlay of Brazil to John A. Foord FICS of Great Britain, who becomes the fifth British President in the organisation's history.

The week closed with the Gala Dinner, held jointly with the Institute's Prize Giving ceremony, at the Mansion House in the City of London. Delegates, partners and guests were welcomed to the Dinner by the Lord Mayor, Lord Mountevans, who is both a shipbroker and Member of the Institute. The Prize Giving Ceremony also included the presentation of the second FONASBA Young Ship Agent or Ship Broker Award to Tim Polson MICS of Australian Independent Shipbrokers. Receiving the award, Tim gave an excellent speech in which he acknowledged both the value of education for today's young shipping professionals and the unique bond between all members of the international maritime community.

The 2017 Annual Meeting will be in Dubai as guests of the Dubai Shipping Agents' Association.

# UK fleet: staging a comeback?

Among flag states, the UK is currently 19th in the world ranking, according to the DfT's figures.

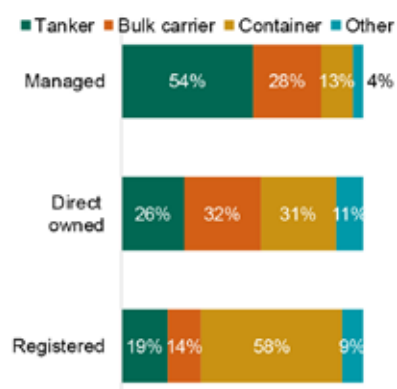
Credits: Richard Scott FICS

Although the image of Britannia ruling the waves, as popularised in the patriotic song, is no longer relevant, the UK fleet of merchant ships still has a vital role in world trade. A statistical update emphasises the fleet's significance and hints at a possible revival beginning, after several years of declining tonnage.

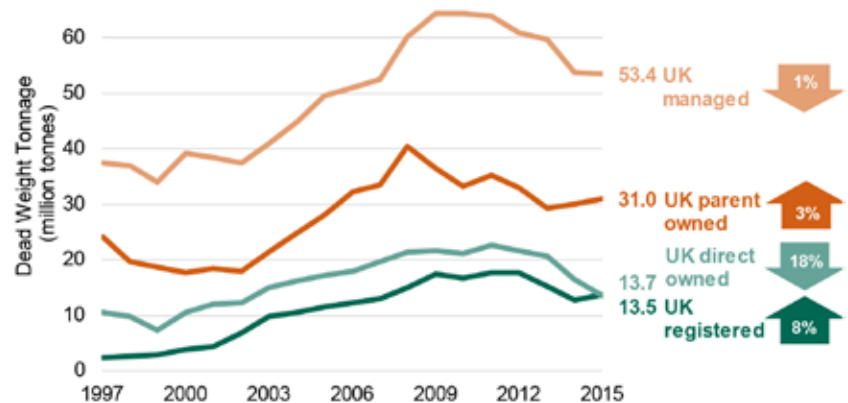
Figures published recently by the Department for Transport show that the UK's performance as a flag state improved last year. The tonnage of merchant ships (defined as 'trading' vessels) registered under the UK flag rose by 8% during 2015, reaching 13.7 million deadweight tonnes at year-end, compared with 12.6m dwt at the end of the previous year. Significantly this was the first increase following a massive cumulative decline of over 5m dwt from the 17.7m dwt reached in 2011.

What types of ship are registered in the UK? A breakdown of the fleet shows that over half (58%) are container ships. The next largest categories are tankers with almost one-fifth (19%), and bulk carriers (14%). All other types of trading vessel comprise the remaining 9%.

UK trading fleet by vessel type, 2015



UK interests in trading vessels: 1997-2015 (FLE0101)



Among flag states, the UK is currently 19th in the world ranking, according to the DfT's figures. At the top is Panama with a vast 327m dwt, followed by Liberia with almost 200m dwt. The Marshall Islands closely follows in third place with 191m dwt. Adding Hong Kong's 164m dwt, the top four ship registers comprise over half of the entire global fleet. The UK register contributes under one percent of the total.

When changes in ownership are examined, another useful indicator, the picture is different, depending on which measure is being considered. Using the concept of 'UK direct owned' ships the trend continued downwards in 2015, with a large 18% reduction from 16.5m dwt, to 13.5m dwt, following a 20% drop in the previous year. Ships in this category are those owned by a company which is incorporated in the UK.

