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the SHIP supplier

The Official Journal of the International Shipsuppliers & Services Association

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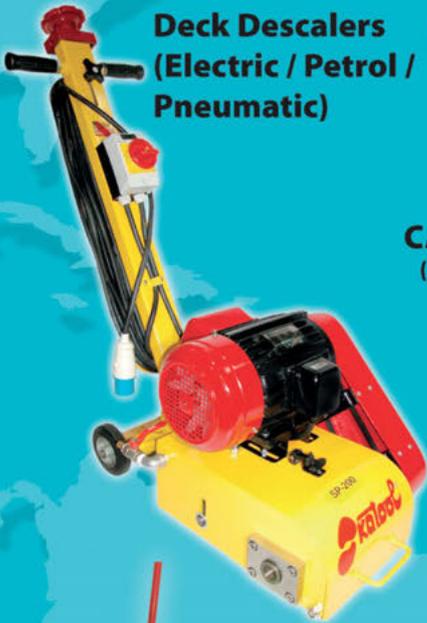
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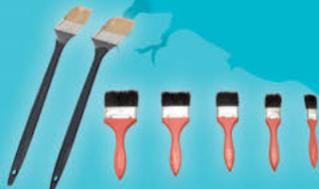
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International Shippers & Services Association
Secretariat
The Baltic Exchange
St Mary Axe
London EC3A 8BH
United Kingdom
Tel: +44 (0) 20 7626 6236
Fax: +44 (0) 20 7626 6234
E-mail: secretariat@shipsupply.org
Web: www.shipsupply.org

Executive Editor
Rocky Rocksborough-Smith
ISSA Senior Executive Vice-President
Triton Marine Supply, Vancouver

Managing Editor
Spencer Eade
International Shippers &
Services Association



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Acorn Farm Business Centre
Cublington Road, Wing
Bedfordshire LU7 0LB
United Kingdom
Tel: +44 (0) 1296 682051
Fax: +44 (0) 1296 682156

Publisher Sean Moloney
Editor Helen Jauregui
Journalist Samantha Giltrow
Advertising Sales Exec Katrina Bruni
Accounts Sarah Jones
Production & Design Mike Argles

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Foreword

Dear ISSA Members and Maritime Colleagues

I hope you have all had an enjoyable summer and managed to squeeze in some time to relax. It has been a busy few months for ISSA as we held the Executive Board Meeting straight after the exciting inaugural London International Shipping Week, which we were pleased to be a sponsor of. We also had ISSA representatives in attendance, including myself, and the week was a great addition to the shipping event calendar and I'm sure the next one will be just as successful.

Our Senior Executive Vice-President Rocky Rocksborough-Smith had the honour of being Master of Ceremonies during the Gala Dinner, which gave him an excellent opportunity to promote ISSA from the platform at this very prestigious event.

Breaking news from the Board Meeting was that the 2014 Conference will be held in Panama. We shall be conducting the Assembly AGM and also plan to hold our already scheduled Regional Meeting, which hopefully will also encourage a large attendance by members from South, Central and North America.

We are not planning a trade exhibition. However, by amplifying the added participation from the Latin countries as well as North America, this will give many opportunities to offer a sponsor the chance to take part in many events. We will also be able

to visit the Panama Canal which will soon finish its project to double capacity.

The Executive Board also approved an invitation from the Singapore Association to conduct the ISSA 60 years' jubilee in Singapore in 2015, which is planned in connection with Sea Asia, Asia's premier maritime conference and exhibition.

Another issue which has recently come to light is the provision of supplies to abandoned ships. Following the introduction of the Maritime Labour Convention (MLC) 2006 on 20th August, it has been agreed that suppliers will be among the first to be paid which is great news. This has been as a result of the pressure from ISSA on the International Maritime Organization, so we are proud of that. We don't know when it will be implemented but will keep members informed.

Some further positive news is that following February's Regional Meetings in India, a group of interested and aspiring associate members are keen to establish a national association. They will find it is a long and hard road, but ISSA will, of course, offer its full support should they succeed in their efforts.

Jens Olsen
ISSA President

You can keep up to date with the latest news on the ISSA website at 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@shippsupply.org



Brazil

Suppliers look to net more business during World Cup

Ship suppliers in Brazil are experiencing better than predicted growth with signs that the market is set to get even stronger.

“It has happened because of the greater flow of vessels in our region, and mostly because of the lack of infrastructure within the majority of Brazilian ports, which forced those vessels to extend their berth periods within our waters,” said Paulo Rodrigues Filho, Vice President of ABFN, the Brazilian Ship Suppliers Association.

He said the Government would be announcing some measures to solve these problems and on 5th July, the Brazilian President had sanctioned the provisional measure 595, known as MP dos Portos, which establishes new criteria for exploration,

concession, authorisation and lease to the private terminals of cargo handling in public ports.

“We believe, in the medium term, that the measure will virtually solve this ‘bottleneck’ and create new business to the industry.”

The cruise ship business is also strong and it is expected to increase with the approaching 2014 FIFA World Cup, which will be held in the country next summer, however Mr Rodrigues is wary of cowboy competitors trying to stake their claim in the sporting event.

“We will suffer the competition from the companies which aren’t ship suppliers,” he said.

The gas and oil sector, too, is continuing its strong growth and the discovery of new oil fields all over Brazil has caused increased interest from foreign companies coming as prospects to explore the possibilities of establishing themselves within the country.

“We have already received reports about fusions with some Brazilian companies that already operate in the market. Petrobras has stimulated its

traditional suppliers to join this new business.”

On the downside, late payments are still causing a big problem for suppliers in Brazil as in other countries:

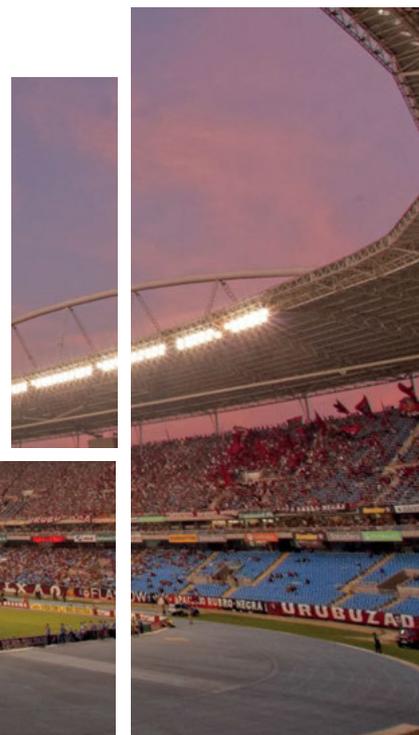
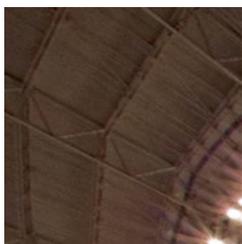
“The delays, and in some situations the total lack of payments, continue to be a factor which has destabilised our industry,” said Mr Rodrigues.

“The companies who do not take proper care with the credit granting to their clients have suffered strong financial losses.”

He said ABFN has been looking to create tools to help its members to minimise this problem: “The success of those tools is fundamental for the industry’s sustainable growth.”

Despite the negativity surrounding this, Mr Rodrigues is hopeful for the future of ship supply in Brazil.

“At this moment, there are indications of recovery from the 2008 crisis. News comes, from all continents, that the crisis is approaching the end. We strongly desire that in 2014 we can also send that news from our region, which will indicate the beginning of a world growth cycle.” ■





Argentina

No responsibility for cowboy suppliers

The dealings of 'cowboy' ship suppliers have been bemoaned by the Argentine Ship Suppliers Association, which says it cannot be held responsible for individuals or groups who are not members.

"On and off we hear of people wishing to try their luck by venturing into this demanding industry without doing their homework," said President Philip Prince.

"They profit by buying and selling with no respect for regulations nor do they have an organisation behind them. Fortunately, for all concerned, these groups have a short shelf life."

Mr Prince said that while the association had received complaints from

companies and captains that had been taken in and purchased goods from such "cowboys", it was unable to bear any responsibility for a group or person which was not a member.

All its members, he said, were suppliers who had adequate infrastructure, complied with the legal national requirements and had proven experience. They were also screened before being accepted and were therefore bona fide Argentine and ISSA member suppliers, as listed in the ISSA Ship Suppliers Register.

The market has been changing slightly for suppliers in Argentina recently – the country has reduced its export market for the traditional

commodities such as its famous beef, but there have been increases in soya beans and oil. The number of ships calling at the country's grain terminals has remained steady, although this has not been with the expected benefits for suppliers.

"It is easy to see that ship owners are cutting back on quantities of consumables," said Mr Prince.

Mr Prince added that he could not see Argentina experiencing any immediate recovery in the economy and this, added to the world shipping crisis, would see members keeping a close eye on costs and overheads while "waiting for brighter light on the horizon." ■

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Uruguay

Port activity growth boosts business



President of SOPROMAR (the Uruguayan Ship Suppliers & Repairs Association), Mario Fernandez (pictured), has reported strong business, particularly in the port of Montevideo, a destination for both cargo vessels and cruise ships.

“The supply of vessels is still very strong in Uruguay and all Uruguayan ports due to the fact that Montevideo is a

selected logistic point with an excellent geographical location, plus efficient customs and port authority regulations which allow suppliers to deliver a high performance service,” he said.

The number of cruise ships visiting had increased by 18%, he explained, while container vessels had seen an increase of 12%. There had also been an upturn in the number of logs and chips vessels over the past year along with naval ships from various countries.

“Montevideo port is really a key in the area of South American Ports development,” he said.

While business is very positive, Mr Fernandez said that competition and being competitively priced was one of

the biggest challenges facing suppliers in Uruguay at this time.

“Companies must constantly keep up to date with market demands,” he said.

Despite this, he said members could gain good support from ISSA, along with the national association which has seen its membership rise.

“SOPROMAR membership is growing, knowing the strong importance that an association can take any action before any situation or regulation that can affect suppliers’ business in these volatile times.

“The national association is working very closely with national authorities to offer professional support in this challenging industry.” ■



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Venezuela

Vying for business

Known for its biodiversity and landscapes, Venezuela counts the Andes Mountains and the Amazon Basin Rainforest among its stunning natural portfolio, but according to José Manuel Rodríguez Ojeda, President of the Venezuelan Ship Suppliers' Association - Asociación Venezolana de Suplidores de Barcos (AVESUB), the country's ship supply sector is rather less spectacular, as suppliers struggle for a slice of an ever shrinking business pie.

