



The Swedish Club

AGM special: Celebrating 150 years

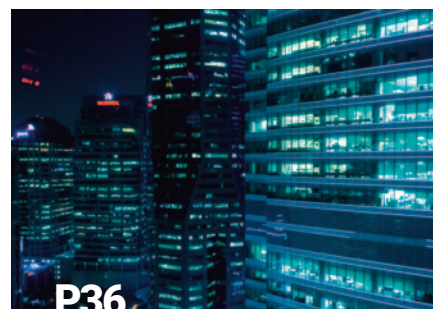
Plus

The largest wreck removal in US history

Team Singapore ready for action

Contents

Leader	
Celebrating 150 years of service	3
AGM150	
Managing Director's report	
A unique year	4
Pool claims - coincidence or trend?	
Nick Shaw, CEO International Group.....	8
The Golden Ray - the largest wreck removal in US history	
Mauricio Garrido, President T&T Salvage	12
Speakers	
Lars-Johan Åge: The art of reaching agreement	16
AI Pitcher: Funny man	18
Welcome to our new board members	20
An incredible ride	
AGM Guest of Honour - Khalid Hashim	22
Triton's journey continues	24
Out and about at the AGM	26
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Feature	
Team Singapore: ready for action.....	36
Loss Prevention	
Safety Scenario: Fire in engine room	40
Webinar: Defence against the dark arts – preventing cyber attack	42
Club Information	
Notice board.....	43
Out and about	44
Staff news	46
Calendar/Quiz	47



Cover photo: Alamy, Salvage of the Golden Ray



The Swedish Club

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Dear members and associates

Celebrating 150 years of service

The Swedish Club celebrated its 150th anniversary in Gothenburg in June with a record number of participants sharing a moment of mutual partnership and pride. After two consecutive years of digital Annual General Meetings - broadcast live – it was time to restore order. The response from members and friends was overwhelming. We were happy to see so many familiar faces, and a few new ones joining us for the first time.

Once again, Members' Day - preceding the formal AGM - offered a broad programme containing the Club's well-established mix of business topics, humour, and self-improvement. Nick Shaw, CEO of the International Group gave an insight into the hot topic of the industry's recent Pool claims experiences. Thereafter, Mauricio Garrido, President of T&T Salvage, led us

into the complex removal of the Golden Ray, the car carrier capsized incident in Georgia USA - the second largest claim in the history of P&I. Professor Lars-Johan Åge provided tips and advice in the art of negotiation, and Al Pitcher, a stand-up comedian, added humour and reflections on Swedish habits and behaviour.

The grand finale of the day was the traditional dinner, a black-tie event to celebrate the anniversary. Entertainment and speeches, all blended with the high spirits of the guests provided for a most memorable evening.

The Club stands for continuity and innovation. The ability to adapt has been the key element in the Club's long journey. Response to evolving needs, as in the case of P&I, and to structural changes in the market has been our

strength. Marine insurance - and The Swedish Club in particular - are all about people. The Club stands for strong values and long-term relationships. 150 years of history is important as it gives knowledge and experience. Trust is the capital going forward.

Our AGM anniversary events are featured in this edition of Triton together with other regular topics. Please enjoy reading.

Lars Rhodin
Managing Director



Photos: Jenny Christenson

A unique year

It was a poignant moment for the Club, when at its 150th AGM, Managing Director Lars Rhodin made his final AGM address to a packed hall.

He began by talking about the importance of balancing expectations. "That applies for life and business, and in particular for insurance because you don't know the outcome. You learn to expect the unexpected in insurance – some people speak about 'black swans' but we talk about 'long tail events'. These don't happen often but when they do they have a high impact, and of course we have seen what that means."

Referring to the pandemic, Lars praised the work of seafarers around the world. "They are our forgotten heroes," he said. "The seafarers kept the ships running, they remained on board for long periods and yet they were still not awarded key worker status. And now, with the situation in Ukraine, we once again see many seafarers bearing the brunt of the situation."

"We have to ask – do traditional actuarial models still work today? Social inflation is something which won't go away and has to be addressed."

Performance

Moving onto the results Lars noted that the performance of the Club in 2021 had deviated strongly from the mean expectation. Most classes were in balance, but the result was very much affected by P&I, and COVID-19 was a part of that.

"Direct impacts from the pandemic such as detention, quarantine etc. make up almost 10% of our retained premium. Of

course it's tempting to look at our results and say 'if it had not been for COVID.....', but in our industry, next year it will be something else - inflation, for example - it's the nature of the industry."

Pool claims

He noted the three large claims experienced by the Club last year - the *X-Press Pearl*, delivered in February and a total write off by May, the *Zim Kingston*, and the *Ambition Journey* (the latter two

which were pool claims). "But they do not give the whole picture," he said. "We should perhaps also focus on the large claims which fell within our retention, where the numbers more than doubled from 10 in 2020 to 26 last year."

Social inflation

We need to consider the overall picture. "When you look at 2021, pool claims are stable in number but go up a great deal in value from previous years. This is due to a trend known as 'social inflation'. This is a way of describing the attitudes of legislators, governments and administrators on casualties and claims. A good example is the US where we all know that they have been giving much higher awards than they did in the past. There is no tolerance. Countries are also trying to get around their treaty obligations. Look what we saw with the Ever Given and the Suez Canal. The authorities claimed USD 900 million to release the vessel, with no correlation to loss or reference to legal framework.

"We have to ask - do traditional actuarial models still work today? Social inflation is something which won't go away and has to be addressed. In this, we rely on the International Group to be 'collectively stronger' with one industry voice."

A good position

Moving on to the positives, Rhodin made reference to one of his favourite mantras, "When moving forward we must remember Noah's rule - predicting rain doesn't count but building arks does.

"Thank you for your support and friendship over the years."



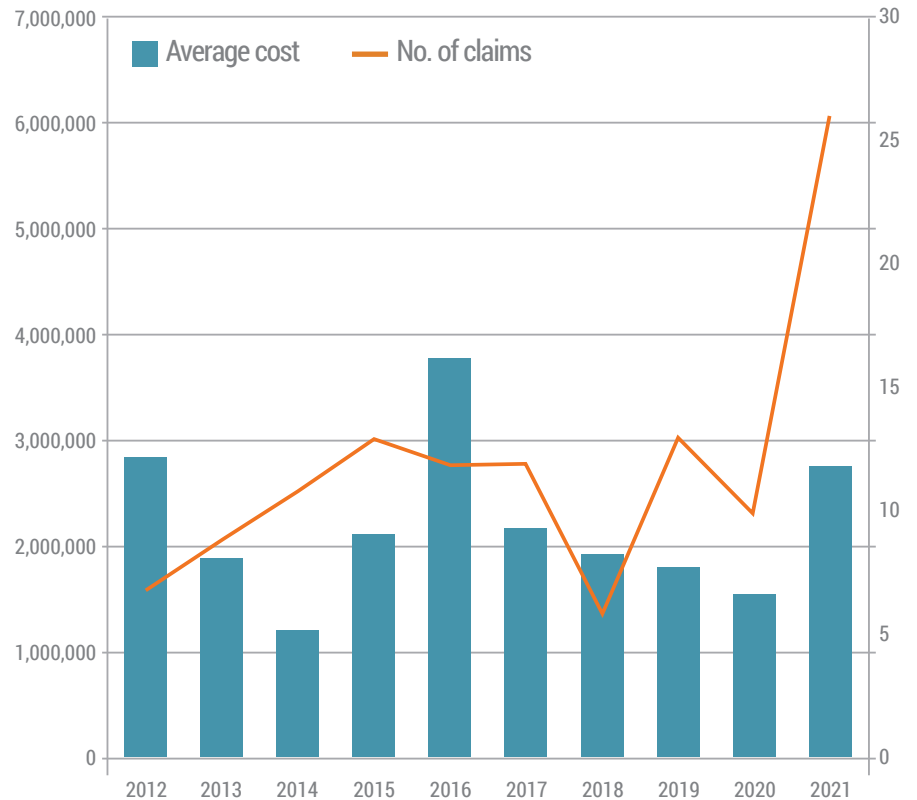
"We have good support from the board, we have had good P&I and Marine renewals and we have good support from our members. As of last week, underwriting was looking positive for us. The Club still has its A- rating, and that's down to a strong capital position, stable performance, product range and casualty response."

He referred to discussions regarding consolidation, saying simply that: "You don't correct an underwriting problem by putting two entities together. If you have unsupportive market conditions you don't solve it by combining, because you will have the same issue on underwriting. You will still have same challenge about risk selection and correct pricing."

Thank you

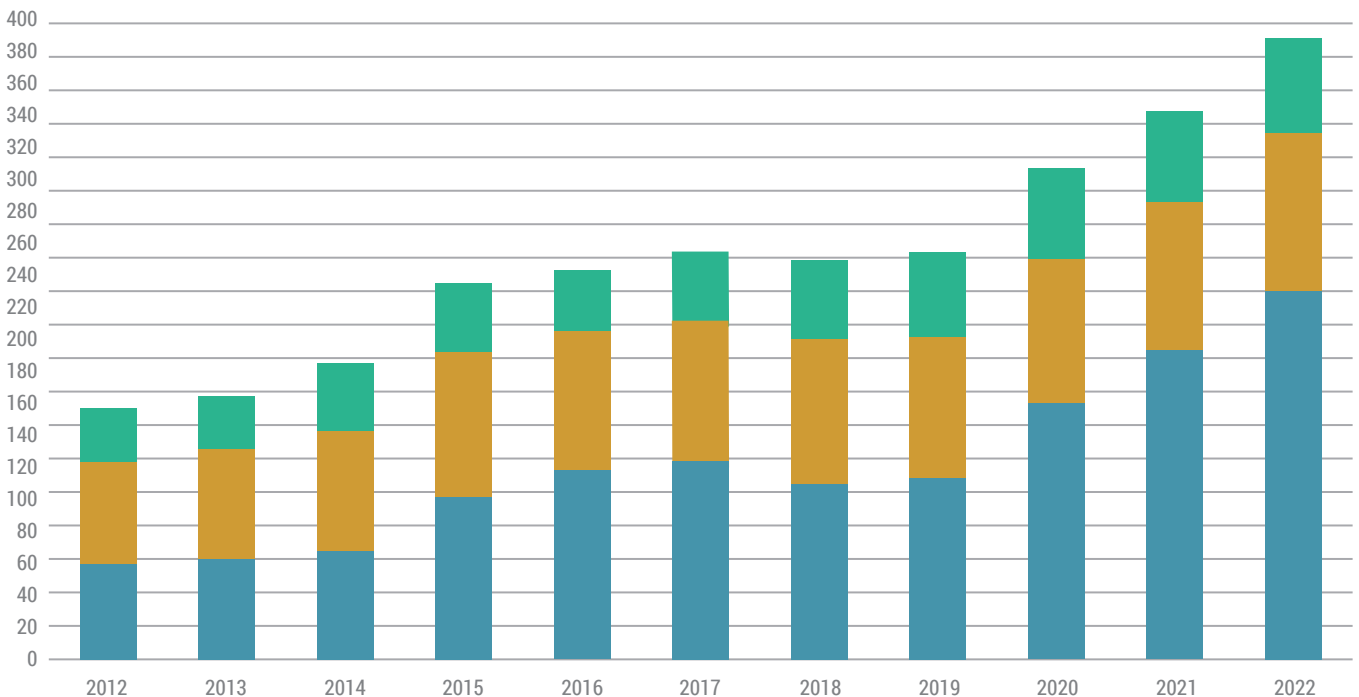
Finally as Lars concluded his final AGM speech before retirement, after 14 years of service as Managing Director, he said: "This business is all about people and relationships - and you are the people. Thank you for your support and friendship over the years." 🙌

Cost & number of claims



Business development

■ H&M ■ P&I Owners' + Charterers' ■ FD&D Owners' + Charterers'



Pool claims - coincidence or trend?

