

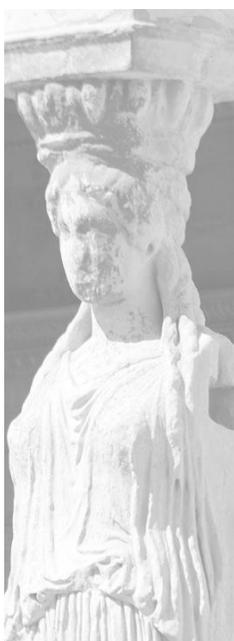


WISTA Hellas Newsletter No.4

July 2010

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Welcome from Anna-Maria Monogioudi, President of WISTA Hellas

There is a popular song that begins: If you asked me, I could write a book... well, although we are producing two WISTA Hellas Newsletters each month to update everyone on the countdown to our International Conference in Athens (September 29 to October 1), we have so much exciting news to communicate that if we had the resources, we could write a daily newspaper!

Every day brings news of top-level speakers confirming their participation, sponsors joining the list, and expressions from important organisations of good will and pledges to publicise our Conference. That makes this Newsletter a bumper edition, and great reading whether you are in the office or on the beach! With organisations of the calibre of Lloyd's Register as a Silver Sponsor, and Athenian Sea Carriers, Barclays Wealth and Norton Rose as Bronze Sponsors, now added to our impressive Sponsor list detailed elsewhere in this Newsletter, we are deeply grateful for such magnificent support. Our door remains open for new sponsors to add their names, both in the major categories and in our *Pearls of Wisdom* section where companies for a modest outlay can have their name in lights in our publicity.



Everyone at WISTA Hellas is working hard, and will continue to do so throughout the summer, to make the Conference a memorable occasion and one which contributes to the debate over the direction of the shipping industry and its ability to meet the economic and environmental challenges of today and of the future.

As announced earlier, the roster of distinguished speakers is led IMO Secretary-General Adm Efthimios Mitropoulos, and in addition to the speaking plans detailed in our previous Newsletter, we are pleased to report today that the specifics of such matters as market prospects, ship finance, marine insurance claims, legal issues, safety and salvage, as well as piracy, will be addressed and moderated in their various capacities by top-flight experts. Chiming with the WISTA commitment to encourage leadership, a renowned life coach, Alkistis Agiorgiti, will conduct a workshop on Self-development and Assertiveness. Profiles of all speakers will continue in separate items in this and subsequent issues of the Newsletter.

As if this were not reason enough to register now – at www.wistaconference.org – we have an excellent social and excursions programme ready, and tempting special offers. The latest is from Porto Elounda De Luxe Resort, a five star hotel in Crete, which is offering a special rate exclusively for our delegates, from September 24 to October 4, so that they can get the sand between their toes, and enjoy stunning scenery and great shopping before, or after, the Conference.

Remember that all conference registrations will automatically be entered into a prize draw for a four-day cruise, courtesy of Louis Hellenic Cruises. *The lucky winner and a companion will be able to take a wonderful cruise for two people in 2011, departing from Piraeus and calling at Mykonos, Kusadasi (Turkey) for Ephesus, Patmos, Rhodes, Heraklion (Crete), and Santorini.*

And what can we say of our Conference venue, the fabulous Divani Apollon Palace & Spa, a luxury highlight on the Athenian Riviera. Staying at the hotel will enable delegates to spend three days in the sparkling company of many of the best people in the maritime world, while pampering themselves in soothing and convenient surroundings.



In our Newsletter No 3, we announced a new category of support, the *PEARLS of WISDOM*, which will allow further businesses and organisations to associate their names with our must-attend Conference which is winning the attention of the entire maritime industry. We are already beginning to receive declarations of support for the *Pearls of Wisdom*, and will announce more details in our next Newsletter. We have come a long way since a handful of brokers and traders met for a seasonal get-together one Christmas in the mid 1970's and ventured that the time had arrived to create a Women's Shipping & Trading Association that might win a modest amount of support. Today WISTA is a respected multi-nation organisation that is praised by governments, diplomatic agencies led by IMO, academicians, labour unions and many other forces.

In these times of tightened budgets, the *Pearls* will comprise chiefly of organisations that operate with limited resources, and our own National WISTA Associations. A donation offers the fabulous opportunity for your logo to be prominently displayed in all our promotional material.