"The market is very depressed. With a downfall of 40% less ships calling into our ports. There are three main issues: We currently have a foreign exchange control system that is

excessively controlling; the scarceness and low stock inventories on most mass consumption products make it difficult to supply our customers satisfactorily, having many claims for shortage in supplies; having an official rate of Bs. (Venezuelan Bolívar) 6.30 per US\$. Compare this to a Bs 40 per US\$ in the black market and you can see, it's very hard to compete with neighbouring countries, especially those ships heading to or from the US, Mexico and Brazil," Mr Rodríguez Ojeda said.

"Because the well established firms that have been in business a long time DO pay taxes, they cannot compete with those who do NOT pay taxes and who work undercover. It is complete

chaos. There is always a group of suppliers that are not members of ISSA but who have support from the authorities." He said he is positive that sooner or later this may change.

On how the global financial crisis has impacted on the Venezuelan ship supply industry, he confirmed it has had a "strong negative impact," particularly because ship suppliers from developing countries have lowered their prices. "Our hopes are that soon enough the government will realise it is not beneficial to sustain this foreign exchange control system," he said, noting that otherwise, this could mean destruction of companies and markets. ■

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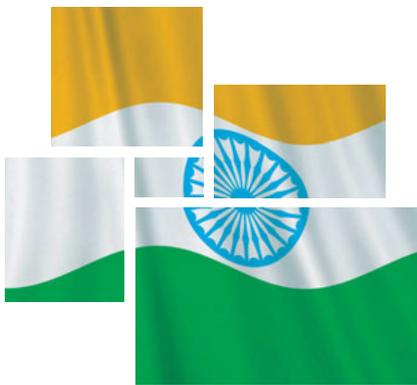
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India

Strength in unity

“Ship suppliers can work together and form a stronger ship supply community in India if a common forum is formulated” – this according to John Philip, Managing Director at Cochin-based ship supply firm John Philips & Co, who is currently working to try and form a National Association for ISSA in India.

Mr Philip’s efforts have received a positive response from Indian suppliers so far. “We hope that in the near future, our dream will materialise,” he said, noting the importance of background checks on suppliers, to ensure they are genuine companies with registered offices, rather than users of sub-contractors.

“When sub-contractors are appointed, established companies lose their business to these ‘cowboy’ operators” Mr Philip said, noting that the market for ship suppliers in India is low at this time because of a reduction in import cargo. “The labour problem here dissuades owners from touching the port,” he said, but added that port reforms are improving this situation.

“There also seems to be a greater market for suppliers in the northern ports, where cheap labour is available. The business turnover for all chandlers has been decreasing. The few ships that do come now are placing orders only for what is most essential.

“In the coming months, we hope that with the approaching tourist season, more cruise ships will visit and ship suppliers can benefit from this. We also hope the development of LNG terminals and container terminals may contribute to greater opportunities for the shipping industry in general.

“There is a need for greater cooperation and unity among Indian ship suppliers and for the formation of a forum through which challenges regarding port operations and related problems can be voiced and thereby heard by concerned authorities. Once this is achieved, India can surge ahead in strengthening its shipping industry,” Mr Philip concluded. ■

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Coping with poor payment performance

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



Ship suppliers are suffering at the hands of ship owners facing their own financial pressures arising from the poor trading conditions. Lucky suppliers are facing nothing more serious than increasing delays in payment, but for many the problems are far more serious with the vessel owners facing financial restructuring, bankruptcy or their vessels being re-possessed by the finance banks. When these events occur, securing payment can be difficult or often impossible.

It has never been more important for suppliers to understand the risk in the transactions they may be considering, and if a decision is made to make a supply it is essential to carefully control the terms on which the contract is entered.

What does this mean in practice? First, even for existing customers consideration should be given to their current status. Does the fleet appear to be operating normally? Are the vessels engaged in regular trading and calls to port. Are vessels laid-up, or has there been recent sales of part of the fleet?

We often see that where a vessel has had an extended period in port, or perhaps under repair, this can lead to poor payment performance due to periods without income for the owner. Similarly, fleets with vessels in lay-up are often under greater pressure, due to loss of income and expenses incurred while the vessels are in lay-up. A new fleet, acquired at the peak of the market, will be difficult to sustain at current charter rates.

Have there been press reports, positive or negative? Maybe their vessels

have been arrested due to non-payment to suppliers. Clearly, owners who are already facing such problems are unlikely to be in good shape to pay you when the time comes.

Why has the opportunity to supply come to you? Have their existing suppliers in your port refused to make further supplies due to existing credit being exceeded? Good relations with colleagues in your port and beyond are essential for exchanging this information.

Time and again we see clients who have supplied vessels and owners that we would have warned them about, if only they had asked us. We are asked to pursue debts from the same owners time and again, and eventually we see those owners go to the wall. In fact, it amazes us that some owners can get credit at all given the trail of debt and destruction that they have already left behind.

We see examples of suppliers extending credit for supplies to vessels already under arrest. This suggests that no due diligence has been carried out before the supply is made.

It may be that your due diligence is complete, and you have decided that only a cash supply is appropriate. In that case, you only need to take care to ensure that payment is received.

If you consider that it is safe to supply then you must consider the terms on which you will make the supply and grant credit. In our experience it is wise to be clear about your credit terms and not to hide them away in the small print. Your quotation should state clearly the terms on which the supply will be made, which we recommend includes the following:

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2. Any discount granted shall be strictly conditional upon payment within the agreed credit period, failing which payment in the gross amount shall be due (we suggest issuing invoices in such manner than the gross amount is stated, with the net amount clearly stated on the invoice to be applicable only where payment is made before the due date);
3. Interest shall be payable from the due date until the date of payment, at the applicable rate (consider 2% per month – anything more may be considered as unlawful in many countries);
4. In the event of default in payment any and all costs and expenses, legal or otherwise, incurred in seeing to recover payment shall be paid by the customer in full;
5. Except as stated above, the ISSA Conditions of Sale shall apply available to view and download at www.shipsupply.org Inclusion of such provisions gives you the best chance of collecting overdue sums, if problems arise. In fact, merely stating such terms will go a long way to ensuring that your customer understands from the outset that you understand your rights and the remedies available to you. Your customers are less likely to take liberties with you. ■

Bruce Hailey is a Solicitor and Director of Salvus Law, an English Law firm specialising in shipping transport, international trade and insurance law. www.salvuslaw.com



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LAST ORDERS?

Beers, wines and spirits can be a tough market to crack but, as Helen Jauregui reports, suppliers and manufacturers are using innovation to stay afloat in uncertain times.

From a shortage of whisky products for supply to the cruise market, to changing attitudes towards drinking onboard commercial vessels, it's certainly challenging times for maritime suppliers of beers, wines and spirits – but by adapting and innovating, suppliers can retain a sober head in a sea of uncertainty.

Macintyre Scott Xtra (MSX) has been supplying whisky in the sector for 39 years, working with ferries, cruise ships and travel retailers. Historically, MSX was a distributor and supplier of logistics to the travel retail market but has grown to become a supplier of products as well.

In recent times, MSX spotted a shortage in whisky products within the industry and the firm has adapted to offer new ranges and brands to plug the gap – an important example being aged blends, as Nicola Ridges-Jones, MSX Managing Director, expects these products will grow in popularity because a lack of supply is driving consumers to question their allegiance to single malt whiskies, encouraging them to try alternatives.

Part of MSX's game plan has been to form a deal with MacDuff International, producer of ranges such as Islay Mist and Lauders, in order to supply these brands to MSX's broad client base within the travel retail sphere. MSX has also been seeking products with gift value, as travellers are often keen to take home presents which can't be found in their local shops. It would seem that the market

is widening to allow new players onto the scene, as some well-known brands are struggling to cope with demand in the travel retail market.

Peter Blatch, a spirits expert and Business Development Manager at MSX, said: "We are seeing a lot more interest in other brands within the whisky category because of a relative shortage of liquid. Some of the dominating brands in the market are on allocation now and in some regions, availability is quite restricted when compared to demand.

"What we have seen in the market, is a more open-minded approach to looking at increasing assortments in the travel retail markets. A year to 18 months ago, everyone was just focusing on the perceived major brands. Our reason for working with the MacDuff brand has been to identify that gap in the market – what we see as an opportunity to offer a new approach.

"Rather than just providing logistics for brands, we are taking on brands which we can discuss directly with retailers ourselves. We are selective with the brands we work with, so they complement each other and we also work with brand owners on the logistics side, so we can offer a balanced portfolio."

Eric Thomson, supplier of MacDuff products to MSX, said: "As a supplier to the market, the challenge for us is that we haven't got the manpower to visit the 40 plus customers that MSX visits on a regular basis, so for us, this partnership

is an excellent opportunity to work together."

Nicola Ridges-Jones, Managing Director, MSX, added that over the last decade, she has been striving to create a different kind of warehouse and logistics scenario, providing a bespoke solution to clients. "We can see when there's a gap in the market and I know that if we are able to offer a solution to these gaps, then we can bring a three-way partnership to the process. It's come from wanting to make our company different, innovative, responsive and to make changes as we need them.

"When we saw there was a gap in the amount of liquid available, we started our negotiations with MacDuff because we know how important it is to keep on selling – if you have a passenger on a cruise ship in the shop and they can't buy a particular whisky because it's on allocation or there's a lack of stock, you want to be able to offer them something else, otherwise it's a lost sale. It's the same whether this is onboard or at an airport as you need to keep up availability in order to provide the customer with what they need."

Mr Blatch added that MSX's history and position in the market gives the company the opportunity to speak to a broad customer base – an obvious advantage. "If we can talk about products that complement and extend the proposition then so much the better, rather than trying to just replace products



our customers may already have. We know whisky is a challenging category at the moment so therefore, the opportunities are there.

“Because of the number of brand owners we work with, we were made aware there was an insufficient amount of product to fulfil the needs of existing customers – the customers were requesting and looking for alternatives, particularly in the single malt area. One of the key brands within the MacDuff portfolio is a blended product with age statement, with a premium proposition, so it could step into the void left by other products that weren’t available in the single malt category.

“The timing was ideal because at the same time we realised there was a gap in the market, MacDuff were looking to send their distribution into the UK market and they already had a lot of brand presence – they just needed help developing this within the UK. The timing was perfect because they wanted to extend and we were also looking for opportunities to expand.”

Also confirming the partnership will be a lasting venture, Mr Thomson said: “This is definitely a long-term relationship which we have entered into – it’s important in this industry that you have a commitment for a number of years and as a small company, we must form long-term partnerships. The worst thing you can do with a buyer is to change distributors constantly and for us, as a

smaller company, we just haven’t got the manpower to change constantly.”