Photos: Jenny Christenson

When Nick Shaw took over as head of the International Group of P&I Clubs in 2019, his first speaking engagement was at The Swedish Club's AGM.

Speaking at this year's AGM, he recalled what his predecessor, Andrew Bardot, had told him as he took over the CEO role three years ago: "It is going to be a piece of cake, no big issues, keep everything moving in the same direction."

That comment generated plenty of ironic laughter.

"Since then, we have had a number of systemic Group and global issues – COVID-19, Ukraine, the first P&I club merger," he noted. "However, it has all been very interesting and absorbing so far and I am looking forward to the challenges going forward"

The fact that The Swedish Club had invited the CEOs of all the other International Group clubs to their anniversary event "shows the collective engagement and trust between Group Clubs," he said.

Role of the IG

Nick Shaw opened his presentation on 'Pool claims – coincidence or trend?' by examining the purposes of the International Group: pooling and reinsurance to cover the largest claims; acting as a forum for sharing information; and representation, a single voice on liability and compensation issues.

"We are not for profit – that is a really important thing," he said. "We are not in this for the money – we are in this to make a difference, to be a force for good in the industry."

The impact of loss prevention

Over recent years there has been an average of 20 pool claims a year, he said. "The number of claims goes up and down and we have had some difficult years– for example, 2011, which included the Costa Concordia and Rena claims. In 2021, the actual number of claims was not that significant – it is below the ten-year average, with 15 reported so far. This suggests that shipowners are

continuing to prevent many claims through raising standards.

"What we are interested in, is why these pool claims are so high – is there a trend here?"

Severity

Concerning the severity of claims, he highlighted the *Golden Ray* (2019); the *Wakashio* (2020), the first big claim in Mauritius; the *Ever Given* (2020), which led to a huge amount of interest in shipping around the world; The *X-Press Pearl* (2021), involving spillage of plastic nurdles, causing a relatively new sort of plastic pollution; and the Huntington Beach oil spill (2021), which showed rising expectations in terms of clean-up and costs and the compensation levels that P&I insurers should be concerned about.

A growing issue, said Nick Shaw, is the impact of 'ESG inflation' on claims. "The world is watching the health of oceans much more closely. Public perception is higher. It becomes political. Regulators are on the back of marine authorities

"We are not in this for the money – we are in this to make a difference, to be a force for good in the industry."



and putting pressure on ship owners to do more – and that in turn can cost more. You get more government interference in maritime casualties.”

Outreach and engagement

As such, part of the International Group’s growing role is to understand who these stakeholders/authorities are, get engaged, and have ongoing conversations with them, he said.

Specifically, the International Group is focused on “large casualty and pollution outreach”, communicating and entering into MoUs and vessel response plans with authorities around the world. “We are making sure they know we are a responsible partner and that they understand what our role is. What we found out is that the earlier we engage, the earlier we get experts there, the right salvors on to the wreck, generally the less the overall eventual losses. So that engagement is key.”

In its pollution outreach, the International Group has signed cooperation initiatives with the IMO and with States in connection with pollution preparedness and response.

Initiatives

Other initiatives include a casualty review, analysing recent casualties to identify trends and provide recommended actions, and setting up a ‘plastic nurdles working group’ after the *Wakashio* casualty. “We didn’t know what plastic nurdles were five years ago, but we have had incidents, and this is an emerging issue. We need to understand this cargo and make sure we are carrying it in the right place on the vessel to make sure it doesn’t spill.”

Keeping the numbers down

Summing up, said Nick Shaw, we are seeing a steady number of pool claims and the severity has gone up because of the factors outlined.

“Our absolute priority must be to keep the number of significant claims down and, if they do happen, make sure we respond quickly and have great communication channels with the authorities.”

Thanking Lars Rhodin for his ‘incredible contribution’ to The Swedish Club and at Group level, he concluded. “Lars has been a respected voice at the Club and in the industry and an absolute pleasure and professional to work with over the years.” 🐦





Stronger than ever

Photos: Jenny Christenson

Interview: Nick Shaw, CEO, International Group

After an eventful three years, the International Group is stronger than ever, says Nick Shaw. "Working together, we have a very powerful voice in the industry and really give shipowners the support they need," he says.

After taking the reins as CEO in 2019, his biggest surprise was the breadth of the work that the Group does. "What really astonished me is how many touch points we have around the world with so many organisations. Trying to coordinate that has been a challenge and we are doing that in a more structured way than before."

The International Group has moved forward considerably over the years, but it is still realising its potential, he believes. "We have some way to go. We have a relatively small team in the

secretariat – I have expanded the team and have been very lucky to have a number of great colleagues who have joined us since I came on board. And of course, we have the club personnel themselves who help to lead and drive the work."

The COVID challenge

In many ways, he has been 'firefighting' since taking over as CEO in mid-2019. "We had five to six months of normality, then went straight into COVID-19. I remember seeing this hurricane coming towards us in January 2020 and thinking, this is big, how are we going to deal with COVID-19 as a shipping industry?"

The answer, he says is that the industry achieved a great deal in a short period in terms of dealing with the pandemic in a very efficient way. "The real difficulty was for seafarers stuck on vessels and everyone had a huge amount of sympathy for them. But it was vitally

important for the world that global shipping continued to move."

Sustainability

The other issue he highlights is sustainability. "When I joined, sustainability was not really on the agenda – now the Group is on the point of publishing its first sustainability report. This was quite cathartic in terms of looking through all the Group's activities, seeing that we are not perfect but that we are doing a great deal in many different areas – through education, with 800 people taking the International Group exams every year, raising standards in the industry, outreach on pollution, and our work at the IMO.

"Our interactivity with maritime authorities has gone from strength to strength. They understand what we are doing and knowing they see us as responsible long term partners when there is any incident or casualty is vital.



“What really astonished me is how many touch points we have around the world with so many organisations.”

We have MoUs with various governments around the world to improve communication channels and we conduct joint exercises and workshops with their coast guards or maritime agencies at government level, to ensure they understand what we do as part of the casualty response.”

Decarbonisation

The challenges he highlights now are the fuel transition and war in Ukraine. On the former, he says: “The clubs are there to support the shipowners through the fuel transition. We are on a journey and it will probably be five to ten years

before we land on the right blend of future fuels.”

The Group system is well set up for sharing information, he says: “There is a willingness from clubs to share data and experience.”

Ukraine

The Russian invasion of Ukraine has spawned another working group – Nick Shaw describes the geopolitical challenge. “It is leading to a movement in the geopolitical tectonic plates, with Russia turning from looking west to looking east, more towards China and India. We are still seeing where these plates will settle and there will probably be a change in global trading patterns.

“Meanwhile, we are in the frontline in terms of sanctions and being contacted by the global media about oil trade from Russia. We have to engage with the regulators and help them understand all the ramifications of the rules they are putting in place.”

Technology

In one way the pandemic has provided an unexpected boost to the Group’s activities, having driven the move towards more virtual and hybrid meetings says Nick Shaw. “As a result of that, the pace of our work has accelerated – that is a positive. We don’t wait until everyone is available for an in-person meeting. All the clubs have built up their IT capabilities and everyone is now used to working remotely – although I don’t think you can completely replace being in the room together.”

Finally, he congratulated The Swedish Club on its 150th anniversary. “It is an extraordinary achievement to get to 150 years in any organisation. The Swedish Club have their own style and are delightful people to work with. I wish them all the best for the next 150 years – as we move towards the next generation of ships and engines, I am sure The Swedish Club will be part of that story.” 🐾

The Golden Ray

Photos: Jenny Christenson

– the largest wreck removal in US history

Every wreck removal brings many challenges. In the case of the Golden Ray, the challenges were compounded, one on top of the other.



Mauricio Garrido, President of T&T Salvage, presented the story of an extraordinary success; a wreck removal achieved despite working through the COVID-19 pandemic and two hurricane seasons, facing the restrictions of the Jones Act and the OPA 90 framework (legislation intended to avoid oil spills from vessels and facilities), and all taking place next to a busy ro-ro port and in full view of everyone on the nearby beach.

An amazing experience

This was a task that involved more than 500 people and three million man-hours, but there were no serious incidents. The success, said Mauricio Garrido, was down to flexibility, creativity, teamwork, engagement and a common vision and objectives from the outset.

"I was there for one-and-a-half years – at my age, that's a lot of time," he said. "But it was a great job, and I was glad to be there. After so many years in the market it was an amazing experience."

The 200-metre-long car carrier Golden Ray, with 4,200 vehicles on board, capsized outside the Port of Brunswick in September 2019. "The pilot was sharp enough that when the vessel was starting

to lose stability, he took the vessel out of the channel," said Garrido. "Otherwise, it would still be there, and the Port of Brunswick would have been blocked for a long, long time."

Challenging times

T&T Salvage was prepared for a tough challenge; but then, along came COVID-19.

