

Newsletter for Company Members

Institute of Chartered Shipbrokers

Issue 15 – Winter 2018

N Institute of Chartered Shipbrokers ewsletter for Company Members

Issue 15 – Winter 2017

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Welcome

Robert Hill FICS
Institute of Chartered Shipbrokers, Head of Membership

Welcome to the winter edition of the Federation Newsletter. I hope the year has started well for you and you haven't broken too many New Year's resolutions yet.

Federation Council elected a new chairman at the AGM in October, Steve Gillie FICS, so we took the opportunity to get to know Steve a little better on page 16. The AGM also thanked Andrew Dobson FICS, the outgoing chairman for his extended service to the Council.

In this edition we focus on the port of Bristol and the exciting developments there. It is also interesting to see how the port has embraced apprenticeships and invested in their staff. This fits well with the Institute's efforts in facilitating an employer trailblazer group to develop a Port Agent Apprenticeship scheme.

Our Expression of Interest was approved and the employer trailblazer group has now developed a draft apprenticeship standard. We need your help and feedback to ensure the apprenticeship standard is fit for all so please have a look at the update on page 11, read the standard and send your feedback to: federation@ics.org.uk

FONASBA have been busy recently. They held their annual meeting in Dubai in October and Federation Council was represented by new chairman Steve Gillie FICS supported by Matt Gilbert from the head office. FONASBA have recently launched the 2018 Young Ship Agent or Shipbroker Award and details can be found on the FONASBA website: www.fonasba.com/young-agentbroker-award.

We have not yet had a winner from the UK – why not encourage someone from your office to apply and perhaps they could be the first. FONASBA and BIMCO have also jointly launched a new General Agency Agreement, details of which can be found on page 12.

Our students will be getting a little nervous now as the results from the November examinations are announced on 22nd February. Please join with your students to celebrate their successes and support those who may not have done quite so well. Please also encourage your staff to register for the May examination session – registrations close 3rd April. I would like to take this opportunity to especially thank all the companies who support students through the Institute courses.



Dates for your diary

| | |
|---|---|
| 2 nd March | Humber Branch Centenary Dinner, Hull |
| 12 th March | North East of England arbitration seminar, Middlesbrough |
| 28 th March | Baltic Lecture: How environmental conditions affect freight rates, London |
| 3 rd April | Deadline for Exam registration |
| 5 th - 8 th April | Spring PREP weekend, Warwick |
| 16 th April | London and South East Branch revision evening, London |
| 20 th April | South Wales & West Branch Annual Dinner, Cardiff |
| 26 th April | Liverpool Branch Annual Dinner, Liverpool |
| 11 th May | North East of England Branch: Annual Spring Dinner 2018, Newcastle |
| 14 th -24 th May | Institute May 2018 Examinations, in over 100 centres worldwide |
| 30 th May | Baltic Lecture: Money Walks Money Talks, 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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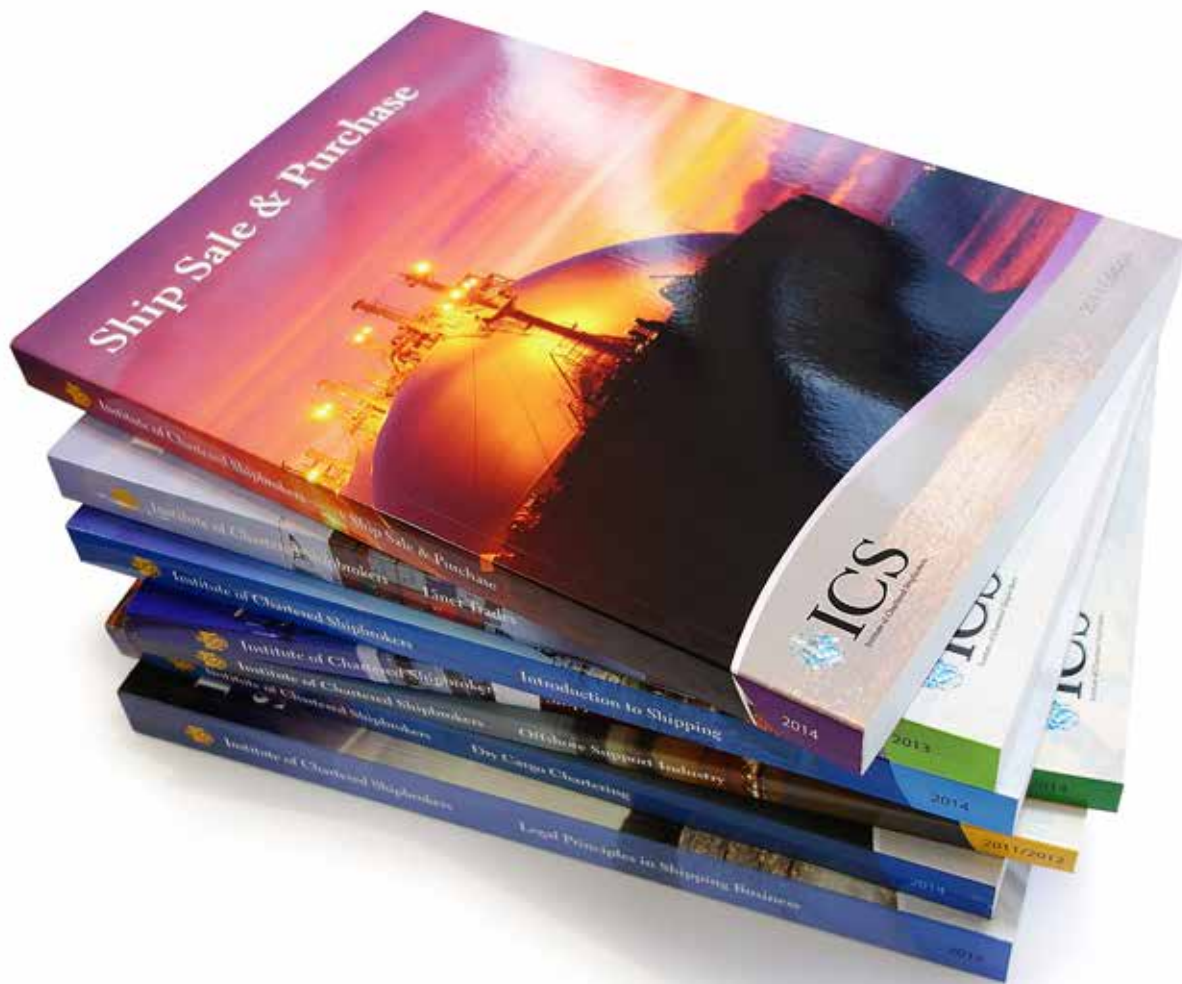
Company Member Logo

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 2017/2018

| | | |
|-------------------------|---|---|
| CHAIRMAN | Steve Gillie FICS | GT Gillie & Blair Ltd |
| IMMEDIATE PAST CHAIRMAN | Andrew Dobson FICS | Casper Shipping |
| COUNCIL REPRESENTATIVES | Michael Crager FICS Richard Willis FICS Alan Appleyard FICS Richard Sparkes Robert Churcher Seb Gardiner FICS John Grange FICS Andy Thorne Barry Stokes FICS Camilla Carlbom | Cory Brothers Shipping Agency LV Shipping Ltd Casper Shipping Clarkson Port Services Tamlyn Shipping Quality Freight Grange Shipping Kestrel Liner Agencies Clarksons Port Services Carlbon Shipping |
| CO-OPTED | Andrew Jamieson MICS | ITIC |
| HONORARY MEMBERS | John Good FICS Charles Stride FICS | John Good & Sons Retired Fellow |
| EX OFFICIO | Dr Parakrama Dissanayake FICS Theo Coliandris FICS Susan Oatway FICS Julie Lithgow | Institute President Institute Chairman Institute Vice Chairman 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

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



**INSTITUTE OF
CHARTERED
SHIPBROKERS**



Aerial view of the Port of Bristol. Credits: The Bristol Port Company

FOCUS

Port of Bristol

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

PORT

Port of Bristol

The port of Bristol has a long and proud history serving the UK's shipping trade and a very bright future ahead of it as well.