Concluding, Ms Ridges-Jones said: “Obviously with the recession and the trend for ‘staycations’ rather than holidays, cruise companies have had to take a good look at themselves and review their offerings, focusing on how they can streamline and make it a better experience. I think part of this has been to put themselves through the mill and improve their services. While they are looking at other projects and plans, we are trying to innovate, to bring them ideas on training and how they can increase sales and make sure they have the correct offerings onboard, so we’re doing a lot to set the scene and see how we can help buyers. It’s a challenge to keep in front of the crowd but it’s very enjoyable.” ■

SAIL WITH THE TIMES

Changing safety and lifestyle cultures have meant a drop in demand for beers, wines and spirits onboard commercial vessels and as major cruise and ferry operators source their alcohol products direct from wholesalers and manufacturers, you could be forgiven for thinking these trends will distance ship suppliers from this corner of the market – but according to Alex Taylor, Managing

Director at Hutton’s, ship suppliers would be wise to focus their energies elsewhere to make up the shortfall.

“For us, beers, wines and spirits are not a growing area. I think people’s drinking habits are changing somewhat and although the products we sell are extremely varied, the rate of consumption for alcohol within our product range in the maritime market has decreased quite significantly over the last 10 years,” Mr Taylor said, adding that many cruise companies are dealing directly with manufacturers for such products.

Mr Taylor also noted that besides this cutting out of the ship supplier as a middleman serving the cruise and ferry markets, generally within shipping, the consumption of alcohol is usually much more controlled onboard ships nowadays, with many companies disallowing alcohol.

“Even on the ships that do allow alcohol, we are seeing trends whereby people are working longer hours, more intensely, with less socialising onboard. There are more people keeping themselves to themselves, rather than socialising as a team, perhaps due to language barriers – also, people have access to more technology onboard and people are becoming more isolated and insular. Previously, people would spend more time sat in the mess room enjoying a couple of drinks together socially.”

Mr Taylor added that regulatory changes regarding alcohol have come about gradually: “The offshore oil and gas industry turned around a long time ago and said alcohol was a definite no onboard. Shipping companies have followed the trend, more because of their own internal regulations than because any regulations have been imposed on them.

“Some companies have adopted a full ban and others have imposed restrictions owing to safety reasons – some use breathalysing equipment to control drinking onboard. Some companies restrict their seafarers so they can only have a limited amount, such as two cans of drink a day, for example. In general things are being restricted.”

On cruise ships and ferries, where there’s a higher consumption of alcohol, Mr Taylor said companies are sourcing directly from wholesalers and obviously, this does take sales away from ship suppliers, but Mr Taylor highlighted the

fact that this is a niche market in itself: “I appreciate that cruise ships must have a wide range of beers, wines and spirits onboard and it makes sense to them to liaise with drinks manufacturers to get the best offers they can and the right product range. For cruise and ferry companies, the challenge is to set up the correct supply chain and make sure the items are readily available.”

Acknowledging the ship supply market’s strengths in this sector, Mr Taylor added: “The niche market for the general ship supplier is dealing with ships that do not have a fixed schedule, calling to ports without warning, out of normal working hours and serving ships which may be calling into ports where they don’t have a great deal of trading history – that is where we are unique because we have the flexibility to work with them and to provide them with what they want. We’ll always have that special protection as an industry, with emergency supplies and a wide range of products, because

we don’t have a fixed product range so we can arrange for a wide range of items, just in time or at short notice. In comparison, many wholesale suppliers are unable to deal with that.”

Having worked in ship supply for 12 years, Mr Taylor said he has seen trends in alcohol consumption onboard alter ‘dramatically’ in this time. But does he think ship suppliers are worried over a loss of alcohol sales? “I don’t know if worry is a bit too strong. Certainly we are in the business of selling products and we want to sell more but at the same time, we have to adapt and move with a changing society and there’s no point complaining because it won’t make any difference. We have just got to change the range of products we sell – just because you aren’t selling as much beer, doesn’t mean you can’t sell more soft drinks or fruit juices. As long as you can make up for it and get the sale elsewhere, it doesn’t matter – it’s simply a matter of adapting.” ■



SPIRITS



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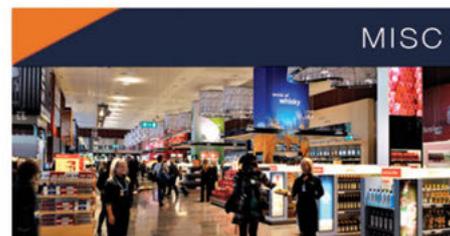
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WE LOOK FORWARD TO HEARING FROM YOU



Rope suppliers are living up to customers' demands and delivering competitively priced products in strategic locations, as recessionary and regulatory pressures mean choice and ease of purchase are at the forefront of customers' minds.

Survitec Group has stepped up its ability to supply Europe's shipping and commercial marine market with competitively priced rope products through its stock holding and logistics sites in Rotterdam, Hamburg, Antwerp and Algeciras, in addition to an extensive network throughout the United Kingdom.

Survitec holds a significant supply of mooring ropes and nylon & composite mooring tails, suitable for container ships and bulk carriers, as well as OCIMF MEG 3 compliant mooring systems for tankers and offshore storage vessels.

Survitec's Global Rope Expert, Nick Dennison stated: "Having a permanent stock of mooring ropes throughout Europe is of real benefit to our customers. Given the strategic locations of our service stations, in Europe's busiest shipping ports, we are uniquely placed to meet tight delivery deadlines on our most popular rope products. Through a single point of contact within the Survitec Rope Team, we have the capability to provide a single source solution for managing a fleet's global rope requirements, coupled with the assurance of our extensive global service and distribution network."

Worldwide, the company has major stock holdings at its facilities in Florida, China, Korea, Hong Kong, Singapore and the United Arab Emirates, but the company's on-going strategy is to provide customers with the same consistent level of service and product quality irrespective of location. By stocking up on the most popular products, Survitec says it can offer faster delivery times, together with a more comprehensive service package covering all major ports around the world. Non-standard ropes can be stocked if customers notify Survitec in advance.

Survitec's global service and distribution network includes 37 wholly owned service and distribution centres and over 600 Survitec Group approved service stations. The company's fibre and wire rope products can be supplied through all of these outlets.

Gaylin, provider of rigging and lifting solutions to the global offshore oil and gas industry and rope products specialist, also recently shared some positive news, having reported a 7.2% year-on-year rise in revenue to S\$19.8 million for the first quarter ended 30 June 2013, compared to S\$18.4 million in the previous corresponding quarter. The Group's revenue growth was achieved on the back of contribution from Allseas Marine Services, a ship supply business which Gaylin acquired for S\$1.5 million in January 2013.

Commenting on the results, Desmond Teo, Executive Director and CEO of Gaylin, said: "Notwithstanding rising costs, we still

maintain profitability and we are well-placed in executing our expansion plans. We will certainly continue to exercise prudence to balance costs with growth in order to realise long-term sustainable returns for our shareholders."

Even though the world economy remains uncertain, the Group is cautiously optimistic that the O&G industries will remain positive in the next 12 months and Mr Teo said it remains firmly committed to strengthen its standing as one of the largest rigging and lifting solutions providers not only in Singapore, but in the region.

"We believe we are on the right track in our expansion strategy to further consolidate our position as a leading rigging and lifting solutions provider to the offshore O&G industry. We are confident we will be well-placed to serve the rising needs of the industry when the world economy and global energy demand picks up. Looking ahead to the rest of FY2014, we will continue to actively look for opportunities to expand our operations into Asian markets through strategic acquisitions and collaborations," Mr Teo said.

Underscoring its commitment to inorganic growth, the Group has also completed the acquisition of Lv Yang (Tianjin) Offshore Equipment, a supplier and manufacturer of rigging and lifting equipment and provider of related services, for S\$3.5 million, on 31st July 2013.

Mr Teo said: "With Lv Yang now among one of our subsidiaries, Gaylin will gain a foothold in the Chinese

market. We are definitely excited about the potential business and growth opportunities that Lv Yang will bring given that Chinese yards have been successful in securing newbuild rigs projects in recent months.”

In other ropes news, Lankhorst Ropes was selected as provider of rope for bollard pull testing of new platform supply vessels (PSVs) from Rosetti Marino, a turnkey builder of oil platforms and service vessels for the offshore sector. The rope was used to test the company's most powerful tug to date with a bollard pull of 220 metric tonnes.

Based in Ravenna, Italy, Rosetti Marino specialises in PSVs designed to provide assistance to offshore oil platforms and safely transport equipment and material to and from the platforms – even those located in very rough waters, such as the Baltic Sea and the North Sea and particularly in adverse weather conditions.

Since 2010, bollard pull testing has become standard practice for newly built steel tugs. The test provides a good measure of the tugboat's maximum pulling load. Contacted to supply a bollard pull test rope at short notice, Lankhorst supplied a 88mm diameter, 300m LankoForce rope made from high modulus polyethylene (HMPE) Dyneema. The rope has an actual breaking load of 4806kN (490 mT) (spliced).

“Lankhorst was able to supply the new rope within 2.5 weeks ensuring we were able to meet our scheduled bollard test date,” said Luca Mazzotti, Procurement and Subcontracting Dept, Rosetti Marino. “The increasing power of today's tugs makes bollard pull testing vital. In this case the LankoForce rope was needed to test a multifunctional anchor handling, tug, supply and service vessel with a bollard pull of 220t, the

most powerful vessel we have built in this class.”

Meanwhile, an increase in demand for chain products has placed Damen Marine Components (DMC) and Damen Anchor & Chain Factory (AKF), both part of Damen Shipyards Group, in a favourable position. DMC has completed several projects for the offshore, ports, defence and fishing markets, and is expanding its business and facilities in Poland. The company has also acquired a new ISO certificate.

AKF has reported the arrival of the first shipment of additional stock size HYT-12 and HYD-14 anchors in June. The direct available range for HYT-12 anchors has increased up to 2.140kgs and for HYD-14 anchors up to 7.000kgs. It is the result of the agreement AKF concluded with China-based Jiangsu Ziangsheng Heavy Industries to become the exclusive dealer in Europe for the



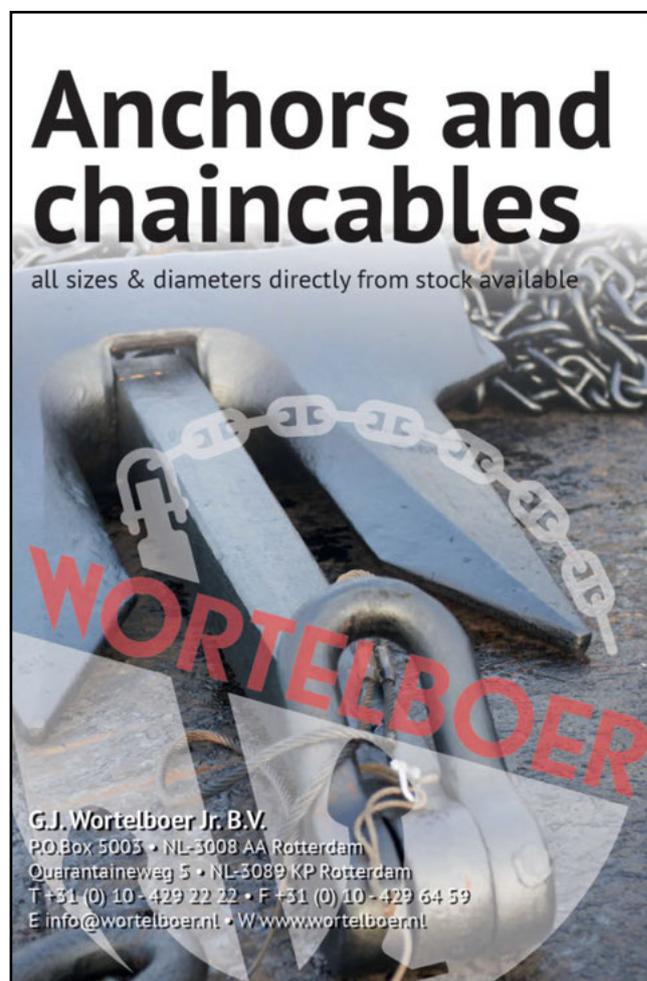
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products of the Chinese anchor manufacturer. This company produces Class certified anchors, today readily available from stock in Schiedam (Europoort, the Netherlands) at competitive prices.