While the development of the fleet based on the 'direct owned' definition clearly was very negative, a second measure shows a positive change last year. Arguably a more accurate indication of the nationality of ownership of vessels is derived

from the 'UK parent owned' concept. These are ships for which the UK is the nationality of the company having the controlling interest in the direct owner. This fleet is much larger, 31m dwt at the end of 2015, and it had grown by 3% from the previous year-end.

The graph headed 'UK interests in trading vessels' shows a comparison of the fleet trends in these three categories, emphasising the latest changes occurring last year. A fourth category is also shown: UK managed vessels, ships which are managed on a day-to-day basis by a UK company. The tonnage changed only marginally last year, down by 1% to 53.4m dwt.

In comments after these figures were released, the UK Chamber of Shipping welcomed signs of a nascent recovery in the UK flag fleet, while expressing concern about the continued decline in the tonnage directly owned. The Chamber also drew attention to a comparison with the world merchant ship fleet trend.

The world fleet increased at an average rate of 5% annually between 2010 and 2015, but the UK flag



**The EU total, calculated using gross tons, was 227m gt of which the UK flag segment, 14.8m gt, was 7%.**

fleet (even after benefiting from last year's upturn) declined by 3% per annum. In the Chamber's view, this relative under-performance justifies the necessity of changes to the UK register which have been acknowledged by government, aiming to reverse the downwards trend that had been evolving.

Problems surrounding the UK registry, and the country's role in shipping services generally, are receiving much attention. Last year, in September, the

DfT published a new report entitled 'Maritime Growth Study: keeping the UK competitive in a global market'. One key element, of the overall vision for the maritime sector, was the aim of providing shipowners with a high quality, commercially-oriented UK ship register. It was envisaged that such a register would assist in promoting the UK brand, reinforcing the country's maritime status, as well as generating more tax income.

Since the Maritime Growth Study

was published the UK has voted to leave the European Union. How will 'Brexit' affect the UK fleet? Perhaps this question is impossible to answer until there is a clearer perception of the shape and terms of withdrawal. Until then uncertainty will prevail but we can note that, although EU maritime policy is a prominent influence, the UK's role as a flag state is largely independent.

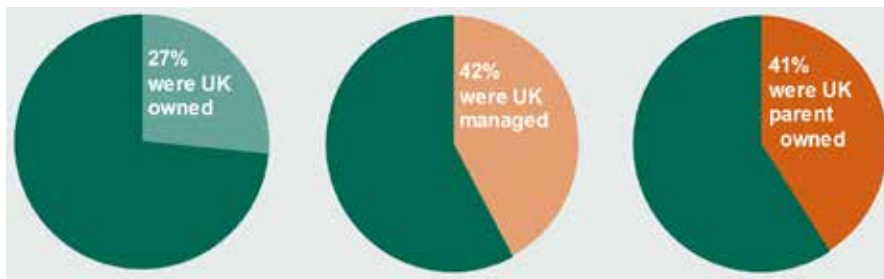
Putting the national fleet into context within the EU, statistics compiled by Clarksons Research show that in the middle of this year ships registered under all EU flags together comprised almost one-fifth (18%) of the entire world fleet. The EU total, calculated using gross tons, was 227m gt of which the UK flag segment, 14.8m gt, was 7%. In terms of the 'real nationality' of the owners, the UK comprised a similar proportion. EU owned tonnage, led by the massive Greek fleet, comprises a much larger part of the global volume at over one-third (36%), of which in turn the UK part is 6%.

Shipping lawyers have pointed out that the UK's tonnage tax regime, introduced at the beginning of the millennium to make the national flag more attractive as a registry, is governed by domestic legislation. While currently the arrangement is required to comply with EU law on state aid, Brexit does not alter the basic features of the scheme. Freedom from compliance with European legislation might create potential for enhancing the scheme's advantages.

