



Scottish Shipping Initiative

www.scottishshipping.com

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ALL POINTS

The newsletter for Scottish Shipping

Hopes for SSI

"My involvement with SSI reflects my concern for the long term future of shipping in Scotland and the need to provide a strong and united voice to represent the industry along with the high profile promotion of training and education."

Richard Alexander

"Shipping's an international business and we tend to focus on our particular international customers - but a Scottish umbrella organisation promoting Scottish shipping at home and abroad has got to be good for all of us."

Bill Boase

"I have joined the SSI because I believe that shipping in Scotland has been a poor relation to the rail and road industries for too long and now needs a push, indeed deserves a push, as increased shipping activity around our shores will bring economic, social and particularly environmental benefits."

Gordon Brown

"Scotland's skills in shipping are not lost but are in danger of being forgotten. There is a healthy body of expertise in all areas including shipowning, management, banking and technical expertise. I believe that it is essential for the continued and improved wellbeing of the industry that the benefits of shipping as an alternative to or complementary to other forms of freight transport be promoted nationally and internationally. The Scottish Shipping Initiative is the voice that can promote because it has the support of the Scottish shipping industry in its broadest sense."

Jim Lowe

"I believe there is a need, and opportunity, to drive the Scottish shipping industry forward, in all its forms, and to achieve all it can for the benefit of the Scottish economy and society. SSI is the vehicle to do that."

Alf Baird

"It is the case that while V.Ships is very much an International organisation with upward of 40 offices around the world, the health and success and continuous growth of the office in Glasgow is an imperative. The office employs more than a quarter of all people within the Global Ship Management organisation.

We feel that any representation within Scotland which focuses on shipping must be something that V.Ships should be involved with, can make a contribution to and can expect a contribution from. We wholeheartedly endorse this initiative and look forward to its success."

Peter Cooney

aims

The Scottish Shipping Initiative was established in April this year with the aim of promoting the Scottish shipping industry in all its various forms, commercially, politically and educationally.

The idea was conceived to challenge the perception that shipping suffers from low priority and low profile both generally and within the transport policies in Scotland and throughout the UK.

Despite being almost invisible, Scotland can still boast world class skills and companies operating on a world wide stage as well as the potential to develop short sea shipping around the UK and Europe with the encouragement of the European financial incentives such as Marco Polo. It is this type of opportunity that SSI seeks to foster.

The first meeting held at Clydeport's Offices in May outlined the aims of the Initiative. The idea was well received with all but one of the attendee companies indicating their support. This was followed up by the international launch at Posidonia in Piraeus in June.

The AGM was held in Edinburgh when the Board of Directors was elected and areas of responsibility for Members were agreed and allocated.

It was agreed that the major task was to determine just what is the Scottish shipping industry in terms of employment, turnover, ships owned, operated, etc. In order to accurately represent the industry as the Initiative purports to do, it must know the extent of its activities. The information gathered will be drawn together during the Autumn and a composite report will be made available, as a briefing paper, to all parties, particularly for the press, politicians and their civil servants.

A Directors meeting in July set the rates of subscription and dealt with house-keeping issues. It was also agreed that an open meeting should be held in Aberdeen to outline the purpose of the Initiative to the offshore operators and support companies. This is scheduled for November.

The Directors of Scottish Shipping Initiative

Jim Lowe

Jim Lowe is Principal Partner in Henderson Boyd Jackson's Maritime Department. Prior to qualifying as a solicitor, Jim was a Master Mariner in the Merchant Navy where he served for 15 years. He graduated with a law degree from Edinburgh University in 1983 and has practised in shipping law since becoming a Partner in 1987.

His areas of interest focus mainly on the commercial activity of his clients in Scotland and elsewhere.

The firm of Henderson Boyd Jackson are considered to be the market leaders in Shipping Law in Scotland.

Bill Boase

Bill Boase is a Director of Greenshields which was established in 1997 and has offices in Edinburgh & Tokyo. Greenshields are actively involved in dry bulk shipowning, freight trading and commercial management.