The company has described the HHP HYT-12 type anchors from Jiangsu Ziangsheng Heavy Industries as high quality, LRS certified and in smaller sizes, commonly used for Damen newbuildings.

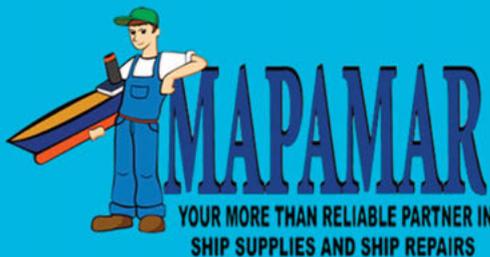
According to company officials, the bigger HYD-14 ABS certified offshore mooring anchors Damen Anchor & Chain Factory demonstrates Damen's commitment as a respectable supplier and partner for the versatile marine offshore market.

Another success of AKF's is that of a leading shackle manufacturer who commissioned AKF to execute the class test procedure for a large offshore project. The project was scheduled and

executed in three days of testing. AKF noted it was awarded the order because of its Lloyds approved testing house certificates and capacity to test this size of equipment.

Sister company DMC has also recently delivered a twin propeller nozzle set for MAN in Chile, which also ordered a second set. The MAN AHT type nozzles have an inside diameter of 4,020 mm and will be mounted into AHTS vessels.

DMC's expansion at its Polish facilities has started. The production hall in Elblag is now in full operation and production capacity will continue to grow as new machines are being installed in the next few months. Because of this expansion, DMC has said it will soon be able to fulfil an even wider range of customer requirements. ■



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On the line

Since 1991, Chafe-Pro has been a pioneer in the manufacture of removable chafe gear, designed to prevent abrasion to synthetic lines. Michael L. Ratigan, Vice President of Operations, said that as sales of his company's products continue to grow, both domestically and internationally, he is pleased that the brand is becoming more recognizable: "Instead of simply asking for chafing gear, customers are now asking for Chafe-Pro by name, which in turn has led us to new resellers."

Mr Ratigan added that over the last 18 months, his company has seen a steady increase in demand for its products. "This is primarily due to the new synthetic lines," he said. "Many companies are replacing their wire rope with synthetics as they are a fraction of the weight, more flexible and just as strong. However to see the full service life of these ropes they need to be protected with proper chafe gear. This is where we are seeing a steady growth in sales and demand for our products. In addition we are continually asked by our distributors to solve Chafe problems in different market areas and applications."

Chafe-Pro has also developed a couple of new products at the request of its distributors: Thor Guard & Static Rope Edge Protector (STREP). "The Thor Guard was created at the request of one of our larger distributors, Southwest Ocean Services, located in Houston, Texas. They asked if we could combine our HB Eye unit with our Commercial Series HB unit. The result was the Thor Guard, a removable one-piece unit that encloses both the splice and the eye of the line.

"It offers a continuous layer of our abrasion resistant material without a break in protection at the transition from

the eye to the splice. The standard unit has been designed for lines 1" - 1 3/4" diameter with a 3ft eye (6 linear feet) and the mooring tail extends back for seven feet from the throat of the splice. For assistance with handling, the unit has handles on both sides of the eye."

The STREP unit was developed at the request of Chafe-Pro's UK Distributor English Braids, for one of their customers. The STREP is ideal for window washers of high-rise buildings, rock climbers and repellers to name a few. The unit has been constructed using double layers of Chafe-Pro's abrasion resistant material and modified to the requested specs of the customer. There are additional closure straps to ensure the unit stays sealed around the line and a loop at the end so the unit can be anchored in the desired location with the use of a tether. This is a free-sliding unit, the rope can slide freely through the protective covering.

When asked what he believes are the most challenging aspects of working in the ropes market, Mr Ratigan said: "Educating consumers about proper chafe protection. People have grown accustomed to just using canvas or old fire hose. While these will provide some protection, they won't last very long, nor will they stay in place.

"We have been manufacturing Chafe-Pro and Chafe protection devices for over 22 years and have a solid understanding of the market's needs. Customers are often sceptical at first when they hear what we can save them in cordage costs when we first sit down with them, but once they see first-hand how well Chafe-Pro works they become believers and repeat customers.

Discussing whether he has seen an impact on his business as a result of the global recession, Mr Ratigan said: "This has had an impact on our business but not in a negative way. Chafe-Pro offers customers a way to protect their cordage budgets. Our commercial customers are always looking for ways to save money and get the longest lifespan out of their products, and Chafe-Pro does just that. We recently prepared a savings report for one of our commercial customers whose fleet consists of 12 petroleum tankers. By switching from their previous chafe gear to Chafe-Pro products, we will save them \$2 million (\$US) over eight years.

"I expect Chafe-Pro's brand will continue to grow over the coming months. We are entering the Fall Boat Show season where we will be exhibiting our products and educating customers about what Chafe-Pro can do for them. In October we will be exhibiting at the International WorkBoat Show (IWSBS) in New Orleans, LA, the Ft. Lauderdale Intl. Boat Show (FLIBS) in Ft. Lauderdale, FL and in November we will be at the Marine Equipment Trade Show (METS) in Amsterdam. These shows provide us an excellent opportunity to showcase our products and new innovations to our customers and potential customers." ■

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ISSA and Ship Supply News

London
International
Shipping Week:
ISSA celebrates
in style





During a packed calendar of maritime events in the English capital, London International Shipping Week (LISW) held a spectacular gala dinner in the Great Room of the Grosvenor House Hotel.

ISSA Senior Executive Vice-President Rocky Rocksborough-Smith gave a stellar performance as resident MC for the evening, introducing prestigious figures from the maritime world to the stage.

The distinguished guest list included International Maritime Organization Secretary-General Koji Sekimizu, ISSA President Jens Olsen and Jim Stewart, Chairman of Maritime UK. The evening's entertainment saw professional opera singers and a traditional marine cadets band take to the stage while the menu included tuna carpaccio and tender lamb.

The gala dinner was one of over 60 events held in London during LISW. These pages show images from the dinner and other events throughout the week.

To keep up-to-date with future events from LISW, please visit: www.londoninternationalshippingweek.com



Wilhelmina Catherina van Noortwijk - van Der Zalm

January 21st 1945 – August 27th 2013

It is with the deepest regret and sadness that we have to announce the passing of Willy van Noortwijk, wife of past ISSA President Wim van Noortwijk.

Willy passed away peacefully after losing her battle against cancer.

A statement from the van Noortwijk family said: "In spite of her will-power, great courage and indomitable fighting spirit during the past 16 months she was unable to win her battle with the unexpected illness that claimed her life.

"Our 'Willy' was in every way a wonderful woman to her loving family and the huge number of friends and

acquaintances that she got to know all over the world.

Jens Olsen, ISSA President, said: "It was with great sadness we received news that on Tuesday 27th August, following a long and cruel illness, Willy van Noortwijk, Wim's dear wife and partner through a lifetime, finally passed away quietly and with dignity.

"We, whom have known and loved Willy throughout many years, have treasured her friendship and will always remember her smiling, positive personality and her untiring support and loyalty to Wim and to her many friends in ISSA. Willy will be greatly missed by all. May her soul rest in peace." ■





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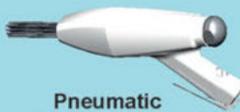
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German Shippers Association publishes new Register

The Hamburg-headquartered German Shippers Association has published the 41st edition of its annual German Shippers Register, providing information on 141 ships store merchants in 23 ports in Germany, in addition to details for some specialised maritime lawyers.

In addition to company contact information, the Register details names of proprietors, branch offices, ports of delivery, departments, managing directors, managers, clerks, agencies and information on the distribution of specific items.

More than 4,000 copies of the 124-page English language Register will be distributed worldwide to ship owners,

shipbrokers, ship suppliers, shipyards and more.

The Register includes data on Association member companies considered as bona-fide ships store merchants and enables ship owners to select a suitable supplier from a large number of companies. Moreover, the Register provides extensive information on the ships store trade in Germany and Austria for the wholesaler trade and others connected with the shipping industry.

An online version of the German Shippers Register 2013/2014 can be downloaded from the Association's website www.shipsuppliers.de but for more information or to request a print copy, contact: vds@shippers.de ■

New Associate Members

1st October 2013

Al Future Marine,
39 Hafiz Ebrahim & Elgeesh Str.,
Floor 3, Port Said, Egypt
Contact: Ahmed Kamal
E-mail: info@futuremarine.net

Belsupplies S.A.,
59 Blvd. Grande-Duchesse
Charlotte, L-1331 Luxembourg,
Grande Duché de Luxembourg
Contact: Eric Van Aerde
E-mail: sales@belsupplies.com

Oceanus Maritime,
No. 118/305 Triplicane High Road,
Chennai 600 005, India
Contact: Syed Aaquib Farhan
Ahmed Syed Salman Ahmed
E-mail: supply@oceanus.com

Ruby Enterprise,
Basudevpur, Manjushree Market
Complex, PO-Khanjanchak, PSA-
Durgachak, Purba Medinipur-
721602, West Bengal, India
Contact: Khakon Halder
E-mail: ruby.enterprise@yahoo.com

PT. Bhakti Cipta Mandiri,
Kelapa Gading Trade Centert
(KTC Mall), 1st Floor, Block A10,
No.3, Jl. Boulevard Barat Raya,
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Harding Marine Services secures BP Shipping contract



Frans Fakkers, Director,
Harding Marine Services

Harding Marine Services (Rotterdam) has secured a BP Shipping victuals and general stores supply contract for Rotterdam for the second consecutive time, in an agreement to supply BP Shipping's fleet at the port for the next two years.