"We discussed with the Club's team – what are we going to do? Vaccines were not at that time available and no one knew how bad this virus could be. But the Coast Guard said – you are not stopping, come up with a system to manage the risk. The ship was in front of them every morning, every day.

"We had extreme tides and currents, which meant we only had a few hours a day for diving and other critical operations. We went through two hurricane seasons, there was lots of scouring (the displacement of sand, silt and soil on the seabed), our primary focus was the safety of our personnel and protecting the environment, and we were carrying out a wreck removal under OPA 90, which never actually considered wreck removal when it was developed.

Getting creative

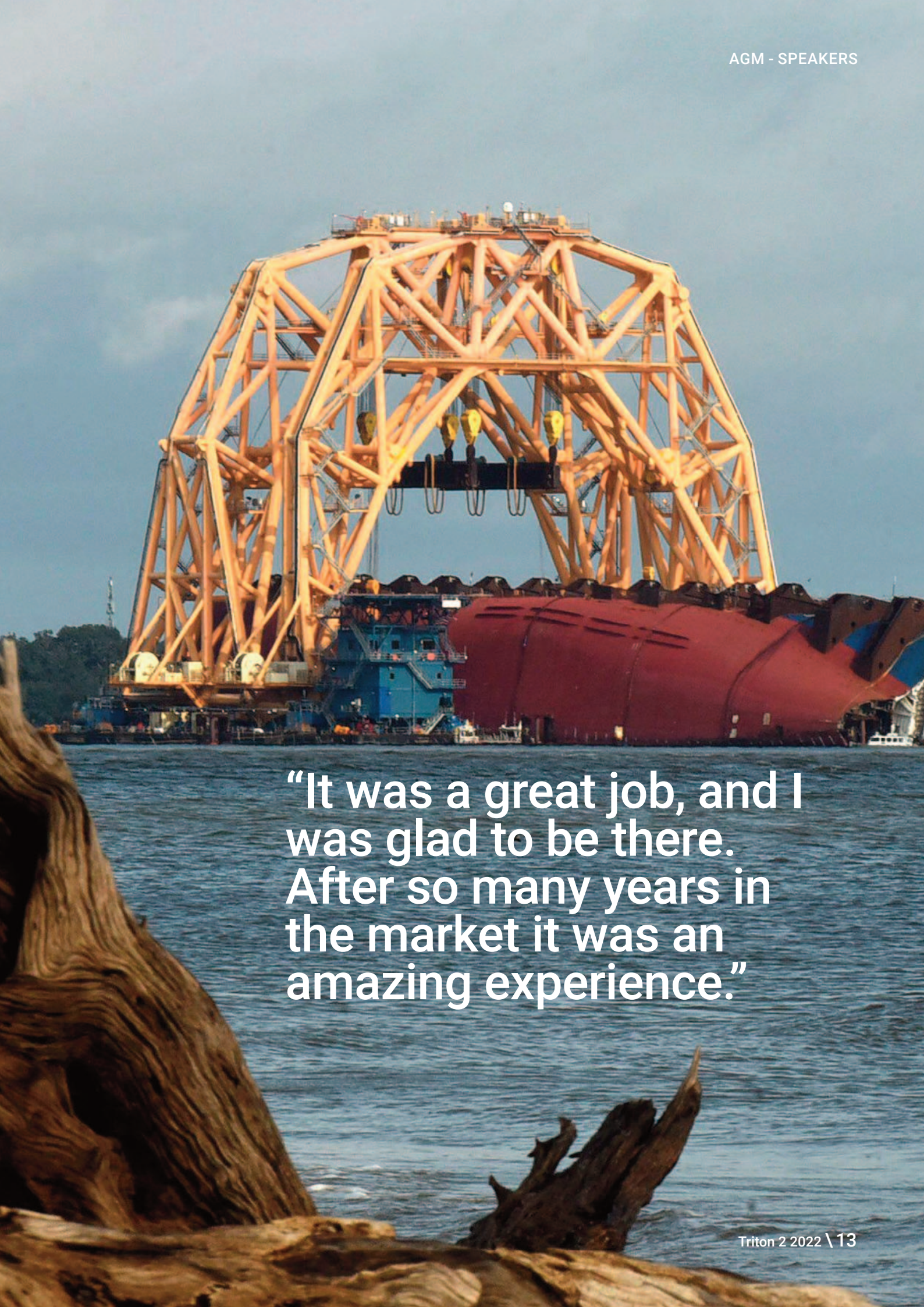
"The Jones Act placed a challenge to us in finding the right assets and equipment, because there is a limited number of large barges and cranes in the US to do this type of work. So we had to get very creative from the onset."

To address the environmental aspects, a multipurpose EPB (environmental protection barrier) for surface and subsurface debris, was conceived. "We went from the drawing board to installation in about three months – design, engineering, procurement, installation, testing all during COVID."

The EPB – a netting system and pneumatic ocean boom to prevent vehicles, oil and debris from polluting the water – consisted of 80 four-foot piles, 26 three-foot HDPE pipes, 4,900 feet of debris mesh and 6,600 feet of heavy-duty ocean boom.

Cutting the wreck

Before work began on the wreck, T&T carried out the type of analysis that is normally only used in ship construction. "Our proposal was to carry out a large section demolition, in order to minimise



“It was a great job, and I was glad to be there. After so many years in the market it was an amazing experience.”

AGM - SPEAKERS

the impact on the environment and do the work quicker.

"We had to look at the ship and how it was situated and model it, to decide how to cut it. Then, when it was cut, we needed to predict what the impact would be on the rest of the ship. We also had to consider cargo weight, the cars, and of course the mud inside," said Garrido.

It took a team of engineers working around the clock and across time zones several weeks to do the modelling work. The decision was made to cut the Golden Ray into eight sections, using a three-inch cutting chain. Every section was considered a job in itself, and the cutting sequence had to be carefully planned.

Seven cutting chains were laid underneath the hull and sections of the cutting chain were to be removed or shortened as it passed through the hull.

Lifting

The next challenge was how to lift the 6,000-tonne sections. Lifting lugs were designed, each one custom-made to fit the shape of its particular section. The average weight of each lug was about 80 tonnes – the equivalent of 12 adult elephants.

Garrido said: "We were carrying out wreck removal at salvage speed, with lots of pressure from the Coast Guard and the community. We engaged three shipyards, one in Germany and two in the US, to build the lugs simultaneously."

Sixteen lifting lugs were installed on the topside of the wreck – two for each section. Spreading the load across the structure of each section, they provided the connection points with the heavy-lift twin-gantry catamaran VB-10,000. A special order was placed for the biggest slings ever made – the 190 mm slings were produced in Brazil and shipped to Georgia.

The vessel was positioned over the section to be removed; the main hoist rigging was lowered to the lifting lugs; the VB-10,000 spread bars were connected to the trunnion pipes of the lifting lugs with four slings. Then, when all was in place, the VB-10,000 made one complete



hull section cut and then removed the severed section, which was lifted out of the water for removal.

In total, 45,000 tonnes of wreck, cargo and mud were lifted.

"We were lucky to find a vessel that was wide enough to cover each section," said Garrido. "Each section was rigged and lifted in turn. Some cars went into the water and were recovered later, but the majority stayed in the sections."

No barges big enough

Another challenge because of the Jones Act was finding suitable barges to support the operation. "We had to deal with eight sections. We used a former US Navy sectional drydock with four pontoons, which provided a perfect fit between the VB-10,000 barges. It worked well."

Each section was fully sea-fastened to the barge for transport around the coast to Gibson, LA; even this required calculations and modelling to satisfy the US Coast Guard that it could be done without risk of tipping.

Sonar analysis

Once the large sections had been removed, a detailed sonar analysis

survey was carried out to track debris that had fallen out and a 1,000-tonne capacity hydraulic grab was used to remove it. "We went after every piece on the bottom to the satisfaction of the authorities and stakeholders," said Garrido.

Remaining responsive

Reflecting on what was the largest wreck removal in US history, he said: "We set up a multi-tier bubble system to cope with COVID-19, which worked. Stakeholder management was intense and demanding but this is key to the game. We had a lot of them to deal with and they all had different perspectives of risk. The key is to identify the stakeholders early and keep them informed. Flexibility must remain if we are really serious about protecting the environment," said Garrido.

Finally, he said: "When you look at the timeline, from February 2020 when we executed the contract to when we completed the last section in September 2021, it was an amazingly short period of time, especially when you take into consideration all the work and the challenges involved," he said. "It wouldn't have been possible without the full integration of the vessel owners and their P&I club. I think that is how clubs and salvors have to work together in the future." 🐦

Shipping in the blood

Photos: Jenny Christenson



Interview: Mauricio Garrido, President, T&T Salvage

Mauricio Garrido was born in Peru but left the country with his family in 1978, when he was almost 16, due to the political and economic situation.

"We had family in New York. I landed in high school and didn't speak a word of English, but I played soccer, and that helped. I used to carry two dictionaries with me. I went into Spanish classes and did the reverse – the others had to write essays in Spanish, I had to write them in English."

In six months, he was fluent in English – and his maritime career soon began. "My father was in the fisheries business and my uncle was a naval officer, an engineer. Since I was five or six, he used to take me to shipyards and I had the opportunity to jump aboard ships, and that is when I developed my interest. Mum tells me I used to sit for hours and draw ships."

After gaining a degree in naval architecture from SUNY Maritime College, Mauricio's first job was with the US Military Sealift Command, where he supported the technical management of 150 vessels.

In his late 20s, he moved into casualty investigation at the National Transportation Safety Board, where he was involved in the investigation of the

Exxon Valdez catastrophe. Looking back, he says: "My focus was on the documentation of the damage, and I didn't really get involved in the investigation on the human element. It was a massive grounding and people still talk about the Exxon Valdez; but we really didn't grasp the significance of the job at the time."

During the investigation of a major grounding in the Cape Cod area, Mauricio met a Swedish surveyor who represented the ship's underwriters and shortly thereafter became Mauricio's boss when he was offered an opportunity to be a casualty surveyor for the Scandinavian insurance market.

Later, having 'jumped the fence' to join the salvage world, Mauricio spent eight years with Resolve, before moving to Titan Salvage. He has been president of the Texas-based, family-owned T&T Salvage since 2008.

"When I joined T&T, it was very much focused on the US Gulf. The owners wanted to start competing with international salvors. We quickly expanded into international markets – I had the contacts," he says. "We opened offices in Singapore and Germany and started working a lot in South America, and it has been building from there. I

have great support from the owners of the company – what I really like about T&T and the family is that they are super service-oriented and always take care of the client. Over the years, we have always maintained that philosophy."