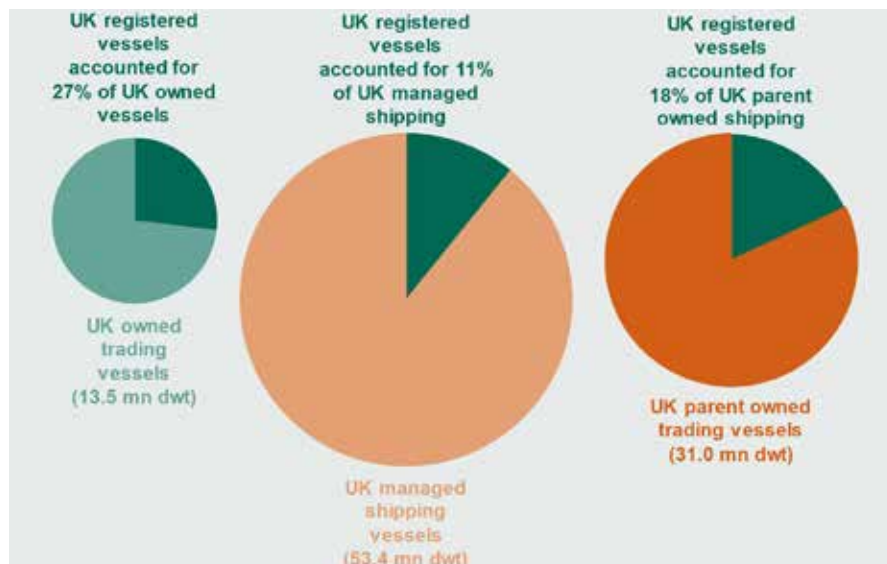
*Richard Scott FICS, member of London & South East Branch Committee*

UK owned and managed trading vessels, 2015

At the end of 2015 there were 13.5 million deadweight tonnes of shipping on the UK ship registry



Conversely...



# The Bribery Act. A law that hasn't gone away.

*Credits: Andrew Jamieson MICS of International Transport Intermediaries Club - ITIC*



There is often a flurry of interest about a new law. Articles in trade publications will predict dire consequences for those who ignore the gathering storm. Lawyers will offer advice on how to deal with the threats and seminar providers will offer to educate those in ignorance. Rapidly a little industry seems to grow up and then the next new big thing is announced.

The publicity in relation to the passing of the Bribery Act may now only be a distant memory. It is important, however, to remember that the law has not ceased to exist.

There have been a relatively modest number of prosecutions since the Act came into force in July 2011 (bribery cases have always been quite rare in the UK) but an important consideration is that the Bribery Act 2010 created a new form of corporate liability for failing to prevent bribery on behalf of a commercial organisation.

Before the Act if a staff member was caught making an unlawful payment the senior management would attempt to distance the company from the illegal conduct by saying that it was the actions of a rogue employee. The Bribery Act has not only prevented this reaction but has created an offence of failing to prevent bribery. If a staff member pays a bribe the company will be guilty of an offence. That liability is strict unless the organisation can show they had adequate procedures in place to prevent bribery.

Given that the arrival of the police is not the best time to review your bribery policies it would be worth considering whether your existing policies are both appropriate and adequately monitored.

What would satisfy the requirement for UK companies to have such procedures was the subject of

much legal comment when the draft legislation was published. There are guidelines available from the Ministry of Justice ([www.gov.uk/government/publications/bribery-act-2010-guidance](http://www.gov.uk/government/publications/bribery-act-2010-guidance)). The published principles include firms showing a top-level commitment to preventing bribery. If you are running a UK agency that means that you would need to show what you did to prevent bribery.

The firms policies must be communicated throughout the organisation (including relevant training) and the procedure must be monitored and reviewed. It is that on-going requirement that many companies could fall down on. It is clear that simply producing a copy of an email sent out when the Act came into force over 5 years ago will not be adequate.

It is important to keep in mind that bribery is not restricted to high level corrupt payments. The UK does not make exceptions for facilitation payments. Nor is the Act restricted to payments made or received in the UK. A ship agent cannot avoid liability because the "dirty deed" was done abroad.

The Bribery Act is part of a worldwide trend towards anti-corruption legislation. In many countries corporations are liable to penalties if people acting on their behalf (such as an agent) pay bribes. One reaction to the new legal climate has been for principals to ask their suppliers to sign formal "ethics statements" setting out their agreement to abide by the principals policies. The principals hope that the agreements will demonstrate to their national authorities that they have taken steps to prevent corruption.

