

Join Us



WISTA CONFERENCE 2010  
Athens - Greece

29 September 2010 - 1 October 2010  
Divani Apollon Palace & Spa, Vouliagmeni



## WISTA Hellas Newsletter No.2 June 2010

---

### INSIDE THIS ISSUE:

1. *Posidonia 2010 – after the event*
  2. *WISTA Hellas Cocktail Reception on Tuesday, June 8, 2010*
  3. *Diamond Sponsor – Hellenic Hull Mutual's 15<sup>th</sup> Anniversary Celebrations*
  4. *International Registries Inc. Reception at the Yacht Club of Greece*
  5. *Paragon Shipping's Reception for Posidonia 2010*
  6. *Union of Greek Shipowners praises resilient sector*
  7. *Greece's weighty contribution to international shipping*
  8. *WISTA Turkey's Tall Ship Team is greeted in Lavrion by WISTA Hellas*
  9. *Stelios Haji-Ioannou, WISTA Personality of 2007, sponsors award*
  10. *Athina Onassis hopes to compete for Greece in 2012*
  11. *Vodcasts announced at Posidonia by the Nautical Institute*
  12. *Media Supporters of the 30<sup>th</sup> WISTA Annual Conference*
  13. *Sponsors of the 30<sup>th</sup> WISTA Annual Conference*
- 



### *Welcome from Anna-Maria Monogioudi, President of WISTA Hellas*

The tremendous success of Posidonia 2010 has set the scene for us here in Greece, and for all our maritime industry friends and colleagues internationally, to make this a most memorable year in which our WISTA International Conference in Greece, from September 29-October 1, will be a particular highlight.

Enthusiasm and impetus is building for our Conference as a result of strengthened contacts through the many social events of the past month, including our own WISTA Hellas reception for visitors to Posidonia. These get-togethers were the occasion for intense informal debate over the way ahead for the industry, and we are pleased that we have been able to carry this forward by attracting top-flight speakers for our Conference. The level of sponsorship so far is pleasing, and we urge other companies and organisations to seize the opportunity to become sponsors.

Thanks to our readers for their kind comments about our Newsletter, which we are using as a means of enhancing our links with the industry in all 28 countries where WISTA has flourishing associations, and in other countries besides.



The theme of our Conference is "Achieving Sustainability – Paving the Way to Shipping Excellence", and we are keen that as many people as possible will have their say on this during the course of our Conference and in ongoing debate.

With little more than three months to go now to the Conference, we urge those who wish to attend to visit [www.wistaconference.org](http://www.wistaconference.org) now to register, and to benefit from the **EARLY BIRD discount rate, which will ONLY be available until July 5.**



---

## *1. Posidonia 2010 – after the event*

Posidonia is many things to many people, but this year's grand event enjoying record participation was certainly a morale booster for the shipping industry of Greece. WISTA is proud to have played its part in showing the world that this sector has, fundamentally, a success story to tell. By the time Posidonia 2012 comes around, maritime executives hope to be operating under much clearer economic skies, and this summer is going to see some vigorous debate on the way ahead. With its successful cocktail reception at Posidonia 2010 (see item 2 in this Newsletter), WISTA Hellas let it be known that its hosting of the WISTA International Conference from September 29 to October 1 will be a valuable offering of further insight into the way the industry is developing.

It thus was appropriate that Mrs Louka T. Katseli, the Greek Minister of Economy, Competitiveness and the Mercantile Marine, opened this year's Posidonia. Mrs Katseli, who has experience in economic research, in the OECD and in government in Greece, was appointed to her latest post in October 2009 by Prime Minister George Papandreou. She was swift to praise the role of the shipping industry and its contribution to the Greek economy. She urged the industry to "contribute dynamically to overcoming the crisis and creating a better and fairer Greece."

Statistically, Posidonia attracted 1,855 exhibitors from 87 countries to its new venue, the Hellenikon Exhibition Centre. In all, there were 21 national pavilions, with a noteworthy presence of maritime interests from the East.