The port of Bristol has been a major port since before Roman times. By the 18th century it was second only to London as a UK port dealing with import and export of goods. Today that long-established ability continues with a multitude of exporters and importers seeing the benefits of utilising Bristol Port. So how has this South West Port managed to maintain a status as one of the UK's major ports? Well, look back to September 1991, when Terence Mordaunt and David Ord acquired Bristol Port from the City Council and it was simple, they had a straight forward objective: to create a thriving enterprise at the Port of Bristol.

Since then, over £500 million has been invested and the Port contributes a

billion pounds to the UK's GDP, whilst employing 500 staff across a huge range of disciplines and at every level from junior-apprentice to director. Jobs range from cargo handling to almost every type of engineering including marine, civil, mechanical and electrical; to security and administration; and finance to information technology. All staff participate in regular training and reassessment programmes and there is a constant focus on improving the skills and knowledge of all staff and embracing a safety culture.

In 1992, The Bristol Port Company introduced the UK's first ever 'Port Operative Apprenticeship Scheme'. Prior to this, the traditional image presented by dockworkers suggested an unskilled, uncommitted workforce with little appreciation of the increasingly demanding customer quality requirements. This traditional

In 1991, when Terence Mordaunt and David Ord acquired Bristol Port from the City Council and it was simple, they had a straight forward objective: to create a thriving enterprise at the Port of Bristol.

image could have no place in a port planning to invest huge sums in the latest technology and aiming to meet and exceed their customer's requirements. With that in mind the port decided to invest in their people and their facilities.

The first stage was adding a significant amount of resource into the port's existing training school by moving to a refurbished building with expanded dedicated facilities. There are three classrooms and separate break out rooms, with all the latest technology to enhance the learning experience, with skilled Training Officers in place to deliver the program effectively. Apprentices are able to enter the two-year scheme, and be taken through an extensive induction programme with a heavy emphasis on safety procedures. This is supplemented by extensive live experience of a wide range of dockwork operations, and the opportunity to work with the various plant equipment on the site from front end loaders, skid steers, forklift trucks to crane driving with training instructors.

By September 1995, following the launch of the National Vocational Qualifications for the Ports Industry, Bristol Port became the first approved centre in the world for the assessment of NVQ's for the Ports Industry. Bristol

Bristol Port: Cargo handling



FOCUS

In this issue our PORT FOCUS is Port of Bristol

Port has gone on to offer four other apprenticeships, comprising Engineering, Electrical, Mechanical and Mobile Plant Engineers. From this training, 150 apprentices have gone on to have successful careers at the port, progressing to supervisory and senior management roles.

All Port employees are motivated, flexible and skilled and this enables them to be able and ready to work with the eclectic range of cargoes handled by Bristol Port from containers, dry bulk, liquid bulk, ro-ro, lo-lo, forest products to break-bulk and project cargoes. Bristol Port has an exceptionally wide range of cranes and lifting gear from the floating "Bristol Giant" with lifting capacity of 150 tonnes, to various rail mounted CSUs, grab cranes and gantry cranes, to mobile cargo handling equipment which allows the Port to work with this huge number of diverse trades.

As a multimodal transport hub, Bristol Port has seen an increase in exports to the EU, Saudi Arabia, and USA, as well as India and Brazil in recent years. The Port's association with China even led to a signing of a memorandum of understanding between the Port of Guangzhou and Bristol Port in December 2015.

Bristol Port understands the importance of exporting and importing for an organisation whatever their experience. A dedicated and experienced commercial team are based in Avonmouth to assist in the preparation, support and planning for every customer's export journey. Exporters benefit from Bristol Port's commitment to safety, care and security and can rest assured that their goods will be handled and stored within the Dock Estate using suitable modern equipment and experienced competent staff.

Bristol Port is experienced in dealing with exports and imports from the big and unusual, to the small and common-place. For example the Port deals with exports of aircraft wings to Europe, Range Rovers to the Middle East, recycled materials including metal and glass to the Mediterranean, plasterboard to the USA and, of course, the containerised cargo all around the globe. The Port benefits from established shipping lines calling at Bristol and linking to the rest of the world with direct calls or via other hub-ports.

A success story for Bristol Port has been the automotive trade and in particular exports to the USA. David Brown, Chief Executive Officer, at The Bristol Port Company said "We are the nearest major UK Port to the USA and recently started a weekly service that reflects the booming car export business at Bristol Port. Last year the Port handled nearly 200,000 vehicles for export and a 20% increase is predicted this year."

The Port continues to diversify and prides itself on being adaptable when needed. There remains in place the ambitious plan to develop the consented Deep Sea Container Terminal in Avonmouth. This £600 million project would see a new sea wall built out into the Severn, with the creation of an even bigger dock than the two existing docks at Bristol—allowing the port to rapidly expand its container trade. As John Chaplin, Director of External Affairs and Special Projects states "That really is the future."

With a range of exciting projects lined up – the future looks bright for Bristol Port.



UK dry bulk imports: a worrying descent

Credits: Richard Scott FICS, member of London & South East Branch Committee.



It has been a distressing loss of business. Ports around the United Kingdom have suffered greatly over the past couple of years as dry bulk commodity imports dwindled. The coal imports decline was especially dramatic, while iron ore volumes also weakened. A painful period of adjustment is ahead, as a large part of this downturn appears unlikely to be reversed and offsetting rises in other bulk cargoes probably will be hard to achieve.

In the fairly recent past, coal was by far the biggest dry bulk commodity handled by UK ports. In the three years ending 2014, imports of coal were riding high, averaging 45 million tonnes annually, according to official government figures, after rebounding from an earlier setback. The actual volume in 2014 was 42.2m tonnes. During the next couple of years this was followed by a cumulative collapse of more than 80%, down to only 8.2m tonnes in 2016.

Iron ore imports experienced a large decline. In 2014 these totalled 14m tonnes, a volume similar to that seen in the previous twelve months. A substantial reduction then unfolded over the next two years, when the annual quantity dropped by 34% to 9.3m tonnes last year, based on Clarksons Research data.

What explains these huge reductions? Profound changes have been taking place in the key industries - power generation and steel production - determining what amounts of the commodities are consumed and imported. European and national policies have played a major role, as well as the usual economic influences.

Old King Coal fades away

Coal consumption and import demand have been adversely affected by environmental policy changes. Government policies related to

environmental pressures, affecting the relative significance of different energy sources and fuel types used, have become much more influential in the UK in recent years. This pattern has been seen in many other countries as well. Coal is widely viewed as a 'dirty' fuel, emitting more carbon than other energy sources.

In the fairly recent past, coal was by far the biggest dry bulk commodity handled by UK ports.