Needless to say, Mauricio has seen tremendous changes during his career in salvage. "When I started in the market, the aspect of pollution was important but not a priority. It has become the priority because of exposure, social media and issues around corporate image. These days, you have a grounding and it's on Twitter and Facebook in minutes."

His relationship with The Swedish Club goes back to the earliest part of his casualty response career with the Scandinavian Marine Claims Office (SMCO). "I first met Lars Rhodin at that stage, and I value our long friendship," he says. "The way we look at the insurance market, especially with The Swedish Club, is that we consider ourselves part of it. We are always there to assist and provide advice, to sit at the table and negotiate contracts in a fair way. This business is a marathon and not a hundred metre sprint."

"As for the 150th anniversary – awesome! It is such a milestone. I wasn't going to miss it for the world." 🐙

Happy happy

The art of reaching agreement

Can you reach agreement with just about anybody? Lars-Johan Åge, researcher and teacher seemed to have no doubts, as he opened his conference presentation and promised: "After one hour with me, your ability to do this will increase by 22%."

Photos: Jenny Christenson

He dismissed the expression 'win-win': "I don't like this at all because it sounds like you are measuring something for a special occasion, you put it in your pocket and you walk away, and you never see the other party again. But this is not how it works."

Instead, he offered an alternative: 'Happy-Happy'.

Relationships

"What does this concept actually involve? Number one, it is about satisfaction. If two or more people are satisfied, they have a relationship. And if they have a relationship, I am sure they are collaborating. And if two parties are collaborating, I am pretty sure they will see each other again."

Looking to the long term

He emphasised the need for a long-term perspective in negotiations – the key words being satisfaction, relationship, collaboration and long-termism – and noted that this approach works as well in negotiations around the kitchen table as it does in business or even a hostage situation.

Goals

He also discussed the need to think beforehand about your goals as well as what you think is important for your counterpart, to clarify and prioritise, to think about alternatives and to have a Plan B in reserve. Power in negotiation is about having alternatives, he explained.



Trust and consistency were also vital. Authenticity is a 'superpower', along with a positive baseline attitude.

A positive mood

Research has shown that people who have a more positive mood create more value; those with a highly elevated mood are better at problem solving, are more creative and more flexible, have less tunnel vision and had have more ability to resolve social conflict, Lars-Johan Åge told his audience.

The secret ingredient? Dopamine, of course, which can be activated by a good night's sleep and making the effort to smile!

Make a connection

If his audience was to depart with just one 'takeaway' from his presentation, what would it be? "It is easy to find a happy solution if you get under the surface and really talk about what is important – and that is really difficult sometimes. But drop your masks and connect on what really matters." 🐦

Speaker interview: Lars-Johan Åge

He is a professor of business administration, but Lars-Johan Åge is clear that he never really liked numbers or money. "I am not interested in financial calculations or auditing or numbers, so it is a little bit strange that I ended up where I did," he says.

However, as he points out, business and marketing can cover an enormous spectrum. "You can study whatever area of psychology you want. If you go into a shop or an organisation and talk to the leader, everything about human behaviour is there."

Big business

For his PhD, Lars-Johan Åge took an in-depth look into how people do business and make complex business deals – this sparked his interest in human behaviour. "I started out studying big business deals and what determines the outcome of a massive mega deal. The answer is very complex. That triggered my interest in negotiation and, from there, my interest in likeability."

A social world

Now researching and lecturing at Stockholm School of Economics, a specialist in the field of negotiations, and the author of *'Liked – the superpower of being authentic, positive and relevant'*, he says that in a social world, there are endless variables when it comes to people interaction and relationships.

"However, even the most complex things in the world can be expressed at a simple level. Everyone is very complicated, but you can always find baseline principles – for example, people don't like to be interrupted or bullied."

Beyond the call of duty

Lars-Johan was approached by the FBI to advise on crisis negotiation and visited the FBI's headquarters in Quantico. "They wanted to know my research and my thoughts."

Strangely a melon used as a prop made the trip particularly memorable – when waiting for his train after the meeting, he realised he had left the fruit in the FBI

staff member's car. "I apologised, but with no more ado he sprinted back to his car and then, melon raised high, and to the astonishment of the other commuters, ran back across the railway station to get the melon back to me before the train arrived." As Lars-Johan Åge said in his presentation: "The road to trust is always to demonstrate a low self-interest and to be genuinely interested in the counterpart." 🍈

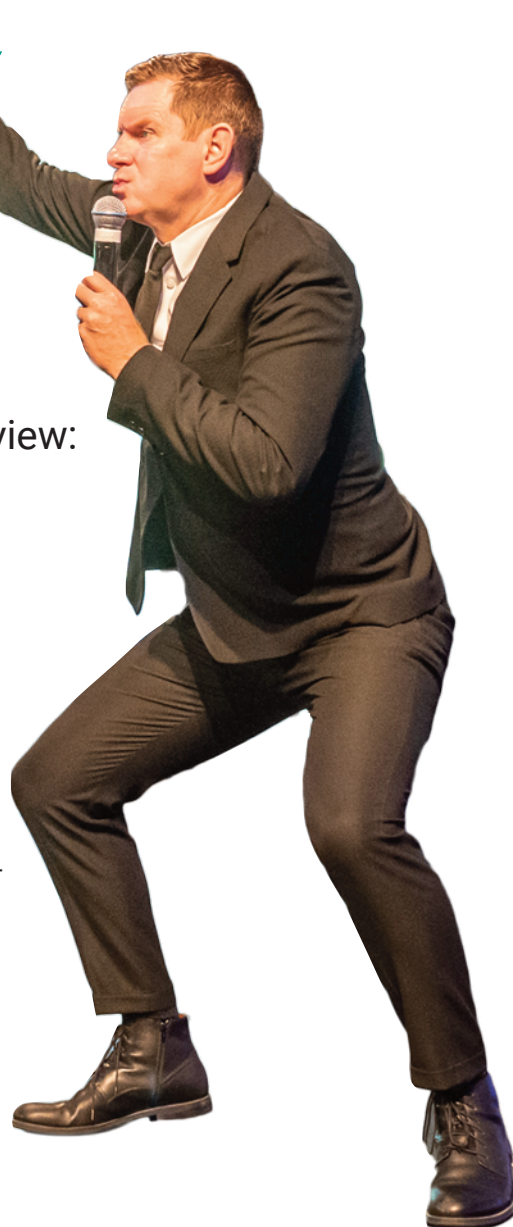
"I am not interested in financial calculations or auditing or numbers, so it is a little bit strange that I ended up where I did."



FUNNY MAN

Photos: Jenny Christenson

Speaker interview: Al Pitcher



British-born, brought up in New Zealand, married to a Swede and living in Sweden, Al Pitcher's specialism is highlighting the idiosyncrasies of different nationalities (especially the Swedish). Bouncing onto the stage, he had the audience laughing within seconds.

Being an outsider

Born in Huddersfield, England, he has lived in Sweden since 2010. He and his wife have two children and live in Stockholm, but he says: "No matter how many years I have been here, I always find myself an outsider."

Scandinavians are "very welcoming in their own welcoming way", he insists. "But my mum is Irish Yorkshire. She comes here and struggles with people just not talking to each other, whereas in England people say hello in shops."

He loves living in Sweden. "You have to get to know people," he said. It is a happy place. He struggles with the language – "they have lizard tongues in this country"

"No matter how many years I have been here, I always find myself an outsider."

– and added: "In this country you get no information or too much information."

A celebration of Sweden

Al says he tries to celebrate Sweden when he gives his audiences 'an introduction to life here'.

"I can put a mirror to them, a broken mirror I suppose," he says – but quickly adds: "I wouldn't want to see a comedian who just abuses the nation. I would say – 'get out, then, and go somewhere else'."

A successful career

Al Pitcher formally started his stand-up career in London in 1999, when he made it to the final of 'So You Think You're Funny', an annual stand-up comedy competition for new acts, held during the Edinburgh Festival Fringe.

How did it happen? "I was never like a ten-year-old thinking I wanted to go into stand-up. I grew up listening to UK comedians like Billy Connolly and Jasper

Carrott, but I didn't know there was a comedians' world. Although when I talk to my school friends now, they say 'Of course you should have been in stand-up.'"

After school he studied for a degree in broadcasting and was intending to work in radio but was discouraged by the level of commercialism. He travelled to England "because I always had this call to go back to England. I have always liked the English sense of humour."

The Swedish connection

He first met his Swedish wife in a bar in England – he was working in a ticket agency call centre at the time. "Then I went on holiday. I came back, bumped into her again

in Leicester Square underground – one of the busiest stations in London – the most extraordinary coincidence.”

Later, she brought a group of Swedish friends to one of his shows. “When you start in stand-up, it is really tough. Four or five people turn up. At this show, there were 12 people in the audience. Eight of them were my wife-to-be’s friends.”

A successful career

Since then, he has performed at comedy festivals all around the world, scooped numerous awards and taken to the stage at some of the top comedy venues.

When he moved to Sweden, he quickly made a name for himself – winning ‘Best male comedian’ at Svenska Stand-up Gala in 2011 and selling out on his ‘Fika tour’ the following year. This was followed by more tours, a humorous book entitled ‘Buried Elephants’, and regular TV appearances.

In Autumn 2017 he took his stand-up tour show ‘Sweden Syndrome’ all over Sweden as well to New York, London, Copenhagen and Amsterdam, performing the show to full houses. A complete sell-out, the tour continued throughout 2018.

Two of his specials can be viewed on Netflix – ‘Fy fan Sverige!’ and ‘Sverige Syndrome’ – and he recently finished his Arena Tour which had been interrupted by COVID-19. In September this year, he will start out on his My Happy Place Tour.

“Sweden is a wonderful place to live. They play weird sports – ice hockey for example. They take it very seriously, hitting each other with sticks whilst the referee is just skating around on his own.”



A tough start

Asked to reflect on his career success, he recalls his first appearance at the Purple Turtle club in London. “It took six months to be allowed on stage for five minutes. I got no laughs at all. I went to put the microphone back and stumbled – and the barman laughed. That was it for me.”

His point is this: “You always hear about amazing successes, but it isn’t always like that. It was pretty damn average. I think there was one man and a dog there, and I think the dog walked off. But I started from there.” 🐾



“The traditions here are amazing. I recently celebrated my 50th birthday and my birthday gift from my wife was a ticket to see the cows coming out for spring. They celebrate things differently here.”