Looking ahead, the President of the Union of Greek Shipowners, Mr Theodore Veniamis, expressed the hope "that Posidonia 2012 will be inaugurated under conditions of national and worldwide economic advancement and social welfare."

Two men who will honour the WISTA International conference with their presence, George Tsavlis and Michael Bodouroglou, gave fascinating interviews to Tradewinds media.

Mr Tsavlis forecast that Greece, and the shipping community, could weather the storm. "The main issue is to stay focused and don't panic," Mr Tsavlis said at a pre-Posidonia party hosted by broking group Willis. He advised members of what he called a very powerful and dynamic shipping community "to hold their horses and keep their money in tack. Don't go for the bandwagon of taking their money out of the country."

Mr Bodouroglou of Paragon Shipping pointed out that sales of distressed assets were noticeably absent in the dry bulk market, and even in the depressed containership market. His newbuilding policy has demonstrated his optimism over the future of ships of the kamsarmax size (82,000 dwt) for the coal and iron ore trades.

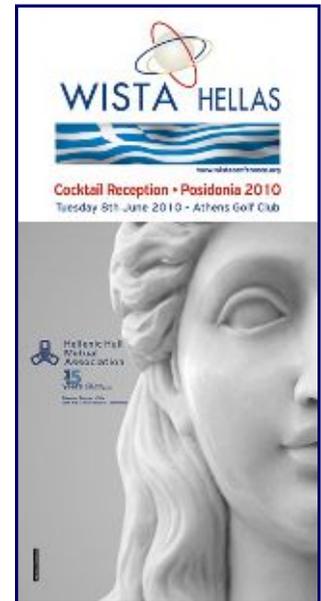
---



## 2. Yet another successful WISTA party !!

Despite the doom and gloom predicted for Posidonia 2010, the exhibition had a record turn-out and possibly a record social calendar with over ten prestigious private events a day in various parts of Athens and Piraeus, creating a celebratory atmosphere in the shipping industry.

One such party was held by WISTA Hellas at the Athens Golf Club on Tuesday, June 8, 2010 – a glittering occasion at which the ladies displayed their finery, grace and friendliness while greeting prestigious guests such as Richard Sadler and Apostolos Poulouvassilis of Lloyd’s Register, John Pachoulis, President of the Hellenic Shipbrokers Association, Ilias Tsakiris of Hellenic Hull Mutual, Dimitris Vassilacos of National Bank of Greece, and George and Nikos Tsaviliris. Other prominent personalities attending included Francois Teissier of Bureau Veritas, Dimitris Mitsatsos and Christiana Prekezes of HELMEPA, Clay Maitland and Carleen Lyden-Kluss of NAMEPA, Maria Lekakou of University of the Aegean, Paul Malik from the American Embassy and Dr. Aleka Mandraka Sheppard, founder and chairman of the London Shipping Law Centre Maritime Business Forum; to name but a few.



WISTA Hellas President, Anna-Maria Monogioudi and the Board of Directors welcomed members from Greece and many WISTA International members and guests from all over the globe who were in Greece for Posidonia. WISTA International President, Vera Chalkidi and her daughter Lia were there, together with Maria Dixon, President of WISTA UK, as well as past presidents of WISTA Hellas, Vicky Roussos, Maria Christina Ktistakis and Haris Kiosseoglou, past President of both WISTA Hellas and WISTA International.

Naturally, the forthcoming 30th WISTA Annual Conference was a main topic at the Cocktail Reception and many international WISTA members confirmed they would be returning to Greece at the end of September in order to participate. Well over 300 delegates are expected to join us. [www.wistaconference.org](http://www.wistaconference.org)

Delegate registration is now open and the Conference has already been supported by prestigious sponsors of the sector. The WISTA party was one of many reflections evident during the week of the positive atmosphere around Greek shipping, which has the largest fleet, and has continued to grow, in the face of the scepticism of some analysts.