From 1998-2002 Bill was also a Director of Tarquin International, a joint venture management company. He formerly worked for Cargill from 1980-1996 in London & Geneva trading freight and commodities and from 1994-96 was head of Cargill's worldwide shipping operations.

Dr Alfred Baird

Alfred Baird studied BA (Hons) Business Studies at Napier University, is a member of the Chartered Institute of Transport (MCIT) and has a PhD with research on "Strategic Management in the Global Container Shipping Industry."

He is the Head of the TRI Maritime Research Group based within the Business School, a position at Senior Lecturer Level. His research interests include port and maritime policy, modelling the feasibility of shipping service costs and related port facilities, and strategic management in the shipping and ports industry.

He has been commissioned to undertake a number of international as well as UK funded research projects, has published numerous articles in refereed journals, and presented his work at major UK and international conferences. In addition, he has been appointed as advisor for a number of government organisations, and private companies. His work has tended to involve close collaboration with industry organisations and government bodies, and in a number of instances has resulted in positive practical outcomes, including new shipping service start-ups and associated port development.

Richard Alexander

Born and brought up in Glasgow and entered into shipping in 1974 as a Port Agency Water Clerk. He then moved into Chartering and Sale & Purchase of ships. He crossed the great divide into Edinburgh in 1986 and continued with the same business but added cruise ship shore excursions to his tasks.

He is a Director of Geo A Morrison & Co (Leith) Ltd and GMT Shipping, Vice Chairman of the Scottish Branch of the Institute of Chartered Shipbrokers (of which he is a Fellow) and member of the World Ship Society.

Yannis Criticos

Yannis Criticos 42, studied Economics, B.A. (Hons), Business Administration and Finance, MBA in London, U.K.

He worked in banking and financial advisory firms in Geneva, Switzerland for five years before his return to Greece where he joined a shipping finance house in Piraeus, and later on he was responsible for the opening of the first branch of a major European Bank in Athens.

He joined the corporate marketing department of Attica Enterprises in June 1994 and became a Director in March 1998. He is the Project Director of the Group's North Sea ferry service between Scotland and Zeebrugge.

Yannis Criticos is a member of the Board of Attica Enterprises S.A. and of Superfast Ferries Maritime S.A. and a Member of the Group's Executive Committee.

Carl Rolaston

Carl Rolaston was born 1951 and began his sea faring career in 1969 when he was apprenticed to New Zealand Shipping Company (Deck). In 1975 he joined Offshore Marine and was promoted to Master two years later.

In 1979 the company was taken over by Zapata Marine Corp. Carl stayed on and in 1980 was appointed Shore Based Manager and (in 1981) Marketing Manager (West Africa).

He joined BUE in 1983, as their Marketing Manager and was appointed Managing Director BUE Ships in 1990. In 1991 he led the management buyout to form BUE Marine. Carl is a Member of The Nautical Institute and a Member of the Honorable Company of Master Mariners.

Gordon Brown

Gordon Brown has 26 years experience in the oil and gas, rail and maritime industries, he has worked in Italy, Holland, Eire and Norway. From 1976 to 1996 he worked for Britoil and BP for a total of 11 years and then acted for contracting companies as Project Manager and consultant in the submarine pipeline field. Four years between 1996 and 2000 saw Gordon with Railtrack as Commercial Manager and a member of the Scottish Zone Executive. Presently he is Commercial Manager with Clydeport as well as being a Director of JV company CLYDEBoyd, developing an integrated port facility at Fort William. Gordon holds a BSc (Hons) in Chemical Engineering and is a member of the Institution of Chemical Engineers, Chartered Engineer Eur Ing.

Peter Cooney

Captain Peter Cooney, following a career at sea, came ashore in 1973 and has worked in Ship Management organisations for 29 years. He joined Acomarit in 1987 and was appointed Chief Executive Officer for the Acomarit Group in 1999. In January 2001 on the merger of V.Ships and Acomarit he was appointed Managing Director of V.Ships Ship Management Division.

