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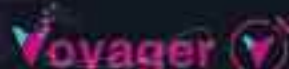
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*The SHIP Supplier*

**Issue 55 2012**



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Published on behalf of The  
International Shippers &  
Services Association by



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The *Ship Supplier* is published by the International  
Shippers & Services Association and is entirely  
devoted to reporting on the dynamic and diverse Ship  
Supplying industry.

The worldwide readership includes all members and  
associate members of ISSA, chief purchasing officers, other  
senior personnel with purchasing responsibility and most  
marine and trade related organisations.

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# Foreword

Dear ISSA Members and Maritime Colleagues

**T**his year promises to be an exciting one as London plays host to the first of three ISSA annual Conventions.

Preparations are well underway for the 58th Conference and Trade Exhibition and you can read more about it on pages 44 and 45. The website is up and people can see what Convention will offer by visiting [www.shipsupply.org/conventions](http://www.shipsupply.org/conventions). You will also be able to find out more about sponsor and exhibition opportunities as well as secure your attendance by registering directly on the website.

Before we reach that time, we shall have the first ever Regional Meeting in India, a key area where we know there are many associate members and potential members who would like to discover more about the association.

We decided to hold the meeting in two places – in Mumbai on Saturday 2nd February and Chennai on Saturday 9th February - the reason being that India is such a vast area and we wanted to give as many associate members as possible the opportunity to attend.

We have sent a form to all associate members in India so they can register their interest and we have already received many replies. We also plan to invite managers, owners and other maritime representatives. The response so far has been extremely positive and confirms our belief that a meeting in India was the right thing to do.

Both meetings will be held over one day and we will tell participants what we do, how and why we do it, and that way we might also encourage people who are not already members to join.

Topics will also include ISSA's strategy, the importance of the ISSA

Quality Standard and the need for associate members to make use of their assigned representative on the ISSA Assembly, as well as more information about the annual Convention.

We hope it will give people a sense of importance and a connection to ISSA - the organisation is based far away and often all they see is the logo, so we hope this will demonstrate whom and what is behind the logo.

I have never been to India though some of the other attending Executives have, so I expect it to be very interesting as well as providing the opportunity to visit some of our maritime colleagues. If anyone wants further information they can email ISSA Secretary Spencer Eade at [secretariat@shipsupply.org](mailto:secretariat@shipsupply.org)

We are also working on getting the Watchdog initiative up and running. It is one of the top priorities at the moment and hopefully we can present the project at Convention in May.

We agreed at the Executive meeting in October to produce a survey to give members the opportunity to give their views on the new ISSA Education Programme - to learn more about this exciting Programme and this important survey, please see pages 30-31.

InterManager also held its AGM in Copenhagen in October and Wim Van Noortwijk, ISSA Executive Vice President, was elected as one of four Vice Presidents for InterManager, so this will strengthen even further our relationship with the association.

Finally, I would like to wish you all a happy and prosperous 2013.

Jens Olsen  
ISSA President

You can keep up to date with the latest news on the ISSA website at [www.shipsupply.org](http://www.shipsupply.org) and send in your comments and views to the ISSA Secretariat either by phone on +44 (0)20 7626 6236; Fax +44 (0)20 7626 6234 or alternatively email [secretariat@shipsupply.org](mailto:secretariat@shipsupply.org)



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# India

## Offshore balances loss in iron ore market

**T**he growing offshore oil and gas sector in India is giving some welcome relief to many of the country's ship suppliers as they lose trade due to the diminishing iron ore market.

"India has traditionally been a leading exporter of iron ore and this time last year, GAC India provided ship agency and specialist dry bulk services for an average of 25 ships exporting iron ore per month," said Paul Haegeman, Managing Director, GAC Shipping India.

"However, legislative changes and mine closures have slowed down the export of iron ore at many key sites across India, particularly in Goa and Karnataka. Indian's iron ore exports have reportedly declined by over 50%, and the effects on the shipping industry are certainly being felt, with reduced demand for ship agency services."

While the iron ore market is decreasing, the offshore oil and gas sector is growing rapidly, providing a boost to the shipping and specialist logistics sectors involved in upstream and downstream activities.

Off the east and south east coasts, a number of blocks have been allocated for exploration and production, with several large contracts being awarded recently, said Mr Haegeman.

There have also been renewed drilling activities in India's oldest and most developed oil field, Mumbai High, which he said would significantly improve India's ability to meet the rapidly increasing domestic demand.

"The growing offshore oil and gas sector has given rise to an increase in the demand for

ship supply service," said Mr Haegeman.

Despite iron ore exports reducing there have been some positive signs in the bulk trade too with Indian energy companies importing coal from countries such as Brazil and Australia among others.

He said India was one of the world's leading importers of coal, used to power the country's rapid infrastructural growth and to meet its domestic demand, and GAC, which operates from 29 of the country's ports, had seen an increase in imports particularly across the east and west coast terminals.

"In time, we expect this to lead to a marked increase in the number of dry bulk carriers calling at the country's ports, as we shift to importing coal rather than exporting iron ore."

Indeed, a number of private companies have developed additional coast terminals to meet this demand.

The government, too, has recognised the need for ports with better infrastructure for mechanical handling and deeper drafts to accommodate new generation ships, and is encouraging private entrepreneurs to invest in and help develop ports.

"We are seeing a growing number of new ports being developed by private companies – both container terminals handling new generation container ships and new LPG/LNG terminals," said Mr Haegeman.

"Much of this development is being driven by the private sector, with support from the Indian Government. However, the process of awarding the projects is sometimes slow, especially when it involves private companies partnered with established international container terminal operators and, as a result, there are some delays in the development of new terminals."

So, how does he expect business to develop over the next 12 to 18 months?

"We expect the offshore industries to continue to develop, with more fields going into production mode and many more blocks being allocated for exploration. The rise in coal imports will continue to contribute significantly to the Indian shipping industry and increased infrastructural development will also add a boost to the industry." ■





# Plans underway for India Regional Meeting

Preparations are well underway for ISSA's Regional Meeting in India in February, with the event taking place in two locations.

The first day-long conference will be on Saturday 2nd February at the Courtyard Mumbai International Airport hotel, with the second taking place at the Trident Hotel in Chennai on Saturday 9th February.


Associate members have been invited and it is hoped that many other suppliers currently not in ISSA will be in attendance, along with ship

managers, owners and other representatives within the maritime industry.

The one-day workshops will outline what ISSA can offer to members and potential members along with outlining plans for the annual 58th Convention & Trade Exhibition which will be held in London on 31st May and 1st June 2013.


For more details and to book your place please contact ISSA Secretary Spencer Eade at [secretariat@shipsupply.org](mailto:secretariat@shipsupply.org) ■





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## Uruguay

### Prudence is key

**B**usiness is booming for the ship supply market in Uruguay and it is mainly down to two factors, according to Mario H Fernandez del Puerto, President of the Uruguayan Ship Suppliers & Repairs Society.

The most important one is the geographical location, particularly as the cruise market has increased in South America – by 20% over the past two years – while excellent governmental legislation and regulation have also helped the country to develop from a point of investment.

“The ship supply market in Uruguay at the current time is in a good way,” he said.

“Ports are permanently active and growth in logistics and the import-export market is a permanent support for more vessels in our ports.”

Though business is increasing, he said it was very important for ship suppliers not to be complacent and to play close attention to the market as a whole including new regulations and customer profiles.

Challenges currently being faced by ISSA members there included difficult financial situations with some Greek companies and late payments with companies from certain countries.

“We also have to consider that we have to be very competitive with

our prices too,” said Mr Fernandez del Puerto.

“It is very important to keep in mind that, today, prices are a main factor when choosing a ship supplier.”

The President said he could see business growing over the next 12 to 18 months, though suppliers would have to carefully consider plans and developments in the country’s commercial and industrial agenda.

“Our sector has to be very prudential. Every day things change and challenges come from all angles. We must be very conservative regarding the big changes in the world economy and always control the growth in order to consolidate the stability that our industry needs.” ■



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# Canada

## Currency making business tougher

With many vessels coming from US ports as they make their way up Canada's two coastlines, the country's ship suppliers often have to contend with a currency issue.

The Canadian dollar used to have considerable strength over its US counterpart but the advantage is now no longer there, according to Rocky Rocksborough-Smith, ISSA Senior Executive Vice President and President of the Canadian Ship Supply & Services Association.

"This currency advantage offsets the disadvantage we had in terms of pricing in general where the United States with its much larger market could produce goods, especially dry stores much more competitively," he explained.

"Now, however, with the two

currencies being virtually on par and still with the American production advantage, it has made the ship supply business that much tougher.

"Customers are mainly coming to Canada for the commodities – coal, wheat, sulphur, potash etc – at least certainly on the west coast where the greatest amount of tonnage lies. There is business from general cargo vessels and cruise ships but the latter is particularly seasonal.

"It really is a case of who is after what commodity – there is really no set pattern, it could be China, Japan, Russia or Korea," said Mr Rocksborough-Smith.

As for the east coast of Canada, the trade is mostly coming from Europe, America, South America and South Africa, mostly dealing with similar commodities to the west coast with the addition of commodities such as paper, gyproc and salt. The east coast is also dealing with more offshore exploration and drilling for oil and gas as well as fishing.

In the St Lawrence River and Great Lakes region, the commodities being moved are also similar to those on the west coast, however iron ore, paper and salt are also big movers.

Theresa Cardinal, of the

CSSA Secretariat, said: "The Great Lakes provides an excellent avenue for farmers in Canada and the mid-west United States to ship their commodities to markets around the world.

"However, ship owners transiting in the Great Lakes these days are posed with many more challenges. Vessels are now having to respect the increasing standards being imposed on them by federal and state regulations for ballast water treatment and emissions, which are not currently seen anywhere else in the world."

Ms Cardinal also said the Great Lakes trade was becoming more of a specialised trade which, in the end, could result in vessels being built strictly for trading in the Great Lakes and trans-shipping their cargos onto larger vessels in the river for export.

As the world shipping market continues to struggle so does the ship supply market and like many other parts of the world, business is showing no signs of improvement in the immediate future.

"It's certainly not increasing, at least not to any appreciable event, and it's probably safe to say it's not decreasing but rather remaining flat. Some companies are showing marginal gains, but most are happy to remain steady given the nature of the market.

"Over the next 12 months I see little change," added Mr Rocksborough-Smith. "Possibly, by 18 months, yes, again taking a cue from the international shipping community where talk suggests that toward the end of 2013 we should see gradual improvement." ■







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# United States

## Fracking boom affects suppliers



While 'fracking' has become a buzzword in the energy market, ship suppliers in the US are seeing an impact on their business as the number of ships in this sector decreases.

Advances in technology have now made it possible to extract oil and gas reserves from shale rock and in mountainous areas of the US it is becoming a booming industry.

"In places like North and South Dakota there are boom towns. It's like the old Wild West and people who don't have jobs are flocking there," said Alan Kotz, ISSA Representative for the National Association of Marine Services and President of Baltimore-based R S Stern.

"They say the United States has unbelievable reserves of oil and gas and up until recently we just didn't know how to get it out of the rock. So, this has affected a certain sector."

The LNG market is also very slow since the earthquake and tsunami in Japan last year: "They are paying a much higher price than US receivers of this product are willing to pay so it is practically non-existent, and that was a nice piece of business for a lot of suppliers," said Mr Kotz.

In other areas, such as Philadelphia which was known as a big tanker port, refineries are being closed down, many of them because they are so old: "Now they are just

bringing in the finished product instead of the crude oil and that is affecting suppliers."