The UK's move away from steam coal has been remarkably rapid. In the first half of the current decade, large imports plus coal from domestic mines was still supplying between one-third and one-half of the country's energy for electricity generation. In 2014 almost 40% of energy used by the major power generating companies was obtained from coal. Subsequently, over the next two years, the proportion fell to just 14% in 2016.

Usage of alternative energy sources simultaneously became more prominent. Natural gas consumption rebounded sharply last year after several years of lower demand. Nuclear fuel use has remained relatively steady. But there has been a vigorously rising trend in the contribution of other sources of energy during the past few years. In particular, consumption of biofuels increased strongly, and wind energy was utilised more widely.

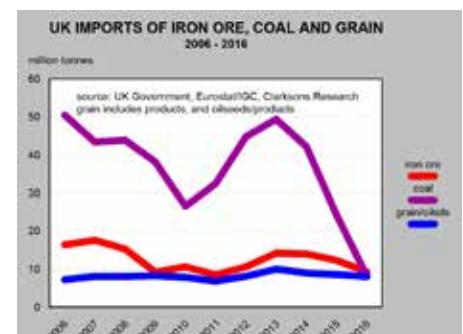
Amid the changing scene, domestic coal produced by UK mines weakened precipitously. Production averaged just under 18m tonnes annually in the 2010 to 2012 period, falling to under one-quarter of that volume in 2016, at 4.2m tonnes.

Changes in energy sources for power generation have partly reflected commercial aspects of the international coal market. But UK government policy and its implementation has been a much larger influence. One specific major reason for the plunge in coal consumption in the past couple of years was the level set for the carbon price floor. This tax on each tonne of carbon produced doubled in April 2015, adversely affecting power plants burning coal, many of which became uneconomic to operate.

Over the next two years, further substantial plant closures added to those already ceasing to operate. Reports indicate that UK coal-fired power plant closures totalled more than 18,000 megawatts in the period from 2012 to 2016, a large proportion of total capacity. These closures inevitably eliminated much of the country's annual coal usage, hitting import demand.

A steely resolve to survive

Imports of both iron ore and coking coal have been reduced by the sharp decline in steel output seen over the past couple of years. UK crude steel production fell to 7.6m tonnes in 2016, based on World Steel Association figures, from 12m tonnes annually in 2013-2014, a two-year decline of 37%. This trend reflected



ITIC warns about re-emergence of people-smuggling scam

Credits: International Transport Intermediaries Club Ltd

weak growth in domestic demand from construction activity and manufacturing industries, higher imports of steel products and difficult export markets.

Reflecting these developments, steelmaking capacity has been under threat. In autumn 2015 the massive steel works at Redcar was closed permanently. In the spring of the following year prospects for the huge Port Talbot plant became uncertain but eventually improved, benefiting from a recovery in international steel prices, and the plant remains fully operational.

Going with the grain

Another large dry bulk commodity import trade has moderated. A downwards trend in UK imports of grain and oilseeds evolved over the past three years, but this sequence followed an

unusually high total in 2013 when 10m tonnes was recorded. Excluding that year, annual figures have remained within a fairly flat longer-term range.

International Grains Council calculations, using Eurostat data, show that 8.1m tonnes of grain and oilseeds (including products of both) was imported into the UK during 2016. Oilseeds and products volumes remained very close to 4m tonnes annually in recent years. Grain and products volumes declined from the peak 6.0m seen three years ago, to 4.1m in 2016.

Partly explaining these changes were UK harvest variations. Also, differing conditions in the world market for grain had an impact, a factor affecting exports as well as imports. A more cheerful trend for UK ports was increasing grain and products exports, which reached 5.4m tonnes in the past twelve months, more than double the levels seen a few years earlier.

Anxiety about the outlook

The consequences of falling dry bulk import trends for the 80-90 bulk terminals located in ports around the UK has been emphasised by the recently formed Association of Bulk Terminal Operators. One notable positive element has been biomass imports - mainly comprising wood pellets for the partially-converted Drax power station - which could see further growth. But further power station conversions are still awaited. Some other dry bulks, such as the construction materials gypsum and cement may be imported in greater quantities. At present, however, there are few signs of extra volumes to fully offset the coal and iron ore reductions.



International Transport Intermediaries Club (ITIC) has warned ship agents about the re-emergence of a scam whereby they are being used by people-smugglers to cover the movement of illegal migrants.

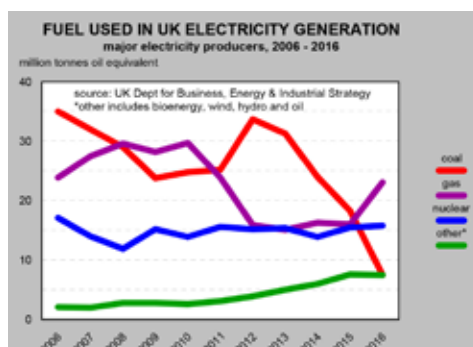
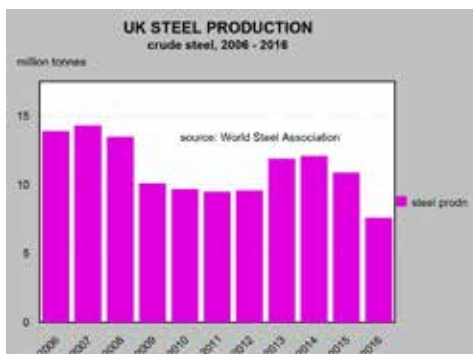
The basic pattern of the scam is for owners or managers to ask an agent to attend a vessel's call, and to provide assistance with crew changes. Usually the owner or manager will be previously unknown to the agent. The approach is a sham, but the agent's involvement will provide cover for the migrants' arrival in the country. The migrants will then promptly disappear, and the agent will be left with unpaid hotel bills and may face fines from immigration authorities as well as being liable for detention and repatriation costs if the migrants are caught.

ITIC has reminded all agents worldwide to be vigilant when being approached to do crew changes by owners or crew managers who are unknown to them.

ITIC has often issued warnings about ship agents being used by people smugglers to cover the movement of illegal migrants.

The basic pattern is for owners/managers to approach the agent asking the agent to attend the vessel's call including giving assistance with a crew change. The approach is a sham but the agent's involvement will provide cover for the migrants' arrival in the country. The migrants will promptly disappear. The agent will be left with unpaid hotel bills and can face fines from immigration authorities as well as being liable for detention and repatriation costs if the migrants are caught.

Recently we have seen a re-emergence of this scam. Therefore, ITIC reminds all agents worldwide to be vigilant when being approached by owners or crew managers who are unknown to them.



The Nortrader Explosion

Explosion of gas released from cargo of unprocessed incinerator bottom ash on Nortrader, 13th January 2017

This note and the MAIB's investigation report are posted on the MAIB's website: www.gov.uk/maib for all enquiries.

At 1447 on 13 January 2017, the dry cargo vessel Nortrader suffered two explosions in quick succession. The vessel was anchored in Plymouth Sound and had loaded unprocessed incinerator bottom ash (U-IBA) the day before at Plymouth. The first explosion was in the forecastle store and the second in the cargo hold. The force of the explosion in the cargo hold dislodged all the heavy steel hatch covers and all but one of the holding down cleats were broken. Many of the hatch covers and sections of the hold coaming were distorted.

The chief engineer was in the forecastle store at the time, testing the emergency fire pump. He suffered second degree burns and had to be airlifted to a nearby hospital. His recovery was prolonged and he was only declared fit for work again 4 months later. The vessel was out of service until 20th April.