A recent development internationally is companies offering to provide independent "certification" of firms' anti-corruption policies. These companies market this as a way principals could show they only do business with agents who were committed to anti-bribery policies. Whether such certification companies find a market remains to be seen.

In the meantime, as the maximum penalty for an offence under the Bribery Act committed by a corporate body is an unlimited fine, it may be worth taking time to review your internal bribery policies.





# From the UK Branches



## North East of England Branch

We are an active branch of the Institute of Chartered Shipbrokers covering an area from Berwick on Tweed in the North to Whitby in the South.

The area has several working ports and as a local branch we seek to maintain a good relationship with the port management at all the locations, often being invited to hold our regular branch meetings at their offices.

This gives us the opportunity to raise any members concerns directly with the port operators and to obtain updates regarding developments and trade in the ports which may have an effect on our members.

The local branch has historically offered support to students studying for their Institute qualifications and this year, with the highest number of local students

for several years, we will be offering a range of lectures and one to one support for all those at various stages of their qualifications. Examinations are held under supervision of the local management committee in both Newcastle and Teesside.

The Branch holds two dinners a year both to raise funds to run the branch but also as a major social and networking event for shipping business people. The Autumn Dinner is held in Middlesbrough every November with the next one on 25<sup>th</sup> November at the Riverside Football Stadium and part sponsored by PD Ports. The Spring dinner is already booked for the 12<sup>th</sup> May at the Civic Centre in Newcastle upon Tyne. The two dinners each reflect the different makeup of the shipping community around the two major regional hubs.

**Richard Booth FICS**  
*Chairman, North East of England branch*

## London and South East Branch Autumn 2016 Seminar

The London and South East branch organised another successful event with the support this time of the Baltic Exchange. The seminar was held on 22<sup>nd</sup> September and was focussed on BIMCO Contracts, the Dry Bulk market and pilotage.

Leading industry experts discussed recent developments in key shipping areas. The three key speakers on stage were Grant Hunter, Chief Officer for Legal and Contractual Affairs at BIMCO, Susan Oatway FICS, Bulk Analyst at Drewry Shipping Consultants Ltd, and Capt. Mike Roberts FICS, Master Mariner and Senior Pilot, Harwich Haven Authority.

The seminar was as usual well attended as the participants interested in recent changes to charter party terms, the dry cargo market and the life of a sea pilot had quickly booked their seats. The event was followed by the traditional branch gathering that provided members and students with a pleasant networking opportunity.



## Liverpool Branch 2016 Golf Day

This popular event was again held at Heswall Golf Club on 14<sup>th</sup> September, and a total of 12 teams entered.

The day started with soup and sandwiches at lunchtime before the players ventured onto the greens. After battling the course and the warm weather the eventual winners were MA Logistics. This is the first time that they have won the trophy.

After their exertions on the course everyone retired to the Clubhouse for

an excellent 3 course meal and well earned drinks before the presentation of the prizes was made.

The individual winners were Paul Kenny of MA Logistics team who was the Player of the Day, Barry Stokes who won the Mike Armit Cup and Seb Gardiner won the Keith Duncan Salver.

Overall everyone said that it was, once again, an excellent day and thanks were expressed to Barry Stokes and Seb Gardiner for all the arrangements.

# 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/customs-information-papers--2>

Alternatively you can access them from the Institute website page at: <http://www.ics.org.uk/membership/knowledge-hub>

2016

Customs Information Paper (I6) 56  
Customs Comprehensive Guarantee (CCG) for potential debts.

Customs Information Paper (I6) 55  
Union Customs Code (UCC).

Customs Information Paper (I6) 54  
Anyone involved in the import of goods to, or the export of goods from, the UK.

Customs Information Paper (I6) 53  
All those involved in international trade.

Customs Information Paper (I6) 52  
Transport identification measures.

Customs Information Paper (I6) 51  
Traders wishing to become Registered Exporters.

Customs Information Paper (I6) 50  
Any operator who holds a full end use authorisation.

Customs Information Paper (I6) 49  
All traders involved in international import and export trade, agents, freight forwarders, maritime and air carriers, Customs Service Providers and software houses.