Despite the downturn in some sectors, Mr Kotz said business had been balanced by stronger activity in other markets: "In some areas it has steadily been returning to the levels of 2008. For example, in my own area in Baltimore, bulk exports of coal are very strong and the importing and exporting of automobiles is very strong, as is the container business.

"Overall, we are all still here and there are some very strong markets. I think the most important thing is to control our expenses in these difficult times." ■



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# Brazil

## Dark clouds now over Brazil

The “dark clouds of the worldwide crisis” which so far has largely affected Europe are now hovering over Brazil, according to the Vice President of the Brazilian Ship Suppliers Association, Paulo Rodrigues.

“As a consequence, it is bringing a considerable drop in the overall profitability of the business and an increase in competition among its members,” he said.

“Payment terms have worsened considerably, with customers in general taking much longer periods to honour their debts. One of the main worries is the ever-growing

number of non-payments and the unbelievable quantity of ships being arrested on such routes along the Brazilian coast.”

Mr Rodrigues said large wholesalers had also “invaded” the important niche of cruise ships, bypassing traditional ship suppliers – their former clients – and in doing so drastically reducing the number of genuine ship chandlers supplying to cruise lines.

However, there is also some good news for the country’s suppliers in terms of the cruise ship sector and despite all the negative issues, it is expected to grow about 3.5% in the coming year.

The oil and gas sector too is remaining a positive sector for suppliers, guaranteeing steady growth for many years to come.

“This has become a key area with substantial official investments budgeted,” said Mr Rodrigues.

“Ambitious projects are being planned and financial and technological support is not a problem at all. This has encouraged many foreign interests to come to Brazil and seek every imaginable form of cooperation with local entrepreneurs which would, in principle, ensure that occasional legal or fiscal restrictions to foreign money are easily overcome.” ■



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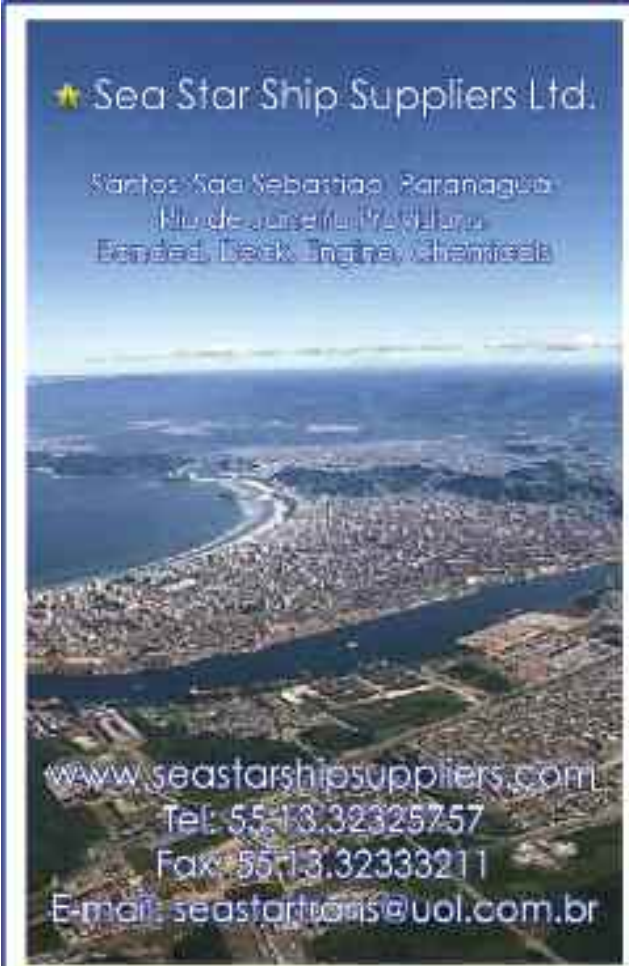
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# New laws could change fragrances forever

Some of the world's most iconic scents could change forever if new European Commission (EC) legislation is brought in forcing perfume-makers to change the formulas of their fragrances.

Regulations could be brought in restricting the use of natural ingredients linked to allergies, if recommendations issued in July by the EC's advisory Scientific Committee on Consumer Safety (SCCS) become law.

Allergy to fragrance ingredients is thought to affect between 1% to 3% of the European population and in 1999 the committee identified 26 fragrance allergens and consequently introduced the Cosmetics Directive 76/768/EEC requiring manufacturers to list these ingredients individually on the label of cosmetic products containing them, when they are present in the product above certain low concentrations.

Since then, more information has come to light on allergens prompting the SCCS to review the list and the new recommendations include restricting the use of 12 substances including citral, found in lemon and tangerine oils, to 0.01% of the finished product. They also propose an outright ban on tree moss and oak moss which provide base notes for two of the most popular scents - Dior's Miss Dior and Chanel's No.5.

Dr Christopher Flower, Director-General for The Cosmetic Toiletry & Perfumery Association, the voice of the

cosmetic, toiletry and perfumery industry in the UK, told *The Ship Supplier* not everyone shared the SCCS's opinion.

"There needs to be a gathering of other views so that the actual, as opposed to hypothetical risk can be assessed. After all, you could say that if you know you have a sensitivity to fragrance, simply choose fragrance-free products rather than spoil the enjoyment of others who have no problems with the use of fragrances, in the same way we don't ban peanuts, shellfish or strawberries, yet many people can't tolerate these foods."

He said the fragrance industry was currently involved in a discussion with the EC to ensure the next steps were taken on the basis of clear facts and data.

Katerina Apostola, Press and Media Officer for Health and Consumer Policy at the European Commission, said: "No proposal for measures has yet been made by the Commission. The Commission is currently reflecting on the most proportionate and adequate means to implement this opinion in order to ensure consumer information and safety, while maintaining sector innovation and competitiveness."

Three years ago, the Cosmetic Products Regulation, EU Regulation 1223/2009 was also adopted replacing the Cosmetics Directive to bring about an internationally recognised regime which reinforces product safety.

Although most of the provisions are not applicable until it officially comes into force on 11th July 2013, some have already been enforced.

It includes the requirement that all products and their raw materials will have to be disclosed on an EU database, so in the case of an adverse event where a cosmetic ingredient may be affecting the consumer this can be dealt with sufficiently. The new laws are not expected to change too much for larger or medium sized companies but are aimed at tightening up current regulations regarding formulation and supply of cosmetics.

However, Tea Kuosmonen, Product Manager, Perfumes & Cosmetics for ME Group in Finland, said: "New legislation has not been affecting the market yet. In the Travel and Retail business, bigger problems occur such as the volcanic eruption in Iceland two years ago. People stopped travelling for a while."

ME Group supplies duty free to passenger ferry lines operating between Finland, Sweden and Estonia and stocks thousands of different items. The biggest suppliers are L'Oreal Luxe Travel Retail, Procter & Gamble, Estée Lauder group and Christian Dior perfumes.

Ms Kusomonen said it was vital to maintain a close relationship with brand owners: "All new launches are not always successful so we need to keep our eyes open and follow the market at all times to avoid making the wrong decisions." ■



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# Staying alive





“Money is a bottomless sea, in which honor, conscience, and truth may be drowned,” wrote the famed Russian Romantic poet Ivan Kozlov, but from the *Titanic* to the *Costa Concordia*, high profile incidents at sea have proven that maritime safety is one area where no monetary expense should be spared in ensuring seafarer and passenger safety, in addition to the continued good conscience of responsible shipping companies.

Liferafts form a major element of crew safety, but only by ensuring these are regularly serviced and that they hold the correct equipment within them, can seafarer safety be assured.

As Hans-Henrik Madsen, Vice President Global Service, VIKING Life-Saving Equipment, told *The Ship Supplier*, if a shipping company fails to service its liferafts regularly, in line with the International Convention for the Safety of Life at Sea (SOLAS), the ‘worse-case scenario’ can be extremely negative, both for safety onboard and for a ship owner’s reputation: “When we service a liferaft, we issue a certificate stating that it will be functional for the following 12 months. If you haven’t had your liferafts serviced before the expiry of their certificates, you have veered into non-compliance with international regulations. As a result, there is a high probability that Port Control will ban your vessel from sailing on.

“That will of course delay any travel schedules, but you will also have to pay expensive overtime to stay in port. On top of that, you will have to have your liferafts taken off your vessel and transported to the nearest servicing station, regardless of distance, country borders involved, high local prices and possible overtime payment.”

So, failing to keep liferafts regularly serviced can prove to be an expensive game, but Mr Madsen said owners can ensure they never forget to act on this through a notification service, such as VIKING’s Shipowner Agreement,

which includes a dedicated service planner, to notify the ship owner well in advance, in addition to agreeing the most optimal time and place to have liferafts serviced at one of VIKING’s 270 certified servicing stations. VIKING also offers readily serviced liferafts onboard in exchange for those requiring service, in a transaction which takes just a few hours.

“We are committed to ensuring that liferaft servicing does not disrupt your operation more than it absolutely has to. By servicing their liferafts annually, ship owners achieve the highest possible probability that a liferaft will inflate when needed,” Mr Madsen said. VIKING liferaft stations employ specially trained technicians and are audited to ensure they perform servicing in line with VIKING’s detailed service manual.

For ship owners, the importance of receiving liferaft servicing on a global basis cannot be understated in our global industry and as Mr Madsen said: “Ship owners and managers would like to be able to get as much of their safety equipment serviced where they need it at predictable costs, so it is important to have access to servicing stations that service more than liferafts.

“However, a network is not just a numbers game. It is important that our customers can get their safety equipment serviced where they are. That’s why the number of VIKING-certified servicing stations in Asia and BRIC markets have grown considerably. Instead of sheer numbers, substance, transparency and what’s really included in the network are the most important parameters to our customers.”

Drew Marine Signal and Safety, manufacturers of well-known safety brands Pains Wessex and Comet, is another company dedicated to creating products in-line with SOLAS but with focus on pyrotechnics – including those which must be carried on lifeboats. Every SOLAS liferaft must carry a specific arsenal of pyrotechnics – six

## Flaring up

How pyrotechnics save lives

- German fisherman Norbert Fischer (55) got into trouble in the Baltic Sea when his cutter sank after net cases moved onto one side, causing the boat to take on too much water. After enduring sea temperatures of 3°C for 15 minutes, he used two Comet Red Handflares which were spotted by the German search and rescue, the DGzRS, who rescued him.

- Gary Guy got into trouble after the engine cut out while he was taking his nephew wakeboarding off Aberdovey Beach, at Ynyslas, Cardigan Bay, in Wales. Just before the pair were knocked from the boat by a huge wave, Gary grabbed his emergency bag. He successfully fired two Pains Wessex Orange Handsmokes which were spotted by off-duty Borth RNLI Lifeboat Operations Manager Ronald Davies who was on the shore, and a team of RNLI volunteers from Aberdovey sped out to rescue the stricken pair.

red hand flares, four red parachute rockets and two three-minute orange smoke signals. Every ship that is regulated by SOLAS under the International Maritime Organization (IMO), which Drew Marine Signal and Safety estimates to be around 80,000 to 85,000 commercial vessels globally, will carry SOLAS liferafts onboard and so, must carry these pyrotechnic items within these liferafts.

Chris Feibusch, Territorial Sales Manager for Southern Europe, Far East and the UK, said there are very clear rules about what must be carried onboard lifeboats but in addition, there are specifications which mean Drew Marine Signal and Safety must open their factories for rigorous testing of

products on an annual basis. "The testing is quite sophisticated, measuring light intensity, colour spectrums, temperature cycles for a number of days at extreme temperature cycling. That kind of thing needs expert equipment that's independently calibrated and having that kind of testing equipment within our own factory allows us to continually proof our products."

