

## Spotlight on the Sanctions Team

Readers will be aware that the intensification in the use of sanctions by States and other supra-national bodies over recent years has had a number of consequences for insurers. As a result, the London P&I Club established our Sanctions Team, which includes Ian Barr, Konrad Heene, Janet Ching, Julia Kotsoni, Ed Waite and Simon Leslie. Simon comments on developments in the team's work with Members in this important area:

"The volume and complexity of inquiries and other sanctions-related issues we handle have certainly been on the increase. An evolving landscape and the trade restrictions involving countries such as Crimea, Cuba, Sudan and Syria as well as either re-imposed or increased sanctions on Iran, North Korea and Venezuela mean that we are regularly engaging with Members on a range of related issues."

### Proactive

"The team's workload is extremely varied. Apart from differences driven by the range of regimes we look at, different Members have individual needs. In some cases, we support Members' pre-fixture due diligence with guidance on the relevant sanctions framework, in others we highlight the relevant sections of the Club's website which is regularly updated. There are also claims issues to be dealt with from time to time where sanctions measures have an impact on our ability to assist.

"The Sanctions Team also has an important role to play in the Club's own due diligence arrangements. We take a proactive approach in monitoring trades and activities with a potential sanctions dimension. Team members, Anthony Cage and Afroditi Karava, are involved in reviewing indications of unlawful ship-to-ship transfers, such as in the East China Sea, as part of the additional measures taken to ensure owners are aware of the risks



Sanctions Team member, Simon Leslie

associated with operations in the region.

"The work of our Sanctions Team reflects the serious consequences for owners arising from breaches of the international sanctions regimes. Extreme caution is therefore required, and Members are reminded of the importance of full due diligence to ensure that they do not unwittingly enter into prohibited activities."



### Reaching out

The Club's reach and Member contacts grow ever wider – inside, a round-up of recent activity in another busy year.

p/2 & 3



### Club people Andreas Vrontakis

p/4

# Reaching out

Frank He speaking at the event in Shanghai

See page 3 for pictures from these events



## Cheyenne

Konrad Heene and Reine Gomis from the Club visited Member's ship *Cheyenne* in Rotterdam while on their business travels during March. The ship is a VLGC belonging to Dorian LPG.

## Marine Data

Paul Amos was a panellist at the Marine Data Technologies Seminar jointly arranged by Solis Marine Consultants and Reed Smith LLP. May's event at Reed Smith's London offices discussed various technologies and the practical applications for claims and loss prevention. The panel also featured Richard Gunn of Reed Smith, plus Mike Harrison and Duncan Campbell from Solis Marine Consultants.

## Golden Jubilee

The Club's Kolkata correspondent, P&I Services Pvt Ltd, announced the start of its Golden Jubilee Year on 1st May with a dinner and drinks reception in London.

## Wind farms and cargo claims

Frank He presented the topic of specialist operations and extended

cover for wind farm installation and maintenance vessels at the 2019 Asian Offshore Wind Power Industry Development Forum in Shanghai in April.

The following month, he gave a presentation in Qingdao on cargo claims under charterparties and the Inter-Club Agreement at the 2nd Marine Insurance and Loss Prevention Forum held by Member, Seacon, and T&Z Insurance Brokers in May.

## Shipping disputes

Simon Leslie was a panel member at an event called *Shipping Disputes: London, à la carte* to discuss different forms of dispute resolution. The event was held at law firm, HFW, for London International Disputes Week in May. Also on the panel were Julia Dias QC, Bruce Harris, Simon Kverndal QC, Stephen Hoffmeyer QC, and Andrew Taylor of Reed Smith.

## Singapore

The Club was pleased to be a sponsor of the 3rd Asian Marine Casualty Forum in Singapore in

April at the Marine Bay Sands Expo & Convention Centre. Ian Barr, Frank He, Katie Lilley and Victoria Papageorgiou from the Club attended, with Ian Barr presenting a case study relating to wreck removal and the environmental damage claims. The forum topic this year was on Marine Casualties in the 21st century and a range of casualty-related issues was covered.

The well-attended forum forms an important part of Singapore Maritime Week which the London Club was pleased to be a part of.

## Istanbul

The Club held a reception for Members, brokers and other friends at the Adile Sultan Palace Hotel, by the Bosphorus in Istanbul in June.

## Greek office

As part of the series of seminars held at our Greek office's auditorium, friends from the local shipping community attended a recent presentation by Dimitris Exarchou of HFW on bunker issues.



