

THE INSTITUTE OF CHARTERED SHIPBROKERS  
(REPRESENTING SHIP BROKERS, AGENTS AND MANAGERS)

Irish Branch



## ICS IRISH BRANCH NEWSLETTER

Edition December 2010

Dear Members and Students

A busy 2<sup>nd</sup> half of the year with many things happening in the shipping world. Freight rates picking up now especially with the cold weather in Ireland. Salt is required to keep the roads safe and in a driveable condition. Seems a sleigh is possibly the best vehicle to conquer the roads these days.

Any reindeer around with or without 'red nose', Ho Ho Ho !!

We hope that we have gathered an interesting few bits and pieces for your reading pleasure. We have important Members news with the entrance of new members after having completed successfully their exams. Also there are few promotions to FICS.

Reviews on the recent seminar, dinner review (pictures on the website) and of course our Chairman's Christmas thoughts to warm your heart with his blessings for the year 2011.

Finally, to bring a smile on your face (if its there not already), we have received a few exciting expressions brought by the various commentators during sporting events where your first reaction would definitely be: Have they really said that...?

Herewith a summary of the topics of this newsletter (a click on the subject will guide you straight to the selected item):

[Chairman's Review](#) - Our Chairman Mr. Bill Lynch with his Christmas Blessing, looking back over 2010 and forward into the Centenary Year 2011..

[Member's News](#) - New members, promotions and we can welcome a new member in the Committee of the Irish Branch.

[Website](#) - Number of visitors over 1400 a month. 'Keep surfing' for news on your own Institute website!

[Irish Branch Dinner](#) - Review of our Annual Irish Branch Dinner held on Friday, 10<sup>th</sup> September 2010 at Belfast Harbour Commissioners, Belfast

[Education](#) - Exam results came in - a summary/update from our Education correspondent

[Seminar](#) - A most interesting seminar was held in October 2010 about Electronic Solutions to Shipping and ISPS. A report is here readily available.

[Committee Member Mr Erwin de Zwarte](#) - reveals here his history in shipping and his work for the committee of the Irish Branch

[A.G.M. 16<sup>th</sup> September 2010 - Dublin](#)

[Did they really said that ?](#) Indeed that's what you ask yourself over and over again

But first, please stand up for our Chairman, Mr Bill Lynch

## Chairman's Review

Fellow members,

I am delighted to take this opportunity to express appreciation to our present committee for electing me as Chairman for this significant Centenary year.

As some of you know I have had a few spins in the Chair previously which enables me to look back with considerable satisfaction at the progress that has been made by our Institute in recent years. The Institute which I joined more than 40 years ago is unrecognizable from that which operates today. This development has been achieved by successive voluntary Committee members and inspirational Directors who each brought their own distinct brand of professionalism to the position.

One has to particularly acknowledge, albeit with much sadness, the role played by our late Director Alan Phillips who died suddenly last month. His distinctive Naval background enabled him to provide the stimulus needed to transform the Institute from being seen as a UK based professional Institute to a truly International one with expansion in all major shipping nations ,while at the same time retaining the highest professional standards and he will be sadly missed . Our condolences have been extended to his wife and family and a Memorial Service in his honour is planned for London in January.

I have been fortunate in my career to have had the opportunity of sampling very many aspects of our industry and particularly in the early stages as a ship agent well before the recent incredible communications developments i.e. telex, fax and mobile phones. Any communication from the ship to the office back then generally depended on finding a workable phone. In addition a copy manifest and copy B/'L had to be put aboard the vessel before sailing. As crew signed articles for two years and very often served for that period on tramp vessels as there was no possibility of crew changes abroad this obviously led to many lively scenes on departures from the last domestic port.

However apart from Communications the other most significant change has been the development of Containerization which has totally altered the whole shape of the liner industry. I was involved in this in a small way and in the earlier years saw where a number of traditional and long established liner companies both in the UK and elsewhere had to try and adapt to this new mode of cargo handling because the alternative was to go out of business. Ironically and sadly because they did not have the systems or capital to deal with the demands that this new trend required they went out of business anyway.

It reminds me of the possibly apocryphal story of the exchange between Head office and the Master of a ship at that time which enquired " Disregarding stability how high can you load containers on deck " to which the Master replied " Disregarding visibility the sky is the limit "

It is a remarkably resilient and fascinating industry in which we are all involved and with all the changes and developments over the years both the industry and the Institute have grown and responded at all times to the demands required to satisfy our customers. I would also like to stress that it is your Institute and we would welcome at any time comments or suggestions from members either to me or Hilary or on the website for which we are very much indebted to Erwin de Zwarte.

At this time also I would like to convey all our members good wishes for a peaceful and healthy Christmas and successful New Year and for some genuine seasonal entertainment suggest you have a look at the following Youtube clip [www.youtube.com/user/alphabetphotography](http://www.youtube.com/user/alphabetphotography)

Kindest regards,  
Bill Lynch.