That said, Pains Wessex and Comet products do not require testing after purchase and once they have been put onboard they are "fit and forget" as Mr Feibusch confirmed: "They have an expiry date, but within this marked service life of three years they are completely maintenance-free and will perform on day one as they will on the last day of their stated service life."

Mr Feibusch cites his enjoyment of dinghy sailing as a young man as what

sparked his professional interest in safety onboard: "I came into this industry via the leisure industry. When I was growing up, flares were very much a part of what you had to carry onboard, though electronics have become much more sophisticated nowadays, there is still a great need for pyrotechnics and safety equipment – it's a case of covering all bases."

But does Mr Feibusch believe safety is the number one concern in commercial shipping? "I would say it is pretty high up the agenda," he said. "If you were talking to a ship owner or cruise operator, their shareholders may be more concerned about the bottom line which is why some companies only fulfil minimal standards for safety requirements, but sensible companies should put safety at the top of their agenda."

Of course, a catastrophe at sea can not only mean loss of life but also a

complete loss of reputation for a shipping company and as Mr Feibusch pointed out, litigation can also prove very costly for ship owners and so, some of their policy will be dictated by insurers. "However, more than anything, our world is all about SOLAS and IMO – so apart from the commercial situation, regulation, for a lot of companies, is a box ticking exercise which they have to carry out."

"If a product has the 'Ship's Wheel' mark on them, this identifies it is approved under SOLAS regulations – this is good enough and ticks the box and is all that is required for some shipping companies." But he added that the cheapest options are not always the best: "A lot of ship owners would want to align themselves with companies such as ours to show they are taking safety seriously – our ethos and business is based on high quality." ■



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Lifeboat davits and release hooks have been involved in a number of accidents, including fatal ones. The causes consist of inadequate maintenance, design faults and poor training. These accidents led to concerns about the functionality and safety of the hooks which in turn made the crews hesitant to perform these all-important drills. It is therefore safe to say that the lifeboat's reputation among crews all over the world has been tarnished as a result of these accidents.

At VIKING, our certified service technicians service lifeboats, release hooks and davits in accordance with IMO regulation MSC.1/Circ. 1206. In addition, our focus has been on being ready to help our customers to comply with this new regulation which we also envisage will be a dramatic improvement to lifeboat safety. We have already signed co-operation agreements with two of the world's leading LRRS manufacturers. Our safety experts are ready to guide our customers through the entire process as the time it takes to replace an LRRS depends on the design and condition of the existing system and how many modifications are required. ■

  
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Talks exclusively to:

## Koji Sekimizu

*Secretary-General, International Maritime Organization (IMO)*

With so much happening in the shipping industry – piracy, ballast water treatment, the environment/regulation of Green House Gas (GHG) emissions, as well as global implementation of the Maritime Labour Convention and the need for increased flag state implementation, there is a lot on the plate of the newly elected International Maritime Organization (IMO) Secretary-General, Koji Sekimizu. However, one thing is for sure, Mr Sekimizu has a realistic approach to what can actually be done with limited IMO resources.

By far the highest profile issue facing the shipping industry is resolving the Somali piracy scourge – but as the IMO Secretary-General admits, arriving at a solution is a difficult proposition: “We are all struggling when it comes to Somali piracy. We have resolved piracy in the Malacca Straits as the countries there are co-operating to settle the piracy cases and when the governments take action they can achieve this. When it comes to Somalia it is a different story. An important aspect is that the IMO will act to handle all anti-piracy measures, by co-operating with navies and encouraging the shipping industry to apply best management practices.”

Regarding the key issue of using armed guards onboard, he added: “I have proposed that the Maritime Safety Committee debates it this year. But it is not an easy task as flag states and port states have different views but the shipping industry is moving more

and more towards involving private armed security guards. We have not yet finalised our position on the issue but it is important that the IMO will involve all partners. We have a clear mandate to handle this matter.

“The UN is acting on this matter but it says it is a matter of political policy decision-making. We all know that and we are struggling with our limited resources to see what we can do. We will make efforts to bring this matter to an end but I cannot tell if it will be resolved. It is easy to say we need political decisions, but it is more important that we ensure real substantial progress involving all partners, shipping and the Member Governments. We need an all-inclusive approach.”

But with so many other challenges to solve, how will Mr Sekimizu approach his new role? “It is still early days in my tenure as Secretary-General. Not only the shipping industry but also the world economy is really facing difficult times but at the same time we have many issues that are not resolved. We have the piracy issue and we also have to make significant progress towards a greener carbon-free economy and the debate on Green House Gas emissions.” This was against the backdrop of a financial crisis in Europe and the impact this may have on these countries’ ability to honour their financial commitments to the Organization and to implement the important IMO instruments.

Another large element of work for Mr Sekimizu is the Maritime Labour



Convention, which will enter into force in August next year after it was ratified by the 30th IMO Member Government this summer. And while the Convention is very much an ILO composed instrument, Mr Sekimizu is not lost in its significance, especially as the global industry deals with boosting shipping’s positive image to attract future talent to it as a career.

“MLC is definitely one of the most important international instruments together with SOLAS, MARPOL and STCW. This is not an instrument developed by this organisation but nevertheless, in order to ensure a sustainable seafaring business and a sustainable maritime business, we need to promote future generations of seafarers. We are all relying on securing future generations of seafarers. To ensure this, we need a



coordinated effort at the IMO and also at the ILO as well as within industry. Here I mean ship owners, the training and education bodies as well as flag states. They are all part of this effort to support this great seafaring business.

“The STCW convention will provide competence requirement as it is the responsibility of the IMO to ensure seafarer competence but when it comes to the seafarers’ working conditions, clearly MLC has an important role to play. It has to be implemented with the understanding and support from ship owners and the shipping industry in general. It is up to flag states to encourage ship owners to implement MLC,” he said.

This ideology goes hand-in-hand with the IMO’s quest to drive for a sustainable shipping industry which is its responsibility under the United Nation’s own initiative for global sustainable development.

As he told *The Ship Supplier*, the IMO is a UN specialised agency and as the UN is moving towards sustainable development, the IMO’s responsibility and role will be a little bit more than just providing regulation. “We want to generate interest from all relevant stakeholders including shipping and Member Governments and through this process, educate non-maritime industries as to shipping’s importance.

Developing a sustainable maritime sector is the basis for future technical

cooperation. “So we are taking an inclusive approach. Ensuring good training and a good future supply of seafarers is important to sustaining a future maritime industry. It requires a continuous flow of excellent seafarers.”

Equally as crucial, he admitted, was working with all those stakeholders to sell shipping’s benefits to position it as a viable career option for future generations. “In that context our relationship with the MLC and ILO is important. If we do not tackle the onboard working conditions for seafarers, then that could result in an increase in accidents and pollution. That would damage the image of shipping then how can we promote shipping to future generations?”

“We have limited resources, and my role is to find a way of generating a coordinated campaign to indicate the importance of shipping. So we need a big platform like a UN-wide approach. After Rio+20, the UN is moving towards sustainable development goals which may go beyond 2015 and all UN agencies are geared up to generate their own set of sustainable development goals.

“In my view this is a wonderful opportunity to make use of that platform to sell the importance. So we need sustainable development goals for the maritime industry - not just for ship owners but shipbuilding, ship recycling, manufacturers etc. They all should be involved in supporting.” ■



The IMO has yet to take a position regarding armed guards onboard




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# Even elephants can dance

The cruise industry is still growing at a rapid rate, buoying business for many ship suppliers and providing segments for all to tap into, from luxury vacations to budget breaks.

Many countries are reporting an increase in the number of passenger vessels in ports as cruise holidays now cater for customers from all backgrounds.

“The cruise market has increased for South America and it has become a very important market,” said Mario Fernandez del Puerto, President of EMS Ship Supply (Uruguay) and President of the Uruguayan Ship Suppliers & Repairs Society.

“More companies are visiting during the season. During the last two years the cruise market, for us, has grown by 20% with around 200 calls, with peak season being from December to March.”

Abdul Hameed Hajah, Hon. Secretary, Singapore Association of Ship Suppliers (SASS) and ISSA Executive Vice President, whose company Black Sea Marine & Trading deals with all facets of marine supply, said Singapore is a popular port for cruise ships, including for vessels based locally and those on much longer or around-the-world cruises.

With so much potential for local ship suppliers to tap into, Mr Hajah said: “Singapore is a port with a great many ship suppliers, albeit not all are capable of handling cruise ship storings. Yes, there’s a great deal of competition. In addition there’s also ‘competition’ from the foreign wholesalers and caterers, many of whom make multiple container shipments from their home base to storing ports like Singapore – ie, the supply containers are waiting for the ship when it arrives.”

“Cruise companies have their own standards; what suits one, may not be suitable for another”

Abdul Hameed Hajah, Hon. Secretary, SASS & ISSA Executive Vice President

But what kind of products are popular for cruise passengers visiting Singapore? “Cruisers are a bit of a dichotomy! They consume a significant quantity of food but are very keen on the minority health products. One small example is ultra low-fat milk is ordered for the cruise ship with 0.3% fat, whereas the very much less

sedentary average cargo ship crewman wants his 3.5% fat full-cream milk.”

Describing some of the main challenges facing the cruise market in Singapore, Mr Hajah said having the correct range of goods available when requested is important. “Although the cruise season in South East Asia is lengthening, there are still periods of the year when there are more ships around. Also, it’s important to ensure the correct quality of products are available and all cruise companies have their own opinions and standards; what suits one, may not be suitable for another, and it’s our job to understand our various customers’ needs. Expiry dates on foods are very important and need to be managed thoroughly.”

Another area which has seen huge growth is the Middle East, where many ports have become attractive stops for cruise ships.

“The market has grown considerably in the Persian Gulf, United Arab Emirates and Oman,” said Peter Machado, Senior Vice President for Seven Seas Shipchangers, part of the EMS Seven Seas Group, based in Dubai.

“In the UAE there is a big choice of hotels, restaurants and tourist attractions and a lot of work has been



put in to successfully increase the efficiency of handling customers in and out of the ports as well as the country.”

Salvo Grima, which has supplied vessels in Malta for over 150 years, also reported a growth in the cruise sector. Due to its prime location, in the middle of the Mediterranean, the island attracts a substantial number of cruise ships throughout the year and Salvo Grima’s warehouse, in Marsa, is just minutes away from where the cruise lines berth in the Grand Harbour.

Karl Aquilina, Senior Manager, Ship Supply & Logistics, said: “Most of the vessels in Malta arrive from other Mediterranean ports and we mainly supply them with provisions and beverages.”

“However, being full line ship suppliers we are able to supply other items such as marine technical items, interior items such as flowers and newspapers, and anything else they require. There has been a call not just for healthier products but also for products suitable for people with specific dietary needs such as celiacs.”

Although Salvo Grima has local competition, Mr Aquilina said the biggest challenge is competing with suppliers in much larger ports and countries. He added that the supply industry as a whole was facing constant pressure on prices and increased competition.

So, how can suppliers move with the times and ensure they develop their business in tune with the industry’s needs?

Mr Machado said: “Our customers are focused on reducing costs. The primary factors we look at include better procurement without compromising quality and safety and equally important, more efficiency and savings in logistics and transportation costs.”

In terms of developments, Mr Aquilina said Salvo Grima was moving more into the superyacht industry as suppliers of food, beverage and tobacco and the company’s future expansion

involved specialising in certain products rather than a whole spectrum of products.

Mr Machado said: “Cruise ship operators have been conservative buyers, seemingly set in their ways and sources. However, we have seen a definite big move towards purchasing much more locally as compared to shipping from Europe and the US to the UAE.”