Throughout the contract, Harding Marine Services will use a state of the art IT system, specially tailored to ship supply. Commenting on the new contract, Frans Fakkers, Director at Harding Marine Services (Rotterdam), said: "The consecutive award of this contract demonstrates the professionalism, competitiveness and high levels of quality and service that we provide to all of our highly valued clients at all times." ■



Inchcape wins port agent contract from DP World

Maritime services provider Inchcape Shipping Services (ISS) was recently appointed by DP World as port agent for the vessel *Pictor J*, which has arrived at DP World's London Gateway. Chartered by DP World, the *Pictor J* berthed at London Gateway ahead of the first commercial vessels which will arrive after the official opening later this year.

This was the first vessel DP World has brought into London Gateway under its own stewardship and will be used as a training vessel to teach operational skills to staff at the port.

ISS handled all the arrival formalities of the container vessel, which travelled from Germany and will also be handling all husbandry requirements over the charter period, including reporting requirements,

stores, crew changes, crew welfare as well as acting as the interface between the port and the ship.

Welcomed to port by new Harbour Master Colin Hitchcock and Deputy Harbour Master James Hannon, London Gateway will use the vessel to teach operational skills at the port.

With an investment of £1.5 billion, London Gateway will combine the UK's newest deep-sea container port with Europe's largest logistics park and facilities will include six quays and a total of 24 cranes.

ISS also acted as a port agency for the arrival in March of the giant quay cranes at London Gateway on the heavy-lift vessel operated by Shanghai Zhenhua Shipping Co, the Zhen Hua 26. These quay cranes, the largest in Britain are bigger than the London Eye and weigh 2,000 tonnes each. ■

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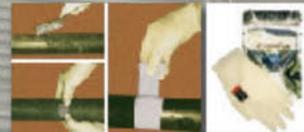
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CAUGHT ON CAMERA

TECHNOLOGY GETS TOUGH ON PIRATES

The importance of using physical deterrents to stop pirate groups boarding vessels cannot be understated but more and more emphasis is being placed on sophisticated technology to help in foiling attacks.

Indeed, in February this year the use of closed-circuit television (CCTV) was mandated by the Indian Ministry of Shipping when it issued a directive that all Indian flagged vessels must have anti-piracy CCTV installed by 30th June.

Although this has since stalled with Indian companies negotiating with the Ministry to define exactly what is required in the installation, Martin Nygate, Director of Singapore-based Gentay, which supplies innovative systems and equipment to the maritime industry, said he believed the mandate would be upheld.

"I don't think it will be cancelled because it was made for good reason. I think they might be given another six months and then they will have to install it."

While the installation of CCTV is not mandated, shipping companies are urged to consider CCTV as an anti-piracy measure in BMP4.

"The overwhelming majority of companies do not have anti-piracy CCTV and the reason they don't is because of the lack of funds and because it has not been mandated," said Mr Nygate.

Can he foresee the mandate being introduced elsewhere?

"In the context of BMP4 yes, because what's happening is that the insurance bodies are looking at Best Management Practices as a way of encouraging or offering a lower premium, by saying if you implement BMP4 then we can offer you lower premiums because we can be reassured that you have done everything possible to protect yourself from piracy issues."

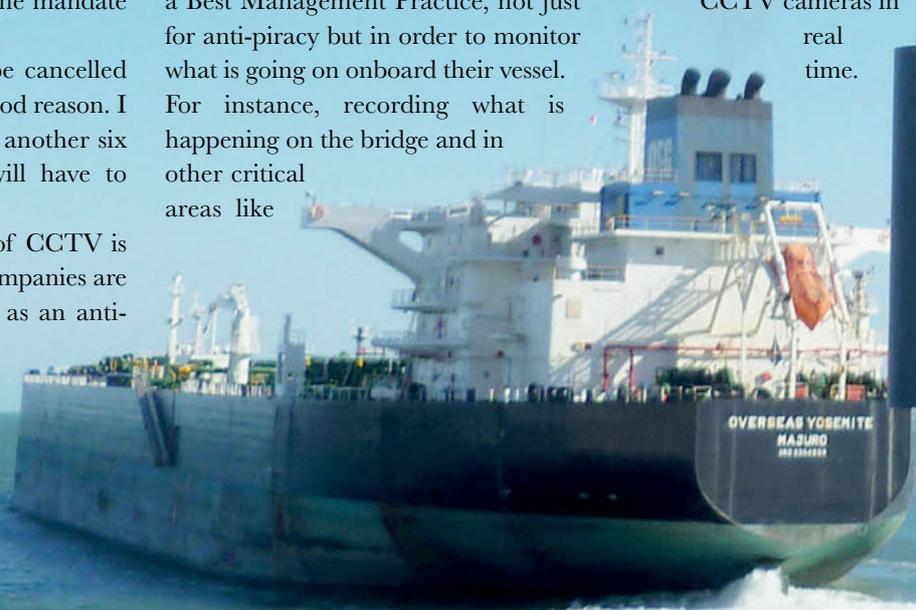
He added: "More and more companies are recognising that CCTV as a method of surveillance is, in itself, a Best Management Practice, not just for anti-piracy but in order to monitor what is going on onboard their vessel. For instance, recording what is happening on the bridge and in other critical areas like

the engine room."

Mr Nygate explained how CCTV could be very useful in dissecting what happened and learning lessons. There has also been much discussion about the ability to transmit CCTV signals from ship to shore enabling the office to monitor what is going on in real time.

"Because of the current limitations of bandwidth and high cost, it's not practical currently to monitor vessels'

CCTV cameras in real time.





What is practical though, is for the office to be able to dial into the vessels and to monitor selectively different time frames.

So, how can it work in the context of anti-piracy measures?

“Imagine a situation where pirates have boarded the vessel and the crew have entered the citadel and locked themselves away.

They don't know what's going on onboard. If someone

bangs on the door of the engine room and says they are the US Navy, how do they know it is the Navy and not the pirates unless they have CCTV monitoring what is going on.”

One of the previous barriers of installing CCTV has been the cost – it can take seven to 10 days during which time the vessel cannot be moved.

But Gentay has the technology, adapted from smart grid technology, which is designed to send data over vast distances at very high speed and applied it to the maritime industry. This means that Gentay does not have to install a network and can convert the whole of the power grid of the vessel into a LAN (local area network) within a couple of hours.

Mr Nygate said the biggest driver right now for this type of technology is crew welfare because the crew want instant access to the internet in their cabins.

“We are working with some major companies to install it on some of their vessels, primarily for crew welfare but the bi-product of that is that they can add anything else without having to cable the vessel.”

Another anti-piracy device supplied by Gentay is a long range acoustic device (LRAD) which emits a beam of sound in the form of voice or an alarm and can reach distances of up to 5.7 miles.

Using LRAD took off in the maritime industry after the incident with the *USS Cole* in the Yemen port of Aden in 2000, where the side of the US Navy vessel was blown out by terrorist bombers.

“The US Navy had a problem because they could see the vessel coming but they could not warn it to go away because they had no way to

communicate with them,” said Mr Nygate.

“It is also considered to be a non-lethal weapon because it also has the ability to emit a specific tone which can drive you crazy. It can hurt your ears and make you feel sick.”

Another area of technology in the battle against crime is anti-piracy software tools such as Jeppesen's PiracyUpdate, which helps customers identify, understand and manage the risks. It is based on information from Bergen Risk Management along with other recognised and authoritative sources such as the International Maritime Bureau's Piracy Reporting Centre and also includes weather information as pirates cannot operate in certain weather conditions.

“The challenge in a hijacking crisis is not lack of information but too much of it. So one needs a system that can process then disseminate what is timely and relevant,” said Arild Nodland, Head of Security at Bergen Risk Solutions (BRS).

BRS uses PiracyUpdate every day to locate high-risk areas and to communicate this knowledge to customers. Along with the weather and wave forecasts, it is also integrated with Jeppesen's other products including electronic navigation charts and port database. PiracyUpdate won the Safety at Sea International Award for Security in 2010.

“It is not a miracle tool. It cannot tell you where the pirates will take a hijacked ship, for example. So we rely on good intelligence analysts and experienced area specialists as well,” added Mr Nodland. ■

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KEEPING UP WITH THE COMPETITION



Superyachts may be a trophy of wealth for the rich and famous but look beneath the surface and there's still an underlying current of cost-consciousness in these difficult economic times.

Just as with commercial shipping, the yacht market is feeling the pinch leading to more competition and affecting prices among many of the globe's yacht suppliers.

As James Beddall, Sales Manager at superyacht supplier Global

Services, explained: "Budgets in general are becoming tighter with many yachts tendering quotes to multiple suppliers. The number of new build launches has declined in recent years which could be as a result of the economic crash in 2008. Service is still key and goes hand in hand with price. Customers want the best service at the most economical price available."

Global Services, based in Devon, UK has been supplying yachts all over

the world with spare parts and equipment for nearly 20 years. The company was founded by marine engineer Richard Gardiner who had started his career in the Merchant Navy before moving to work in the private yacht sector as a Chief Engineer.

Following a diabetes diagnosis he decided to move back to shore and set up an engineering spares supply business in his garden shed. Today, the company sources and supplies goods

for all departments including deck, galley, engineering and interior and draws from a database of over 2,000 vendors.

“We can supply literally everything from a main engine to a teaspoon!” said Mr Beddall.

He added there were many challenges currently facing procurement companies: “There are more competitors on the scene offering value for money and keeping the selling price to a minimum because they run on low overheads.”

The internet, too, has also changed the way business is done with crews, who now have better online access, being able to make easier price comparisons for goods.

“We have to really add value by being experts in sourcing cost effectively and being experts on logistics and shipping as our customers can be anywhere in the world,” said Mr Beddall.

Another company which prides itself on customer service is Versilia Supply Service based in Viareggio, Tuscany, where much of Italy’s yacht building takes place.

The company was the brainchild of Guiliano Tomei who had a career at sea before coming ashore to work in the commercial ship supply sector in the ports of La Spezia and Livorno. He saw a need for a professional supply company in the growing yacht market and opened VSS in 1985.

Since then, the company has expanded and developed to meet the needs of the fast-moving sector and now comprises not only the core wholesale supply but a shipping agency, Yacht Management & Consulting, to cover all customs and VAT issues as well as the Marine Store, a chandlery where yachts based in the area can find what they need.

VSS covers the supply of yachts under construction and yachts already

in commission supplying them with spares and provisions – there is even an in-house chef to choose gourmet items – and the service is offered throughout Italy. VSS also regularly supplies yachts on the Cote d’Azur in France and Spain too and the company also offers a self-storage warehouse facility for yachts.