### Member's News

Following the results of the examinations, we have received applications to become a member of the Institute of Chartered Shipbrokers from some ex-students. Following successful election, we are now proud to welcome the following new members

Ms Harriet Foxton - Arklow Shipping  
Capt. Cian Timmons - R P Maritime Services  
Mr Arthur Kearney - Port of Waterford

Also the following promotions to Fellowship have been approved.

Mr Colm Daly - Southeast Port Services  
Ms Claire Davis - CMA-CGM

Our congratulations to all new and promoted members.

More member news or committee news actually, we are happy to welcome Ms Claire Davis (CMA-CGM) on board our Irish Branch Committee. We are delighted to work with her on the various tasks of the Institute and most of all, the work for your Institute in this next coming important centenary year.

## Website

We still see increasing numbers of visitors to our website. Recently some further updates have been added to the site. Any further news is most welcome (like the last item). Its your institute, your website too. We are just the tool to make this happen. Keep flying in that important information

[website@icsirishbranch.ie](mailto:website@icsirishbranch.ie) is the address to bookmark

## Irish Branch Dinner

The Irish Branch of the Institute of Chartered Shipbrokers held their Annual Dinner and Golf Outing on Friday, 10th September, 2010. We started the day at Balmoral Golf Club - and this years victors were the team from Ballyrogan Holdings.

The venue for this years Dinner, hosted by our Chairman, Mr. Chris Hawthorne, F.I.C.S. of M. F. Ewings, Belfast, was the majestic Belfast Harbour Commissioners. A wonderful venue, where our Guests were wined and dined in the finest style.

Guest of Honour was Mr. Barry Stokes, Chairman of the Institute's Federation Council and our Guest Speaker was Mr. Sean Crummey, a Satyrist whose story telling had us all in stitches.

The highlight of the evening was the presentation of Awards, by the Institute's Chairman, Mr. Karl Franz to this years top students.

The Irish Maritime Development Office (IMDO) Award for the best Diploma Student was presented to Ms. Mary O'Reilly of P & I Shipping Services, Dublin.

The Argosea Services Ltd. Award went to Ms. Harriet Foxton of Arklow Shipping for the Best Irish Branch Student 2010.

A word of thanks here must go the Irish Maritime Development Office for continuing their educational funding support to the Institute - it is vital that we maintain the highest educational standards and their support in this matter is very much appreciated.

Our sincere thanks also to Argosea Services Ltd. for their continued support.

## Education

As you will have seen under the Annual Dinner Report this years top students were presented with their Awards by the Institute's Chairman, Mr. Karl Franz.

The Irish Maritime Development Office (IMDO) Award for the best Diploma Student was presented to Ms. Mary O'Reilly of P & I Shipping Services, Dublin.

The Argosea Services Ltd. Award went to Ms. Harriet Foxton of Arklow Shipping for the Best Irish Branch Student 2010.

There was even more excitement when two of our students were presented with Awards at the Institutes Prizegiving Ceremony at Trinity House in London in October. Mary O'Reilly received the Armac Award for the best paper in Port Agency and Arthur Kearney received the Port Strategy Award for the best paper in Port and Terminal Management.

This is an absolutely fantastic achievement when you consider that they were competing against hundreds of students from all over the world. Well done and many congratulations!!

Following on from last years success I am pleased to report that once again we are expecting very high numbers of students for the exams this year - about 30/35 students in total!! Of these 7 have the potential to complete all their exams and therefore be eligible for Membership of the Institute. Could this be a record??

We are again running classes in Dublin City University for our students. Unfortunately due to the adverse weather conditions our December lectures had to be cancelled and have been rescheduled for the 29th January, 2011.

Perhaps you or your colleagues would like to consider sitting the examinations in April 2011?

There is still time but you would need to make the commitment in the next couple of weeks. There are various options for studying and full details of the syllabus are available on our website [www.icsirishbranch.ie](http://www.icsirishbranch.ie)

Please contact me at [education@icsirishbranch.ie](mailto:education@icsirishbranch.ie) or Mobile 087 6566610 if you would like to discuss this.

Hilary Park, F.I.C.S.,  
Education Officer

## Seminar

Our Seminar on the 14th October combined two separate topics but with contemporary themes and was extremely well received due in large part to the excellence of all our speakers.

The first topic was the ISPS code and its impact from both a Port Authority and Shipowners viewpoint.

John Fairley, Security Officer for Dublin Port, traced the development of the Code from 9/11 when Governments realized that if airplanes could be used as missiles so could ships with the potential for disastrous consequences. Given the

traditional manner in which international Shipping legislation normally takes decades to be agreed the speed with which this Code was agreed reflected the urgency which all considered it as a worldwide threat. John then outlined in detail the steps that required to be taken and the investment made to comply with the requirements of the Code. This then requires constant monitoring and upgrading and is subject to checking by the Dept of Transport. Continuous liaison with all customers within the Port is also necessary Of course overall a byproduct for customers is the increased vigilance all around the port.