The MAIB investigation established the following:

- Nortrader's master had received an email from the vessel's charterer that the intended cargo of U-IBA was a 'non dangerous' cargo.
- Hydrogen gas released from the cargo seeped into the forecastle store through a slack cargo light access cover. The hold was unventilated at the time.
- All the natural ventilation outlets in the forward compartment, including the forecastle store, were closed in preparation for imminent heavy weather. This allowed hydrogen to accumulate in the forecastle store.
- The starter panel for the emergency fire pump had a broken fixing lug at its door and was therefore not sealed.
- The first explosion was likely to have been triggered by the arcing between the contact terminals of the emergency fire pump starter panel when it was switched off.

- There had been 34 similar shipments of U-IBA from Plymouth to the Netherlands. Despite U-IBA not being listed in the International Maritime Solid Bulk Cargoes (IMSBC) Code, no steps had been taken to seek approval from the competent authorities for its carriage by sea.

Safety lessons

- The only approved means of ensuring safe carriage of solid bulk cargoes is through the application of the IMSBC Code. The schedules included in Appendix 1 of the Code clearly classify cargoes and identify the necessary requirements for safe carriage. Where no schedule is listed for a specific cargo, the required classification procedure is stated at Section 4 of the Code, with further guidance provided by MSC Circ. 1453, Marine Guidance Note (MGN) 512 and the guidance document Carrying solid bulk cargoes safely published by Lloyd's Register, UK P&I Club and INTERCARGO.
- The application of the IMSBC Code has been mandatory since 2011. It replaced the Code of Safe Practice for Solid Bulk Cargoes (BC Code), which was for guidance only.
- The IMSBC Code requires the shipper to provide the vessel's master with a comprehensive list of information about the intended cargo.

MAIB
MARINE ACCIDENT INVESTIGATION BRANCH

Marine Accident Investigation Branch
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Tel: 023 8039 5500

Spring PREP 2018

Thursday 5th April to Sunday 8th April

Year on year, the pass rate for PREP students sits at about 75% - a true indication of the value of the weekend



Every year Institute of Chartered Shipbrokers' students descend on Warwick University in Coventry (in the heart of the UK) to attend the Institute's residential revision course known as Spring PREP.

PREP is a popular event with limited spaces and tends to sell out every year. Students come from across the globe with, typically, around 50% of attendees coming from beyond the UK.

The fee represents excellent value for money and includes all lectures, a mock exam, accommodation and meals. Aside from providing students with an intensive, interactive and highly motivating study experience tailored specifically towards preparation for the Institute's exams. It is also a valuable networking event. Students who attend PREP find it challenging, but enjoyable.

PREP is open to all students irrespective of their method of study.

The typical event format starts with registration on Thursday from 17.00, followed by a Meet and Greet reception hosted by the lecturers, tutors and the Institute's staff. Sessions start on Friday morning and your timetable will include a mock exam, the results of which will be given to you as feedback during the course of the weekend. The evenings give students a chance to socialise and network. The weekend concludes after lunch on Sunday afternoon.

Port Agent Apprenticeship Project Update

As previously reported the Institute is facilitating an employer trailblazer group to develop a Port Agent Apprenticeship scheme in England.

Finding and keeping high quality staff within a tough business environment is a challenge faced by most, if not all, port agency companies regardless of company size or location. Federation Council has debated this issue at a number of meetings, trying to identify how best to support our members.

We realise that we need to support our members by offering short courses on key activities (for example the collection of light dues) but also in a more fundamental and directed way. Therefore, we're delighted to be developing a national apprenticeship scheme for port agents.

The project will support employers

through subsidised training and employment and also in the provision of defined training and skills to new employees (and may even apply to current employees who can be moved onto apprenticeships).

The Expression of Interest was lodged with the Department for Education and approved, so we are now developing the apprenticeship standard which is the next step in the process.

The apprenticeship standard must cover a detailed occupational profile and the main tasks of a port agent. It must also define the knowledge, skills and behaviours of a port agent and cover what employers need for occupational competence.

All UK company members were sent the link and asked to complete a survey in the summer to obtain initial feedback

on the Port Agent Apprenticeship proposal. Late last year the employer trailblazer group held a meeting to discuss the feedback received so far and develop a draft apprenticeship standard. The draft standard can be found on our website at: www.ics.org.uk/membership/company-membership/port-agent-apprenticeship-scheme

The Institute can't shape an apprenticeship standard that will be fit-for-all without the input of our company members so we need your help and feedback.

Please take the time to review this draft standard to see if it meets your requirements for a port agent and send us your comments and support to federation@ics.org.uk



FONASBA and BIMCO launch new General Agency Agreement

Company members may obtain a word copy of the General Agency Agreement free of charge from the Institute on the condition that they only use it for their own purposes. If you would like a copy then please contact us at: federation@ics.org.uk

Credits: FONASBA

In response to the need for up to date provisions covering long-term representation by agents, FONASBA and BIMCO launched the latest in its suite of agency documents, the General Agency Agreement in December. This compliments the Agency Appointment Agreement launched earlier in 2017. The General Agency Agreement is designed to cover the appointment of an agent for a longer period or over a wider range of ports than the Agency Appointment Agreement.

Both agreements are in the same box format and share common terms, layout and other features designed to ensure the two documents are consistent and interchangeable.

The core form covers all the main terms of an agency agreement but in due course it will be supplemented by a range of trade specific clauses that will further tailor the agreement to the specific needs of the sector.

Parties can select their requirements from a list of functions such as sales and marketing, port or general agency and husbandry and can agree other services to suit their needs. The agreement covers the parties' obligations for remuneration, insurance, liability, termination, confidentiality and dispute resolution. "Managing ships has become much more complex, with many more parties involved, and as a result knowing who your exact counterpart is, can be difficult. This creates more room for disagreements or simple mistakes. But this new standard contract creates a solid agreement, allowing agents and operators to focus on core activities, build stronger relations and not worry about potential disputes or legal issues," says Fulvio Carlini FICS, chairman of FONASBA's Chartering & Documentary Committee. Up until now, shipowners and agents have not always had formal contracts. Some relationships have worked well for decades without contracts, but as soon as

a dispute arises about payments or terms, the agent is typically at a disadvantage.

BIMCO has seen an increase in calls from its agent members in recent years as agreements and the number of parties involved has become more complicated, with agents often seeking advice because of a dispute. "Disputes cost time and money, and we hope this new agency representation contract will facilitate smoother working practices and help to prevent disagreements between operators and agents across the industry," says Francis Sarre, chairman of BIMCO's Documentary Committee. "The new contract offers both parties a clear structure agreeing their specific individual requirements while covering all the wider obligations and liabilities and offering greater flexibility" adds Sarre.

Further information on the new form, including sample copies and a set of explanatory notes can be found on FONASBA's website www.fonasba.com/documentation

"Managing ships has become much more complex, with many more parties involved, and as a result knowing who your exact counterpart is, can be difficult. This creates more room for disagreements or simple mistakes. But this new standard contract creates a solid agreement, allowing agents and operators to focus on core activities, build stronger relations and not worry about potential disputes or legal issues"



Federation Council AGM Report

All company members were invited to attend the Federation Council AGM held on Thursday 5th October 2017 by video conference.

Steve Gillie FICS was elected chairman with Andrew Dobson FICS remaining on the Council as immediate past chairman.