The gathering underlined the respect with which WISTA Hellas is viewed in the wider shipping community, with a large attendance of guests who thoroughly enjoyed the occasion before starting out for yet more festivities at several other Posidonia parties the same night!



WISTA Hellas Board of Directors  
(L-R) Eleftheria Magiafi, Jenny Pournara, Anna-Maria Monogioudi, Maria Alexandraki, Eugenia Saridou



Centre: Anna-Maria Monogioudi with (L-R) Natalia Margioli, ex-presidents Maria Christina Ktistakis & Vicky Roussos, and President of WISTA International, Vera Chalkidi.

Join Us

WISTA

WOMEN'S INTERNATIONAL SHIPPING & TRADING ASSOCIATION

WISTA CONFERENCE 2010

Athens - Greece

29 September 2010 - 1 October 2010

Divani Apollon Palace & Spa, Vouliagmeni



(L-R) Sally Saudek, Merav Levy, Anna Pavlidou-Bakas.



Ilias Tsakiris, MD of Hellenic Hull Mutual with (L-R) Valia Gavriili, Eleftheria Magiafi, Maria Alexandraki, Eugenia Saridou, Danae Bezentakou.



National and International guests mingled on the lawns of Athens Golf Club at the WISTA Hellas Cocktail Reception



(L-R) Laura & Apostolos Poulouvassilis, Anna-Maria Monogioudi, Anthi Miliou, Richard Sadler



(L-R) Anna-Maria Monogioudi, John Pachoulis, President of the Hellenic Shipbrokers Association, Vera Chalkidi, Vivi Kolliopoulou



(L-R) Georgia Lapanaitis, Flora Karatairi and the group from Norton Rose.



(L-R) Danae and Christina Bezentakou with Elpi Petraki



(L-R) Clay Maitland, Carleen Lyden-Kluss and George Xiradakis

### 3. Diamond Sponsor – Hellenic Hull Mutual – 15<sup>th</sup> Anniversary

On the occasion of Posidonia 2010, Hellenic Hull Mutual Association Plc. celebrated its 15th Anniversary since its launch, by inviting its Members, Associates and friends to a party held on Wednesday 2nd June 2010, at the Akrotiri Club. Over 2,500 guests honored the Association's Board of Directors with their presence and they all wished every success to Hellenic.



During his speech, the Managing Director of Hellenic Hull Management (HMA) Limited Mr. Ilias P. Tsakiris, presented the Board of Directors, [the Chairman Mr. Antonios V. Agapitos (Hellenic Seaways Maritime S.A.), Vice Chairman Mr. John A. Xylas (Ariston Navigation Corp./Melissa Cement Transport Shipping Co.) and Directors Mrs. Hariklia N. Moundreas (Good Faith Shipping Co. S.A.), Mr. George Sp. Alexandratos (Apollonia Lines S.A.), Mr. Nikolas T. Veniamis (Golden Union Shipping Co. S.A.) and Mr. Alkimos C. G. Gratsos (Standard Bulk Transport Corporation) and emphasized the fact that with their ever growing active involvement the benefits to the Association are immense. He also added that the existence and the prosperity of the Association is of the greatest importance for the Greek & Cypriot shipowning community.

The Association has entered in its books more than 1,000 Members, a clear indication that Hellenic has gain the trust and respect of the shipowning community as a whole. During its operation, Hellenic has insured more than 7,000 vessels against Hull and Machinery risks and has achieved an income of US\$130 million, whilst paying out net claims in the region of US\$70 million. The party was attended, amongst others, by more than 300 Shipowning Companies, all the major international and local insurance brokers, solicitors' firms and, of course, financial institutions.

We are privileged to have the support of Hellenic Hull Mutual Association as Diamond Sponsor of the WISTA Annual Conference.



The Hellenic Hull Mutual Board of Directors. (L-R) Antonis Agapitos, Ilias Tsakiris, Nikolaos Veniamis, Charikleia Moundreas, Ioannis Xylas, Alkimos Gratsos, George Alexandratos.