“We will see substantial growth as more people see the great value of a cruise compared to other resort style holidays”

Fred Verhagen, Business Unit Director for B & S Global Cruise Supply

EMS Ship Supply in Uruguay too prides itself in being able to supply fresh provisions and the company even has its own farm in Montevideo producing fruit and vegetables.

Fred Verhagen, Business Unit Director for B & S Global Cruise Supply in The Netherlands said: “Beef products are still the best selling product for the cruise lines. Some lines are asking for more sustainable fish or seafood as this seems to be the ‘in’ thing. On the other hand we are supplying what is asked from us – we sometimes suggest certain alternative products that might be perceived as healthier or more economical to what is currently used by the client.”

As the market grows so does the number of ship suppliers trying to grab their slice of the pie, so how are companies trying to get ahead of the pack?

Mr Fernandez del Puerto said it was important for suppliers to keep up to date with what was going on in the market, in order to be efficient.

Mr Machado said Seven Seas stood out in the UAE by offering a ‘one stop shop’ in terms of size and

availability, quality and quantity, capability and capacity, efficiency and effectiveness.

“We have dedicated teams looking after individual customers and ships so customisation is our strength. My favourite line, albeit not original, is ‘even elephants can dance’. We live by our motto ‘Committed to Service’ and our company-wide inculcated belief that the customer is always right.”

B & S Global Cruise Supply is developing its market in Asia, though Mr Verhagen said there was opportunity for much further development.

“Over the next few years when the economy is getting better, which is already the case in many places outside Europe, we will see some substantial growth as more and more people see the great value of a cruise compared to other resort style holidays,” said Mr Verhagen.

Mr Machado added: “There will continue to be segments for all to utilise including the budget travellers and the more discerning customers with deeper pockets as well as the thrill seekers who will opt for an (air) ship to fly to the moon. Impossible? I think not!”

Mr Hajah also said that although the cruise industry has grown significantly in recent years, it will continue to expand. “Relative to cruising in North America and Europe, cruise-ship holidays in Asia are in their infancy. SE Asia has a host of fascinating ports and is an attractive cruise area for holiday makers from around the world, but to that must be added the huge additional potential within this area.

“For example, China, with the rapidly developing disposable income of its vast population, can increasingly look to cruise vacations in a way and scale that has not been available in the past. This fact has not been missed by the major cruise operators who are starting to base more of their ships in Asia, and the really shrewd ones have selected Singapore as their Asia homeport!” ■

# *Black gold*

## Suppliers reap the rewards of a buoyant offshore market

Suppliers may have suffered from a mentality of cutbacks and penny pinching in commercial shipping, but the offshore boom is creating new opportunities for those with the geographical advantage and mettle to step into the increasingly competitive but exciting realm of offshore supply.

James Strachan, Managing Director, Wrist Strachans, a prominent food distributor to the offshore catering market, said: "Growth in the global offshore market is fuelling demand for consistent offshore supply services. The North Sea is widely regarded as providing a highly regulated supply model and some of this best practice is now being replicated in other global regions which reflect the ongoing professionalisation of ship supply across the maritime sector.

"Global energy and offshore service companies are demanding supplier operating models that replicate the same systems and procurement processes, regardless of location, to optimise efficiencies and reduce costs. Working with an outsourced partner

with a global network enables these demands to be met.

Mr Strachan added that in a market and industry with stringent ship supply chain regulations, suppliers to the North Sea region are well-versed in packaging, preparing and securing cargo to a meticulous standard. He said owing to the advanced nature of its offshore supply network, the North Sea provides a useful blueprint for emerging new offshore markets to consider, while also providing fertile ground for innovation.

"The inherently difficult weather conditions, combined with the high level of regulation which includes the supply of consumables categorised as being dangerous goods under the IMDG code, provide challenges for delivering an efficient offshore ship supply chain model," Mr Strachan said.

"Complex vessel schedules and restricted access to offshore units further complicate the delivery of supplies and being flexible and having the ability to react at short notice is key. To overcome these obstacles, outsourcing to an experienced offshore

ship supply provider that has the network, systems and resources to be able to meet ever-changing customer needs is becoming increasingly popular as operators look to safeguard productivity and maintain continuity of supply to their units."

A further challenge of the difficult weather conditions and complex vessel schedules found within offshore supply is the transportation of temperature-sensitive products by container. As more operators rely on spot hire vessels, with shorter charter times, a uniformed power supply may not always be available to operate the current refrigerated container option.

Wrist Strachans has identified this issue, having successfully piloted an alternative solution which is now being introduced in to their North Sea operation. Mr Strachan said investment in the new generation of containers has resulted in a sustainable option being available without any form of power source.

In India, offshore markets are also having an impact on the lives of ship suppliers. Paul Haegeman, Managing



Director, GAC Shipping (India), said: "The growing offshore oil and gas sector has given rise to an increase in the demand for ship supply service. GAC's ship supply service, which covers food and fresh water provisions, immigration clearance, accommodation and crew transfers, is in great demand.

"As part of GAC's services to the industry, we also provide bunkering services through GAC Bunker Fuels Limited, that offers the full range of bunker fuels and lubricants to vessels at outer port limits and across the country's key ports.

"Despite its growing offshore oil and gas sector, India remains a net importer of oil, with the demand for energy providing stability, as well as opportunity for India's shipping sector. As a result, there has been a notable increase in the demand for agency services to handle cargo shipments and

onward transportation of petroleum products, as well as spares and project logistics in support of onshore and offshore infrastructure development.

"To cater to this growth, GAC India opened a new office in Pipavav earlier this year to meet the needs of a growing number of offshore vessels calling at the port and using it as a base for servicing the oil and gas sectors.

Mr Haegeman added that providing complete supply solutions wherever customers require them is a fundamental aspect of ensuring owners and operators can manage their operating costs through a single source, as 'total solutions' – ensuring reliability and efficiency across the board. "For the offshore sector, complying with all the latest regulations is critical, and that is why all of our operations are ISM and ISPS compliant and managed by fully licensed and highly trained staff and crew." ■

## Reaping the — benefits —

As ship suppliers benefit from an increase in offshore activity, traditional shipyards in Singapore are proof the offshore boom is set to flourish even more extensively in the coming years – as the island state responds to substantial demand for Floating Production Storage and Offloading (FPSO) and Floating Storage and Offloading (FSO) conversions.

According to business intelligence experts GBI Research, Singapore is the location of around 70% of conversions for the FPSO industry globally, with traditional shipyards such as Keppel, Sembawang, Jurong, and ST Marine taking on such work.



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# Training the next generation of ship suppliers

ISSA E-Learning Programme

## Your voice counts!

The ISSA E-Learning Programme is nearing completion but we need your views to make it the best it can be! ISSA Members are invited to complete a brief online survey about what **YOU** want from the Programme. Remember, The E-Learning Programme is being created for current and future generations of ship suppliers – please tell us what **YOU** want from it! The survey will take just a few moments of your time.

Please **ACT** today and take the ISSA E-Learning survey at:  
**[www.shipsupply.org](http://www.shipsupply.org)**







# ISSA Education Programme

As ISSA members are well aware, ship supply is a complex business and training your staff in a successful yet affordable manner can prove difficult in this unique maritime sector – but in response to this training challenge, ISSA is now in the final stages of creating an exciting new education programme for its members.

With focus on a commitment to developing the next generation of ship suppliers by passing on a wealth of experience in industry to younger ship suppliers, the E-Learning Programme is a direct response to changing technology and information, with the need for lifelong learning being an increasing reality.

Saeed al Malik, who is heading up the Programme, explained that the main purpose in developing the ISSA Education Programme is to develop skills of middle management staff, creating future leaders who will hold an understanding of all aspects of ship supply business.

“The marine supply industry is going through a challenging phase and needs more specialisation to ensure the highest quality requirements of customers are met, along with increasing focus on other aspects such as minimising environmental impact and setting benchmarks for health and safety in the marine supply industry,” Mr al Malik said.

“We have noticed that currently available courses and programmes available for topics such as supply, logistics management, international trade etcetera, do not cater to the specific requirements of the ship supply industry, which needs specialisation in more than one domain. We believe ISSA is the right body to take up this initiative, which will add value to the shipping world and in particular, to the ship supply industry.”

The Programme will be delivered through E-Learning, a primary method of training across the globe and within our industry, which is beneficial for learners and their employers. Dave Howard, President of Circle Learning – a company which is assisting ISSA in developing the Programme, said accessibility is a key reason why E-Learning is growing in popularity: “The use of internet-based learning provides full time access to all of the course content on the learner’s schedule and timeline. Course content is equally available from any location worldwide and can be viewed and reviewed as needed by the learner without impacting the learning process of other students. A programme delivered in this way is significantly more learner centric as it respects their schedule, learning speed, need for review and reinforcement.”

Mr Howard added that a study by the US Department of Education, found that learners who took ‘blended’ courses – those that combine elements of online learning and face-to-face instruction, had a particularly positive learning experience: “By combining online instruction with in person training and testing provided in conjunction with the annual conference, ISSA is providing learning via the most effective method,” he said.

Mr al Malik added that consistency is of vital importance in learning: “The best practices and experience of the course subject matter experts are consistently available to all learners. Furthermore, the Programme can be updated with new content made available to all users immediately and simultaneously. Moreover, as alumni, past course participants can easily access the new information without the cost and challenge of scheduling re-training sessions.”

Mr Howard added that modern businesses understand the value of “continuous, anytime, anywhere learning experiences”. By adopting online learning as the method for delivery of this important training initiative, ISSA is demonstrating another way in which the association and its members are the leading ship supply organisations worldwide. It is a tangible demonstration of their commitment to be the best.” ■

## Live and learn

The main points of the ISSA Education Programme are as follows:

- Focused on marine supply business with modern technology, the Programme will make participants contenders for future Senior Management positions of your organisation
- On offer is a comprehensive study course, including inventory management, financial management, regulatory requirements and more
- An Online, affordable course offered ‘at cost’ as an added value service to ISSA Members
- Participants will gain awareness of the ISSA code of ethics, ISPS and other relevant regulations
- To be conducted in association with a professional educational institution, Circle Learning – a professional Educational Institution in Canada, to ensure quality
- On successful completion of the course, the participating students will be provided with a Diploma certificate under the stamp of ISSA

# Keep it clean

‘Sick ship’ syndrome has been a major challenge for the industry, as seafarers and cruise passengers have succumbed to the perils of gastrointestinal illness, doomed to remain sheltered in their bathrooms for the duration of their voyage.

Taking into account not only the major health implications of a disease outbreak onboard, cruise operators have also suffered from the loss of revenue which presents itself when a ship is docked and unable to operate. Because of this, when working on large scale projects the most challenging aspect is often the timeline. Christian Cadieux, Owner of Crime & Trauma Scene Cleaners, a decontamination solutions company based in Ontario, Canada, said: “Every minute the ship is down represents millions of dollars lost for the operator. Money is at stake but it’s also people’s health and wellbeing.”

The World Health Organization stipulates in its ‘Guide to Ship Sanitation’ (2007), that ‘responsibility for ensuring the ship can be operated in a manner that provides a safe environment for passengers and crew rests with the ship operator’ and predictably, while illness en-mass becomes more commonplace onboard, legal firms specialising in travel illness

have intensified their visibility, enticing passengers to press for hefty compensation payouts.

Such fines, in addition to lost profits, possible health and safety fines and decontamination bills, create a scenario in which operators must use caution and ensure their vessels are treated appropriately following an outbreak of sickness. By hiring an extensive decontamination solutions service, the spread of bacteria, including E. coli and norovirus, can be stopped and the vessel can return to normal operations.