Asked about the changes he has seen at VSS, Mr Tomei said: “For the last 25 years we have always changed and reinvented ourselves to stay abreast with the times and maintain our high levels of service, flexibility is our motto.”

The key to the success of VSS, he added, has been not only its solid economic strategy which has permitted the company to own its work premises and delivery vehicles but the “spirit of adaptability” which has allowed it the flexibility to change and adapt to the market, maintaining efficiency and a reactive response.



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Looking to the future, Mr Tomei is excited about the prospect of opening new 'headquarters' on its current site by the new year, and a new foreign foods ship supply service 'Richmond powered by Marine Store', which will give foreign crews and chefs access to foods and beverages not normally found on Italian supermarket shelves.

Other developments, he said, included constant modification in marketing to improve the company's visibility and attract new customers and a new web portal will also be introduced shortly where clients can register to not only place orders but to track them too.

"This portal will also be available as an App which customers shall be able to use on their tablets or even smart phones," said Mr Tomei.

The yacht supply market is also growing for ISSA member United Mediterranean Shipping, based in Port Said, Egypt.



Its agency and supplies business, which mainly deals with ships, offers services to superyacht captains and crew cruising around Egyptian ports, and also from its other office in Piraeus, Greece.

Through its Yacht Agency, UMS, which was established in 1982, offers spare parts and provisions and can also help with other requirements

including yacht fuel, berthing reservations and technical services.

Captain Marwan Dahroug, Managing Director, said business was particularly strong in the Suez Canal area and "due to security circumstances in Egypt nowadays the yacht supply condition is normal but will be increased for next few months." ■



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Lubes come unstuck

A sea change in the provision of lubricants to the maritime industry is expected with the introduction of the 2013 Vessel General Permit (VGP) from the Environmental Protection Agency (EPA) – a new regulation which stipulates that vessels of over 79 feet in length, operating within three miles of US coastlines or within the Great Lakes, must obey strict requirements demanding environmentally-friendly lubricants. The new rules, which come into play on 19th December, mean new limits on secondary discharges, including lubricants, so, how are lubricant manufacturers and suppliers responding to these new requirements?

ExxonMobil Marine is introducing Mobil SHC Aware, a new

comprehensive series of synthetic, environmentally acceptable lubricants, formulated to help marine operators enhance vessel reliability, minimise maintenance costs and reduce potential environmental impact. The range includes hydraulic fluids, stern tube lubricants, multi-purpose grease and gear oils.

Ray Pomfret, Global Marine Lubricants Sales Manager, ExxonMobil Marine Fuels & Lubricants, said: “As a company that helped pioneer synthetic lubrication technology, we are proud to introduce our new Mobil SHC Aware series of synthetic, environmentally acceptable lubricants to the global marine industry.

“With Mobil SHC Aware and our field engineering expertise, ExxonMobil

can help marine owners and operators comply with the latest environmental standards and ensure that they maintain cost-effective and reliable vessel operation.”

When asked if he believes shipping is really going green as a result of such regulations, Rune Nygaard, Product Marketing Manager, Marine Chemicals, Wilhelmsen Ships Service, said: “For Wilhelmsen Ships Service, the answer is most certainly, yes.

“In our current economic climate, it can be difficult to focus on environmental solutions for our customers unless they give a competitive advantage in the marketplace. Today, most environmental brands and grading systems focus largely on the consumer market, not the marine industry, making

it difficult for companies working towards sustainable environmental solutions to document it.

“This means that even for those companies that have made the decision to ‘go green’, there are no products classed like the ones you find for the consumer market. At the current time, ship owners and vessel operators make decisions on the use of ‘green’ products based on product classifications on transport documents and safety data sheets, or alternatively, whether or not the products are regulated.

“At WSS, all our standard chemicals are manufactured in-house at our ISO 14001 certified chemical plant in Norway (Wilhelmsen Chemicals). This provides assurance for our customers that our products, packaging, labels and documentation reflect the latest technology and are in compliance with new laws and regulations related to Health, Safety and Environment.”

He added that the ISO 14001 certificate implies that suppliers of components and services further down the supply chain

should also be ISO 14001 certified. Wilhelmsen Chemicals predominately uses major manufacturers of chemical components as its main suppliers of chemical intermediates and as partners in R&D and together with them, continuously searches for new ways to improve products and services.

Using one single production site ensures full control of quality and consistency of raw materials and finished goods. WSS’s internal Health and Safety Executives are trained to the highest standards and have been scored highly both by the DNV and those customers performing regular HSE audits of the plant.

“Even with all of this in place there are no global standards for grading of products for the marine industry, so it’s hard for customers to benefit from this in their own quality systems or marketing,” Mr Nygaard said. In a bid to improve on the

situation, WSS is now working with accreditation companies to find solutions for the maritime industry: “There are different ways of approaching the issue; one is to brand the products with a stamp that shows that they are environmentally sustainable; another is to use a grading system that can give points to a vessel or operator if they are only using environmentally acceptable products.

“WSS has one of the broadest product ranges on the market (the current range contains products that meet a number of different regulations including IMO, VGP, Marpol, NSF, and ECA, in addition to HOCNF and requirements set out at a local level) and meets international standards on Health, Safety and Environment, but it is still striving towards further improvements.

“WSS has a history of innovation when it comes to environmentally-responsible marine chemical products. In 1995, some years before governmental restrictions were

Focus on the right choice

It’s not just manufacturers who are responding to new environmental regulations on lubricants. Fathom, the information specialists on maritime eco-efficiency, have launched a brand new, free publication series entitled *Fathom FOCUS: Choosing the Optimum Lubricant Solutions for Your Operation*. This practical guide gives operators and managers crucial support in understanding how they can reduce vessel operating costs and improve lubrication performance.

At over one hundred pages in length, the publication critically and comprehensively examines lubrication solutions, from the formulation and chemistry of the products to optimisation methods to the current status of the market and regulatory pressures.

Alison Jarabo, Director, Fathom Shipping, said: “Owners and operators have told us that whilst our flagship publication, *Ship Efficiency: The Guide* plays an absolutely vital role giving them insight in to the entire market of ship efficiency solutions, there is still an information gap when it comes to even more detailed, practical guidance on specific issues.

“In response to this need, this new publication series pinpoints exactly how to maximise efficiency and optimise operations in one specific area. The *Fathom FOCUS* guides are designed to address vital parts of vessel operation where efficiency gains can be made and educate the operators and managers on how to do this.

“These topics are perhaps not particularly ‘sexy’ but absolutely crucial to efficiency in ship operations. This new publication series ensures that owners, operators and managers can easily access this important information wherever they may be in the world,” she concluded.

The inaugural publication, *Fathom FOCUS: Choosing the Optimum Lubricant Solutions for Your Operation* is available for free download from the Fathom website: www.fathomshipping.com/the-guides ■

implemented in Europe, we replaced the estrogenic and toxic surfactant type Alkylphenol Ethoxylate with low-impact components. In addition, we removed the transport classification on 60% of one of our product ranges by substituting some of the ingredients with those that had been environmentally adapted.

“Ultimately, we have made up our minds; we care about the environment and how our products affect it. With this at the forefront, we will continue to strive towards the introduction of sustainable solutions, and we will remove from the market those products that are not favourable to the environment and the people using them.”

Commenting on the complexity involved in the selection and use of environmentally-friendly lubricants, Serge Dal Farra, Marketing Director, Total Lubmarine, said: “There are specific challenges relating to different areas, for example, a vessel operating mainly in Asia will not have the same

challenges as one operating in emission control areas (ECAs) or US waters. The main challenge is compliance with global regulatory frameworks, when it comes to lubricants and I’m not only talking about lubricants but also fuel – the choice of lubricant and fuel are very much linked together within a company’s policies.

“One major challenge is the complexity, along with the human factor and the ability for decision makers to understand regulatory frames, product ability and performance, what is the most cost-effective solution, I would say its complex for a decision maker who is operating on a large scale worldwide.”

He added that the challenge doesn’t stop once environmentally friendly lubricants have been selected, as for those onboard, there are still many decisions to be made: “For a chief engineer onboard, it is also quite complex to adapt the good feed rate to follow the guidelines of different suppliers and to get acquainted with emission abatement technology

such as scrubbers. There are a lot of new devices onboard, a lot of electronics, guidelines and regulations.”

On the topic of reducing complexity for ships’ crew and ship operators, Mr Dal Farra said Total Lubmarine has worked hard to deliver new solutions to the market: “For example, if we are talking about two stroke engines, we supply a single oil solution. In heavy fuel oil, the conventional approach is to use a different lubricant according to the sulphur content in the fuel. For the last six years we have delivered a single oil to the market, Talusia Universal, which is able to cope with different sulphur levels in the fuel. This negates the need to change the lubricant during operations due to the change of fuel and so, a huge degree of complexity has been taken out of the equation, along with a great reduction in the risk of mismatch and of costly mistakes due to the changeover of lubricants. This is just one way which we are helping to reduce the complexity.” ■

New board of directors for Vecom

After almost 32 years of responsibility for Vecom, a Dutch company specialising in maintenance and treatments for metal surfaces, Rein Breeman has passed the helm to Floor Breeman and Frank Struik – both of whom jointly formed Vecom’s Board of Directors on August 1st. Rein Breeman will remain involved with Vecom, as a member of the supervisory board.

Mr Breeman, who has worked for Vecom since 1st January 1982, said: “I am glad that Vecom is taking this important step. I am handing over control to this team fully confident of a bright future for the company.”

Frank Struik has worked for Vecom as a group controller since January 2011. He acquired extensive experience in management at various international companies. Floor Breeman has worked for Vecom as a commercial manager

responsible for the ship supply division since January 2012. He previously held a range of commercial positions, including one at Stolt Nielsen.

Focus and transparency are the key themes of Vecom’s vision for the future. Total production of Vecom’s product range is already concentrated at the Maassluis location as a result of focus. With clarity in management, a subsequent step is now being taken to provide a framework for Vecom’s future.

Vecom was founded in 1953. The company has roots in the shipping industry and offers a broad range of



products and services for cleaning, maintenance and treatment of metal surfaces. Vecom operates globally and specialises in areas such as chemical technical cleaning, among others, to the metal industry, the energy sector, the petrochemical industry, transportation and the shipping industry. ■

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VIKING

swings in with a right hook

VIKING Life-Saving Equipment has launched the 'Hook Retrofit Solution' - an initiative to provide the missing link between ship owners and equipment manufacturers faced with new obligations on lifeboat release and retrieval systems.

Responding to regulatory change is the everyday business of life-saving equipment suppliers, but that does not mean that they simply plan production booking orders after consulting International Maritime Organization rules.