(L-R) Victoria Los, Charikleia Moundreas, John Xylas, Ilias Tsakiris



(L-R) John Xylas, Evangelos Marinakis, Theodore Veniamis

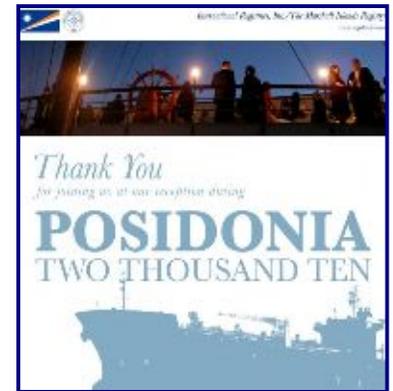
#### 4. International Registries Inc. Reception at the Yacht Club of Greece

International Registries Inc., administrator for the Marshall Islands Registry, held a Cocktail Reception on the evening of Thursday, June 10<sup>th</sup> at the Yacht Club of Greece on the occasion of Posidonia 2010.

We are proud to enjoy sponsorship support for the WISTA Annual Conference 2010 from the Marshall Islands Registry.



Theo Xenacoudis of International Registries with (L-R) Haroula Kastinaki, Camilla Flatum, Carleen Lyden-Kluss, Laura Sherman, Vera Chalkidi, Lucy Mylonaki, Vivi Kolliopoulou, Anna-Maria Monogioudi.



*Thank You message from Marshall Islands Registry*



#### 5. Paragon Shipping's Reception for Posidonia 2010

On the occasion of Posidonia 2010, PARAGON SHIPPING INC. hosted an open-house reception at the Company's premises in Voula on June 10<sup>th</sup>.

The reception was attended by some 300 guests from the banking, chartering, insurance, shipbuilding and classification industries, members of the media, press etc. During the event the company's chairman and Chief Executive Officer, Mr. Michael Bodouroglou, provided interviews to Tradewinds and other media networks.

Paragon Shipping is among those generously sponsoring the WISTA 2010 Conference.



Some Paragon Shipping guests enjoying the Posidonia sunshine at the Open House Reception.



Join Us



WISTA CONFERENCE 2010

Athens - Greece

29 September 2010 - 1 October 2010  
Divani Apollon Palace & Spa, Vouliagmeni



## 6. *Union of Greek Shipowners praises resilient sector*

How fares the mighty Greek shipping industry in the volatile economic waters of 2010?

Despite international and domestic challenges, Greek shipping is holding up better than expected, demonstrating once more its resilience in trying times, according to the Union of Greek Shipowners. The shipowners' organisation attributes this buoyancy in large part to the model of entrepreneurial ownership prevailing in the sector.

Stability of performance is vital because there are 1,300 shipping companies in Greece, and the maritime cluster provides employment directly or indirectly to 200,000 people. Theodoros Veniamis, President of the Union of Greek Shipowners, speaking earlier this year, said that the first decade of the 21st century finds Greek shipping in a leadership position in the very competitive arena of international ocean-going transport and equipped to achieve an even better performance in the future.

He said: "This record derives not only from the sheer size of its fleet, consisting in its majority of high-tech vessels, but also from the reliable, high level transportation services offered, which combine traditional maritime know-how and the traditional entrepreneurial/proprietary business model with modern management practices."

Many participants in the international market learned first-hand this month at the Posidonia exhibition how the Greek component has coped with the global trade downturn, and there will be a further golden opportunity to gain an update through meeting and talking with Greek experts who will attend the WISTA International Conference in Athens from September 29 to October 1.

The annual report of the Union of Greek Shipowners acknowledges that the home country has been going through a most testing period of "long overdue drastic structural changes of its economy," but adds: "The outstanding performance of the maritime sector in the context of the ailing Greek economy in 2009 is also witnessed by the fact that it was the only economic sector in Greece that did not create any unemployment."