Welcome to our new board members

Photos: Jenny Christenson

Konstantinos Zacharatos Director, Costamare Inc.

Konstantinos Zacharatos has worked at Costamare for 23 years and has dealt with The Swedish Club almost from 'week one' of his time there.

Joining the board is an honour, he says, and a natural progression after having been Costamare's main contact with the Club for many years.

"I have a legal background and have attained a good grasp of insurance matters and the P&I market over the years – hopefully I will bring to the board the perspective of being from a large member of the Club, while having the best interests of the Club and all its members in mind," he says.

Zacharatos studied for a law degree and a masters in law in England, before joining Costamare, where he is now a director.

"I was fortunate that when I joined Costamare, it was the beginning of the group's transformation and expansion led by our CEO, Kostis Konstantakopoulos. I handled all the legal aspects of its development, including the most important – the listing on the New York Stock Exchange."

New markets

Costamare is best known as one of the world's leading container shipowners, with a fleet of nearly 80 container ships; last year the strategic decision was taken to enter the bulker market, with the company buying nearly 50 second-hand vessels.

Difficult times

Reflecting on COVID-19, he says the pandemic made everything much more difficult operationally.

Costamare did its best to deal with the crew change crisis at the height of the pandemic, he says. "The reality is that our crews assisted as much as they could, but for ordinary operational tasks such as drydocking, getting spares to the vessels – everything became much more difficult. And for us this became even more apparent when we took over the bulker vessels. Everything was extraordinary. Ports were closed and crews couldn't join the ships. There was so much changing and adapting and postponing deliveries. We needed to be very flexible and keep changing our plans almost daily."

Key issues

Container ships are, of course, enjoying a very strong market post-Covid, the result of trade disruption, congestion and increasing demand, says Zacharatos. Meanwhile, he puts decarbonisation and environmental

issues at the top of the agenda, along with the war in Ukraine.

"The war is a humanitarian catastrophe for the country and has had significant effects on many levels, including in relation to shipping," he says. "Sanctions compliance has become very important and a moving target. Meanwhile, all companies must evaluate how they will respond to decarbonisation, including the types of vessels they will be building and the types of fuel they will be using. This needs to be dealt with – and swiftly."

A strong relationship

Costamare's relationship with The Swedish Club is very close, says Zacharatos. "We are one of the very few large companies that use only one P&I club. The Club has supported us and we have tried to reciprocate. "The Club has a very solid presence in Piraeus, and I really appreciate the Club's individual character, the way it approaches things and its people. I hope the Club remains as it has been – modernised but at the same time retaining its character, which is so different from other Clubs. 🤝"



Mingfa Liu

Managing Director Ship Services, IMC Industrial Group

Photos: Jenny Christenson



joined Bernhard Schulte Shipmanagement as Managing Director of BSM China, before being appointed by IMC Shipping last year as Managing Director for ship services, based in Singapore.

Making a unique contribution

Joining the board of The Swedish Club is ‘an immense privilege’, he says. “It is a great honour for me to join a group of such distinguished people. IMC has been a member of The Swedish Club for a long time – the relationship goes back to 1980. From a personal perspective, I would very much like to contribute something different as an ex-seafarer.

“Over the years, the mutual model has worked very well for IMC and we value our long-term relationship. The Swedish Club isn’t about ‘just buy insurance and forget about it’ – it is always proactive and forward thinking, and always provides very good service.”

The vision

IMC has a long history as a premium player in the shipping market, and is also in the process of transformation as it seeks to offer broader service solutions, says Liu. “The vision of the company matches what I want to do. The business environment has changed and IMC now has a more diversified strategy – not only on the shipping side but in creating a service model for all the businesses and a more outward-looking model.”

The future

Reflecting on the impact of COVID-19, he says the big lesson for all companies is that ‘digitalisation isn’t just a fancy word – it is a necessity’.

Meanwhile, he says: “Decarbonisation is of course the big challenge for everybody – not only for the shipping industry but for the entire world. It is everybody’s responsibility and a subject I am most passionate about. There is still a big question mark over what kind of fuel we are going to use. We must find new technologies for the industry.”

It is vital to keep an open mind, he says: “The advance of technology is much faster than before and something totally different might emerge.

All about people

“However, we must remember that people are still the most important element in our business. Technology can always be the tool to make advancements, but it is people who really make the changes – and the biggest challenge now is really attracting talented people into our industry. If we don’t do that, probably we will for ever be thinking inside the box.” 🐦

When Mingfa Liu joined his first ship as an engine cadet more than 30 years ago, it took him 24 hours to travel from his home village to Shanghai.

Growing up 1,000 kms from the sea, a seafaring career wasn’t planned – he says it was more like fate. “I happened to learn about a marine college, selected marine engineering as my first choice, and got through,” he says. “I would never say that I had or have a vision for the next 20 years. I went to college and then went to sea. I remained on the engineering/technical side. Every step was an eye-opener for me with my humble background. And I have a belief that if you keep going, keep looking forward and keep grasping the opportunities, you will achieve.”

A stellar career

After his career at sea and having studied for his MBA in the UK, at Lincoln University, Mingfa worked for V Ships – first in Glasgow and then in Shanghai. He then

The Swedish Club would also like to extend a warm welcome to new board members Chen Xiaoxiong, Vice President, Cosco Shipping and Tony Sun, Vice President of Winning International Group. Learn more about them in the next issue of Triton.

An incredible ride

AGM Guest of Honour - Khalid Hashim

Photos: Jenny Christenson

When Khalid Hashim first embarked on his career in shipping, his father told him: "Always do the right thing, no matter what. You should know people and get friendly with them – and their happiness or sadness should be your happiness or sadness."

He has taken that advice with him throughout a career stretching back to the 1980s: "My father was a great mentor, and he knew what needed to be done."

Khalid Hashim, Managing Director of Precious Shipping and guest of honour at the AGM formal dinner, has been on The Swedish Club board since 1995, was made the Chairman of the Finance and Audit committee in 1996, and the Deputy Chairman of the board in 2006.

A shipping pedigree

How did it all start? He says he hadn't planned to go into the shipping industry, despite coming from a family where shipping went back several generations – his great grandfather was founder director of the Scindia Steam Navigation Company.

His own father was a largely self-educated man who rose to oversee the Indian government shipping line, Mogul Line, and become chairman of India's national shipowners' organisation. Despite his remarkable achievements after dropping out of school early, he insisted his son should be fully educated.

Khalid studied for a degree in chemistry and physics before taking on jobs in ship agencies and broking. "I realised I really loved this business, and I went to college to do an MBA, majoring in finance." He began his career in earnest, working for Tolani Shipping for 18 months and then the Maldives shipping line for four years.

Next, he joined GP Group, which was at that time mainly focused on shipping rice from Thailand to the Middle East. His role was to develop the shipping aspect – the company started buying ships in 1987. The nine-year-old *Kiso Maru* was the first arrival, in June that year; two years later, the company had bought its seventh ship.

Precious shipping

The enterprise was a great success, to the point that some of the traders who had invested reaped returns equal to ten years' salary. "Several of them left! So we decided to go public. During that time, banking really didn't like shipowners because many were going bankrupt. I thought – at some time that will change, and shipping will be worth its weight in



gold. That is why we named the company Precious.”

By 2007, Precious Shipping had a fleet of 54 ships. A couple of years later, the decision was taken to sell the older vessels, bringing the fleet back down to 19.

“From there, we slowly built back. When we started out, we needed smaller ships, 17,000 tons. By 2008 we had reached 24,000 tons. In the next phase, starting in 2011, we built up to 36 ships – with an average age of six years, compared to 20 years old in the early days. Now, our ships average 44,000 tons each.”

Precious Shipping still moves agricultural commodities, but it is also carrying a much larger variety of cargoes, including coal, forest products, steel, fertiliser and fertiliser raw materials, scrap, and ores and minerals.

Looking back at his career, Khalid Hashim says: “Nothing was planned. I just flowed with what the good Lord provided and was happy with where he took me. It has been an incredible ride, with great mentors along the way.”

Working through the pandemic

And of course, there have been challenges. When COVID-19 arrived in 2020 – and it hit home when a fellow dinner party guest tested positive – Khalid Hashim told his entire staff to work from home the next day, “to see if it could be done”.

“For me, The Swedish Club is like a family – we have a lot of things in common.”

“Shipping is a 24/7 job, so you must be able to work from home. We tried remote working on that Friday. The next week I didn’t go into the office in case I was positive, and I told the staff to all work from home. It confirmed what we already knew – we could work from home 100%.”

Taking matters into our own hands

What did anger him was the lack of adherence to the Maritime Labour Convention (MLC). “Not a single country honoured the MLC in 2020 – they told seafarers, don’t come ashore. How, then, do you sign off officers and crew and replace them? We started diverting ships into Thailand at our own cost. Most of our ships had 75% Thai crew. We got them off the ships and paid for quarantine, and we arranged with the authorities to take our Indian crew/officers off, too. We did this at tremendous cost and despite objections from the charterers.


“Really difficult decisions were made at our office. But it isn’t a question of profit or loss – if you are on a ship and not allowed to get off, it is like being in prison. We had to manage this as we run our shipping company in a very old-fashioned way.”

In an extraordinary gesture, the crew who were stuck on board beyond their contracted time decided independently to route 25% of their salary per month to their equivalent seafarers who were waiting to join ships and therefore not earning any money.

“Once they said they were doing this, we encouraged them and automatically used them as the next change. It was like a temporary loan. If you start the culture of being correct and a good model, you will find that your staff will also follow through.”

New fuels

Fuel is the next big challenge, and he expects ammonia to be the fuel of the future. He says Precious Shipping will start to order ammonia-fuelled ships in 2028, removing older ships as the new deliveries roll in. “By 2030, we think Precious will have about half its fleet on ammonia.”

Precious Shipping’s relationship with The Swedish Club goes back to 1992, when it first became a member with five years of ship owning. “For me, The Swedish Club is like a family – we have a lot of things in common. The Swedish Club will never do anything wrong. If they say they will do something, they do it. These are the values that have helped me in my life. It is about doing the right thing, being honest and working hard. The Swedish Club was a natural fit for us.” 