John was followed by Dave Elliott Operations Manager with Arklow Shipping who is responsible for ensuring that all of their fleet are firstly equipped to meet the demands of the Code and secondly that there is continuous monitoring so that the vessels can adequately respond to any instructions at any time.

The particular interest for us as Shipbrokers and Agents was to become more fully aware of the significant impact and expense to both Ports and Shipowners of this International development which has added a new and very significant dimension to the traditional operation of vessels.

The second topic while different in style will also have a dramatic impact, when successful, in which the traditional paperwork involved in the movement of cargo worldwide is organized.

The presentation was by Marina Comminos, General Counsel from Effective Shipping Solutions a company set up 8 years ago to develop a paperless system for documentation in the industry.

We are all familiar with the very traditional manner in which documentation is required from B/L onwards and whilst in many industries IT has transformed the way business is handled very many hurdles, including legal, needed to be overcome to apply this technology to shipping documentation.

ESS by starting with the Oil Industry which more readily could be capable of adopting this change has achieved considerable success. A number of Oil Terminals in the UK have commenced using their system and they are confident that there will be continuous progress in the Oil Industry.

She also showed some practical illustrations as to how the system operated. The next stage will likely apply to the major bulk cargo movements followed by the containerized trade.

It was a fascinating presentation very well delivered and a real portent of things to come but difficult to put a realistic time scale for general application. It was however clear that ESS are committed to the whole concept and of course once they have one major line or trade the rest will tend to follow.

The only slightly disappointing feature about this Seminar was that it was not as well supported as we would have liked.

### Committee Member Mr Erwin de Zwarte

Before I started working for Arklow Shipping in July 2000 I had already quite a number of years of work behind me in the shipping industry in my native country Holland. After my military service ended in April 1985, I joined GenChart in Rotterdam in May 1985 and stayed with the company until my move to Ireland. I was working there in the competitive chartering department, as a broker/agent to a number of majors in the dredging and construction sector, shipping their awkward cargoes all around the world. The Institute is not hugh in Holland. In stead, the Dutch Shipbrokers Society runs a shipbrokers course and I have passed my exams there in 1994. Here in Ireland I came in a closer contact with the Institute but the idea of diving back in to the schoolbooks did not appeal to me that much. Until I heard of the opportunity to apply for membership through writing a dissertation. The idea was born to have my 'Laytime' interests put on paper and this dissertation was successfully completed back in April 2007. My well awaited membership was certified on the 23<sup>rd</sup> January 2008. I joined the Irish branch Committee in September 2008 and was promoted to FICS in the autumn of 2009.

My work within the committee is mainly focussed on the website and newsletter. Further I try to keep the committee razor-sharp on ensuring a healthy balance on our finances.

In this respect, the sponsorship through the website (Friends of the Irish Branch) is a great opportunity for

companies to sponsor the Irish Branch for just a small amount of Euro 100 per year. These donations make a really great difference to the education programme. And in turn, your name will be on the website with over 1400 visitors a month at present. I can only invite those who are not Friends yet, to join us and keep the education of our students at the level we aim for, which is the highest possible...!

May I also take this opportunity to wish you all a merry Christmas and a prosperous New Year. Or, as we say in dutch

Prettige Kerstdagen en een Gelukkig Nieuwjaar !!

### A.G.M. 16<sup>th</sup> September 2010 - Dublin

There was a small delegation of our members attending the recent held A.G.M. Apart from the usual approving of minutes and election of Officers, the chairman's report and education report gives a good review of the recent history and the way forward of our Irish Branch of the Institute.

The Chairman confirmed that the Irish Branch had a very successful year and thanked Mrs. Park for all her work as Secretary and Education Officer.

Mr. Chairman said it was very encouraging to hear about the continued growth of student numbers in the Irish Branch.

Mr. O'Neill complimented the Irish Branch on setting up their own website and thanks were extended to Mr. de Zwarte for all his hard work on the website.

The Treasurer presented his report which showed that the finances are in good health which will allow for further expenditure on Education this year.

Mr. McMillan proposed that one of the Irish Branches main objectives should be the integration of the Institute into the Corporate Sector.

Mr. O'Neill said that it was a great honour to have been awarded the Shipbrokers Medal and Life Membership and how appropriate it was that the presentation had been made to him by Mr. Lynch and Mr. McMillan. He really appreciated the honour.

The full minutes of the meeting can be found on our website

[www.icsirishbranch.ie](http://www.icsirishbranch.ie)

## **Did they really said that ???!**

**Ted Walsh - Horse Racing Commentator**

"This is really a lovely horse, I once rode her mother."