V.Ships manages 650 ships in total of which 350 are full ship management services and the balance crew only contracts. The company employs over 25,000 seafarers of which 11,500 are onboard ships at any one time and has a total shore staff of about 1,000 around the world.

V.Ships has 12 operational and 14 crew supply offices in its network and likes to see its organisation as being innovative and working at the front end of technology.

Short Sea Shipping

There is no doubt that political and commercial focus on short sea shipping is strengthening. Pressure is mounting, both economically and environmentally to find alternatives to road transportation of goods and it is both the UK Government's and the European Commission's policy to encourage the shift of emphasis. There are already a number of incentives available to help, such as the UK's Freight Facility Grant Scheme and EU grants under the Marco Polo Scheme.

At a meeting hosted by the Institute of Chartered Shipbrokers earlier this year, which included representatives from the Chamber of Shipping, DTLR, the UK Major Ports Group and other interested parties, a draft business plan to set up a short sea promotion centre in the UK was devised.

Its objective is to create a centre for the promotion and development of effective, efficient and sustainable UK, coastal and international short sea shipping services and the use of inland waterways.

Scotland is a country with rich potential for the development of short sea shipping and the Scottish Shipping Initiative warmly welcomes this development and will give it every support once the plans turn into reality. We will publish further details in the newsletter as they become available.



To Posidonia 2002 with "Big Blue"

The beginning of June saw the bi-annual shipping extravaganza that is Posidonia and there to promote the Scottish Shipping Initiative at its first international outing were Jim Lowe and Duncan MacLean from Henderson Boyd Jackson and Bill Boase, James McKenna and Yoshi Yasumoto of Greenshields, the founder member organisations of the Initiative. Also in attendance was "Big Blue" a monster plastic blue box with wheels at the corner containing the SSI display stand. Sadly not in attendance was the luggage checked in at Edinburgh by Bill Boase and James McKenna.

All went well until arrival in Athens brand new International Airport when more than half the passengers on the flight from Copenhagen ended up queuing at the lost luggage counter, Bill included. Half an hour later and no progress made, he decided to cut his losses and not wait for eternity in the queue for his luggage or rather to record its absence, he headed out of the airport with Jim, his luggage and Big Blue. The next hurdle was a taxi strike, nothing for it but to jump on the airport bus to Piraeus lugging Big Blue with us. Arrival in down town Piraeus meant a change of bus and arrival at the Exhibition Centre with minutes to spare before it closed for the night.

With the display erected, the stand arranged, the next mountain to climb was to get from the Exhibition Centre to the hotel, some distance down the coast. Thanks to the continuous help of the locals, the right bus was found, but life in Athens wasn't going to be that easy. An altercation between bus driver and passenger half way down the route meant the end of the line for that bus and a transfer onto the one behind. Our heroes were then dropped off in the middle of nowhere with instructions on where to get the connecting bus to our final destination. Midnight came and went and with it any faint hope that we could find our way home. Starvation drove us to the nearest restaurant and a deal was done. We had a meal and the proprietor found a lift to the hotel for us.

After that, Posidonia itself could have been an anti-climax but wasn't. The Initiative found itself an Exhibitor of interest from many quarters, not least the UK Government who, in the form of the Shipping Minister and his Head of Policy were very encouraging and welcoming to the idea of a voice for the industry in Scotland. What was perhaps different about the Initiative stand was that it was not specifically selling anything other than the idea that the Scottish shipping industry has something to offer. Posidonia was part of the launch of the Initiative and now it is for us to develop strategies in line with the aims of the organisation.

And on a more serious note...

Every 2 years the shipping world meets at the Posidonia exhibition in Greece. And every year it just gets bigger - in June of this year 1630 exhibiting companies from 79 countries and territories participated and around 16,000 visitors from Greece and other countries were recorded. The span of exhibited products and services covered every aspect of the shipping industry. And amongst the exhibitors this year for the first time was Scottish Shipping.