Triton's journey continues



By Marina Smyth Samsjö
Manager
Marketing Communications

For sixty years Triton has served as the symbol for The Swedish Club. He is the son of Poseidon and Amphitrite and to calm and rise the seas, he blows a twisted shell. The ancient Greeks revered Poseidon as the one god that was overseeing all things sea-bound: tradesmen who transported goods by boat, as well as fishermen and those who fought wars at sea.



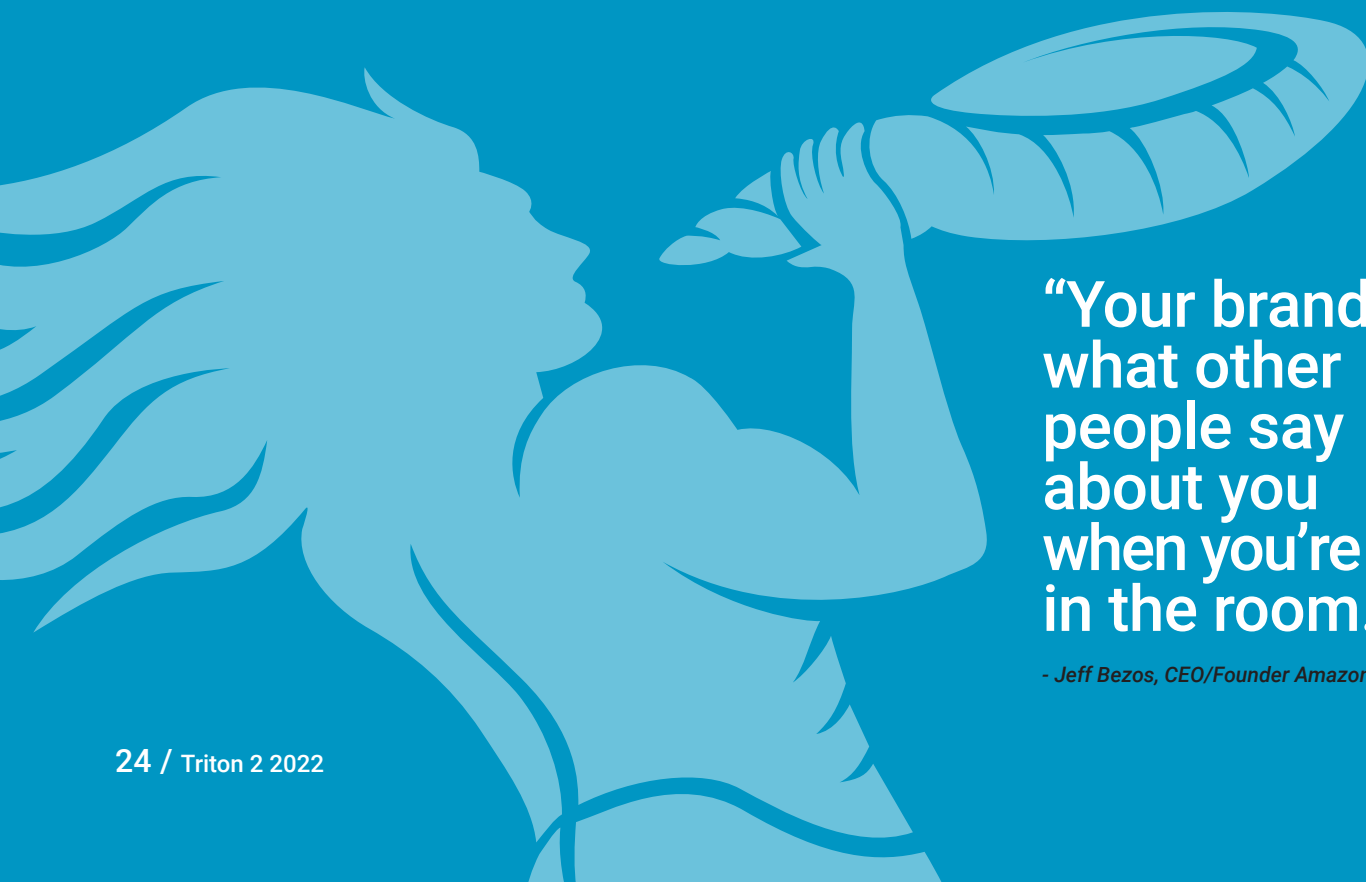
In 1962 the Board decided that it was high time to institute a medal of distinction. The medal was designed by a Swedish medal artist, Gösta Carell. It was one of his last works – he died only a short time later.

Our Triton has seen many incarnations – the first on a medal designed by Gösta Carell 1962. He then featured in many guises on the Club's magazine - then called 'News from Assusransföreningen' – and indeed at some point he seems to have become female, only returning to his natural state in 1985.

Triton did not, however become part of The Swedish Club's logo until 1988. Prior to that, (and apart from the magazine) the Club simply used a graphical version of its name on letterheads, communications and advertisements. Even then, he sat a little uneasily above the text, until 2004, when he took his rightful place as an integral part of The Swedish Club's logo itself.

During this period he has remained undecided as to whether to blow his trumpet to the east or the west.

In 2022, to celebrate the 150th Anniversary of the Club Triton has been brought up to date, and reflects a modern, people focused and service driven organisation – but at the same time reflecting the warmth and heritage of our Club.



“Your brand is what other people say about you when you’re not in the room.”

- Jeff Bezos, CEO/Founder Amazon

“To be a successful company, it is essential to change with the times, and that includes how the Club presents itself to the market visually.”



Logo in the Club magazine up until 1985

Why is a logo important?

A logo should remind people of the character and values of a company. It is a visual shortcut that reminds people who they are dealing with and helps to promote the organisation. It should be a reflection of a company's brand – the emotion and values that people share when they think of a company.

You can see from the evolution of the Club's logo that whilst the Club's brand - what we stand for - remains the same, the means of communicating those values has had to change through time to remain meaningful and contemporary to our audience.

Throughout the years, The Swedish Club has worked to stay at the forefront of developments in the shipping industry. To be a successful company, it is essential to change with the times, and that includes how the Club presents itself to the market visually.

When we developed the new logo for the 150th anniversary we knew that it was an important task and that we had to get it right. Yet despite the work that went on behind the scenes ensuring that we understood the values that we wanted to convey, how our members perceived us and the impact we wanted to have on our audience, it was only when we put the 2004 logo and the new logo side by side that we were reassured.

Immediately our old, much loved logo, looked out of date beside the new vibrant Triton, and we knew that we had found a new way forward. 🐬



1969 - 1987



Est. 1872



SVERIGES ÅNGFARTYGS ASSURANS FÖRENING

1988 - 2004



2004 - 2022



The Swedish Club

2022



2023

The Swedish Club Board of Directors 2022



Back row from left:

Mingfa Liu, Twinchok Tanthuwani, Mikael Livijn, Michael Vinnen, Lars Höglund, Anna Fjaervoll, Martin Birgersson, Andrew Hampson, Rob Grool, Konstantinos Zacharatos.

Front row from left:

Anders Källsson, Demetri Dragazis, Lars Rhodin, Lennart Simonsson, Khalid Hashim, Michael Bodouroglou.

Not present:

John Coustas, Chen Xiaxiong, Peter Claesson, Andonis Lemos, Tony Sun, Herbert Xu, Yu Tao.





Team Sweden and Team International share the Mutual Cup

On this anniversary year, the competition took place once again at Heden football ground. All present enjoyed an exciting 40 minutes of football, and spectators were treated to traditional drinks and snacks. The match was ruled a draw at 2:2 – a win-win result!



Warm-up and pep talk for Team International.



The Swedish Club team in place serving refreshments and patching up wounded players. From left: Henrik Karle, Therese Lindqvist Reis, Olof Tedenbrant, Annie Nilsson, Katarina Thorsen, Marina Smyth Samsjö and Peter Stålberg.





Photos: Oscar van Heek

Dinner for Early Arrivals

As is traditional, guests were kept in the dark about the location of this relaxed event. This year they were treated to a superb traditional seafood dinner at the Swedish Exhibition & Congress Centre, near the Liseberg amusement park.



From left: Leonidas Charalambous (Globalstar Insurance Brokers), Tim Charalambous (Uniteam Marine Ltd), Anthony Giavridis (Anthony Giavridis Maritime Inc) and Kyriaki Zafeiriou.



Lars Rhodin in 'traditional dress'.



From left: Martyn Hughes (The Swedish Club) Pablo Ibáñez and Alicia Montañés (Muñoz & Montañés Abogados /Lawyers).

Photos: Oscar van Heek



The group Jamladies entertained during the evening.



Team International and Team Sweden celebrating the 2-2 draw in the Mutual Cup.



From left: Rocky Jia (SDTR Marine Pte Ltd), Mingfa Liu (IMC Industrial Pte Ltd), Dehui Gao (SDTR Marine Pte Ltd), and Jian Lu (Winning Shipping (S) Pte Ltd).



Artemis Theologi and Nick Ghiouzelakis (Triton Marine SA).



From left: Johan Källsson (Erik Thun AB), Magnus Johansson (The Swedish Club), Jonas Engström (Wisby Tankers), Maria Källsson, Therese Engström and Birgitta Hed (The Swedish Club).

OUT AND ABOUT AT THE AGM

Photos: The Swedish Club



Partners' Programme – exploring a 19th century estate

Partners enjoyed a special day in a fairytale castle between the city and the countryside at Nääs castle. This was followed by a lunch at Nääs Fabriker, beautifully situated right next to Lake Sävälången in a cotton mill from the 19th century.



Happy to be here again. From left Linda Terrell and Kimberly Smith.



From left: Mingxuan Shen and Artemis Theologi.



From left: Dawn Lockyer, Claire Shaw and Elizabeth Breton.



Relaxing moment in the sun.

Friday Tour - an exciting and educational day with the Swedish Sea Rescue Society

Photo: Oscar van Heek

Following an enjoyable boat trip, our intrepid explorers visited the Swedish Sea Rescue Society in Långedrag, where they were introduced to their important work and able to see at first hand the sea rescue boats put through their paces.

This was followed by lunch at neighbouring Långedrag's Vårdshus, a restaurant with a unique location by the sea and amazing views of the Gothenburg archipelago.



Patrizia Dario and John Topakas from Latsco London enjoying a day a sea.



From left: Lan Shui Zhang (Dasin Shipping Pte Ltd), Katie Men (Iseaco Investment Pte Ltd), Ee Ping Ng (Kontiki Shipping Pte Ltd), Ruizong Wang (The Swedish Club Hong Kong) and Yana Liu (Mrs Wang).



