

27th August 1997

TO ALL MEMBERS

Dear Sirs,

TRAINING VIDEO - CARGO LOSS PREVENTION ON BULK CARRIERS

A training video has been jointly sponsored and produced by the Managers and Videotel Marine International Limited. The video is entitled "**Loss Prevention on Bulk Carriers**".

The video is designed to help ships' crews and shore-based managers to understand their part in reducing cargo claims on bulk carriers. It examines the most frequent causes of cargo loss and damage and outlines simple precautions which can be taken to ensure that bulk cargoes arrive at the discharge port in the same condition as they were loaded.

Caring for the cargo is vital to the success of any voyage and bulk cargoes demand particular care if shipowners are not to face claims for shortage and damage. The video explains the operational procedures designed to prevent losses including understanding the needs of the particular cargo, hold cleanliness, hatch watertightness, quantity checking, vigilance during loading, correct ventilation and monitoring during the voyage as well as steps to be taken at discharge.

The video is supported by a booklet which contains check-lists, reference material and examples of the types of documents referred to in the video.

A copy of the sales brochure for the video is attached to this Circular.

Members of the Association are entitled to a 20% discount on the price of either purchase or rental. Details concerning costs and ordering should be obtained from:

**Videotel Marine International Ltd
84 Newman Street
London W1P 3LD
England
Tel: +44 171 299 1800
Fax: +44 171 299 1818**

Members should confirm their membership of the Association when contacting Videotel to obtain the appropriate discount.

Yours faithfully,
A.BILBROUGH & CO. LTD.
(MANAGERS)