We have meanwhile noted that Greece, for all its well publicised domestic problems, remains pivotal to international trade and shipping, and if anyone doubted that, they should follow the news that a subsidiary of COSCO has signed a lease to operate container facilities at Piraeus for 35 years, strengthening the port's position as a hub for major lines, as reported elsewhere in this Newsletter.

WISTA Hellas looks forward enormously to welcoming our friends and colleagues from Greece and around the world to this un-missable event. For more information on registration, hotel reservations, the conference programme, and sponsorship opportunities, please see our website www.wistaconference.org or email athens2010@wistaconference.gr





1. WISTA Personality of the Year 2010

Who will be voted the WISTA International Personality of the Year 2010? Excitement is building as the various National WISTA Associations decide whom to nominate for the award, which will be presented on September 30, during the WISTA International Conference in Athens. The deadline for nominations is August 1. This will be the fifth year in which the honour is bestowed.

Leading figures from the Greek world have twice been winners. Sir Stelios Haji-Ioannou, Chairman of easyGroup, received the accolade in 2007, and the following year Rodi Kratsa, Vice-President of the European Parliament, was acclaimed for her determination to raise the profile of the maritime industry, including persuading politicians to back the first European Maritime Day.

The award was presented for the first time in 2006 at the WISTA Conference in Singapore, when it went to Elisabeth Grieg, Chief Executive of Grieg International and co-owner of the Grieg Group. At the London Conference in 2009, Pamela Conover, President and Chief Executive of The Yachts of Seaborne, was declared that year's choice.

A statement from the WISTA secretariat said: "In the modern era, WISTA should consider to go beyond the traditional criteria to identify the Personality of the Year. We all know that success today requires an impressive array of knowledge and skills, and the person who will be chosen as the Personality of the Year by WISTA should be one who has made significant achievements.

Desirable attributes include having a good knowledge of the industry and projecting a sense of belonging to it; being open minded and receptive to new ideas; believing in equal opportunities; believing in diversity; being dynamic, with the ability to motivate and inspire; contributing to improve the image of the industry and helping to identify, groom and recruit the next generation of shipping leaders; and showing significant achievement through hard work and commitment that adds value to the industry".

2. SPEAKER: Ilias Tsakiris of Diamond Sponsor, Hellenic Hull Mutual



Hellenic Hull
Mutual
Association



WISTA is privileged to welcome as a speaker for our Conference Mr Ilias Tsakiris, who since 2005 has been Managing Director and Board Director of Hellenic Hull Management Ltd.

Hellenic Hull Mutual Association was one of the first businesses to offer us sponsorship for the Conference, and we are proud to enjoy its generous support as a Diamond Sponsor. Mr Tsakiris will be speaking in the session: ***The Social Profile of the Shipping Industry: Best Practices leading to Excellence.***

Mr Tsakiris graduated from Hydra Merchant Marine Academy and Liverpool John Moores University; he is a Second Mate and holds a BSc in Maritime Studies. His employment history began in 1987 when he joined the fleet of Ceres Hellenic Shipping Enterprises, serving until 1990 in various ranks from apprentice to Second Officer.

While in England, Mr Tsakiris took time out of his degree course for work experience, including extensive training with Thomas Miller & Sons (Syndicate 5) and with marine insurance brokerage Colburn, French & Kneen, and with Associated Marine Adjusters./..

Ilias Tsakiris ... After obtaining his degree, he joined the last named company in London in 1992. As a result of the merger of Associated Marine Adjusters and Clancey Sons & Stacey, he relocated to the Piraeus office of the amalgamated company in 1993, where he continued to practice as an average adjuster. In October 1995, he assisted in the setting up of the new venture in Greece of marine insurance brokerage Alexander Howden, and later moved to Hellenic Hull Management. Within Hellenic, Mr Tsakiris started as Claims Manager, and in 2002 he was promoted to be an Associate Director in charge of claims and public affairs. The following year, he became a director with the task of expanding the business of Hellenic Hull.