Matthew Fader from the Sea Rescue Society jumped into the sea to show how a rescue operation should be carried out.



Cheers to 150 years! From left: Andreas Liasis (Seascope Insurance Services Ltd), Mike MacColl (Atrium Underwriters), Joe Balls (Omni Corporate Solutions Ltd), Nida Eryilmaz, Aret M Tasciyan (Omni Corporate Solutions Ltd), Sean Woollerson (Besso Ltd), Nick and Dawn Lockyer.

Photo: Oscar van Heek

The 150th AGM Dinner – a unique event

A record number of guests gathered to celebrate the 150th anniversary of the Club, and to send their best wishes to Lars Rhodin on the occasion of his last AGM as Managing Director. As befitted this very special event, guests wore black tie and the Club's own celebration wine was served.

Photo: Jenny Christenson



From left: Ralf Guder (Aon Reinsurance Solutions), Gabriele Ehardt (Swiss Re), Daniel Garratt (Aon) and Andreas Ristelhuber (Swiss Re).

Photo: Oscar van Heek



Lars Rhodin raises a toast.

Photo: Oscar van Heek



From left: Eben Starer Gifford, Brian Starer (Lawfirm Squire, Patton, Boogs) and wife Cheryl Roy Starer.

Directors of the P&I clubs attending the AGM Anniversary Dinner

Photo: Oscar van Heek



From left: Joseph E.M Hughes (The American Club), Andrew Cutler (Britannia P&I), Paul Jennings (North of England), Rolf Thore Roppestad (Gard), Jeremy Grose (The Standard Club), Lars Rhodin (The Swedish Club), Simon Peacock (The Shipowners Club), Ian Gooch (The London P&I Club), Nick Shaw (International Group of P&I Clubs), Royston Deitch (The Japan P&I Club).



Photo: Jenny Christenson

From left: Michael Vinnen (F. A. Vinnen & Co), Eva van Heek Lilljegen (The Swedish Club) and Michael Bodourogliou (Allseas Marine S.A.).



From left: Christiana Costourou (Enesel S.A.), Dina Kanetaki (Naftomar Shipping & Trading) and Dionysos Valaveris (Grecomar Shipping Agency Ltd). Photo: Oscar van Heek



Photo: Jenny Christenson

Thomas Nordberg, who will succeed Lars Rhodin as Managing Director of The Swedish Club from 1 January 2023, with wife Charlotta.



Lars and Lena Höglund (Furetank Rederi AB). Photo: Jenny Christenson

Team Singapore: ready for action

The Swedish Club's new Singapore office is open for business and receiving visitors. Brian Png is heading up the new office and tells Triton why this is such an important move for the Club and for its members and business associates.

There is no doubting Singapore's status as global maritime hub. This July it secured the top place once again in the Xinhua-Baltic International Shipping Centre Development Index Report. For the ninth consecutive year, the index confirmed Singapore as the global leading maritime centre, with London in second place and Shanghai third.

A long process

After two years of planning and legal work The Swedish Club's Singapore team moved into their new offices on 1 August 2022.


"It has indeed been a complex process, working with the Monetary Authority of Singapore to get everything in place," says Brian Png. "But the Maritime and Port Authority of Singapore (MPA) and others have been extremely supportive and helpful in our application for the licence. The MPA does a lot of marketing to attract shipping-related companies to set up offices in Singapore and provides welcome incentives. I asked a lot of questions, and they were able to provide a wealth of information about the maritime cluster in Singapore of which we are now a part."

Commitment to Asia

Having a presence in Singapore will enable The Swedish Club to secure and further enhance its position in Asia, he says. "We will be able to fully capitalise on our unique all-in-one offering and our ability to offer all kinds of insurance that the shipowner or charterer requires. We will also be able to strengthen our brand as far as underwriting, claims and loss prevention are concerned."

Closer to our partners

The opening of the Singapore office will also enhance accessibility for members and brokers, says Brian. "The Club's membership in Singapore and surrounding markets has grown significantly over the past few years and this new office will give us scope for further expansion in the region."



“Our new accessibility in Singapore will undoubtedly allow us to improve our service to members and brokers.”

“Our new accessibility in Singapore will undoubtedly allow us to improve our service to members and brokers. In the past we have travelled from Hong Kong to Singapore perhaps six or seven times a year.

“We know from speaking to prospective members that they would prefer to place their ships with a Club that has a local presence in the market. They want their Club to have a presence, to provide in-person support and guidance if there is any kind of incident. And even though COVID-19 has led to much more online and remote working, people still prefer face-to-face meetings. Buying insurance is all about trust and relationships.”

Working with Team Hong Kong

Brian has relocated with his family from the Hong Kong office. His new team will, however, work closely with the Hong Kong team to look after the Club’s Asian business.

“We intend to separate out our focus according to geographical regions in Asia – so the Singapore office will look after Singapore and the southeast Asia market, including Japan and Korea, and Hong Kong will continue to look after the Hong Kong market and mainland Chinese and Taiwanese business,” he explains. “We



The emphasis will always be on quality, not quantity.

are very strong in the greater China area and of course over the past few years we have grown a lot in Singapore and the surrounding area, so having our new office will enable us to be 'on the ground' in order to gain more business in the region."

However, he points out, the emphasis will always be on quality, not quantity. "It is an important part of our mutuality that we always get the right members in."

Quality support

Another positive aspect, he adds, is that having a Singapore presence will enhance the Club's recruitment base and ability to manage resources. "We will be able to tap into the local market, which has a wealth of expertise thanks to its status as a global maritime hub, which is supported by tax incentives and the good business environment the city is able to offer."

The Singapore licensing requirement is that the Club must be very clear which office is underwriting where. On the claims and loss prevention side, however, there is more flexibility. Resources can be shared between the offices.

"Having a local presence means we can offer more loss prevention services and support to Singapore and the surrounding area – organising in-person seminars, for example."

Feet on the ground

And of course, there is nothing like being 'on the patch' for keeping up with market developments. Brian says: "We intend to go out to the market and sell our products and, most importantly, be able to meet members and prospects and explain what kind of value-added service we can provide. Being closer to the market means we will have a first-hand local intelligence, which is extremely important, especially as Singapore has become such a hub for marine insurance."

Also, Singapore regulations require local brokers to approach the Singapore marine insurance market first before they are permitted to go out to the international market. "That's why having an office here is very good for us."

The team

Team Singapore starts out with five staff, with Brian heading up the office and handling underwriting, an office manager, and three claims handlers. There is certainly room for expansion. "We have rented an office which is quite large; we are looking at the future and expansion in terms of staffing is expected."

Located within the main maritime cluster of the city, the office was chosen on the basis of value for money too. It has been refurbished under the watchful eye of a local designer and includes a pantry and a large conference room ideal for seminars, other education and training, and networking events.

This is Brian's first role heading up a team for the Club. "It is an exciting time for me to be the pioneer in a new office, assembling my own team," he says.

The Club had been evaluating its options in Singapore well before the pandemic. Now the team is enthusiastic and ready for an exciting future.

Reflecting on the period of time spent planning, seeking approvals and preparing, Brian concludes: "The Monetary Authority of Singapore is very strict, for good reasons. We have had a great deal of support from all the authorities in Singapore, including with setting up the office, and we are very appreciative of all the help we have received." 🐦



Always ready for something new.....

Interview:
Brian Png, Area Manager, Team Singapore



Born in Malaysia, Brian Png has a seafaring background. After secondary school, he was offered a scholarship by Neptune Orient Line, to study in Singapore and pursue a career at sea.

As a seafarer between 1991 and 2001, he rose up the ranks to become Chief Engineer, before coming ashore to work for the shipping line as a technical superintendent.

In 2003, at the peak of SARS, he was offered a job working in ship management as a technical superintendent, based in Hong Kong. "I took the brave step to move to Hong Kong and worked for that company for

two years, being promoted to Technical Manager."

He then moved into the ship repair sector, spending four years working for a yard in Hong Kong overseeing drydocking and repair work.

The lure of marine insurance

"Then I decided to try something new again – marine insurance. I joined The Swedish Club in 2009 and have been working for the Club ever since."

He joined the Club as Technical Manager, subsequently moving to deal with hull

claims, and then marketing, before being appointed Deputy Managing Director in the Hong Kong office.

"Having been involved in ship owning, running ships, seafaring, ship repair and loss prevention, when I go out to meet shipowners and other contacts I can understand what they need," he says. "My experience does help me to resolve issues."

As well as his native Malay, Brian speaks English, Cantonese and Mandarin. He has relocated with his wife and two teenage children. 🇲🇾

Welcome to the Team



Andrew Bates
Head of Claims FD&D

Andrew previously worked as Head of Claims FD&D in the Club's Hong Kong office.



Janus Ng
Office Administration Manager

Janus is based in Singapore and is new to marine insurance.



Linda Rydén
Claims Executive, Marine

Linda previously worked as Claims Executive, Marine in Team Sweden.



Sabrina Su
Claims Executive

Sabrina was previously employed by CMA CGM as Manager of Legal Claims & Insurance.

Safety scenario

Fire in engine room



By Joakim Enström, Senior Loss Prevention Officer

Each month the Club's Loss Prevention team issues a new safety scenario to assist members in their efforts to comply with international safety regulations and to follow best practice. Visit Swedish Club OnLine (SCOL) for more examples.

CASE STUDY

A vessel was lying alongside loading cargo. The Chief Officer called the engine control room (ECR) to ask the duty engineer to start an extra auxiliary engine so he could begin to ballast the vessel. The oiler answered the phone in the ECR and went to look for the Third Engineer to tell him to start the second auxiliary engine.

The Third Engineer called the Chief Officer and told him that the second auxiliary engine was online and that he could start the ballast operation. Ten minutes later a huge explosion was heard in the engine room. The Third Engineer could see flames and smoke coming from the auxiliary engines.

The Third Engineer escaped from the ECR and when he was outside the engine room, he broke the glass for the fire alarm and activated it. At the same time the vessel blacked out, but 15

seconds later the emergency generator kicked in and the power came back on. All engines were stopped

The general alarm was sounded by the Master and all the crew were mustered. All fire dampers and fire doors for the engine room were closed, and the fire teams were suited up in firefighting gear and started boundary cooling the engine room and funnel.

Both the vessel's fire team and local fire fighters tried to enter the engine room, but there was too much smoke, so they did not proceed inside.

The Master informed the VTS and the local fire brigade about the fire.