The Union of Greek Shipowners represents Greek-owned commercial cargo vessels over 3,000 gt under the Greek and other flags. Since its establishment in 1916, it has been promoting the interests of the Greek shipping community internationally.

---

## 7. *Greece's weighty contribution to international shipping*

Statistics from Greek shipping are as impressive as ever, the annual report of the Union of Greek Shipowners shows. In 2009, Greek-owned tonnage held second position internationally, with 2,974 ships (of 1,000 gt or more) totalling 173.54m tonnes, representing 14.18% of total world tonnage.

The Greek flag fleet ranks fifth internationally, and first in the European Union in terms of tonnage. The Greek owned fleet under EU flags accounts for 39.7% of EU dwt. Greek owners control 20.28% of the world tanker fleet, and 17.42% of the bulk carrier fleet in terms of dwt, excluding ships on order. By the end of December 2009, newbuilding orders by Greek interests amounted to 748 vessels, representing 64.9m dwt.

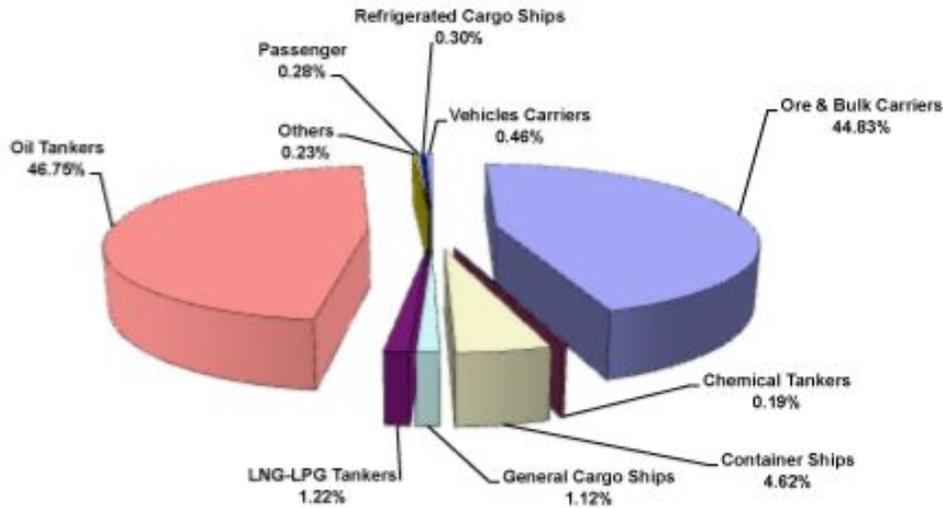
Average age of the fleet in 2010 is 11.6 years compared to 11.9 in 2009 (whereas the average age of the world fleet is 12.9 years).

Foreign exchange earnings from ocean-going shipping services in 2009 were notably down, at €13.6bn, compared to €19.2bn in 2008), but this was 5.7% of gross domestic product and covered 30.6% of the trade deficit of Greece. It is hoped that the reduction in shipping revenue and its contribution to the national economy will be temporary, says the report. In terms of net shipping receipts per citizen, Greece ranks second in Europe with €916, after Denmark, with Norway third.



The President of the Union, Theodoros Veniamis said that intensification of national efforts to attract youngsters to the seafaring profession, involving a campaign on TV and the internet, and systematic canvassing of secondary schools, had borne fruit. The number of cadets for maritime academies increased in 2009 by 50%: "a source of guarded optimism for the preservation of national know-how and expertise on board," said Mr Veniamis.

**SHIP TYPE ANALYSIS OF THE GREEK-OWNED FLEET IN DWT**  
(SHIPS GREATER THAN 1,000 GT IN SERVICE)



## 8. WISTA Turkey's Tall Ship Team is greeted in Lavrion by WISTA Hellas

WISTA Hellas President, Anna-Maria Monogioudi and several members of WISTA Hellas travelled to the port of Lavrion on June 6 to greet the five disabled crew members and their companion who (sponsored by WISTA Turkey) sailed from Istanbul to Lavrion on the Tall Ships "Tenacious" and the "Kaliakra".

