



The London P&I Club

CLUB News

JULY 2016 | ISSUE 78

Free reserves increase as Club reaches 150 years

This edition of *Club News* is published shortly after the announcement of the result of the UK referendum on membership of the European Union. The full ramifications of this decision are still to be understood, and the current indications are that the formal procedures under Article 50 of the Lisbon Treaty are unlikely to be triggered in the near future.

At this stage, the Club is monitoring developments very closely indeed, with all relevant areas being kept under careful review so we can take a proactive approach if necessary and as all of the implications of the decision become clearer. Members will be kept advised of developments.

In the meantime, in mid-June we published the Club's 2016 Annual Report. On the financial side, this includes news of a challenging investment environment in 2015/16, but also a much improved underwriting result and an overall surplus for the year of US\$3.3m. This lifted the Club's free reserve to US\$160.7m – an all-time high at a time when we mark our 150th anniversary. On the Membership side, the Annual Report also highlights growth in the Club's owned entry, along with progress in our charterers book of business and our recently launched P&I cover for owners of ships of up to 7,500gt. We have been very pleased to welcome business from existing and new Members in markets where the



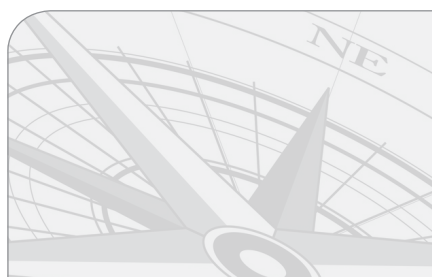
The *Ince Tokyo* is entered in the London P&I Club by Ince Denizcilik ve Ticaret AS, Members since 2015.

Club has enjoyed long-term involvement, and where we have been working hard to increase our participation over the last few years.

We firmly believe that the effectiveness of the Club's focus on high quality and specialised service is supported by close contact and strong working relationships with our Members as well as other Shipowners, charterers and brokers. On pages 2 and 3 of this *Club News*, we look at examples of some of our work in this area, reporting on recent successful seminars in Hamburg and Piraeus. And on page 4 we feature Frank He from our Hong Kong office in the First Person section. Frank is involved in both underwriting

and claims matters for many Members in the Far East, and in the arrangements for several seminars that we will be holding in the region later this year as part of the Club's anniversary celebrations. Members will receive information about these – and other events planned for 2016/17 – in due course.

The London P&I Club's Annual Report 2016 has been published and is available online [here](#)



GERMAN EVENT PROVES A POPULAR FIRST



GREECE: P&I MATTERS



CLUB PEOPLE FRANK HE



German event proves a popular first



The Club hosted a seminar and reception in Hamburg as part of a series of events held to celebrate the Club's 150th anniversary during 2016/17.

More than 60 guests gathered at the Side Hotel in May for the Club's first event in Germany. Victoria Papageorgiou, from the underwriting team who organised the event, began by welcoming members of the audience. Underwriting director, Reto Toggwiler, then gave a summary of recent developments at the Club, including a review of its financial progress (detailed in the 2016 Annual Report – see page 1).

This was followed by a discussion on Dangerous Cargoes which was led by claims director, Ian Barr, and Simon Leslie, associate director. The topic was chosen due to the Club's experience in the issues surrounding the carriage of calcium hypochlorite and self-heating coal in particular. During their presentation, Ian and Simon outlined the challenges in various markets that can lead to the mis-declaration of dangerous cargoes. They also explained the steps that can be taken prior to loading in the current regulatory environment, and the practical assistance the Club can provide Members, based on its knowledge of such incidents over many years.

The session also featured guest speaker, Vivienne Pitroff, a senior partner at Holman Fenwick Willan (HFW) in London. Vivienne looked at some of the potentially complex legal issues arising, and used the *MSC Flaminia* as a case study – a casualty in which she was instructed. An informal reception was then held outside on the hotel balcony where guests met and discussed various issues with other members of the Club's German team, including Paul Bixley and Victoria Dyson.



(L-R) Reto Toggwiler, Andrew Leir (HFW), Ian Barr, Vivienne Pitroff (HFW), Paul Bixley, Simon Leslie, Victoria Dyson and Victoria Papageorgiou at the event in Hamburg

Reto Toggwiler comments: "The Club has had a presence in the German market for many years, and my work on our 150-year history showed that business from here was first entered with the Club in 1952.

"It is a market in which the Club has been making encouraging progress recently, and where the work of Victoria Papageorgiou and other team members is paying off. There have been new entries from local Shipowners and charterers, and an increase in the level of inquiries being received."

Simon Leslie adds: "It was very pleasing to receive such a warm welcome, and to see such interest in the subject from the various owners, charterers and brokers in the audience.

"The excellent attendance at this, our first seminar in Germany, is consistent with the progress that our Club's German team has been able to make. We see a very strong overlap between the market's interest in quality, specialised P&I support and the Club's approach to our Members."



The successful event finishes with a reception for the more than 60 guests



The Club's Greek office team:
(back L-R) Mira Mirouseva,
Ioanna Exadakytylou,
Joanna Pavlidis, (front L-R)
Fay Lampropoulou, Despina
Malaxianaki, Theodoros
Alfantakis and Athina Sirimi.