In a complex maritime industry, where regulatory consensus is not always as consensual as it seems and ship owners sometimes believe compliance to be a debating point, it often falls to suppliers to raise awareness of legal requirements. With

270 certified installation and service stations around the world, VIKING Life-Saving Equipment boasts particularly strong global communication channels on regulatory responsibility.

Offering solutions that allow ship owners to meet regulatory obligations in a predictable way that take into account cost has been at the heart of the increasingly popular VIKING Ship Owner Agreements. These are fixed term packages that allow owners to cover life-saving equipment needs through the VIKING support and distribution network without a purchase commitment.

VIKING's network offers an outlet to address International Maritime Organization regulations that make the assessment and possible replacement or upgrade of lifeboat release and retrieval systems mandatory (LRRS) between 2014 and 2019.

Lifeboat release hooks have been a continuing issue at IMO for some 20 years, with Paris Memorandum of Understanding on Port State Control analysis for 2009 identifying deficiencies in this area in 20% of all the ships it inspected.

Like deficient firefighting equipment - the only failing identified by the Paris MOU with greater frequency - shortcomings here cost lives as well as money. Figures from the UK Marine

Accident Investigation Board published in 2001, for example, identified seven of 12 fatalities recorded during lifeboat incidents as being due to hooks.

As it is not a manufacturer of LRRS itself, VIKING has signed agreements to work with manufacturers Nadiro and Hatecke to offer the 'VIKING Hook Retrofit Solution' - a comprehensive evaluation and replacement service for equipment onboard. The Nadiro 'Drop-in-Ball' gravity-independent system is the first lifeboat hook to be confirmed on the IMO's Global Integrated Shipping Information System database as being compliant with the latest regulatory updates.

"It is fair to say that winch brake problems and davit-related problems are more commonly identified as the root cause of equipment failures, with corrosion and wear a persistent factor," said Benny Carlsen, VIKING Life-Saving Equipment Vice President (pictured left). "However, analysis demonstrates that nearly two thirds (64%) of the fatalities that happen as a result of lifeboat accidents are due to hook problems."

The IMO's new requirements for lifeboat release and retrieval systems are included in a number of Maritime Safety Committee resolutions and circulars that specify acceptable hook attributes. All ships are required to



comply with the new SOLAS amendment III/1.5 not later than the first scheduled dry-docking after 1st July, 2014, but not later than 1st July, 2019.

Under the revised SOLAS amendment III/1.5 and MSC.81 (70), clarified in MSC.1 circular 1392, existing hooks can either be categorised as compliant, compliant after modifications or non-compliant. If categorised 'non-compliant' new hooks must be fitted to meet all requirements in the new LSA code. Existing hooks, qualified in accordance to MSC.1 circular 1392, can remain as is or be modified.

As owners are being given enough time to include this work in a full five year Class survey, there is no apparent reason for failing to comply with the new obligations.

"Most ship owners will prefer to plan the lifeboat hook retrofit job as part of their regular docking patterns" says Mr Carlsen. "What we are saying to them is that they need to be aware that the requirements start to take effect from next year, so they really need to think about this now in order to schedule work at the next available opportunity."

However, the new rules bring obligations for marine equipment manufacturers as well as owners. Manufacturers need to assess all of their LRRS at the earliest opportunity and submit this assessment to a flag administration or recognised organisation (RO) and carry out a subsequent performance test. In fact, this part of the process should have been completed before 1st July, 2013.

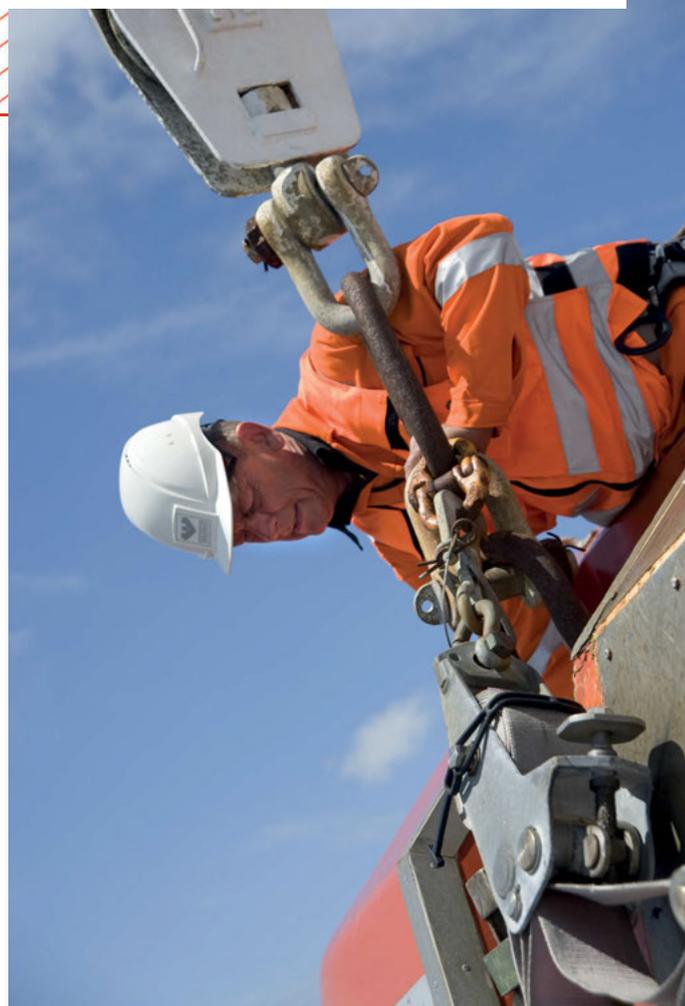
If the LRRS self-assessment is 'not successful', the manufacturer can modify non-compliant designs (which will need to be re-assessed by a Flag State or its Recognised Organisation) or replace them. In either case, the chosen administration needs to report to the IMO on non-compliant LRRS, which will require action by or on behalf of the manufacturer. The

whole review process also applies to equipment deemed compliant.

"In offering the VIKING Hook Retrofit Solution, we see ourselves very much as a partner in the entire replacement process, with the ability to link together the equipment manufacturers and the owners in the way the legislation implies," Mr Carlsen said. "We act as the dedicated project manager on the owner's behalf, taking care of the overhaul examination, planning, documentation for Class, the actual replacement itself and performance testing."

Actual replacement will take an estimated three to four days and involve two technicians according to Mr Carlsen, although documenting the process to the point of Class acceptance is likely to take six to eight weeks. All replacement equipment will need to be load tested in the presence of Class in order that certification can be issued.

Guidance given over the implementation of the new rules is, in fact, distinguished by the emphasis they give to the shared responsibility envisaged for owners and manufacturers. Ship owners and managers are charged with identifying existing types of LRRS on their vessels and ensuring that suitable fall prevention devices are fitted in accordance with (MSC.1/Circ.1327) pending evaluation of the system. It is also up to ship owners and managers to ensure that a one-time follow up overall examination is conducted by



the manufacturer or their representative and witnessed by the flag administration or RO.

"As is always the case, some ship owners are very well aware of the regulations and others are not," said Mr Carlsen. "A critical element of compliance will be establishing the design and condition of the overall lifeboat systems onboard a given ship. The VIKING Hook Retrofit Solution is to offer a complete retrofit and after sales service arrangement with a dedicated project manager for each retrofit, and management of an entire retrofit programme."

By way of further incentive to owners, VIKING is already offering a 'Hook Retrofit Status Report' as part of its overall lifeboat service procedure, including an assessment of the LRRS on each lifeboat, notification of whether it is present on the IMO GISIS database, and even a test report of the owner's intended future retrofit LRRS selection (if available). ■

Martek

New drinking water tests reduce health risks



Martek Marine, manufacturer of maritime safety equipment, is introducing potable water testing kits to its product range, designed to meet the regulations on drinking water which came into force with the Maritime Labour Convention (MLC) in August. Guaranteed to meet all legislation and flag state requirements, Drinksafe provides testing for the presence of harmful bacteria and toxins, corrosion related contaminants and pH/chlorine levels.

Martek's Drinksafe requires no calibration, saving unnecessary spending on calibrations and saving crew from complicated and time consuming procedures. Drinksafe does not use glass ampoules or messy sample bags, and is robust enough for use onboard as well as light, waterproof and small enough for simple stowage when not in use.

Multi-language instructional videos explain the testing process, while simple-use diagrams remind exactly how the kit should be used. Drinksafe contains 2,000 tests, more than any other on the market and enough to last a whole year for one vessel. This provides a comparative cost

per test that is over 50% lower than the closest comparative test kit.

Drinksafe comes in a rugged all-in-one waterproof storage box which protects from damage and keeps components together in labeled, segmented areas.

Guidelines on the provision of drinking water at sea are currently provided by numerous different bodies including the World Health Organization, the International Labour Organization and national health organisations and maritime bodies. Martek has argued that though well-intentioned, the current guidelines are largely ineffective because they vary so widely and are therefore difficult to implement and enforce. The introduction of overarching regulation set out in the MLC and by the World Health Organization (WHO) governing seafarers' rights is expected to address this. MLC 2006 Standard A3.2 – Food and Catering, paragraph 7 states that “the competent authority shall require that frequent documented inspections be carried out onboard ships, by or under the authority of the master, with respect to....supplies of drinking water”.

This is further strengthened by the WHO Guide to Ship Sanitation (2011) & Guidelines for Drinking Water Quality (2008) which lists the following “recommended parameters to be monitored:...E. coli or coliforms; Chlorine residual (daily); Microbial quality - bacterial plate count; pH (daily); Turbidity; Corrosion-related contaminants - iron & copper.”

Factors that can promote the growth of bacteria and toxins in a ship's water supply include limited flow

rate, tank or pipe corrosion, alkalinity or acidity and temperature. Often, these problems occur together, accelerating the growth of bacteria. Unfortunately, the growth of bacteria also worsens these issues, for example, some bacteria produce carbon dioxide, which reacts with the water to increase acidity, resulting in more corrosion.

Bacteria and pathogens that can grow in poorly maintained drinking water include E.coli, Norovirus, Salmonella and Legionella bacteria, which can lead to Legionnaires' disease, a pneumonia-like illness which can be fatal. The importance of avoiding these bacteria is particularly heightened on a vessel which could be days from the nearest port and for which delays or route changes for medical assistance could cost thousands of dollars.

Drinksafe is used to take one sample directly from the water tank and another at the furthest point from the tank. This allows the main water source to be directly tested for bacteria and toxins, as well as the distribution system through which the water flows for everyday use for drinking, personal hygiene, and food preparation.

Water quality recordings are easy to make using the supplied test log book which can be used for Port State Control or flag state inspections.