Mr Cadieux headed up a project in Quebec City, where two cruise ships had been docked and quarantined following an outbreak of norovirus. The vessel had 150 Canadians onboard who were ‘extremely sick’.

With a huge surface area to work with, Mr Cadieux’s team worked around the clock but, as he confirmed, such a large scale project is quite typical within his line of work: “We had to clean around 12,000 rooms in 72 hours. I had to utilise a great deal of resources, but these types of services and scenarios, whether it be infection control or disease outbreak, happen on a daily basis throughout the world.”

As the Maritime and Coastguard Agency/Health Protection Agency

document entitled ‘Guidance for the Management of Norovirus Infection in Cruise Ships’ stipulates, in a ship’s turnaround decontamination plan, operators must specify the timings, who does the work, and the methods and types of cleaning and disinfection. The document also states companies must ‘demonstrate that there will be no risk of cross-contamination’ from dirty to clean areas’ and this is an especially pertinent issue for professional decontamination companies.

Such an extensive cleaning operation is certainly a daunting prospect, so where does one begin? “It’s a complicated job but first and foremost, the most important thing is to assume everything is contaminated. It is imperative every person on my team proceeds with universal precaution,” Mr Cadieux said.

But, as he explained, with the correct personal protective equipment (PPE) and training, his employees remain safe from contracting infectious diseases on the job: “The law specifically says the employer must take every precaution, reasonably necessary under the circumstances for the protection of the worker, so I ensure my technicians are fully trained and understand the hazards they’re going into”. ■



# Cleaning on the ocean wave

**C**leaning an office, taking care of daily hygiene in a restaurant or hospital – we don't often stop to consider such activities. But how does cleaning work on a large tanker?

Shipping company Utkilen, which has been a household name in Norway for decades, has formed an agreement with EMS Ship Supply and cleaning solutions company Diversey, which enables Utkilen to maintain clean, hygienic environments for crew. Knut Ove Thuland-Hansen, Purchasing Manager, Utkilen, said his company applies strict standards of cleanliness onboard its tankers but he wanted to improve his company's washing and

cleaning processes at sea: "Just consider the laundry service. For reasons of personal hygiene, the crew wash all clothing separately, which means the washing machines are almost always in operation. As the crew members bought different detergents in every port, there were tens of different brands in use. The results of the washing process were quite variable. Crew complained about itchy clothing and towels that refused to dry - the result of using too much or too little detergent."

Now, almost all of Utkilen's ships are equipped with the Suma and the Clax Revoflow systems, for the kitchen and laundry units respectively. Daily

cleaning activities in places such as the galley and interior are now carried out with the Suma and TASKI SmartDose system. Mr Thuland-Hansen said he is pleased



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with the fact both dosing platforms use very concentrated products: "We now use less product, but we also need fewer bottles, which means less plastic waste and lower transport costs. These are important considerations if you really take the environment seriously."

The introduction of the new systems was carried out during the normal operating schedules of the ships. This demanded flexibility and intensive cooperation between all three parties. Tomas Langgård, EMS Regional Sales Manager for North Europe and the UK, said: "We had to wait until the ship reached harbour, but we usually find out when that will happen less than a week beforehand, and only then can we start planning."

Jos Heijnen, Account Director Trade, Diversey, said: "There's a reason why we work together with EMS. The logistics in this sector are so different than in all other sectors in which we are

active, and a reliable partner is indispensable in such cases."

"This is a conservative world," explained Mr Thuland-Hansen. "Captains don't like it when landlubbers get involved with what's happening on their ship. But we attach a great deal of importance to the environment and safety and our aim is to ensure this awareness also becomes a 'way of thinking' among the employees at sea."

Diversey's Cruise & Marine Sales Leader, Edwin van de Klomp, said: "We prepared a Hygiene Manual for each tanker with an overview of the products, detailed instructions, and all relevant datasheets. We made posters to easily explain how the equipment works and how much you need to add."

Mr Thuland-Hansen agreed: "It's essential for safety reasons, but at the same time, we're making it clear we're also looking at it from the perspective

of the crew. We really want to make life easier for them. If, as is the case here, it turns out to be a change for the better, they quickly end up supporting it."

Concluding he is satisfied with Diversey's products and systems, Mr Thuland-Hansen said using systems which have put an end to wastage and over-dosing, has not only led to less complaints from crew over itchy clothing but has also made for easier ordering in his role as purchasing manager: "The job of the purchaser has become less complicated. As a result of the product standardisation and precise dosage, I can predict 90% of consumption beforehand. Previously, I never got further than 20%!"

"In terms of the environment, safety and cleaning results, the products and systems provided by Diversey have taken us to the next level. This three-party partnership is working very well. That gives us a good feeling." ■

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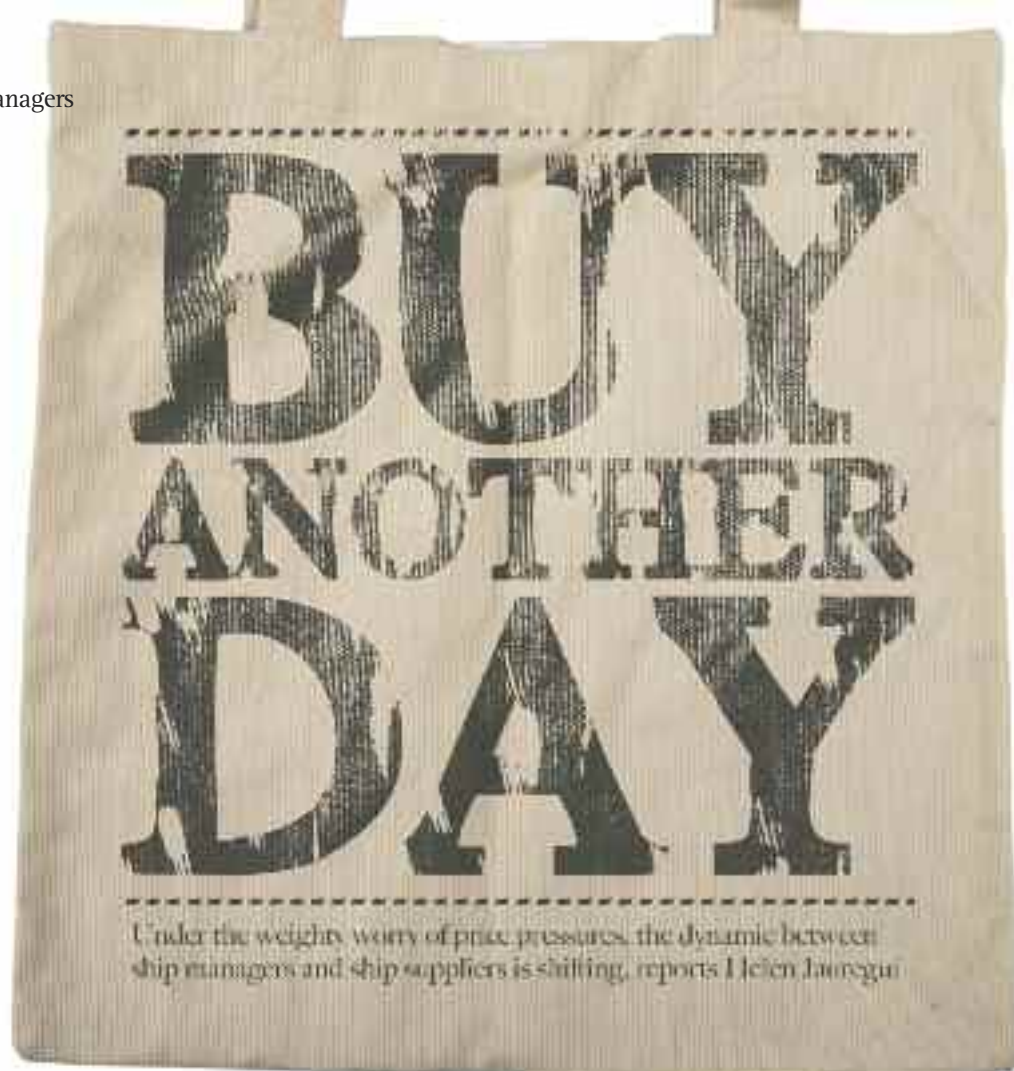
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**T**he needs to keep costs down, keep crew happy and ensure ships run efficiently all weigh on the purchasing manager's shoulders - but how do these pressures impact on the ship supplier's relationship with ship management companies?

Nick Owens, Purchasing Manager at Cardiff-headquartered Graig Ship Management raised concerns that some ship suppliers do not hold a sound understanding of how ship managers operate, in addition to the subsequent commercial implications which can arise for managers, if suppliers misrepresent the availability of goods, fail to meet their quoted lead times or if goods supplied are of questionable quality and not up to expectations.

"An in-depth understanding of the way we operate, along with an understanding of the economics of the shipping industry are key to being able to provide us with a good level of service and to ensuring we'll come back," Mr Owens said.

But ship managers must also understand the finer workings of the ship supply business, to ensure smooth

operations. Aykut Coşkun, Business Development & Marketing Manager, AVS Global Ship Supply, said mistakes can occur when suppliers take on too much work in the face of unrealistic customer expectations: "Some ship managers think they can send a request at 4pm and expect delivery at 8am and some suppliers can try to take on too much workload and promise things they just can't do.

"It's important for suppliers to be upfront about what they can or can't supply and to give the ship manager ample opportunity to make alternative arrangements. At the same time, ship managers have to be realistic about their expectations, especially considering geographic location of the supplier and also considering time frames."

Marit Eggen, General Secretary, Norwegian Maritime Suppliers, said the majority of suppliers she has encountered are well-versed in the finer workings of shipmanagement operations but she noted that some ship managers may not fully understand the daily pressures ship suppliers must face: "Suppliers deliver on a global scale to

platforms, cruise liners, merchant ships, military forces, airports etc. Many purchasing managers hand orders over carelessly and neglect to follow indexes, as in the ISSA or IMPA catalogues. Some ship owners expect ship suppliers to have big warehouses, others neglect to pay what this costs, but both set up tight time schedules for delivery. Both sides depend on efficient computer systems, operating in the English language, to be understood by the authorities in every country."

Frans Fakkers, Director, Harding Marine Services (Rotterdam), said suppliers are acutely aware of ship managers' needs: "Life has not been easy for suppliers lately due to the fact ship owners are cutting their own personnel costs, taking on more vessels and putting a greater level of pressure on their staff.

"The lack of good technically-trained seafarers has been a major problem lately, as they are not communicating to owners what is really needed onboard, resulting in returned supplies. Owners are using platforms where vendors are dropping their prices and from that point, we, as suppliers, are



missing the most important element in shipping – communication between a customer and a vendor.”

Cyprus-based Phillip Andreou, Purchasing Manager, VShips, also highlighted the need for effective communication as the basis for positive business relationships, but he said the poor economy had led to a much more cautious approach by suppliers: “Many suppliers are nervous. A common question being asked is ‘does this vessel pay?’ In addition, it is becoming more common place for suppliers to request pre-payment, just to ensure their interests are secured.”

“Many suppliers are nervous. A common question being asked is ‘does this vessel pay?’”  
Phillip Andreou, Purchasing Manager, VShips

There’s no doubt a new attitude towards customer credit is rising within the ship supply sector, but how is this affecting purchasing managers? Nick Owens again: “The availability of soft credit these days is understandably more difficult, particularly for new relationships. This causes problems when taking on vessels which are new to you, particularly second hand vessels, and when beginning to work with suppliers with whom a strong relationship perhaps does not already exist.