Greece: P&I matters

One of the key factors in the Greek office's decision to move in 2013 to its current premises was the in-house auditorium which accommodates 50 people. It was the Club's ambition to be able to host talks for the local market on topics of interest. Three years on, our Greek team has a well-developed programme of talks which take place every two months.

Associate director, Joanna Pavlidis, comments: "The subject matter of the talks over the last few years has been wide-ranging, from practical matters to presentations with a more legal focus. We have been delighted by the support which we have received from the market, and pleased that the talks are generating interest amongst our Members and other friends. The shipping community here is very close anyway, but the presentations provide us with further opportunities for valuable face-to-face contact with our Members."

In addition to talks from members of the Greek team, other sources of expertise are drawn upon to bolster the programme. For example, in May, Paul Amos from the London office gave a presentation on pollution issues, along with Tim Wadsworth of ITOPF.

Joanna explains: "Fortunately, pollution incidents do not occur so often nowadays, but they can give rise to multiple issues, making it challenging for people to have an overview of how the component parts fit together. In this case, we structured the event so that Paul focused on Club cover and our casualty response role, whilst Tim gave a briefing on the technical role of ITOPF.

"Inevitably, because they act as technical advisers on how to

deal with pollution and its consequences, Tim had plenty of case studies illustrating the importance of technical planning and effective execution of clean-up operations to help make the seminar really come alive. Typically, our presentations are followed by a discussion session and this was no exception. There was much interest in the challenges which ITOPF had faced along the way so it was a great opportunity for the local market to have access to ITOPF's technical expertise."

Joanna continues: "Our session on 14 July was completely different, but very topical. E-bills seem to be gaining traction amongst the traders, and various Members have been asked to participate in trials, but until you have done that, the process is a bit of a mystery. ESS Docs Paperless Trade Solutions came into our London office a few years ago when there seemed to be renewed efforts to introduce e-bills. Our London colleagues thought it very useful in understanding how the system works in practice so it made sense to invite them to come and explain the process to the market more widely.

"We are pleased that Katerina Anagnostara and Nancy Chrysanthopoulou were able to come and demystify the process for our Members as it seems likely in the digital age that the market will move this way."

CLUB People



FIRST Person

Frank He

Manager (Claims & Marketing), Hong Kong

Good communications and a creative approach underpin Frank He's work in our Hong Kong office.

Frank joined the office in 2013, from where he is responsible for much of the Club's marketing in the region, especially in China. But Frank's background prior to joining the Club means that he is also able to play an important part on the claims side of the business and particularly in casualty cases.

Frank graduated in 2006 from Dalian Maritime University in China and became involved in the shipping industry straightaway. His experience includes the handling of P&I and hull and machinery claims in Singapore as an assistant manager of an in-house claims consultancy for one of the world's largest shipping companies. He also worked in marine underwriting for one of the top Chinese commercial insurers. He went on to gain a UK Masters Degree in Maritime Law while at the University of Southampton.

Frank comments: "I studied logistics engineering in China which included courses in shipping management, which triggered my interest in the business. Looking back, I think it was inevitable that I would enter the world of shipping as many of my friends and alumni are now also in the industry!

"My dual roles of marketing and claims in the Club are quite a challenge, and also very interesting. Importantly for me, my work means that I am able to

travel regularly, meeting Members and business partners across different regions. All of this plays a part in helping to keep me up to date with developments across shipping and, for example, the various laws and regulations to which Shipowners and charterers are subject."

Providing a valuable service not only involves studying the latest developments in the industry, Frank believes: "Good communication is important in helping to solve problems, as is being creative in terms of thinking and ideas to help to find tailor-made solutions for particular inquiries or claims."

Frank also appreciates the working environment at the Club. "I do like the open-minded culture here on both the underwriting and claims sides of our business. We are in the business of providing solutions, rather than simply identifying problems, and practical suggestions and ideas are always well received."

Frank is also involved in giving presentations, seminars or workshops on topical claims issues. In addition to mainland China, the business often takes him to Singapore, Indonesia and London, with marketing visits to some other places in the region also planned in the near future.

MANAGEMENT News

In recent weeks, we have welcomed Katie Lilley to the claims team in Hong Kong, and Andreas Vrontakis to the claims team in the Greek office.

Also joining the Club have been Triona Dove and Anthony Cage as ship inspection co-ordinators, and records technician, Davina Bose, all in the London office.

Club activities have included Simon Leslie giving a presentation on sanctions to Eagle Bulk at the company's offices in Singapore during March; as well as the events in Germany and Greece described on pages 2 and 3.

At the start of June, the Greek office hosted another successful Open Day in the lead-up to Posidonia.

Congratulations go to Dan Sibthorpe and wife Sarah on the birth of their daughter Darcy Dora in March, and also to Mohan Velupillai and his wife whose baby girl, Keerthana, was born in June.

In April, chief executive, Ian Gooch, celebrated 25 years' service with the Club.

Outside work, Frank is a keen hiker – including trekking to a volcano in Indonesia – and has also been driving in Malaysia and back-packing in Vietnam. Running, swimming and tennis also keep him on the move. When in the UK, Frank has found time to hike around the Lake District in Cumbria and go on a trip to the Orkney Islands.



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