Konrad Heene and Reine Gomis (both wearing yellow) on the bridge of Cheyenne with some of its officers



The panel and attendees at the Marine Data Technologies Seminar



From left: Suresh Mankad and the Club's Ian Barr and Anthony Cage at the P&I Services Golden Jubilee dinner



The well-attended dispute resolution event at HFW in London



Ian Barr addressing the 3rd Asian Marine Casualty Forum in Singapore



Guests in the auditorium at the Club's office in Piraeus



The Club's Reto Toggwiler (left) and Capt. Gokhan Oruc at the Istanbul reception

The picturesque setting at the Adile Sultan Palace Hotel, Istanbul





# Club people

**Andreas Vrontakis**  
Claims Manager, Piraeus

## Andreas' introduction to shipping came very early in life – spending a large part of his childhood onboard commercial ships visiting countries across the world.

His father was an engineer in the Greek merchant marine industry, and Andreas would join him on sea crossings during the school summer holidays.

"I used to travel with my mother to join my father onboard," Andreas recalls. "So, I had the chance to visit various overseas countries and to experience many sea voyages on different commercial ships.

"I'm certain this contributed to creating a general interest in shipping, and in turn this later helped me direct my legal studies towards maritime law."

Andreas went on to the University of Wales, Swansea, where he graduated and gained a Masters in Commercial & Maritime Law. He became a qualified lawyer in Greece and began his career working for Olympic Airlines.

He then moved to a Greek shipping company as legal counsel and claims manager for eight years before finding a new challenge working for a German Shipowner in Hamburg. Andreas joined the London P&I Club in 2016 where he handles P&I and FD&D claims for Greek Members.

It's a role in which he thrives. "I really enjoy being able to actively help Members when an issue arises," he says. "In most cases, the Club is the first port

of call for Members who need assistance, so you are in a position where you can directly see the benefits of your involvement. We aim to co-operate closely with our Members, and when our work makes a positive difference it gives me a strong sense of professional satisfaction."

Andreas believes one of his best qualities is keeping calm under pressure. "This can be useful particularly in complicated cases and when the pressure of time is an added factor," he says. Another attribute is his ability to correctly assess a situation and recommend the best course of action. Andreas also enjoys building a relationship based on trust with Members and providing a friendly approach when helping them.

This is reflected by the Club as a whole, Andreas believes, saying: "I like the fact that it is a Member-friendly Club with a spirit of teamwork and togetherness. We are always encouraged to approach problems in a constructive way, so as well as making legal assessments we look at the practical positions and options for action to protect the Members' interests.

"I think these qualities are fundamental to a first-class service, and I can see that this is appreciated by Members and brokers."

Earlier this year, Andreas gave a presentation on time charters to Members and other friends of the Club at the Club's Piraeus office. Outside the world of shipping, he enjoys running, music, theatre, and watching his favourite football club, Olympiacos FC.

## MANAGEMENT NEWS

We recently welcomed three new colleagues joining the Club's London office. They are Nicola Johnson, HR advisor; Lesley Bray, business process manager; and claims manager Aggeliki Gerouki.

We are pleased to announce several promotions at the Club, starting with the following associate directors – Rachel Bellsham-Revell, Hugh Brennan, Ian Carter, Frank He, Victoria Papageorgiou and Deborah Yu. Deborah has re-located to the Hong Kong office where the team has also been joined recently by Senior Claims Manager, Jing Liu.

Also promoted are senior claims managers Guy Ingham and Ed Waite; senior underwriting assistants Keith Attwood and Cath Lain; claims services manager Gary Gray; and committee secretary Genine Steele.

The Club's London office continues to host lunchtime presentations which have recently included discussions on *2020 low sulphur limits* by Marcus Dodds of Reed Smith; *The Use of GC-MS for detecting chemical compounds in marine fuel oil* by David Browne & Dr Rene Macahig of Andrew Moore & Associates; *Bulk Cargo Claims* from Justin Draeger & Tony Powell of Mays Brown; and *Cyber Attack!* from Richard Neylon & Matthew Dow of HFW.

Seminars are also regularly held in our Greek office's auditorium, including two recent presentations *Casualty Investigation in the Modern Electronic Era: Thinking Outside the Box* by Sam Holden of Hill Dickinson and the Club's Paul Amos; and *Common Bunker Issues: Be Aware* by Dimitris Exarchou of HFW (see photo on page 3).

In May, the Club's Rodney Cook and Paris Pantelis gave a workshop in Goa to Member Vedanta on a range of subjects including IMO 2020 issues, letters of indemnity, force majeure and a FD&D case-study.

### Managers A. Bilbrough & Co. Ltd.

**London**  
50 Leman Street  
London E1 8HQ  
T: +44 20 7772 8000  
F: +44 20 7772 8200  
E: london@londonpandi.com

**Greece**  
Ionion Building  
Akti Miaouli & 2, II Merarchias Street  
185 35 Piraeus  
T: +30 210 458 6600  
F: +30 210 458 6601  
E: piraeus@londonpandi.com

**Hong Kong**  
Room 1802 Guardian House  
32 Oi Kwan Road  
Hong Kong  
T: +852 3761 5678  
F: +852 2838 2001  
E: hongkong@londonpandi.com