The enthusiastic spirit of the five crew members was particularly moving in the way that they all rose to the challenges of their special needs, and it was gratifying that WISTA associations at both ends of the transit could add their support to the venture.



WISTA Turkey, led by its President, Nuvara Uslu Erdonmez, had hosted a cocktail reception on May 29, attended by senior personalities from Turkish maritime circles, to wish a successful voyage for the five participants and their companion, and WISTA Hellas was delighted to congratulate them on their safe arrival in Greece.

One of the crew members, Adem Vural told of his excitement over joining a ship designed for people of all physical abilities. Another crew member, Koray Arslan, spoke of the thrill of being at sea as symbolically "real summer." In all, 18 ships participated in the event, with flags flown including Turkey, Greece, Russia, Germany, Poland, Indonesia, Spain, France, Bulgaria, Croatia, UK, Netherlands and Oman.

Greece welcomed the contestants with a prize-giving in front of the Lavrion port offices, a crew party at the Technological & Cultural Park, and a social programme including visits to the temple of Poseidon at Sounion, the ancient theatre of Thorikos, and the mineralogical museum of Lavrion.

Join Us

WISTA

WOMEN'S INTERNATIONAL  
SHIPPING & TRADING ASSOCIATION

WISTA CONFERENCE 2010

Athens - Greece

29 September 2010 - 1 October 2010  
Divani Apollon Palace & Spa, Vouliagmeni



WISTA Hellas and the Turkish Tall Ships Team celebrate in Lavrion on a very windy day, not so good for the hairstyles, but perfect for sailing

## *9. Stelios Haji-Ioannou, WISTA Personality of 2007, sponsors award*

Sir Stelios Haji-Ioannou is sponsoring for the third year in a row, the eponymous Stelios Haji-Ioannou Award for young entrepreneurs in Greece.

The Award is given to young entrepreneurs who have recently started a high-growth business. Stelios is a self-confessed "serial entrepreneur" best known as the founder of easyGroup.



The Award's prize of €50,000 is a practical expression of his support for innovative entrepreneurship in Greece, where Stelios himself was born and went to school. The Award is a part of the annual awards of [Hellenic Entrepreneurship Association](#) which also include the Kouros Awards.

[ALBA Graduate Business School](#) organizes the Awards' administration and research. [www.alba.edu.gr](http://www.alba.edu.gr)

## *10. Athina Onassis hopes to compete for Greece in 2012*

Athina Onassis Miranda, granddaughter of the late shipping magnate Aristotle Onassis, has bought one of the best and most expensive horses in Australia, according to the Australian news site The Weekly Times. A renowned competitive show jumper, she has purchased a 10-year-old grey named Ashleigh Drossel Dan, which earned his rider a gold medal at the Beijing Olympics and has had successful outings in Europe.

It seems that Athina has her eyes on this year's world championships and potentially the 2012 Olympics, where she would love to represent Greece. She is married to a brilliant Brazilian show jumper, Alvaro Miranda Neto, and the couple live in Sao Paulo. Once criticised for keeping distant from her Greek roots, she is said to have devoted her attention recently to learning more about her cultural and linguistic heritage.

Join Us



WISTA CONFERENCE 2010  
Athens - Greece

29 September 2010 - 1 October 2010  
Divani Apollon Palace & Spa, Vouliagmeni



## 11. Vodcasts announced at Posidonia by the Nautical Institute

Among many significant announcements at Posidonia was the launch by the Nautical Institute of 'vodcasts' (video podcasts/shareable video clips) to raise awareness of human element issues in shipping. The Institute hopes that around 500,000 maritime students internationally and their lecturers will use the free online clips to share knowledge of such topics as on board fatigue, communication, and health and safety generally. The project is sponsored by the Lloyd's Register Educational Trust.

