

Autumn update and renewal arrangements

In this *Club News* we look at progress and events involving The London P&I Club since the last issue in July. These include the autumn meetings of the Club's Board and Members' Committee which considered our approach to the 2019/20 renewal.

As explained in our recent Circular – which can be seen [here](#) – no general increase in Annual Calls was set, and the renewal will focus on the record and risk exposure presented by individual Members. As part of the process, further attention will be given to individual Member deductible levels.

The Club's underwriters will be in contact with Members and brokers about renewal arrangements in the near future. In the meantime, we have recently issued the Club's latest *Position & Performance Review* which also looks at current year progress and other developments, and can be read [here](#). We have also released a video introduction to the Club, showcasing some of its key features, which can be viewed [here](#).

Also in this *Club News*, underwriting director, Reto Toggwiler, highlights a new guide to the Club's War Risks Cover. This introduces the product and summarises its advantages, including its breadth and scope. There are also reports of Club seminars and other events in Athens, Hanoi and Seoul.

A charity event is also featured in which Rodney Cook and Harry Wathen from the Club joined with Andrea Bisbas from the Tsakos Group and Simon Smart from Tysers to cycle from London to Paris. Then there is news of developments within our management team, while our 'Club People' section features claims manager, Guy Ingham.



The 1,036 teu fully cellular container ship, *Nordic Stani*, is entered in the London P&I Club by Sea Consortium Pte. Ltd.



Focus on the Club's
War Risks Cover

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Club plays host to
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Club people
Guy Ingham

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Focus on the Club's War Risks Cover



Underwriting director, **Reto Toggwiler**

The Club recently published a new summary of its War Risks Cover's key benefits, which can be accessed **here**.

Underwriting director, Reto Toggwiler comments: "The Club's War Risks Cover provides comprehensive insurance, first-class service and competitive rates. There are also several aspects of the cover which are broader than several other market products. Our new brochure highlights these areas and explains how these, and other advantages of our approach to war risks cover, can make a real and important difference for Members.

"One example of the breadth of the Club's cover is the availability of separate limits for Hull and P&I war risks. This contrasts with those market covers where the limit of the P&I component is up to the Hull sum insured. Another example is the cover which the Club's war risks product offers for daily running costs in detention or diversion cases – for which others on the market may provide no equivalent cover."

Reto adds: "As well as these differences in coverage, our War Risks Cover brochure sets out some scenarios involving incidents with a P&I as well as a war risks dimension. They show how the Club's approach in such cases can provide important benefits to Members, such as ensuring a consistent strategy for handling the different claims arising.

"We have been receiving increased interest and inquiries regarding the subject of war risks cover, and hope that our new publication provides a clear and helpful explanation of our product's advantages to Members and brokers."



War Risks Cover
[Click to download](#)

London 2 Paris Charity Bike Ride



Harry Wathen and Rodney Cook from the Club teamed up with Andreas Bisbas of Tsakos Shipping's London office and Simon Smart of Tysers, to cycle the 200 miles from London to Paris to raise funds for the St Nicholas School in Tema, Ghana. The school was built by the Tsakos Group to provide support for children in the impoverished area outside the port of Tema. The cycling team made the journey to Paris over two days in September.

To find out more about the school, its website is <http://stnicholasprepcharity.temaghana.org/>



The cycling team at the Château de Saint-Germain-en-Laye near Paris: (left to right) Rodney Cook, Andreas Bisbas, Simon Smart and Harry Wathen



Club plays host to Members and friends

The Club has been catching up with Members and friends across the world at different events held to build on our relationships and to provide information on a range of topical industry issues. Key events held in recent months were in Greece, South Korea and Vietnam.

In Athens, the Club's annual reception took place in October at the Stavros Niarchos Foundation Cultural Centre. It was a very successful evening, thanks to the presence of many figures from the Greek shipping scene. In welcoming the guests, Joanna Pavlidis, general manager of the Club's Piraeus office, said: "This event is our way of showing our sincere appreciation to all our Members and friends for their continued support."

In Seoul, more than 90 guests attended a Club event held at the British Embassy. As noted in the last **Club News**, the Club is co-operating with the Seoul-based J-Ship team to support our activities in the local market. The event was organised by J-Ship in conjunction with the Operations Department for International Trade at the Embassy. Presentations were given by the Club's Ian Barr and Simon Leslie on Sanctions and issues involving the Master's Responsibility.