He is the Founding Member and Board Director of Hellenic Hull Insurance Co Ltd of the Isle of Man. He is a director of the Piraeus Marine Club, a director of the Alumni of the Marine Academy of Hydra, member of HELMEPA and Annual Subscriber of the Association of Average Adjusters. He has frequently lectured on marine insurance and written articles for the Greek and overseas press. www.hma.com.cy

3. SPEAKER: John Palmisano of Gold Sponsor, Carbon Positive



carbonpositive

Shipping is said to produce 3% of world greenhouse gas emissions, and the share is likely to grow. Shipping may be the most efficient way to move goods, but the vast amounts carried means that even a small impact from this large commercial sector is a target for international and national regulators.

WISTA is therefore highly pleased and honoured to have the support of Greece-based Carbon Positive for the WISTA International Conference 2010, both as a Gold Sponsor and through the input of Commercial Director John Palmisano who will speak at the Conference environmental session entitled ***Safeguarding the Environment: Innovations.***

Our mission, says Carbon Positive, is to be the leading industry hub for carbon news, information and business intelligence to the shipping and forestry sectors. For the last five years, the company has supplied online information in the greenhouse emissions abatement sphere and associated carbon finance markets, and is building on its alliances with companies serving the shipping industry, which is now keenly aware of its obligations over emissions reduction.

Carbon Positive Chief Executive Helena Athoussaki has said of shipping and forestry: "In these fast growing sectors and the rapidly evolving carbon regulatory environment, there is both great business uncertainty and opportunity." The company name "derives from the belief that being carbon neutral does not have to be a cost. It can and should be a positive, profitable venture."

Mr Palmisano is one of the pioneers of emissions trading. He has more than 25 years of experience in environmental trading; creating and implementing environmental policies; and developing consulting and transactional businesses. Since 1977, he has advised governments, industry and trade associations on how to benefit from environmental trading related to greenhouse gases, SO_x, NO_x and volatile organic compounds. After developing environmental trading programmes for the US Environmental Protection Agency, he created the first emissions brokerage business in 1982. He helped found three non-governmental organisations that promote greenhouse gas trading - in Russia, Ukraine and Germany. He has been a consultant to many key US and international bodies including the World Bank, and the Russian, Ukrainian and Canadian governments. At Carbon Positive, his focus is greenhouse gas emissions management in shipping and forestry.

Carbon Positive is launching several initiatives to assist shipping to manage emissions through market-based strategies, and the audience at our Conference is certain to benefit from the company's view of what commercial strategies are appropriate for maritime application. The company website is www.carbonpositive.net

4. SPEAKER: Hiroshi Shibako of Silver Sponsor, ClassNK



ClassNK

We are privileged to welcome to our Conference as a speaker Mr Hiroshi Shibako, who has spent the last two decades in the maritime industry as a ship surveyor and auditor for Nippon Kaiji Kyokai, better known as ClassNK. Mr Shibako's presence adds to the support that ClassNK has extended to the Conference in agreeing to become a Silver Sponsor. He will speak in the session: ***Safeguarding the Environment: Innovations.***

ClassNK has been prominent in the news, with its Chairman and President Mr Noboru Ueda, this year assuming the role of Chairman of the Council of the International Association of Classification Societies (IACS).

Mr Shibako joined ClassNK shortly after graduating from Kyushu University's Naval Architecture Course in 1990. Since joining the society, he has taken part in almost every aspect of ship maintenance and safety management, from conducting plan approval in the hull department, to surveying ships both in Japan and around the world, and working in the external affairs division, where he worked with flag administrations and IACS to improve the safety of international shipping.

In his current role as Assistant Regional Manager of ClassNK's operations in Europe and Africa, Mr Shibako works with shipowners and operators throughout the region, and is directly involved in the development of new environmentally friendly technologies for the maritime industry. For more information: www.classnk.or.jp

5. SPEAKER: Jennifer Schlueter of Bronze Sponsor, OSG



OSG

We are pleased to announce that Jennifer Schlueter, Vice President for Corporate Communications and Investor Relations at Overseas Shipholding Group, a Dow Jones Transportation Index company, has agreed to speak at our WISTA 2010 Conference in Athens during the session: ***Safeguarding the Environment: Innovations***

Jennifer Schlueter has more than 15 years of wide-ranging experience in investor relations, financial communications, corporate communications and change management. Since joining OSG nearly five years ago, she has expanded the company's external and internal communications platform, which today is described as a robust, global programme that serves a diverse audience. Working in a consulting capacity prior to joining the firm, she re-launched the company's website with new content and design, and substantially improved transparency. Upon joining OSG, she deployed a foundational media relations programme that enhanced the company's brand and position with journalists.