At last year's AGM, Federation Council decided to replace the usual Spring Federation Council meeting with a series of seminars to provide tangible assistance to port agents managing the many and varied risks that they face in their day to day operations. Seminars were held in Newcastle, Liverpool and Tilbury during March 2017 and were free for company members. Speakers from ITIC, the Marine Accident Investigation Branch (MAIB), Border Force and the MCA presented a wide range of advice and information for port agents. The seminars were well received and well attended.

Company Membership

Company membership currently stands at 104 comprising of 92 full members, seven affiliate members and five associate members. Two companies have resigned, one due to the retirement of two Fellows and a change in business and the other due to the fact that they ceased trading in the UK.

Invoicing

At the AGM the Federation Council unanimously approved a 2% increase in company membership fees for the coming Institute year. This will be implemented by head office for the next round of annual company membership subscriptions in May 2018. At the time of the AGM, 19 company members had not paid their 2017-18 annual subscriptions and steps are being taken to secure prompt settlement.

HMRC EUR1 & A.TR stamps

During the past year one company member opened a new office and has been issued with HMRC EUR1 & A.TR stamp. In total 34 company members hold 64 HMRC EUR1 & A.TR stamps. During 2016, company members stamped 37,207 EUR1 and A.TR certificates compared to 36,612 in 2015.

FONASBA

FONASBA held its annual meeting in Dubai 15th - 18th October 2017 and it was agreed that Federation Council would be represented by Steve Gillie with Matt Gilbert from head office in attendance.

Maritime UK

Head office continues to represent Federation Council at Maritime UK board meetings.

Maritime UK formed working groups to help drive and deliver the objectives of Maritime UK and the recommendations of the Maritime Growth Study. The head office represents Federation Council on two of those working groups, the Skills Working Group and the Supply Chain Working Group.

Trinity House

In the last collection year (1st April 2016 - 31st March 2017), 69 company members issued 20,871 Light Dues certificates (20,716 in 2015-16) which generated, at £16 per certificate, a total income to company members of £333,936 (£331,456 in 2015-16). This was a slight increase in the number of certificates issued from the previous collection year.

Federation Council was represented at the Lights Advisory Committee meeting by the Federation Council chairman. Trinity House announced that from 1st May 2017 Light Dues were reduced by 0.5p from 38p per net registered tonne. This is the lowest Light Dues rate since 2009. There were no other changes and so the cap of 40,000 net registered tonnes remains. Through its seat on the Lights Advisory Committee, Federation Council is able to continue to press for Light Dues to be kept as low as reasonably possible to the benefit of ship owners. There was one new collector of light dues during the past year.

Joint Customs Consultative Committee (JCCC)

Head office also continues to represent Federation Council at the JCCC meetings. HMRC reminded all representatives that the UK is still a member of the EU and the UK continues to trade with EU business as normal. UK-EU negotiations have started but there is, as yet no decision/agreement about the future trading and customs relationship.

Port Agent Apprenticeship Scheme

Federation Council is facilitating an employer led trailblazer group to develop a Port Agent Apprenticeship scheme in England. The Expression of Interest which included an open online consultation process was approved by the Department for Education. The trailblazer group are now starting to develop the apprenticeship standard and company members were recently invited to complete a questionnaire to assist identifying the required skills, attributes and knowledge for a port agent. The results are being collated and the next step is to hold a trailblazer meeting to develop the standard. (Please see the Port Agent Apprenticeship Project Update on page 11)

Outgoing Chairman's Report

I've been chairman for four years (two years longer than expected) and during my time as chairman the future direction of the Federation, the make-up and duties of the council and what we are offering our company members has been my primary focus. We have encountered many challenges - apathy, lack of understanding and a reluctance of some of our bigger company members to meet in committee type forums. I inherited a fairly dysfunctional organisation with a small group of willing people meeting twice per year and discussing only what they felt needed to be discussed and our company members not really understanding what the council actually did! This needed to be changed!

We now have a strong and representative council from the different geographic areas of the UK and also from the different industry sectors. This council are the caretakers or overseers of the Federation, it's compliance, goals ambitions and duties.

The traditional two face to face meetings have been replaced with something much more beneficial to company members - member facing activities such as seminars are already part of what we do and I want to see lunches with key speakers, training and much more be added to the Federation portfolio in the coming months. I feel we have raised 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, we will still hold our AGM, still elect new company members and council members and still have representation on external bodies.

We 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 have the ability to call a face to face meeting if we choose - we can oversee and we can set the goals, targets and ambitions for the coming year.

This change has been a challenge for us, we are not there yet. I hope Steve will continue where I have left off but he will still need Federation Council members to become more involved.

Each council member needs to take on their appropriate champion role - any correspondence coming into head office is passed onto that champion for feedback - they offer industry guidance and expertise to head office. If the champion feels the item is of value to our members instruct head office to share with the membership. 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 get the information relevant to the sectors that they are interested in and the things they are not are filtered from them.

We need Federation Council members to interact with their local Institute branches and

Meet the new Federation Council Chairman

company members in their area. Go to branch meetings and talk to the committee about what we are doing, generate interest, generate support. I feel the Federation is in a better place now but we are not where I hoped we would be and there is still work to be done.

I would like to welcome Steve to the chair and wish him every success. Although I am standing down I will remain part of the council for the next year and offer my advice to Steve and the council.

I'd like to thank the whole head office team for supporting me during my time as chair, Julie keeping me right, Eleonora Modde with the magazine, Jacqui Gilbert making the arrangements and sorting my travel. I'd especially like to thank Robert Hill and formerly Nic Ingle for their contribution to the daily running of the Federation – without their support I simply could not have carried out my duties. I wish you all every success.

Andrew Dobson FICS

Incoming Chairman's Report

I would like to thank Andrew Dobson for his extended term in office and recognise the effort and hard work he has put in to the change of approach of Federation Council. Andrew believed that our company members would benefit from more member facing activities such as seminars and training and this programme is well underway.

There are two other areas which I think Federation Council can assist members, the first being the Port Agent Apprenticeship Scheme. As mentioned earlier in this report, the scheme has been approved by the Department of Education and the standard is being developed. I know first-hand of the difficulty in recruiting the young people that the industry needs. I think this scheme will be very useful in attracting and training young talent to provide ship agents for the future.

The second area that I believe Federation Council can assist company members with is that of Brexit. Details are non-existent at the present time, but it is certain that the UK will leave the EU, single market and customs union in March 2019. As details emerge of the new trading arrangement, Federation Council should provide updates and analysis of how our members may be affected. Undoubtedly Brexit will be the focus of seminars which could be supported by webinars and other briefing tools. Brexit is likely to be the single biggest regulatory change that our members will face for a generation and Federation Council should be there to support them.

I am looking forward to my term as chairman of Federation Council and continuing to focus on the requirements of our company members.

Steve Gillie FICS

Steve Gillie FICS was elected chairman at the last AGM

How did you find yourself working in shipping?

Coming from a family with ship owning and shipbroking interests going back three generations, and when ships and shipping markets were a constant backdrop to conversations round the kitchen table I was either going to go in a completely different career direction or fully immerse myself in the shipping world. Luckily for me, I chose the latter and have enjoyed more than 35 years in the fascinating world of shipping and international trade. After college I joined GT Gillie & Blair Ltd as a ship's agent in Newcastle Upon Tyne, and whilst there, it was on the job training and despite having studied some aspects of law at college, I felt that I needed to understand the principles behind what I did in practice. Luckily, the Newcastle Branch of the Institute ran evening classes which I attended, and we were fortunate enough that experienced shipping executives gave up their time to provide excellent lectures. I also attended the first PREP course at the University of Warwick and was able to pass the AICS examinations then becoming a MICS and finally a FICS.