“If you need something in a hurry, a lack of available credit can really delay the process. Establishing relationships with important suppliers in strategic locations can often be a challenge, particularly when your vessels are not calling at regular ports or with any certainty or frequency.”

Ioannis Dimitriou, Purchasing Manager, Arcadia Shipmanagement, said distance can be the greatest obstacle for a purchasing manager, in terms of ensuring goods and services are of the right quality: “In relation to this issue, bad quality cannot easily be found and

when it is finally revealed, the vessel has already departed. So, there is a cost derived from bad or below average goods, which are being kept onboard and cannot be returned, or sometimes are not even reported.”

“The best mix that a supply manager should follow is to avoid cuttings which are essential for the vessel's seaworthiness and crew's satisfaction,” Mr Dimitriou said, but he noted there are hundreds of other goods which are not necessities but which seafarers request. “These goods must be the first items that a purchasing manager will delete from his order list,” he said but added this kind of approach should be conveyed to seafarers before they embark.

One can hardly criticise purchasing managers for their focus on cost and purchase control, as this is a major component of their job role, but what is the experience of ship suppliers when dealing with purchasing managers who retain strong holds over cost control? Is an obsession with price crippling the ship supply industry?

Robert Steen Kledal, Managing Director, Wrist Ship Supply, said: “In the current volatile and uncertain economic climate, it is understandable that procurement departments are under pressure to ensure expenditure is reduced and profitability is maximised. While it is undoubtedly tough for smaller ship suppliers, the larger organisations with a global network, liquidity and the purchasing power that comes with this can create standardisation in prices across the board and help to reduce costs within the supply chain.

“Balance is all-important as ship owners cannot afford to compromise on poor quality consumables onboard, particularly when it comes to food, given incoming MLC 2006 guidelines on the importance of seafarer nutrition. However, they also need to run the leanest possible operations and strip out inefficiencies. Relying on a ship supply provider who can manage the procurement process and provide complete visibility and transparency of



Nick Owens, Purchasing Manager,  
Graig Ship Management



Phillip Andreou, Purchasing Manager,  
VShips Ship Management,



Ioannis Dimitriou, Purchasing  
Manager, Arcadia Shipmanagement

all consumable costs can help to ensure these needs are met.”

But from the purchasing manager’s perspective, is cost control a tricky corner to fight, particularly when seafarers are requesting goods beyond budget? Mr Owens said: “There is no doubt that cost control in today’s market is driving procurement strategy more than ever. The procurement department plays a key role in reducing operating expenditure through effective sourcing and negotiation. With this background it becomes very challenging to try and satisfy the crew’s expectations while ensuring the vessel remains operational and performing. Inevitably you cannot please everyone!

“Maintaining relations with key suppliers is far more beneficial than shopping around which often leads to false economy”  
Nick Owens, Purchasing Manager, Graig Ship Management

“Typically we take a pragmatic approach to what the vessels need and try to balance the expectations of the crew against the restrictions of the budgets - this involves close communication of all departments but particularly the technical and purchasing teams who will work closely alongside the onboard personnel to ensure that critical maintenance items are supplied in line with the planned maintenance requirements for the period.”

But do suppliers believe purchasing managers are squeezing them in terms of cost? Aykut Coşkun again: “There are purchasing managers that can be overly price obsessive and tend to over-shop for certain items. It’s important for them to realise that in most places, the items are generally sourced from the same wholesaler so everyone knows they are shopping and this can become

frustrating. There are also cases where you may not be comparing apples with apples so to try and explain the price differences can be time consuming.

“At AVS, we know which of our clients expect top quality and which are open to cheaper alternatives so we have overcome this problem somewhat. I wouldn’t say it is price crippling, but it does leave the door open for ‘dodgy’ dealings - for example I have heard of cases where ‘beef cube rolls’ have been packaged and passed off as ‘beef tenderloin’ - so if the price of something sounds too good to be true - it’s because it is.”

Noting that cost control is not necessarily anything to fear, Frans Fakkers added: “Cost control has just been a trend which has been heard loud on every single floor of any company. I don’t think that it’s a bad thing. Cost control can bring owners and vendors to work more closely.”

Mr Dimitriou said cost focus all depends on priorities set by management: “Low cost should be on top of a purchasing manager’s goals but without avoiding the issue of quality, which most of the time, is difficult to estimate in value terms. A good approach is to contract all the long-term suppliers who are trustful and sign agreements for fixed prices or bonus rebates on the volume of final deliveries.”

But how do purchasing managers balance the need for cost control over the need to keep close ties with ship supply partners? Is keeping a strong partnership with suppliers as important as “shopping around” to keep costs down? Mr Owens said purchasing managers should ensure quality is not sacrificed as a result of trying to maintain control over spend: “It can be very tempting to look towards the less quality end of the supply chain to make cost savings but ultimately it’s the tried and tested suppliers who will help you through these difficult times. Maintaining relations with key suppliers is far more beneficial than shopping around, which often leads to false economy.” ■

## From the Brig



Bruce Hailey, ISSA's legal expert discusses the issues that matter to you

Ship suppliers face dealing with an increasing number of their customers entering in “Chapter 11” proceedings in the USA. Chapter 11 gives breathing time to companies who are in financial trouble, to enable reorganisation of the company and its finances so that it can emerge from Chapter 11 and continue to trade. No invoices unpaid at the “Petition Date” (date of Chapter 11 proceedings) will be paid, except with approval of the court and usually once the reorganisation plan is approved. Suppliers can usually expect no more than a percentage of their invoices, months or years later.

Supplies made after the Petition Date should be paid as normal. There is a risk, however, that if the Chapter 11 “fails” and the company moves to Chapter 7 (bankruptcy) that supplies made after the Chapter 11 Petition will not be paid. Clearly, a company that was facing problems severe enough to push it into Chapter 11 might not be able to reorganise for continued trading but simply become bankrupt.

Where a company enters Chapter 11, action taken to arrest vessels for debts arising pre-Petition will be in contempt of the US Courts and may result in severe penalties against the party taking such steps. You must, therefore, tread carefully when faced with a customer who enters Chapter 11.



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The title "London calling" is written in a large, white, serif font across the middle of the page. The background of the entire page is a blue sky with a Ferris wheel on the left and a red London telephone booth in the bottom right corner.

# London calling

London has been a major city on the world stage in 2012, as the Queen's Diamond Jubilee and the Olympics pointed a bright spotlight on the English capital, but ship suppliers and their accompanying persons can enjoy their own British experience as Convention comes to London on 31st May and 1st June 2013.

After the fantastic success of ISSA 57, which was held in the Spanish city of Cádiz in May 2012, ISSA members are looking forward to the new setting of London, which will host this prestigious event for the next three Conventions, providing suppliers from around the world with a uniquely British flavour.

ISSA 58 will take place at the Park Plaza Hotel, Westminster Bridge on the South Bank. From here, a large number of this historic city's attractions can easily be reached on foot, including Big Ben, the Houses of Parliament, the London Aquarium, National Theatre and the London Eye.

Convention will also provide the unrivalled networking opportunities which ISSA has become so renowned for. In addition, a series of special conference speakers will appear, including the keynote speaker Jeremy Penn, Chief Executive of the Baltic Exchange. Additional speakers include Jonathan Williams, General Manager, The Federation of National Associations of Shipbrokers and

Agents (FONASBA) and Deirdre Fitzpatrick, Executive Director, Seafarers' Rights International (SRI), who will give a talk on the human element in shipping.

This year's Convention theme is 'Buy Right – Sell Right' and the relationship between ship suppliers and their wholesalers will be explored in-depth. The British Association of Ship Suppliers (BASS) will play an important role in Convention and has revealed plans to include an English Country Garden theme within the exhibition space, complete with candy striped canopies, Astroturf, Welsh daffodils and a variety of other flowers to complete the illusion. Traditional British foods, such as Scottish shortbread, are also due to make an appearance and famous English summer tippie Pimm's, served with slices of fresh fruit will also be available for delegates to enjoy. An indoor garden party will take place in this space on the Friday afternoon.

As expected, Convention will bear a distinctly British feel, but traditional thinking has been put aside and for the exhibition space, exhibitors are welcome to consider concepts which move away from the traditional and expected shell stands. In response to the significant number of Filipino nationals working at sea, the Philippines Government food stand is also expected to be an important centrepiece to the event, allowing delegates to sample contemporary

Filipino cuisine – this talking point will hopefully inspire delegates and encourage discussion and debate concerning the diet of Filipino seafarers and food supplies.

A themed Gala Dinner is also planned, which is certain to bring creative thinking to the table! With the theme of a 1930s Art Deco themed Ocean Liner, affectionately nicknamed the *RMS ISSA*, delegates and accompanying persons are requested to get into the spirit of this and to attend the Gala Dinner dressed in clothing which reflects this era, so ladies should remember to pack their feather boas and sequin dresses, while gentlemen are advised to bring classic suits and battered fedora hats for a fun and themed Gala Dinner experience. Entertainment will be provided by the Piccadilly Dance Orchestra, celebrating the best music of the Charleston and jazz era, giving a luscious, vintage soundscape for dancing into the late evening.

With its ultra-modern, contemporary design, the Park Plaza Hotel will offer delegates and accompanying persons a range of spacious guest rooms,



including 65 impressive suites and penthouses and over 500 studio rooms. A number of on-site restaurants also feature, including the much acclaimed French restaurant, Brasserie Joël. From the hotel coffee shop, fantastic views of the Houses of Parliament and Big Ben prove what an unrivalled location this venue truly is.

Delegates will enjoy meeting friends and maritime colleagues in the comfort of this remarkable hotel, where a 1,200sqm ballroom and 450sqm exhibition space will form the setting for Convention. Additional luxury meeting rooms, free wi-fi and an executive lounge will also serve to enhance the business experience, while the hotel's Mandara Spa and Fitness Centre, which features a 15-metre swimming pool and offers a range of spa therapies, will no doubt offer some much sought after relaxation time for delegates and accompanying persons.

An Invitation Golf Day, to take place at Royal Black Heath, the oldest golf club in the world, is also booked to take place on Tuesday 28th May, where groups of four will traverse the course together, making for a properly staged, professionally managed golf

tournament. Tickets are selling fast for this event, which includes a picnic lunch halfway round the golf course and a traditional English high tea at the end of the day, to be followed with a tour of the club's fascinating museum.

Though 300 delegates are expected to attend Convention, BASS has confirmed plans to be able to seat a total of 500 people down for the Gala Dinner and *The Ship Supplier* will be keeping a close watch as plans unfold for Convention and will continue to bring suppliers news on this unique event so watch this space! ■

## New Associate Members

### 1st November 2012

**Evergreen Enterprises,**

16 Sunkurama Chetty Street,  
2nd Floor, Firoze Saleh Estate,  
Chennai 600 001,  
Tamil Nadu, India  
Contact: Mr Ismail  
E-mail: even@airtelmail.in

**SF Marine Offshore & Industrial Supply Co.,**

12 Sarang Street, Mumbai  
400 003, India  
Contact: Murtaza Hajee  
E-mail: murtaza@emssfm.com

### 1st December 2012

**C.I. Mambo S.A.S.,**

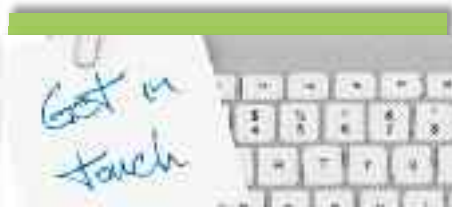
Avenida Pedro De Heredia, Sector  
Prado, Calle 30 # 22-28 Cartagene  
de Indias, Colombia  
Contact: Mr Reimundo Murra  
Yacaman  
E-mail:  
raygerencia@mambo.com.co

**Blue Marine Services,**

Aurel Ylaycu Ave. 125,  
500154 Constanta, Romania  
E-mail: info@bluemarine-  
services.com

**KR Marine Supply Co.,**

10-1, Bongnaedong 4-ga,  
Yeongdo-gu, Busan, Korea  
Contact: Mr Bongsu Kang  
E-mail: sales@krmarinesupply.com



*The Ship Supplier* Editorial Team would like to encourage ISSA members to get in touch and share their news and views with us.