Customs Information Paper (I6) 48  
CFSP authorisation holders and their representatives.

Customs Information Paper (I6) 47  
ETOES authorised to operate within the UK.

Customs Information Paper (I6) 46  
Special Procedures authorisation holders authorised to use Article 513 to transfer goods.

Customs Information Paper (I6) 45  
Importers involved in the importation of goods within certain codes under Chapters 32,35,37,39,59,84,85,88,90,91,93 and 95 for Information Technology Products.

Customs Information Paper (I6) 44  
Inward Processing (IP) authorised traders who import goods subject to Anti-Dumping duties (ADD) and who also use equivalence

Customs Information Paper (I6) 43  
All international trade economic operators and trade bodies, importers, exporters and shipping agents.

Customs Information Paper (I6) 42  
Businesses moving goods in and out of the UK from the EU.

Customs Information Paper (I6) 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 (I6) 40  
LVBI approved operators and their agents or representatives. All international trade economic operators and trade bodies, importers, exporters.

Customs Information Paper (I6) 39  
All businesses who have, or are intending to apply for, AEO status.

Customs Information Paper (I6) 38  
All businesses who have an interest in applying for a Customs Comprehensive Guarantee (CCG).

Customs Information Paper (I6) 37  
Importers, Exporters, Freight Agents, and anyone using Inward Processing authorisation by Customs Declaration (simplified IP).

Customs Information Paper (I6) 36  
Importers, Agents, anyone involved in importing goods to the authorisation by declaration procedures.

Customs Information Paper (I6) 35  
Importers, Exporters, Freight Agents, and anyone involved in processing customs declarations.

Customs Information Paper (I6) 34  
All economic operators involved in international trade.

Customs Information Paper (I6) 33  
All importers, third-party agents, brokers and logistics specialists undertaking amendments to Customs Freight Simplified Procedures (CFSP) declarations.

Customs Information Paper (I6) 32  
All importers, third-party agents, brokers and logistics specialists involved in ToR (Transfer of Residence) consignments shipped into the UK.

Customs Information Paper (I6) 31  
Holders of End Use Authorisations.

Customs Information Paper (I6) 30  
Businesses involved in the import and export of goods, in particular excise products.

Customs Information Paper (I6) 29  
Holders of Inward Processing and End Use Authorisations.

Customs Information Paper (I6) 28  
User of the manual (paper) customs declarations (CIE) service.

Customs Information Paper (I6) 27  
Anyone declaring goods to Onward Supply Relief from Customs Warehouse from 1 May 2016.

Customs Information Paper (I6) 26  
Holders of Special Procedure Authorisations.

Customs Information Paper (I6) 25  
All international trade economic operators and trade bodies, importers, exporters and shipping agents involved in Temporary Storage (TS).

Customs Information Paper (I6) 24  
All businesses who have an interest in applying for a Customs Comprehensive Guarantee (CCG).

Customs Information Paper (I6) 23  
LVBI approved operators and their agents or representatives. All international trade economic operators and trade bodies, importers, exporters.

Customs Information Paper (I6) 22  
All Economic Operators involved in International Trade.

Customs Information Paper (I6) 21  
Anyone planning to import goods from the USA.

Customs Information Paper (I6) 20  
All international trade economic operators and trade bodies, involved in the export of goods using the transit procedure.





# 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 Shipping & Chartering Ltd  
J R Rix & Sons Ltd

John Good Shipping Ltd  
Leafe & Hawkes Ltd  
Thos. E. Kettlewell & Son Ltd  
Yorkshire Shipping Ltd

### Immingham

Carlbon 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  
S5 Agency World Ltd  
Sequana 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

Tata Steel UK Ltd  
TU Agencies Ltd

### Northfleet

Seacon Terminals Ltd

### Par

Imerys Minerals Ltd

### Penarth

Harvest Agency Services Ltd

### Plymouth

Victoria Wharves Ltd

### Portsmouth

MMD (Shipping Svcs) Ltd

## Ripon

International Marine Survey Ltd

## Rochester

Armac Shipping Services Ltd  
Intrada Chartering Ltd

## Rochford

Active Chartering Ltd

## Runcorn

Frank Armitt & Son Ltd

## Scunthorpe

British Steel Ltd

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