Last month, the Club hosted a successful reception at the Hilton Hanoi Opera hotel for guests drawn from across Vietnam's shipping and insurance community. Thanks to their support, the Club has been helping Members from Vietnam for more than 20 years.



Athens

John Kehagias & Alexis Kondylis with Vice Admiral HCG Athanasios Dounis



Athens

Mr & Mrs John Dragnis with Capt & Mrs Paris Dragnis



Athens

Ian Gooch, Club chief executive (left), with Vangelis Liadis and George Gaitanos



Seoul

Guests in Seoul listen to Ian Barr's presentation



Seoul

More than 90 guests attend the reception at the British Embassy in Seoul



Hanoi



Guests from across Vietnam's shipping and insurance community attend the Club's event at the Hilton Hanoi Opera hotel



Club people

Guy Ingham
Claims Manager, London

There is a distinctly international theme running through Guy Ingham's life and career so far, which can add valuable insights to his role at the Club.

Guy literally started life in the Far East, being born in Thailand and living in Bangkok. It was in Thailand where he first experienced the sea during his family's regular weekend trips to enjoy boat trips along the coast.

His family later moved to southern England, and as a teenager, Guy continued to spend much of his time on the coast, this time windsurfing and sailing. "I believe all this sub-consciously planted a seed in my mind that a career involving the sea would suit me well," he says.

Guy travelled the world after his studies before joining the Club's claims team in 2010. He spent seven years working with Greek and North American Members, before starting working mainly in the Turkish market.

"I have very much enjoyed forming relationships with the brokers and Members involved in the various markets I have worked in," he comments. "It has been interesting learning about the different cultures and meeting the people from countries that I previously had very limited knowledge of." Guy is also one of the first people at the Club to have gained the full International Group P&I qualification.

When helping Members during collision cases, Guy says he thrives on the practical and time-critical aspects involved where quick decisions need to be made. It's all part of his job satisfaction. "I enjoy the fact that I never know exactly what path each day will take," he adds. "Handling claims is very dynamic. Whilst I could plan what I intend to do each hour of the day, one phone call or email from a Member in need can drastically alter how the day ahead pans out."

This type of work requires various qualities and abilities, and Guy believes he has the ones needed – good communication, problem-solving and time-management.

The Club also has important qualities for Guy. "I like that, even though it is an international, eminent insurance company, the Club still has a friendly atmosphere and is not run like a faceless corporation," he explains. "The team spirit is noticeable which makes the work more rewarding, and I think this is passed on in the service provided to our Members.

Outside of work, Guy plays tennis regularly and golf in the summer. He is also a keen supporter of Chelsea Football Club and tries to go and see the team play as often as he can.

MANAGEMENT NEWS

The Club has recently welcomed several new colleagues, including four additions to the claims team. They are senior claims consultant Steven Kirk, claims managers, Isabella Merlin and Julia Kotsoni, all based in London, along with claims manager Ben Tyler in the Greek office.

James Giles has also joined as an underwriting assistant, Alfie Waters is a new ship inspection co-ordinator, Elaine Close has been appointed as a credit controller while Stella Mae is a new receptionist.

The Greek office last month hosted a presentation by the Club's Claire Boddy and Paul Amos on the latest developments in sanctions and IMO 2020, and held a discussion on Letters of Indemnity, led by Ioanna Vitta of Thomas Cooper in September.

The Club's chief executive, Ian Gooch, was in Hong Kong during the region's Maritime Week in November to take part in a panel discussion on shared challenges, opportunities and the future for the Hong Kong and London Maritime Clusters.

In Goa, Paul Bixley and Nigel Martin gave a workshop in October to charterer assured, Vedanta Ltd, on Charterer's Liabilities and Bills of Lading.

Congratulations to Queenie Choi and husband Wong Ping whose baby boy was born on 26 September.

Alysia Waugh and Jill Watts each marked 40 years' of service to the Club in recent months, while Anthony Jones has reached a quarter of a century here.

Our thanks and best wishes go to Marcus Bucknall who retired at the end of November after more than 38 years' with the Club, although he will continue in a consultancy role.

Sadly, we report that former staff members, Doris Jones and John Holland, both passed away in August.

Festive donation

The Club is very pleased to be making a donation again to Great Ormond Street Hospital for Children in London in place of sending cards. All of us at the Club would like to send Season's greetings and best wishes to all our friends.



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