*The Ship Supplier* is the only official magazine for ISSA members and we are always searching for fresh stories and news from the world of ship supply.

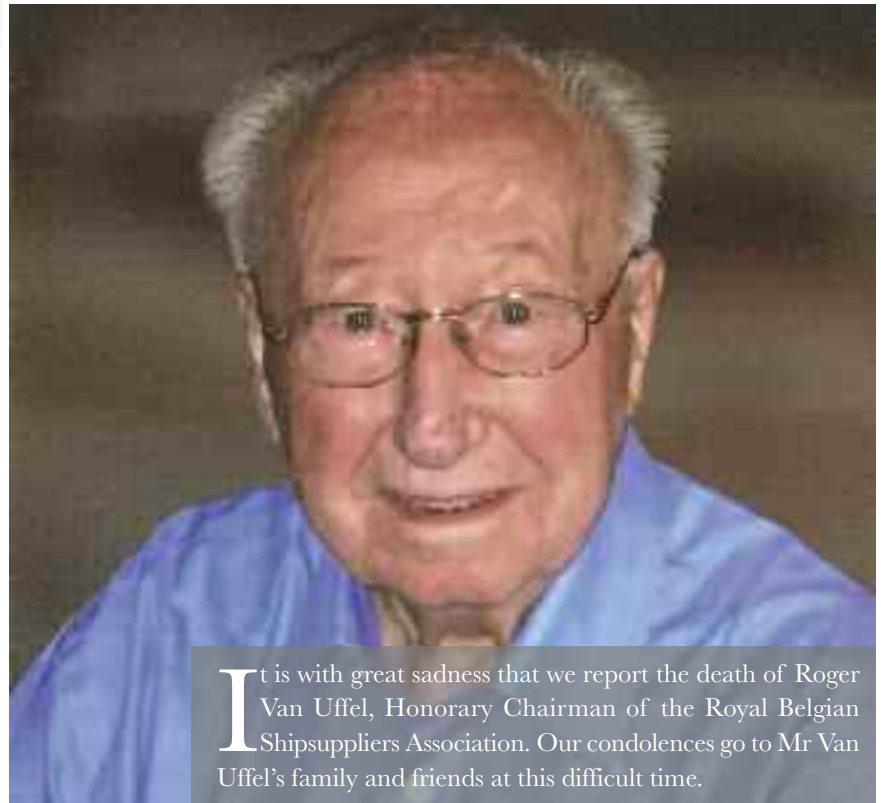
Perhaps your company is expanding, or you have a comment about shipping which you would like to share with our readers and your fellow suppliers?

We are also happy to receive information and images connected to special events or celebrations within your company – whether serious or light hearted, we want to hear from you!

Please send all contributions to the Editor, Helen Jauregui, at: [helen@elabor8.co.uk](mailto:helen@elabor8.co.uk)

# Roger Van Uffel

16th September 1920 – 20th September 2012



It is with great sadness that we report the death of Roger Van Uffel, Honorary Chairman of the Royal Belgian Shippers Association. Our condolences go to Mr Van Uffel's family and friends at this difficult time.



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# Law and order

**I**SSA lawyer Bruce Hailey is starting up a new legal practice, Salvus Law, based in the heart of Manchester, UK.

Mr Hailey, who is Director of the firm, said: "We look forward to continuing our strong association with ISSA, and its members. The firm will focus on shipping, transport and international trade with the primary objective of offering efficient and cost-effective advice and assistance to our clients. The new firm will offer us greater flexibility to provide friendly and affordable legal services."

Mr Hailey will continue to be supported by Sam Jones, who is well known to many ISSA members and the

firm will also comprise Duncan Ross, who Mr Hailey has worked with at several firms for the past 14 years.

"My former firm, DRG Solicitors has closed and all the existing work of myself, Sam Jones and Duncan Ross will transfer to Salvus Law," Mr Hailey said. "Aside from its connotations with the word salvage, which as maritime lawyers we know very well, 'salvus' means 'safe' in Latin. We intend to offer a safe harbour for clients facing issues on which they require legal advice."

For more information, please contact Bruce Hailey via email: [bh@salvuslaw.com](mailto:bh@salvuslaw.com) or visit the firm's new website: [www.salvuslaw.com](http://www.salvuslaw.com) ■

## New Associate Members

1st December 2012

**Pomarex International Trade,**  
Rue Bonapriso, PO Box 5806,  
Douala, Cameroon  
Contact: Mr Jacques Noubissie  
E-mail: [pomarex2007@yahoo.fr](mailto:pomarex2007@yahoo.fr)

**SHM Shipcare**  
16-A Press Building (Ground Floor),  
Darukhana, Mazagaon,  
Mumbai – 400 010, India  
Contact: Mr Taher Hajee  
E-mail: [sales@shmshipcare.com](mailto:sales@shmshipcare.com)

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Apapa, Nigeria  
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# Suppliers brave shipmanagement consolidation trend

As shipmanagement companies consolidate by bringing necessities such as catering in-house, ship chandlers must reconsider their tactics to penetrate managers' colossal buying power - but as ISSA members told *The Ship Supplier*, this does not signify a death toll for their industry.

Aykut Coşkun, Business Development & Marketing Manager, AVS Global Ship Supply, said: "Suppliers with the right infrastructure have been able to establish strategic alliances with catering companies and have done quite well. At the end of the day, there is always enough business there for everybody - maybe not like the old days, but ship suppliers will always be an integral part of the shipping industry."

Phillip Andreou, Purchasing Manager, VShips - which has its own catering department, said there are a number of key reasons for bringing such services in-house: "To control quality of food, to control cost - and

there is a consolidation of purchasing, which means you have a stronger buying power and this creates more competitive pricing. It's logical."

Robert Steen Kledal, Managing Director, Wrist Ship Supply, said: "While some companies will stick with legacy decisions to manage certain elements of ship supply in-house, we are continuing to see a growing demand for outsourcing and working with one global provider. The feedback we have had from customers is that by doing so, they can maximise efficiencies within their operations, safeguard their profits, and focus on their core business. The ship supply industry is continuing to professionalise and as more suppliers come through with innovative software and look to generate global

networks, there is a strong business case for outsourcing that ship managers will continue to realise."

However, Frans Fakkers, Director, Harding Marine Services (Rotterdam), cited such in-house operations as a main reason "chandlery is not as it was 20 years ago", while Erling Dag Steffenssen, Key Account Manager at Ålesund-based supplier Kraemer Maritime, said: "Catering in-house will cause changes on both sides of the table. The wide variety of goods required and the services needed in the late hours, will be the areas where ship suppliers will fill the gap." ■





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# London to host International Shipping Week



London's importance as a major maritime centre will be cemented when the city's first ever shipping week takes place next year, pulling in industry leaders from across the globe and ISSA is joining in the celebrations.

London International Shipping Week – Propelling World Trade, from 9th to 13th September, will give the whole of the global shipping industry the chance to network and individual companies and representative trade bodies will be encouraged to join in the week by holding their own seminars, executive meetings and receptions.

On Tuesday 10th September, ISSA will hold its Executive Board Meeting, followed by an exciting evening reception hosted by ISSA on the same day (venue to be confirmed).

A highlight of the week will be the one-day London International Shipping Week (LISW) Conference and Gala Dinner on Thursday 12th where high level Government and industry speakers will give their views on shipping's future

and London's role in helping the industry to emerge from the economic crisis.

The event is being organised by Shipping Innovation, a joint venture between *The Ship Supplier* publishers Elaborate Communications and Petrosport, in association with Maritime UK partners the Baltic Exchange, Maritime London and the UK Chamber of Shipping and with TheCityUK, the independent promotional body for the UK and financial services.

The UK is the leading centre worldwide in the supply of a broad range of professional and business services to the international maritime community, accounting for 21% of insurance premiums and over \$64bn in committed ship finance. It also has the largest concentration of legal service firms specialising in maritime law, is the major player when it comes to dispute resolution and is the main supplier of shipbroking services.

Welcoming the announcement of LISW, Jeremy Penn, Chief Executive Officer of the Baltic Exchange, said: "London has a wide range of influential international shipping trade associations headquartered here as well as being a centre of excellence for shipbroking, maritime insurance and finance.

"The industry is undergoing difficult times but we hope that this week will provide real impetus in propelling world trade and driving the recovery of world shipping."

Doug Barrow, Chief Executive of Maritime London, declared it "an opportunity for great networking with representatives across all maritime sectors," while Mark Brownrigg, Director General of the UK Chamber of Shipping said it would showcase the crucial role London plays in promoting and growing world trade.

For more information visit [www.londoninternationalshippingweek.com](http://www.londoninternationalshippingweek.com) ■



## Dyneema rope secures fishermen's livelihoods



**F**ishermen's lives are being made safer thanks to, what is claimed to be, the world's strongest fibre.

Ropes made with Dyneema ultra-high molecular weight polyethylene (UHMwPE) fibre recently demonstrated during initial trials, how their outstanding performance can help fishermen around the world to work more safely, efficiently and cost-effectively.

Indian cordage manufacturing company Garware-Wall Ropes is a household name in the fishing community through its close bond with Indian fishermen and the company recently introduced Plateena Rope, produced with Dyneema, which is made by The Netherlands-based DSM.

During extensive trials, the benefits of Dyneema became clear when, in 2011, the fishing vessel *Srinivasa* was trialing the new Plateena rope warp lines in heavy currents. During a change of direction the net became stuck under a rocky surface on the seabed. The Plateena rope warp lines had only been on trial for three months and the crew were worried if the lines could withstand such an extreme situation.

After releasing additional rope to slacken the load on the boat, the vessel was drifting with the strong sea currents and the skipper was finding it difficult to maintain its position. Most of the rope had already been released and only a few more metres were left on the winch. The skipper

decided to use the power of the engine to release the net and it was a significant decision. If the rope were to snap, their net worth thousands of rupees would be lost forever. This would mean no catch for the next few weeks, and with no work and pay there would be no food for their families. On the other hand, remaining ensnared on the seabed could result in the boat either sinking or capsizing.

Following two initial attempts, the skipper gave full throttle and suddenly there was a jolt. To his surprise, the cause of the jolt had been the centre pole, used to hold the pulleys, which had come out of its joint that was bolted on both the sides with 2.5ins nuts within a metal frame. The rope had remained intact, and eight hours later another boat arrived to help safely disentangle the net from the seabed - all carried out without any damage to the rope.

Mr Bablu, owner of the *Srinivasa*, said: "If we had been using steel wire, I am sure the rope would have failed within two hours and we would have lost the nets forever. Unbelievably the Plateena rope fought against the hazardous conditions for eight hours and still remained intact. I am thankful to this wonderful rope which saved the crew, the boat and our expensive fishing gear."



## Tough love

Whether onboard or ashore, from suppliers to seafarers, the need for sturdy yet modern computers in the maritime industry has never been stronger and with its new Toughpad family of tablets, Panasonic has hit the spot. Powered by Android, the Toughpad offers deep interactivity and a rugged design which can withstand the harshest of conditions and is designed to withstand water, dust and a 4ft drop. Sleek yet practical, Panasonic has tipped the Toughpad as the ideal melding of mind and muscle, suitable for an array of conditions.