About ten minutes later the local fire brigade arrived. Both the vessel's fire team and local fire fighters tried to enter the engine room, but there was too much smoke, so they did not proceed inside.

At this point it had been 40 minutes since the explosion and the Master could confirm that all the crew were accounted for.

The Master decided to release 40 cylinders of CO₂ into the engine room. Half an hour later another 30 cylinders were released. The crew monitored the temperature of the engine room which was coming down. About an hour after the first CO₂ was released, smoke stopped coming out of the funnel.

The following day the local fire fighters entered the engine room with full gear and confirmed that the fire had been extinguished.



At this point it had been 40 minutes since the explosion and the Master could confirm that all the crew were accounted for.

In the investigation that followed it was discovered that a fuel valve had broken above the auxiliary engines and sprayed fuel oil over an exhaust pipe which caused the fire.

It is worth mentioning as per SOLAS regulations that there should be insulation on the exhaust pipe and that the valve should also be protected.

Many engine room fires are caused because of bad insulation. The cause is often linked to a previous maintenance job where the insulation has not been put back correctly, or it has been contaminated by oil. 🐦

Questions

When discussing this case, please consider that the actions taken at the time made sense to all involved. Do not merely judge, but also ask yourself why you think these actions were taken and whether this could happen on your vessel.

1. What were the immediate causes of this accident?
2. Is there a risk that this kind of accident could happen on our vessels?
3. How could this accident have been prevented?
4. What sections of our Safety Management System (SMS) would have been breached if any?
5. Is our SMS sufficient to prevent this kind of accident?
6. Does our SMS address these risks?
7. If procedures were breached, why do you think this was the case?
8. Do our procedures make sense to the work we actually do?
9. How do we ensure that insulation is adequate in the engine room?
10. When maintenance has been completed do we inspect that the insulation is in place and not contaminated?
11. How often do we have fire drills in the engine room, as this is generally where fires start?
12. Are our firefighting drills effective enough to address the problems in this case?
13. What do you think was the root cause of this accident?



Defence against the dark arts – preventing cyber attack

The latest webinar from The Swedish Club focused on the issue of cyber crime. The recent industry turbulence surrounding COVID and the immediate impact of the situation in the Ukraine may have replaced the issue in the headlines, but in fact, as Christopher Scott and Kraig Rutland from Aon Cyber Solutions pointed out during the presentation, an unstable geopolitical environment can lead to some of the most serious cyber attacks.

The presenters opened with a review of the industry landscape and the increasing use of technology both in traditional IT systems and also in operations. They identified the types of attack and explored the repercussions.

Chris and Kraig then discussed managing the risk and provided the audience with a series of takeaways.

We will be focusing in more depth on this fascinating topic in the next issue of Triton.

To watch the webinar 'Defence against the dark arts – preventing cyber attack' please visit <https://www.swedishclub.com/training/webinars/>

Notice board

Sanctions - The European Union's 6th Sanctions Package - EU Regulation 833/2014– (the 'Regulation')

1 July 2022

In broad, general terms, the position is now that:

- EU shipowners can carry Russian oil and petroleum products to third countries (so long as no sanctioned parties involved, including no "Article 5aa" ports).
- It is prohibited for EU insurers to insure the transport of Russian oil and petroleum products being carried to third countries. However, it is permitted to execute contracts concluded before 4th June 2022 until 5th December 2022. It is thought that it is the insurance contract which needs to have been concluded by 4th June for the exemption until 5th December 2022 to apply.

- EU shipowners are generally prohibited, subject to the exemptions set out in the Regulation, from carrying Russian oil into the EU. There is a corresponding insurance ban.

Members are also reminded that Club cover is not available for unlawful trading. Cover may also be terminated where there is a risk to the Club and the provision of insurance may put the Club at risk of, or in breach of sanctions, even if the underlying trade is lawful.

It is important to read the restrictions in context and in full.

Download the complete Circular:

https://www.swedishclub.com/media_upload/files/Circulars/2022/220701_EU%20Russia%206th%20Package%20Circular_FINAL_CLEAN.pdf

Electronic (Paperless) Trading

EssDOCS, Bolero International Ltd, E-Title Authority Pte Ltd, Global Share S.A. (edoxOnline platform) WAVE (WAVE Application), CargoX, TradeLens (TradeLens eBL), and IQAX Limited (IQAX eBL)

This circular informs Members of the approval by the International Group of P&I Clubs (the Group) of the IQAX eBL system.

Since 20 February 2010 liabilities arising in respect of the carriage of cargo under such paperless trading systems were covered, provided that the system had first been approved by the Group. Since then the Group has approved electronic i.e. paperless systems administered by EssDOCS, by Bolero International Ltd (more specifically the Rulebook/Operating procedures September 1999), E-TITLE, edoxOnline, WAVE, CargoX, TradeLens (TradeLens eBL), and now IQAX Limited has been added to the list of IG approved system providers.

For more information visit:

<https://www.swedishclub.com/news/circulars/p-and-i-circulars/electronic-paperless-trading-6>

10 June 2022



Out and about



Meeting 'IRL' at Team Greece members' lunch

In the warm and friendly atmosphere of the Piraeus Marine Club, yet another successful Members' Lunch was enjoyed by the attendees.

With over 50 members in attendance, Lars Rhodin, Managing Director, and Ludvig Nyhlén, Area Manager, Team Greece, brought everyone up to speed on the current state of affairs and the Club's position going forward.

As always, our members commented on how at ease they felt, and feedback from everyone was extremely good. One member, in particular, commented on how refreshing it was to be invited to a 'corporate' event and enjoy it!!



Ludvig Nyhlén welcoming guests to the Members' Lunch, his first as Area Manager.



Gothenburg Half Marathon 2022 - well done, all runners!

The Swedish Club team gathered on Saturday, 21 May to once again run one of the most famous races in the world, after two years of the pandemic.

The team consisted of Club staff, members and business partners, and we would like to congratulate all team members for a well-run race.

Thank you to everyone who ran, cheered and contributed to the Gothenburg Half Marathon 2022.

The next race will take place in Gothenburg on Saturday, 13 May 2023.

Donsö Shipping Meet 2022

This year's Meet saw record attendance, with more than 1,700 guests invited to sit down, network and enjoy a superb meal together at the end of the first day of the programme.

The Club's Loss Prevention team, represented by Lorraine Hager, Loss Prevention and Marketing Advisor, and Peter Stålberg, Senior Technical Advisor, contributed to the event by delivering a fascinating talk on the Club's work and providing an insight into the TELP system.



Peter Stålberg and Lorraine Hager were among the speakers at the Donsö Shipping Meet 2022.

Staff news

Gothenburg



Max Franceschini

Max joined the Club's Finance department as Finance System Controller on 15 August 2022. He is a recent graduate from the University of Borås with a B.Sc in Business and Economics specialisation in Financial Accounting.



Stefan Höflinger

Stefan joined the Club's IT department as a Systems Integration Engineer on 5 September 2022. He has previously worked as an IT consultant. He has over 25 years of experience in database-driven software design and development for a number of organisations.



Gunilla Lindgren

Gunilla joined the Underwriting Reinsurance & Risk Control department as AML & CFT Officer on 8 August 2022. Gunilla previously worked in a similar role at a Swedish bank and has a degree of Master of Science in Business Administration, School of Business, Economics and Law at the University of Gothenburg.



Annette Olsson

Annette joined the Club's Administration department on 17 June 2022 as an Office Administrator. Annette has previously worked for ISS Facility Service in Sweden in a similar role.



Samuel Sundberg

Samuel became part of the Club's IT department on 9 May 2022 as a Frontend Developer. Samuel studied IT at a University in Gothenburg, and previously completed an IT education from the Luleå University.

Team Hong Kong



Fontaine Lai

Fontaine joined Team Hong Kong as a Senior Claims Executive, FD&D and P&I on 1 August 2022. She is a qualified solicitor in Hong Kong and has previously worked for a shipping law firm in Hong Kong and the Department of Justice of the Government of HKSAR.



Jeff Liu

Jeff joined Team Hong Kong on 3 July 2022 as Senior Claims Executive, P&I. Jeff is a qualified lawyer in China and has worked with shipping companies, marine insurance, P&I clubs and law firms in Shanghai for more than 20 years.



Jing Ren

Jing joined Team Hong Kong on 30 August 2022 as Claims Executive, P&I. Jing is a PhD Candidate at the Institute of Maritime Law, University of Southampton and obtained her LLB degree at Shanghai Maritime University and LLM degree at the University of Southampton. She is a member of CMLA and LMAA.



Club Calendar 2022

As COVID guidelines begin to relax around the world, The Swedish Club is slowly reintroducing its programme of face to face events.

We are delighted to be able to advise you of the dates below - new events will be added to the Club website as they are scheduled, so keep posted.

Club Calendar 2022

- 6 October **Board Meeting, Athens**
- 26 October **Opening party Singapore office**
- 8 December **Board Meeting, London**

We will continue to run our popular programme of webinars. Visit <https://www.swedishclub.com/training/webinars/> for the latest updates.

Club Quiz

1. A catboat is a sailboat with what?

- 1 Two hulls
- X The mast placed far forward and no foresail
- 2 No cabin and the rudder amidship

2. Where are the highest tides in the world located?

- 1 Bay of Fundy
- X Bay of Biscay
- 2 Bristol Channel

3. The Swedish Club celebrated its 150th anniversary in June this year. How many

- Managing Directors have served the Club
- 1 8
- X 10
- 2 14



Winner of Quiz No 1–2022

Martyn Hughes,
Senior Claims Manager
at The Swedish Club.

The right answers to Club Quiz No 1-2022 are:

1. What city would you travel to if you want to rent a gondola?
2. Venice
2. What is the name of the ship that served as the Royal Yacht for Queen Elizabeth II?
X. HMY Britannia
3. The Swedish Club celebrates its 150th anniversary this year. What is the name of the first Chairman (who was also MD of the Club)?
X. William Fleetwood

Mail your answer to quiz@swedishclub.com The first correct answer pulled out of the hat will win a prize.



The Swedish Club is a mutual marine insurance company, owned and controlled by its members. The Club writes Protection & Indemnity, Freight, Demurrage & Defence, Charterers' Liability, Hull & Machinery, War Risks, Loss of Hire insurance and any additional insurance required by shipowners. The Club also writes Hull & Machinery, War Risks and Loss of Hire for Mobile Offshore Units and FPSOs.

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