In all, 21 core subjects are addressed in three minute segments featuring real shipboard environments that demonstrate best practice and evaluate disasters. David Patraiko, Director of Projects for the Institute, stressed the importance of educating a whole generation of maritime professionals as to the importance of the human element to improve not only safety, but also commercial effectiveness. Only when ships, systems, and regulations are designed taking into account the human element, will they perform as intended, he said.

David Moorhouse, Chairman of the educational trust, spoke of encouraging the best use of modern technology to connect with today's students in the light of the critical role they will play in the future of the shipping industry. The vodcasts are available on the Alert! website [www.he-alert.org](http://www.he-alert.org)

## 12. Media Supporters of the WISTA Annual Conference 2010

**SHIPPING**  
INTERNATIONAL MONTHLY REVIEW

**ELNAVI**  
MONTHLY SHIPPING REVIEW

**NAYTIKA XPONIKA**

**NEWSFRONT**  
Naftiliaki



**NAFS**  
shipping & economic magazine

**EFOPLISTIS**  
SHIPPING MAGAZINE

**Nafsgreen**  
the fishbone of the marine industry

**HELLENIC SHIPPING NEWS** WORLDWIDE  
Online Daily Newspaper on Hellenic and International Shipping

INTERNATIONAL  
**TRAVEL REPORT**

**THE SeaNation**

**MARITIME**net.EU

Join Us

WISTA

WOMEN'S INTERNATIONAL  
SHIPPING & TRADING ASSOCIATION

WISTA CONFERENCE 2010

Athens - Greece

29 September 2010 - 1 October 2010  
Divani Apollon Palace & Spa, Vouliagmeni



13. Our sincere thanks to all our Sponsors for your generous support



Hellenic Hull  
Mutual  
Association



wherever you go



THENAMARIS  
SHIPS MANAGEMENT INC



Paragon Shipping Inc.

Roussos Shipping s.a.



BLANK ROME LLP  
COUNSELORS AT LAW



TSAVLIRIS  
SALVAGE

TRANSMAR  
SERVICE ABOVE ALL

Supported by:



HELLENIC  
SHIPBROKERS  
ASSOCIATION  
Established in 1975



PIRAEUS ASSOCIATION  
FOR MARITIME  
ARBITRATION

Join Us



WISTA CONFERENCE 2010

Athens - Greece

29 September 2010 - 1 October 2010  
Divani Apollon Palace & Spa, Vouliagmeni



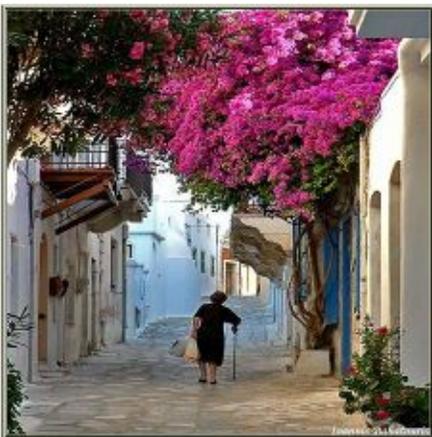
We hope you have enjoyed reading this second WISTA Hellas Newsletter.

Please feel free to circulate this to all your colleagues and contacts throughout the maritime industry.

Please send your news and comments to: [athens2010@wistaconference.org](mailto:athens2010@wistaconference.org)  
and James Brewer [james@james-brewer.com](mailto:james@james-brewer.com)

[www.wistaconference.org](http://www.wistaconference.org)

**REGISTER NOW for the EARLY BIRD RATE  
ONLY available until JULY 5, 2010**



When REGISTERING for the CONFERENCE, why not consider extending your stay in Greece for a few more days to visit some of the islands and many other fantastic historical sites on the mainland?

WISTA Hellas Newsletter Gallery  
"IMAGES OF GREECE"  
More images to follow in our next Newsletter



WISTA CONFERENCE 2010  
Athens - Greece



DESIGNED BY:  
art in design - alternative thinking