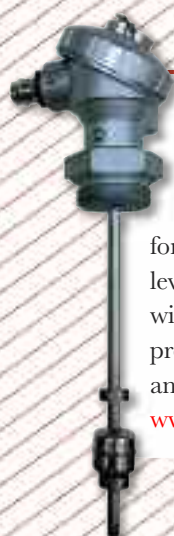
[www.panasonic.com](http://www.panasonic.com)



## Make a switch

PSM Instrumentation's range of Mechanical Marine Float Level Switches now includes replacement solutions for Mobrey products that fail in service. Mechanical float level switches are among the simplest, most widely used level products in marine tank level measurement and pump control. The harsh environment onboard can mean wide variations of temperature and humidity and build-up of oil or grease waste - the demands placed on these products are such that only those designed and constructed specifically for marine use will prove to be reliable and safe over the long term.

[www.psmmarine.com](http://www.psmmarine.com)



## Survival instinct

A compact device which is easy to operate and deploy, the Smartfind S5 AIS SART is capable of transmitting target survivor information such as structured alert messages, serialised identity number and GPS position information. The product's built-in GPS gives high speed position information and with its quick-release carry-off, it can be wall mounted in the ship's bridge, used as a carry off device or for packing in a liferaft. The S5 AIS SART will also transmit continually for at least 96 hours after activation.

[www.survitecgroup.com](http://www.survitecgroup.com)



## Danger, danger!

Anti-piracy solutions range from strategically-placed mannequins holding plastic guns, to citadel panic rooms and full scale armed guards operations - but prevention is better than cure and putting this mantra into practice, GAC Maritime Security has joined with Mobile Defense Systems to provide PirateFence anti-grapple razor wire - a modular-based perimeter protection system. Comprised of razor ribbon razor wire and designed to withstand harsh saltwater conditions, PirateFence is non-lethal but has an innovative anti-climb and grapple-resistant component, to deter even the most daring pirates.

[www.gac.com](http://www.gac.com)







## Sweet dreams

World famous Italian ice cream company Fabbri, established 1905, is making steps to get its products into the cruise and commercial shipping markets. The company also manufactures other sweet treats, including Amarena Fabbri, a cherry product with a wide range of uses, particularly in cocktails or as a topping for baking or ice cream. In 2011, Fabbri won the Guinness World Record for the world's largest ice cream cone, which consisted of 160lbs of chocolate and 2,000 wafers and stood at 2.82 metres tall!

[www.fabbri1905.com](http://www.fabbri1905.com)

## Hope floats

The Baltic Port Industrial Floatation Jacket is a durable floatation garment, with reflective panels and high-floatation performance to rival other Baltic 50N buoyancy aids. Designed for industrial use, the jacket has fleece-lined pockets to keep the wearer snug and warm and with bright colours and reflective panels, the wearer will be highly visible should they find themselves in danger at sea. Grab handles on the shoulders, an ID card holder and zipped ventilation openings under the sleeves complete the look for a stylish approach to safety onboard.

[www.baltic.se](http://www.baltic.se)



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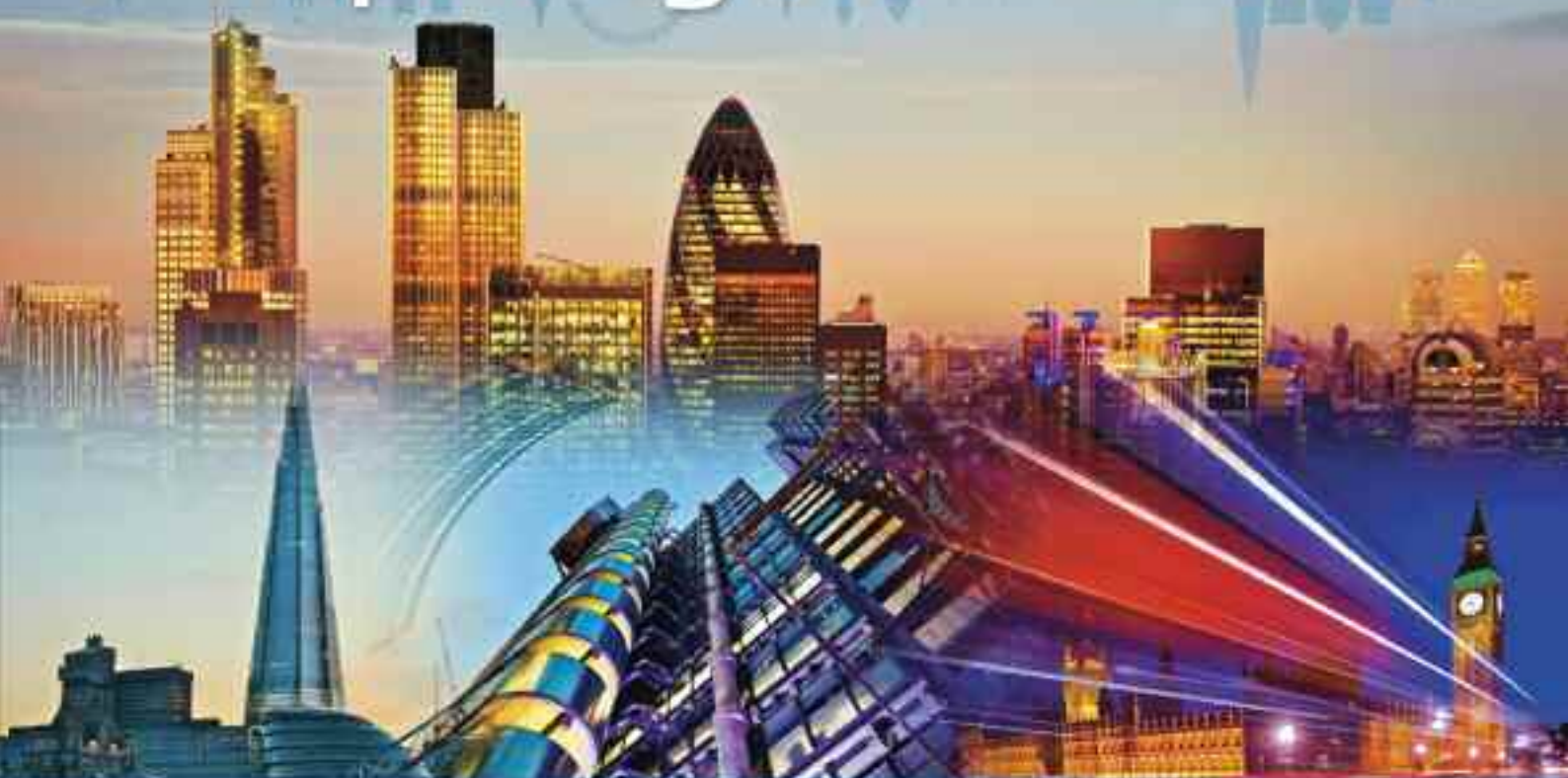
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For more details visit the official London International Shipping Week website  
[www.londoninternationalshippingweek.com](http://www.londoninternationalshippingweek.com)

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# PLAY



## The Rolling Stones

Drawing on their 50 years in the music business, the Stones have released this album to tell the story of their long and illustrious career.

Featuring all the most popular hits you would expect to find such as Jumping Jack Flash, Brown Sugar, Start Me Up, (I Can't Get No) Satisfaction and Get Off My Cloud, the album also boasts two new tracks, Gloom and Doom and One More Shot, which were recorded in Paris just this summer.

GRRR!

ABKCO, Universal Music Group

## Urban sanctuary

As frequent flyers know too well, the pressures of modern business can catch up with you and the desire to embark on an afternoon catnap can be tempting. Enter Podtime, creators of versatile sleeping pods which can be taken wherever you go, allowing you to recharge and recoup anytime. The hard-wearing polycarbonate tube, heavy duty frosted doors, sleek design and luxurious mattress, will make you feel snug as a pea in a pod.



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## Kylie Minogue



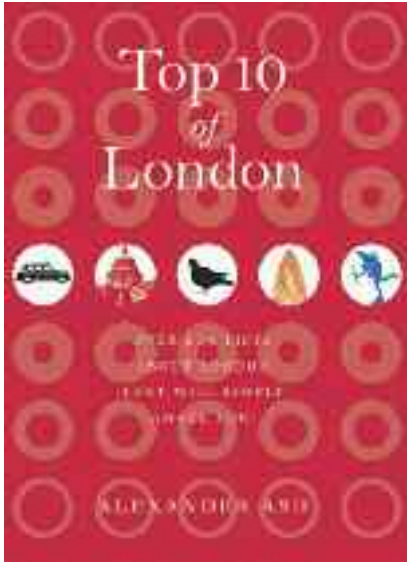
The pocket-sized Aussie popstar strips it all back from the showy performances she has graced us with for years, to prove just what a talented vocalist she is.

Recorded with Kylie's band and a full orchestra this collection offers reworkings of 15 of the pop princess's biggest hits along with a new track, Flower.

Included are her debut single The Locomotion, I Should Be So Lucky, Better The Devil You Know, Confide In Me, All The Lovers and the dance-floor filler Can't Get You Out Of My Head.

The Abbey Road Sessions  
Parlophone

# After- hours



## Think you know London?

Red double decker buses, black taxis, Big Ben, Buckingham Palace – these are all things that spring to mind when you think of the city of London. But there is so much more to the English capital as you will discover in this little book, crammed full of interesting ‘top 10’ facts. For instance did you know it is home to the world’s largest uncut diamond, has the greatest variety of Michelin-starred cuisine in the world? There are 250 fascinating lists including the Most Expensive Houses, Attractions, Tallest Buildings, Slowest Roads and Oldest Gentleman’s Clubs. If you want to discover more about London, home of Convention for three years from 2013, this is a helpful, fascinating read.

Top 10 of London  
by Alexander Ash Hamlyn  
£10



## Good time boys

Multi-award winning musical Jersey Boys has checked in for a 14-week stay at the Sands Theater at Singapore’s Marina Bay Sands resort.

The show tells the true rags to riches tale of how four poor kids from the wrong side of town went on to become one of the greatest original boy bands of all time – The Four Seasons.

Frankie Valli, Bob Gaudio, Tommy DeVito and Nick Massi wrote their own songs and sold 175 million records worldwide, and all before they hit the age of 30!

The musical, which is directed by two-time Tony Award winner Des McAnuff, features all of the group’s best loved hits including Sherry, Walk Like A Man, Rag Doll, Oh What A Night and Can’t Take My Eyes Off You. Milan Rokic, Managing Director of BASE Entertainment Asia, said: “We are extremely excited to be involved in producing this Broadway version of Jersey Boys for Asia. It runs at breath-taking pace and audiences will be left wanting to come back for more. This is an evening of exceptional entertainment.”

Jersey Boys  
[www.jerseyboys.com.sg](http://www.jerseyboys.com.sg)  
Showing until 17th February 2013.



© 2012 Succession H. Matisse / Artists Rights Society (ARS), New York

## Process in paint

Described by critics as an in-depth exploration of Henri Matisse’s painting methods, this exciting new exhibition at the New York Metropolitan Museum of Art is a treat for anyone interested in how paintings can evolve, as the artist questions his own work.

Henri Matisse (1869-1954) is known to have constantly re-evaluated and re-painted his own work, using his canvases as tools and repeating processes again and again, in an effort to “push further and deeper into true painting.”

Matisse’s process is portrayed as a necessity in creating finished artworks and art lovers will be inspired by his unique methods.

Matisse: In Search of True Painting  
[www.metmuseum.org](http://www.metmuseum.org)  
Running until March 17, 2013





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