Tell us about your career in shipping.

I have remained with Gillie & Blair throughout my career, and duly moved from ship agency to operations and chartering before becoming Managing Director in 1990. My day to day job is still fixing ships both from our own fleet and also acting as brokers for other principals be they ship owners or charterers.

Alongside my day job, I served as a Commissioner at the Port of Blyth for 23 years and have been Chairman at GrainCo Ltd for 13 years. I was recently appointed Honorary Consul of the Republic of Latvia for the North East of England.

What do you like in particular about shipping?

The good thing about shipping is that every day is different and full of surprises, if I had a penny for every time we've said



'you just couldn't make it up' in this office I would be a wealthy man!

What do you expect from your tenure as the new Federation Council Chairman?

I'm honoured to have been elected as Chairman of the Federation Council and especially pleased to be involved at this time when the Federation Council can assist its members with the impact of Brexit on their businesses. This is likely to be the single biggest change in regulatory arrangements for a generation and the Federation Council will be there to provide support through briefings and seminars as details emerge. I'm also delighted that the Port Agency Apprenticeship is being developed which I'm sure will provide an excellent entry route to the shipping world for the young people that the industry needs.

How do you spend your time away from shipping?

Outside of business I enjoy tennis and running and have completed 15 Great North Run half marathons. Holidays consist of a family ski week in the French Alps and recently cruises in the Far East, that's the shipping anorak in me!

Finally, for my sins (and that really must be the case) I am a long suffering supporter of Newcastle United football club from which there seems no escape, maybe like shipping it's in my blood!

Federation Council Seminars for Port Agents



At last year's Federation Council AGM, the Council recommended that the usual face to face Spring Federation Council meeting be replaced with a series of seminars to provide tangible assistance to port agents managing the many and varied risks that they face in their day to day operations. Seminars were held in Newcastle, Liverpool and Tilbury during March and were free for company members, individual members and registered students.

Melanie Daglish MICS from ITIC gave a presentation on the agent's liability and responsibilities when a principal does not provide funds or goes into receivership then briefly warned agents about the most common fraud cases currently in the market.

The second presenter was Capt Jae Jones from Marine Accident Investigation Branch (MAIB) who explained the role

of the MAIB in accidents and reminded agents of their obligation to report accidents and how they could assist MAIB investigators.

Finally, Sonali De Silva from Border Force gave an update on the National Maritime Single Window and an overview of vessel targeting. In Tilbury she was joined by Michael Gregson from the Maritime Coastguard Agency who covered the recently introduced CERS3 workbook reporting.

Speakers then answered questions from the floor and stayed to discuss more specific issues during the networking session at the conclusion of the seminar. Those who attended the seminars found the presentations very informative and gave them a great opportunity to hear directly from key people in government departments and in ITIC.

WALKING A TIGHTROPE How to balance the risks



Moore Stephens Shipping Confidence Survey - June 2017

Credits: Moore Stephens Shipping, Richard Greiner, Michael Simms

In May 2017, the average confidence level expressed by respondents was up significantly from the 5.6 out of 10.0 recorded in the previous survey in February 2017 to 6.1, equalling the highest rating recorded in the past three years.

All main categories of respondent reported an increase in confidence compared to the previous survey, which launched in May 2008 with an overall confidence rating of 6.8. In the case of brokers, the confidence rating rose from 4.6 to 6.4, while for owners the increase was from 5.6 to 6.1.

Confidence on the part of charterers and managers, meanwhile, was up from 5.9 to 6.4, and from 6.0 to 6.2 respectively.

Confidence levels were unchanged in Asia at 5.6, but up in Europe, from 5.5 to 6.2, and in North America, from 6.1 to 6.4.

A number of respondents expressed cautious optimism about the industry's fortunes over the next 12 months, based largely on perceived increased levels of ship demolition and a rationalisation of overambitious newbuilding plans. This helped increase expectations of major investments being made over the next

12 months. Concern persisted, however, over political uncertainty, overtonnaging in certain trades, depressed oil prices and a potential dearth of quality seafarers.

Survey analysis

The likelihood of respondents making a major investment or significant development over the next 12 months was up from 4.9 out of 10.0 in the previous survey to 5.4, the highest level since August 2014. There was increased confidence on the part of all major respondents, in the case of charterers up to a level of 6.3 from 5.8 in February 2017. Owners and managers, meanwhile, each registered a confidence level of 5.9, up from 5.1 and 5.6 respectively last time. Confidence on the part of brokers was up from 3.4 to 4.4. 50% of respondents expected finance costs to increase over the coming year, compared to 54% in the previous survey.

Owners' expectations fell from 57% to 48%, while managers were also down, from 61% to 57%. More brokers and charterers, however, anticipated costlier finance – 63% of brokers (against 41% last time) and 57% of charterers (compared to 47% in February 2017).

Freight markets

Net sentiment was positive in all sectors. The number of respondents expecting higher rates over the next 12 months was up on the previous survey.

In the tanker market, 32% of respondents anticipated improved rates, as opposed to 25% last time, while the number anticipating lower tanker rates fell from 28% to 16%. Meanwhile, there was a 14 percentage-point rise, to 58%, in the numbers anticipating higher rates in the dry bulk sector, the highest figure for three years.

In the container ship sector, the numbers expecting higher rates rose from 31% to 46%, while there was a six percentage-point fall, to 12%, in those anticipating lower container ship rates.

Baltic Dry Index

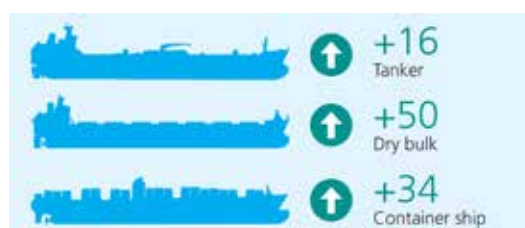
In a stand-alone question, respondents were asked to estimate the level they expected the Baltic Dry Index (BDI) to be at in 12 months' time. More than half (52%) felt the BDI would reach a level of between 1000 and 1499, while a quarter (25%) put the likely figure

Business performance factors

Demand trends continued to be the factor expected to influence performance most significantly over the next 12 months, followed by competition and finance costs



Respondents by type



Respondents by location

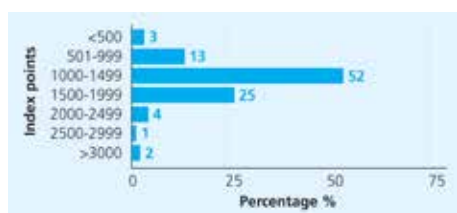


Net sentiment*

*'Net' figures are the balance of 'higher' and 'lower' responses. Positive 'net' figures imply more 'higher' responses than 'lower' and negative figures imply the opposite.

Credits: International Transport Intermediaries Club Ltd

at between 1500 and 1999. "Healthy volumes of cargo are being moved," said one respondent, "but there are too many ships around."



Conclusion

The survey launched in 2008 – on the very cusp of one of the most protracted and severe global economic downturns – with a confidence rating of 6.8. In our latest survey, that rating stands at 6.1, up from 5.6 three months ago. Given geopolitical, economic and industry developments, that must be seen as a robust rating. Moreover, confidence today of making a major new investment is the highest it has been for almost three years.

The positive sentiment on freight rates is welcome, although this must be weighed against the lows to which they have fallen and from which they must continue to recover. Even for an industry which is familiar with the volatile nature of international commerce, shipping's ability to survive adversity is worthy of comment.