We enjoyed a prominent position as part of the UK sector and were visited by all sorts of shipping companies from around the globe as well as lots of Scottish ex-pats in the business. Everyone was pleased to see a Scottish presence and to learn more about how active the country remains in global shipping. Many people had an anecdote to share about Scotland whether it was to do with a launching on the Clyde, Scottish marine engineering, Scots mariners or the salmon fishing. People were keen to have more information on companies active in shipping in Scotland and for 2004 we plan to carry promotional material for all the member companies - the Scottish umbrella provides a real focal point at the exhibition and there is no doubt companies benefit from being part of a national stand - especially when the country in question enjoys such a positive global image.

MAJOR NORTH SEA PORT DEVELOPMENT - NORWEGIAN OIL AND GAS SECTORS TARGETED

Work has begun on a £2.5 million project at the Port of Dundee which will treble the wharf capacity available for the oil and gas industry at this strategically placed North Sea port.

Forth Ports PLC who own and operate the port do a high percentage of business with Norwegian companies. And so they took the opportunity at the recent Offshore Northern Seas exhibition at Stavanger to introduce this major new development to potential customers.

Stavanger-based Stolt Offshore, one of Norway's - and the world's - largest dive support vessel operators, is already a major customer, currently providing 50% of Dundee's oil-related vessel calls.

A new 200m berth extension to provide a wharf 314m in length will allow multiple berthing in the main oil-related facility at the Prince Charles Wharf.

Two of the largest dive support vessels operating in the North Sea will be able to berth there simultaneously when the new berth is completed at the end of this year.

Within the new Prince Charles Oil facility is eight acres of industrial redevelopment land which has been reclaimed over the past ten years. Forth Ports hopes to attract companies within the oil, gas and other sectors to relocate into this business park at the Port of Dundee where they will have unrivalled access to a deep-water berth.

Richard Mitchell, Forth Ports' new Director of Scottish Ports forecasts one of the main areas for future growth in the oil market at the Port of Dundee will be in decommissioning.

"Dundee's strategic position close to many of the established oil and gas fields means that much of the logistics work in decommissioning will be most cost effectively operated at the Prince Charles Wharf facility", he said.

"For that reason, we are unveiling this significant new development at the offshore Northern Seas at Stavanger.

"We will be meeting a number of the Norwegian operators on their home ground to introduce them to this major development on the east coast of Scotland which is full of potential for the industry."

Programme

The following are some of the events planned for the coming year:

12 Nov	Board Meeting
12 Nov	SSBA Dinner <i>Scottish Shipping</i> <i>Benevolent Association</i>
30 Nov	Aberdeen Launch
Apr 2003	Annual Conference
June 2003	Golf Day, St Andrews' Bay Hotel, Torrance Course
June 2003	Nor Shipping
Sept 2003	Maritime London

At an early stage, SSI will consider undertaking a comprehensive survey of the Scottish shipping industry. The survey, which is expected to be carried out bi-annually, would seek to measure the aggregate activity of all organisations involved in shipping within Scotland. Precisely defining the shipping 'cluster' will be a sizeable task, as so many different entities will need to be included. In addition to shipping and port operators, the survey will seek to measure the activities of many types of enterprise involved in shipping, from financial institutions to pilots, towage firms, shipbuilders, offshore, fishing, education, research, construction, consultancy, and a whole host of related functions.

The aim of the survey will be to regularly maintain an accurate picture of the contribution of the entire shipping sector to Scotland's economy. In this sense the survey will measure direct and indirect employment, the level of investment, and activity by sub-sector. The survey will also provide an opportunity for respondents to highlight key issues that have an impact on their activities, both at the present time and in the future. Funding necessary to enable the survey to be undertaken is still to be finalised, although it is hoped that as well as SSI member funds, the public sector will contribute towards the costs of the research.

Membership application

Name: _____

Organisation: _____

Position: _____

Address: _____

Tel: _____

Email: _____

Fee

Individual membership: £250

Corporate membership: £1000
(includes 5 members)

Please make cheques payable to Scottish Shipping Initiative and send with application form to the address shown adjacent, or for

further information call Bill Boase on 0131 718 6026 or alternatively Jim Lowe on 0131 226 6881.



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