**David Coleman**

"Moses Kiptanui - the 19 year old Kenyan, who turned 20 a few weeks ago"

**Murray Walker**

"We now have exactly the same situation as we had at the start of the race, only exactly the opposite"

**RTE's George Hamilton on Spain manager Luis Suarez's substitution of Butragueno during their world cup qualifier with Ireland in Seville,1992**

"He's pulling him off! The Spanish manager is pulling his captain off!"

**Crystal Palace chairman Ron Noades, speaking in 1991**

"The black players at this club lend the side a lot of skill and flair, but you also need white players in there to balance things up and give the team some brains and some common sense."

**Ian Rush**

On the difficulties of adjusting to playing football and living in Italy: "It was like being in a foreign country"

**John Arlott**

"Bill Frindal has done a bit of mental arithmetic with a calculator"

**Peter Lorenzo**

"Hodge scored for Forest after 22 seconds - totally against the run of play"

**Ian McNail**

"We actually got the winner three minutes from the end but then they equalized"

**Winston Bennett**

"I've never had major knee surgery on any other part of my body"

**Murray Walker**

"The lead car is absolutely unique, except for the one behind it which is identical"

**Greg Norman**

"I owe a lot to my parents, especially my mother and father"

**Alan Minter**

"Sure there have been injuries and deaths in boxing - but none of them serious"

**John Francombe**

"The racecourse is as level as a billiard ball"

**Terry Venables**

"If history repeats itself, I should think we can expect the same thing again"

**Noel O' Mahony, Cork City boss before the game in Munich**

"We'll still be happy if we lose. It's on at the same time as the Beer Festival"

**Ron Atkinson**

"I would not say he (David Ginola) is the best left winger in the Premiership, but there are none better."

**Ron Atkinson**

"He dribbles a lot and the opposition don't like it - you can see it all over their faces."

**Ron Atkinson**

"I never comment on referees and I'm not going to break the habit of a lifetime for that prat."

**Ian Wright - commenting on his teammate's alcoholism**

"It took a lot of bottle for Tony (Adams) to own up."

**Harry Carpenter - BBC TV Boat Race 1977**

Ah, isn't that nice, the wife of the Cambridge president is kissing the cox of the Oxford crew."

**David Vine**

"Here we are in the Holy Land of Israel - a Mecca for tourists."

**David Coleman**

"Morcelli has four fastest 1500-metre times ever. And all those times are at 1500 metres."

**Metro Radio**

"Julian Dicks is everywhere. It's like they've got eleven Dicks on the field."

**David Coleman**

"Her time is about 4.33, which she's capable of."

**Chris Eubank, replying to "Have you ever thought of writing your autobiography?":**

"On what ?"

**Grand National winning jockey Mark Fitzgerald.**

"Sex is an anti-climax after that !"

**Ruud Gullit**

"To play Holland, you have to play the Dutch."

**Ron Atkinson**

"Well , either side could win it, or it could be a draw."

**John Motson**

"For those of you watching in black and white, Spurs are in the all-yellow strip"

**David Acfield**

"Strangely, in slow motion replay, the ball seemed to hang in the air for even longer."

**Stuart Hall - Radio 5 live**

"What will you do when you leave football, Jack - will you stay in football?"

**Mark Draper - Aston Villa**

"I'd like to play for an Italian club, like Barcelona"

**David Coleman at The Montreal Olympics**

"There goes Juantorena down the back straight, opening his legs and showing his class"

**David Coleman at the start of Match of The Day**

"And for those of you who watched the last programme (Fanny and Johnny Craddock), I hope all your doughnuts turn out like Fanny's"

**John Arlott**

"...and Ray Illingworth is relieving himself in front of the pavilion"

**Gary McCord on the greens at Augusta**

"These greens are so fast they must bikini wax them"

**David Coleman**

"This evening is a very different evening from the morning that we had this morning"

**Murray Walker**

"...and Mark Blundell stops with his front wheels stationary"

**Radio 5 Live: Jeremy Vine:**

"So your autobiography is out in paperback. What's it about?"

**Radio 1: Simon Bates:**

"So your name's Mohammed? That's one of the most popular Christian names in the world."

**USTV commentator**

"One of the reasons Arnie (Arnold Palmer) is playing so well is that, before each tee-shot, his wife takes out his balls and kisses them - Oh my God, what have I just said?"

**Channel 4 interview**

- *Zoe Ball:* "So tell us, what this is exactly..."
- *Guest:* "It's a matchstick model of Cardiff Arms Park"
- *Zoe Ball:* "Wow! That's amazing. What's it made out of?"
- *Guest:* "Err... matchsticks."

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**That's all for now folks !!**

**Happy Christmas and a prosperous New Year !!**