Our latest survey found many of our respondents in watchful mode, mindful of the fact that there are still too many ships, but encouraged to believe that increased demolition and more pragmatism by industry stakeholders will help to redress this imbalance.

They also remain cognisant of the impact which geopolitical developments can have on shipping, and it will be instructive to see what effect all this will have on industry confidence in our next quarterly survey.

1. What do you know about the vessel?

i. Proceed with caution if the vessel is coming into port with mechanical problems. This could lead to undue delays in port (particularly if the owner is in financial difficulty) and liabilities to accrue for a ship agent, in terms of port dues and other related expenses.

ii. Establish which P&I Club the ship is entered with. Is it insured with a Club from the International Group? In the event of a problem, you will want the assurance that the vessel is insured by a quality insurer.

iii. Consider subscribing to the Lloyd's List Intelligence website, which provides a wealth of information in relation to the world's shipping fleet, their owners, insurers, vessel movements, in addition to other useful information.

2. What do you know about the principal?

i. Make sure you know who your principal is. Are they the Owner or Charterer?

ii. If they are the Charterer, establish who the Beneficial Owner and Registered Owner are.

iii. If you are being appointed by the Charterer, establish whether an Owner's Protecting Agent is also being appointed. If not, be aware that you will be deemed to be the agent for the vessel, with all the associated liabilities that this implies.

iv. If the appointing party has signed off "as agent", then ask them who they are acting for, and who will be responsible for paying the disbursement account. If they refuse to disclose this information, then proceed with extreme caution.

v. Are there any indications that your principal is in financial difficulty? A quick search of the internet and the industry

press can establish this very easily. If they owe other parties money then you as agent could become involved in an arrest. A check with ITIC at this stage may reveal that ITIC is collecting debts from the principal for other Members.

If you are ever concerned about a new agency appointment, or you have an unusual situation you would like to discuss, then remember, ITIC are always here to help

3. How will you be paid?

i. Establish from the outset who will be paying for your services and the services of the third parties you will be appointing on their behalf (who you also have a responsibility to protect).

ii. When receiving an appointment from a new party, always try and get as much prefunding as possible, and preferably 100%.

4. Don't be afraid the decline an appointment!

If after undertaking the above process there is something that concerns you, do not be afraid to walk away. Accepting an appointment for a vessel that is experiencing problems, or for a principal that is in financial difficulty, could not only cost you a lot of money, but can also cost you a huge amount of time, which could be better spent assisting quality principals.



Time to rock the boat?

Leadership in the maritime industry: what dominates, what is desired?

Credits: Joanne Kelleher MICS, Corporate Communications Advisor with Jumbo, a specialist Shipping and Offshore company in the heart of Rotterdam. She sits on the board of the Institute's Netherlands development branch.

The maritime industry is recognised by many as a vital industry for international trade and the effective and efficient operation of the global supply chain network, yet it continues to be a rather unknown and unexplored area of research.

The purpose of this study is to explore and discover the leadership that exists in the shore based maritime industry today and to establish what current maritime professionals desire from their leaders of tomorrow in an age of change and transformation.

To achieve this, we examine leadership theories, styles, and characteristics and compare the theory to practice. We also uncover the existing research and studies concerning leadership in the maritime industry and attempt to build on this research.

We then explain the field research along with revealing the key findings and recommendations.

Method of data gathering and analysis

37 European maritime professionals' opinions were gathered through a combination of interviews, focus groups and questionnaires. Participants range from junior to senior level with varying experience in the industry. They work in organisations from across the shipping, maritime and logistics sector, coming from various countries including the Netherlands, Sweden, United Kingdom, Ireland, Greece, Italy, Germany and Denmark, where they have worked at some point during their maritime careers. Each focus group contained professionals of a similar level of seniority and experience.

The interviews / focus groups and questionnaires were structured as follows:

1. Current Leadership Characteristics Exercise

2. Interview / Focus Group/Questionnaire – consisting of 7-14 open-ended questions

3. Desired Leadership Characteristics Exercise

Steps 1 and 3 involved participants selecting characteristics of a chosen current leader and characteristics of their desired leader based on a table of characteristics provided.

In step 2, participants were asked various questions concerning the following themes:

1. Leadership
2. The Traditional Maritime Industry
3. Maritime Leaders
4. Gender
5. Industry Change
6. Technology and Innovation
7. Future Leadership

Overview of findings

The findings from the participants reveal a substantial need for improved leadership in the shore based maritime industry. The findings did not show that the current industry leaders practice poor or ineffective leadership, however they did reveal that the future leaders need to possess more people related skills and use more characteristics from the leadership styles of Transformational, Transactional, Servant, Participative, and Team oriented leadership.

Academic leadership theory literature findings

- Good Leadership involves the three dimensions of Leaders, Followers and Context. Many different leadership styles exist and can be used depending on the leader, the follower and the context.
- When multiple leadership theories were compared and contrasted, we found that recent academic studies focus more on the follower-centred styles such as Transformational, Participative, and Servant leadership, and that some leadership styles can be combined.

- Other concepts that the literature found to be of increasing interest is that of diversity leadership, authentic leadership and emotional intelligence.

Maritime leadership studies and literature findings

- In the maritime studies and literature, team-oriented leadership, charismatic leadership and entrepreneurship were identified as desired leadership for the future maritime industry.
- Participative Leadership is a recommended style for females leading in the male dominated environment of the maritime industry.

Field research findings

Characteristics exercise findings

- Characteristics of the 5 leadership styles of Transformation, Transactional, Participative, Servant, and Authoritarian are used and present in the current leaders of the maritime industry.
- Characteristics of the same leadership styles, with the exception of Authoritarian, are desired in the future leaders of the industry.
- Of the characteristics provided, Vision, Open-mindedness and Inspiring are the top desired characteristics of future leaders.

Participant responses – current maritime industry

- Participants described desired attributes from Participative, Transformational, Servant, People Oriented, Situational, Conditional, and Authoritarian styles. This again shows us that there is not one clear leadership style that is predominantly desired.

A mixture or combination of styles exist in the industry.

- Overall we can conclude that the industry is conservative, hierarchical and slow to change and less creative than

Transformational, servant, participative, and team-oriented leadership styles or a combination of these styles all have a place in leading the future of the maritime industry.

other industries.

- Overall the industry is male dominated and there are very few women in leadership positions within the maritime and shipping companies that participants know. There are low levels of females working in the industry particularly at a senior level. The participants are divided on whether or not there is a difference between male and female leadership, with almost everyone agreeing there should not be a difference.

Participant responses – future maritime industry

- Leaders with people management skills along with maritime industry knowledge and experience are desired. Currently this is rarely seen in maritime leaders who tend to have one or the other.
- Main changes participants would like to see are: better educated professionals, increased transparency, initiatives to attract younger professionals to the industry, a new image for the industry, improved communications and marketing, environmentally conscious initiatives, taking more social responsibility, allowing for creative thinking, greater empathy, and emotional intelligence.
- Most agreed that leaders need to be adaptable to digitisation changes, and to do this they have to have IT knowledge, skill and understanding.
- A mixture or combination of leadership styles is also desired for the future of the industry. Many suggestions were found, including: less focus on decision making, giving people mandates to decide, goal setting, an increase in people-management skills, clear communication, team-orientation, open-mindedness, listening, empowerment, social responsibility, greater awareness of the importance of communications, using industry influence to improve environmental impact, and more female leaders.