Martek's support services include a 24/7 helpline offering expert guidance and advice on water testing as well as an easy to use online ordering facility with a questionnaire to help determine the buyer's exact requirements and same day account setup and dispatch from Martek's global distribution network. ■

New training series aims to raise food standards

In recognition of the new Maritime Labour Convention (MLC) regulations which stipulate new catering standards onboard vessels, training provider Videotel Marine International has launched a new training series to help seafarers understand what is now required.

It is widely said that when crews eat a balanced and nutritious diet, they are more contented, more productive and less likely to have accidents.

“Healthy food is a vital part of all seafarers’ welfare onboard, yet research has shown that many seafarers exhibit poor health almost certainly caused by diet and lifestyle,” said Nigel Cleave, CEO of Videotel.

“This demonstrates the need for the recently ratified MLC 2006 regulations which lay down new catering standards for food and drinking water onboard vessels, ensuring food is of suitable quantity, quality, nutritional value, variety and is prepared and served in hygienic conditions.”

The Catering On Board Ship Series, which consists of 10 programmes, has been put together in conjunction with UK-based ship supplier Garrets International.

“Garrets has established the benchmark for providing fresh quality, nutritious and wholesome food produce to shipping,” said Mr Cleave.

“This, coupled with their understanding of difficulties and logistics in ship supply, has made them the ideal choice to partner Videotel in this project.”

The series covers topics such as food safety and hygiene, menu planning and cost control, management and record-keeping, healthy eating guidelines and cooking methods including recipes. It is targeted at catering staff and also suitable for masters, senior officers and other crew and aims to prepare those onboard for port state inspections.

The training series is released this month (October) and is available on DVD, Videotel on Demand (VOD), VOD online and Computer Based Training (CBT). ■

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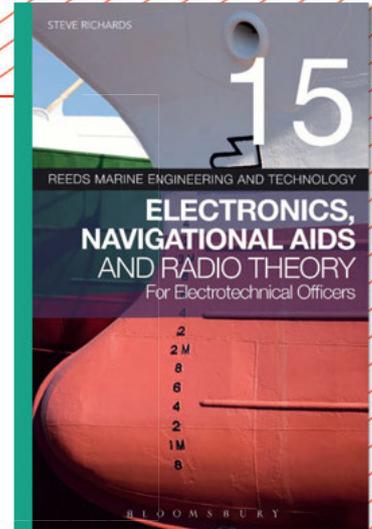
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www.propen.com

An electrifying read

Electronics, Navigational Aids and Radio Theory for Electrotechnical Officers is a new book by Steve Richards, Senior Lecturer in Electrotechnology and Instrumentation and Control at Warsash Maritime Academy. Divided into three sections of Basic Electronics, Navigational Aids – Theory and Fault Finding, and Radio Communications, this book covers the complete syllabus for Electrotechnical Officers as specified by the Association of Marine Electronic and Radio Colleges (AMERC) and is fully illustrated with technical diagrams.

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Tritex NDT Opens US Office

Tritex NDT, manufacturer of multiple echo ultrasonic thickness gauges that measure metal thickness while ignoring coatings, has opened an office in the US as part of an ongoing strategy of expansion.

Due to steady growth and an increasing global demand for its product range, Tritex NDT opened the new office, based in Newark, New Jersey to better serve its customers in North and Central America, including Canada. Tritex NDT has taken this initiative to offer its multiple echo ultrasonic thickness gauges into these regions while providing better customer service. The new office will provide local product support as well as sales and marketing operations.

Tritex NDT is also a certified ISO 9001:2008 company as part of its ongoing commitment to customers. Jon Sharland, Sales Manager, said:

“This certification means that we now operate an ISO 9001:2008 certified, quality management system. All areas of the business that impact on our customers have been assessed and approved for a consistent high standard. From the early stages of manufacture of our

products right through to the after sales care that we provide; we've reviewed our business so that customers can be sure of the best levels of customer satisfaction when purchasing a Multigauge ultrasonic thickness gauge.”



Need for new blood

Attracting young people to the ship supply market is key for continuing and developing a successful business, according to one of the world's biggest companies in the field.

Wrist Ship Supply is so concerned that the industry needs a new generation of managers, that it has started a worldwide graduate scheme.

“We know there have been a lot of generation changes – a lot of family run ship chandlers are now led by people aged in their 60s and 70s and with some of them, their children just don't want to do it,” said Managing Director Robert Steen Kledal (pictured).

“We have started a graduate programme like so many banks and shipping companies have. We were

overwhelmed when we launched it last year – we had 10 global positions and we received 2,200 applications. It is something which will help us in the longer term with regard to leadership positions.”

The company, which is headquartered in Denmark, has also stepped up its internal training.

“We are a little fortunate that we are a Danish company because the maritime industry in Denmark is actually a good industry and one of the top three industries,” said Mr Kledal.

“In some countries it comes way down the list of what people want to do. However, as an international company we want to have sources everywhere. The human resource infrastructure is critical to us.”



Be cool

Strachans, specialist distributor of food and chandlery supplies to the marine and offshore industry, has announced the successful pilot of a new container capable of maintaining product integrity for up to four days. The Strachans icebox uses a eutectic system, whereby eutectic beams full of gel are connected to a power supply that charges them down to temperatures far lower than the product prior to leaving the ship supplier's warehouse.

The eutectic beams release their energy over a long period of time in turn maintaining the integrity of the product. Twelve units have now been in use in the North Sea since October 2012 and have performed without incident even during the year's most inclement weather conditions when

delays have been experienced.

Difficult weather conditions and their influence on the risk of delay to offshore supplies, combined with complex vessel schedules are factors that have driven Strachans to explore alternative container refrigeration methods for temperature-sensitive products.

Another factor is the inconsistency of power supplies to charge refrigerated containers. As more operators rely on spot hire platform supply vessels with shorter charter times, a uniform power supply may not always be available to operate this



option. The Strachans icebox negates the need for a power supply onboard.

Ensuring product integrity standards and elevating them throughout the offshore supply chain is an ongoing issue for the industry. To ensure full traceability of temperature-controlled transport of supplies, Strachans is working to innovate its container options. ■

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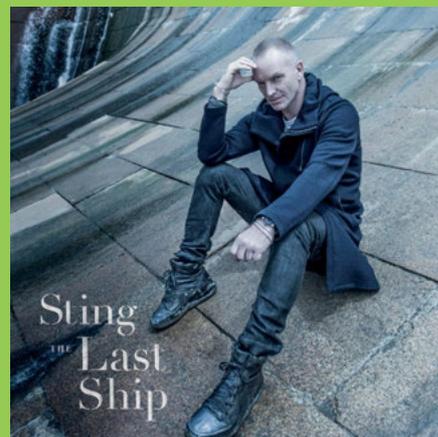


Perfect for the ultimate wine buff, the Tempour solves four problems in one – it chills, filters, pours and seals any bottle whether its sake or Champagne.

Invented in the Napa Valley in California, it keeps your drink at the perfect temperature due to the detachable stainless steel chilling rod. The spout part contains a built-in filter screen so there is no more nasty red wine sediment and it also works as a bottle sealer.

Tempour
£39.99

www.firebox.com



Sting

The former frontman of The Police has devised a play, *The Last Ship*, which opens on Broadway next year. The play tells the story of the demise of the shipbuilding industry in 1980s Newcastle and this album features the accompanying songs. Drawing on Sting's memories of growing up in the shadow of Swan Hunter's shipyard, the album draws on the theme of home-coming and features contrasting upbeat and sombre numbers.

The Last Ship
Cherrytree/Interscope/A & M

Kings of Leon



Picture: Dan Winters

The Kings of Leon return to the sound of their early days for this sixth album, the title of which they say was inspired by Hollywood superstar John Travolta's *Urban Cowboy* film. The first single, *Supersoaker*, features the band's usual anthemic guitar bursts and is sure to be a crowd pleaser, following in the steps of their other big hits such as *Sex on Fire* and *Be Somebody*. Caleb Followill's throaty, rousing vocals don't disappoint and he and the rest of the band – brothers Jared and Nathan Followill and cousin Matthew Followill – seem tighter than ever and back to their very best.

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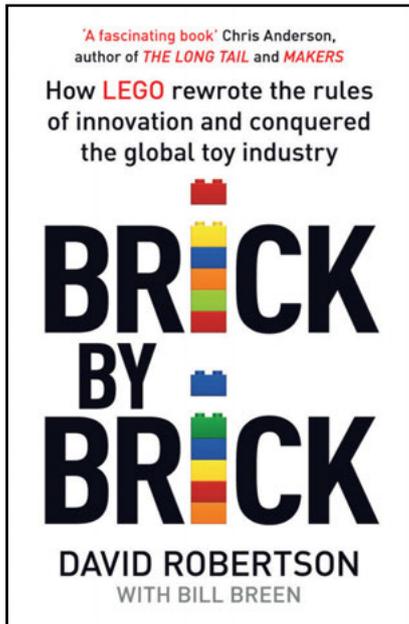
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After- hours



Building an empire

Based in Denmark, the family-owned LEGO Group was successful for nearly eight decades until in 2003, it failed to adapt to the revolutionary changes in children's lives and nearly collapsed. On the brink of disaster, the management of LEGO embarked on an ambitious and innovative plan to rescue the company and for the next three years steadily implemented it – now it is the fastest growing company in the industry with sales growing at 24% per year and profits of 41% per year ever year since 2007. Brick by Brick gives business people an insight into the way to build a viable, and successful, company.

By David Robertson
Random House Business Books
£18.99



Filmgoers flock to Rome

Movie stars will light up the Eternal City when the 8th Rome Film Festival is staged in November.

Last year, Hollywood heavyweight Sylvester Stallone (pictured) was at the event to present a new film and pick up the Lupa Capitolina Award and past celebrities have also included such big names as Richard Gere, Meryl Streep and Al Pacino.

The festival is held at Rome's Auditorium Parco della Musica and a series of film-related events will be held in some of the city's most iconic locations.

Rome Film Festival
www.romacinemafest.it
From 8th to 17th November 2013



Pujol

Fried frog tamal and blackberry sorbet with worm salt and chilhuacle chilli are just two of the intriguing dishes served up on the tasting menu at the highly-rated Pujol restaurant in Mexico City.

The restaurant rose to number 17 in the World's 50 Best Restaurants list and it is the unusual ingredients that make diners choose it for a new experience.

The array of courses changes depending on what is in season but one dish that remains on the menu at Pujol is a hollowed out squash filled with smoked baby corn with coffee mayonnaise dusted in salty ant powder.

The tasting menu costs 995 pesos while the set menu costs 695 pesos.

www.pujol.com.mx
Francisco Petrarca 254,
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Picture courtesy: Fiamma Piacentini



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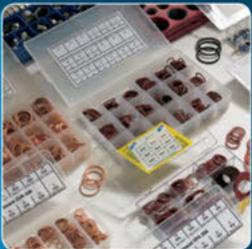
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