Recommendations

Based on the findings, it is difficult to recommend one overall/particular leadership style that maritime organisations or leaders themselves should apply, however, we can suggest that transformational, servant, participative, and team-oriented leadership styles or a combination of these styles all have a place in leading the future of the maritime industry.

Characteristics from all these styles are already seen in the industry's leaders of today and more of these leadership traits are desired for the future.

Situational leadership could also be used and applied but this research did not give us ample findings to determine whether or not leaders can succeed by adjusting their leadership styles depending on the employee or the context.

Our overall recommendation to the industry and to the current and future leaders of the industry is to pay attention to PROSPER, a guide that we created based on our findings. PROSPER stands for People-oriented, Respectful, Open minded, Social, Progressive, Engaging, and Responsible.

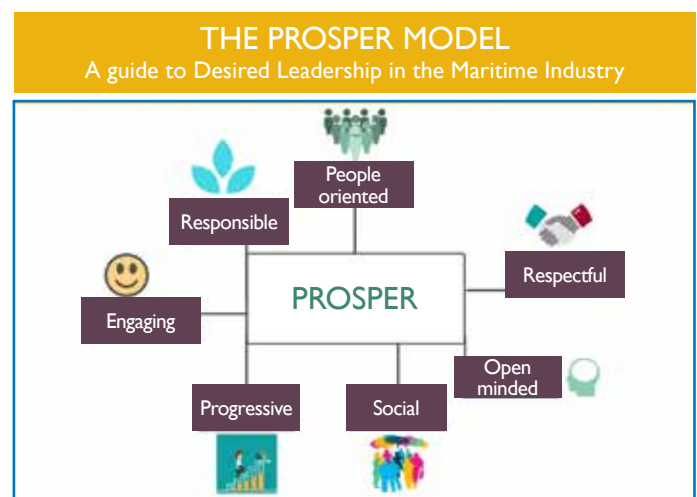
This model could be used as a guide to assist tomorrow's leaders and is an easy way to remember what professionals in the industry want and need from their leaders. We recommend leaders to work on the development of these skills and attributes as this is what professionals in

the industry are missing and is what they desire from their future leaders. Some of the professionals interviewed in this study will hopefully go on to perform key leadership roles in the maritime industry, the PROSPER model could also be a valuable guide for them, as well as to newcomers to the industry.

If we were to select one key element from the PROSPER model it would be the people-oriented aspect. This issue was overwhelmingly prominent in our findings. It was made abundantly clear that professionals are looking for leaders with people management skills.

It is clear that professionals in the industry are looking for change to happen within the industry, to improve the industry and the organisations therein. However, the research did not uncover poor leadership in the industry, it merely uncovered the need for key improvements that can be made to lead the industry through transformation.

We are not certain that it is time to 'rock the boat' in that the entire boat may not need to be rocked. Perhaps 'shake the boat' is a more appropriate phrase to use here? In this case, we would recommend without hesitation that the time has come to shake the boat.



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>

2018

Customs Information Paper 33 (2018)
End Use procedure changes

Customs Information Paper 32 (2018)
Reassessment of customs open-ended authorisations

2017

Customs Information Paper 31 (2017)
Update on the withdrawal of Low Value Bulking of Imports (LVBI)

Customs Information Paper 29 (2017)
Withdrawal of personal credit card payments (CIP29)

Customs Information Paper 28 (2017)
Changes to Transfer of Residence relief codes

Customs Information Paper 27 (2017)
Due diligence when making customs declarations

Customs Information Paper 25 (2017)
Find out the statistical threshold for the UK in 2018

Customs Information Paper 24 (2017)
Gift allowance and low value consignment relief limit in 2018

Customs Information Paper 23 (2017)
The Customs Comprehensive Guarantee questionnaire

Customs Information Paper 22 (2017)
How to treat goods brought by travellers returning to the UK

Customs Information Paper 21 (2017)
Changes to customs special procedures for the Union Custom Code

Customs Information Paper 20 (2017)
Maintenance to the electronic Binding Tariff Information system
Customs Information Paper 19 (2017)
Second update on the trade deal between EU and Canada

Customs Information Paper 18 (2017)
Criteria for operating a Duty Deferment Account

Customs Information Paper 17 (2017)
Repayment of customs charges on rejected imports: new address

Customs Information Paper 16 (2017)
Upgrade to the New Computerised Transit System

Customs Information Paper 15 (2017)
Upgrade to Import Control System RFC29

Customs Information Paper 14 (2017)
Upgrade to Export Control System (CIP14)

Customs Information Paper 13 (2017)
Changes to the rules of origin in the EU-Jordan Trade Agreement

Customs Information Paper 12 (2017)
Transfer of rights and obligations under End Use Relief

Customs Information Paper 11 (2017)
Update on the trade deal between EU and Canada

Customs Information Paper 10 (2017)
Preferential trade deal between EU and Canada

Customs Information Paper 9 (2017)
Additional duty rates on goods from the USA

Customs Information Paper 8 (2017)
Update to the Customs Handling of Import and Export Freight system

Customs Information Paper 7 (2017)
Tonga and Ukraine removed from the General System of Preference

Customs Information Paper 6 (2017)
National Clearance Hub: new address

Customs Information Paper 5 (2017)
Changes to declaration type for special territories of the EU

Customs Information Paper 4 (2017)

Change to the amendments that affect your UCC authorisation

Customs Information Paper 3 (2017)
Export Accompanying Documents: new address
Customs Information Paper 2 (2017)
Central Community Transit Office: new address

Customs Information Paper 1 (2017)
Tariff changes for countries in the General System of Preference

2016

Customs Information Paper 70 (2016):
Importation of equipment pre-charged with hydrofluorocarbons (HFCs)

Customs Information Paper 69 (2016)
Annual revalorisation of the euro to pound sterling

Customs Information Paper 68 (2016)
Raw Tobacco Approval Scheme

Customs Information Paper 67 (2016)
Introduction of Registered Exporters (REX) System

Customs Information Paper 66 (2016)
Power to search vehicles or vessels

Customs Information Paper 65 (2016)
Customs examination powers

Customs Information Paper 64 (2016)
Formalities for the export of union goods from the UK

Customs Information Paper 63 (2016)
Export declarations - free circulation goods bound for the special territories of the EU

Customs Information Paper 62 (2016)
Reclaim of Import VAT regarding entries made to authorisation by declaration (simplified) inward processing

Customs Information Paper 61 (2016)
Forest Law Enforcement Governance and Trade

Customs Information Paper 60 (2016)
Customs Comprehensive Guarantee new status code for CHIEF

Customs Information Paper 59 (2016)
Forms to use for a new deferment account



Federation Companies 2017/2018

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

Bedington

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
Maersk Line UK & Ireland
VM Liner Ltd

Glasgow

Henry Abram & Sons Ltd

Goole

Danbrit Shipping Ltd

Grangemouth

Denholm Wilhelmsen Ltd
GAC Shipping (UK) Ltd
W. Knight Watson & Co Ltd

Hull

Dan Shipping & Chartering Ltd
J R Rix & Sons Ltd
John Good Shipping 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
O'Keeffe & Partners
S5 Agency World Ltd
Sequana Maritime Ltd
Simpson, Spence & Young 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

Inchcape Shipping Services Ltd
Wainwright Bros & Co Ltd

St. Peter Port

Allied Coasters Ltd

Stallingborough

Selvic Shipping Services Ltd

Stansted

Kestrel Liner Agencies 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

Guayaquil

Andinave

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