The company says that her investor relations initiatives, which have improved disclosures, messaging and collateral available to the investment community, have greatly enriched the visibility of the firm among a diverse investor base.

She is responsible for the development and deployment of OSG global communication strategies which also include brand management, employee communications, the company's public websites, a quarterly newsletter, crisis communications and executive communications. She was recently asked to improve global communication among the company's employees and oversee the publication of OSG's first environmental report.



Jennifer Schlueter ... Before joining OSG, Jennifer spent 10 years with Gartner Inc, a global research, consulting and events firm that tracks the information technology industry. She served as global head of operations for that company's consulting division and was the company's first in-house investor relations officer, joining the firm shortly after its initial public offering.

As Managing Vice President of Global Operations, she was involved in change management initiatives and led a collaboration with 1,000 research analysts and 500 consultants that resulted in a 25% increase of new business leads and improved win rates.

Ms Schlueter has a Bachelor of Science degree in Finance from Portland State University, has served as Programme Director and Board member of the Westchester/Connecticut National Investor Relations Institute chapter, and is Chair of the PR/Communications Advisory Group of Intertanko, which represents 80% of independent tanker companies.

For more information about OSG: www.osg.com

6. SPEAKER: Emmanuel Vordonis of Bronze Sponsor, Thenamaris



WISTA is honoured to announce that Mr Emmanuel Vordonis, Executive Director of Thenamaris Ships Management Inc and a founder of the Poseidon Challenge awards, is to speak at the WISTA 2010 Conference in Athens to share his inspiring vision for the industry in the session: ***The Social Profile of the Shipping Industry – Best Practices leading to Excellence.***

Mr Vordonis joined Thenamaris Ships Management 33 years ago. Today, he is a member of the company's core governance team, concentrating on continuous improvement of performance of the people, systems and results sides of the business. The corporate targets for safety, environmental stewardship and high efficiency have top priority on his professional agenda. Beyond this, he is closely involved in the deliberations of the wider maritime industry, and active in civic groups within his local community and internationally. He has particular interest in the stimulation of creative thinking, innovation and quality. The resolution of conflict, the building of trust and the improvement of synergies among diverse stakeholders, are prominent on his radar screen. Much of his personal time is absorbed by the challenges of regeneration of tradition, architectural heritage and deteriorating environments.

Mr Vordonis is a member of the Intertanko Executive Committee and two years ago he spoke for the Greek tanker community in the organisation, as Chairman of the Hellenic Forum. He is a founding member and Vice Chairman of the team spreading the vision, values and enthusiasm of the Poseidon Challenge, a campaign initiated during Intertanko's Athens event in 2005. The Challenge set out to inspire individuals, companies and sectors to instil continuous improvement in their practice and encourage co-operate between links in the chain of responsibility. Mr Vordonis has said that the Challenge aims to reinstate spiritual motivation in all people with a maritime connection. He describes its mission as to drive us to work together, rather than individually, to achieve both our personal and our shared goals in protecting human life, the oceans and the society we serve.

A wide-ranging education saw him majoring in physics, focusing on the theory and philosophy of science. He continued his post-graduate studies and research in systems analysis, control, cybernetics and complex systems modelling. He participated in cross-disciplinary explorations in the domains of naval architecture, fluid mechanics, thermodynamics, socio-economic simulation and planning. For more information about Thenamaris Ships Management: www.thenamaris.com

7. SPEAKER: Jeanne Grasso of Blank Rome, President of WISTA USA



Jeanne Grasso, a leading maritime lawyer who has immense respect in the United States and other jurisdictions, is to be among the speakers at the WISTA International 2010 Conference in Athens. She will be speaking in the session: ***Seafarer – Shipping Industry: Sailing together.***

As President of WISTA USA, Jeanne has inspired the development and expansion of her Association, overseeing the establishment of several new chapters during her tenure. Her leadership was especially evident in helping organise and run the WISTA 2008 Conference in New Orleans, and she strongly supported the London Conference last year.

A partner at Blank Rome LLP, Jeanne focuses her practice on maritime and environmental law for domestic and international clients. She regularly counsels owners and operators of all types of vessels, cargo owners, and facilities, both marine-side and inland, on many maritime issues. Her practice involves internal and grand jury investigations; defence of administrative, civil, and criminal enforcement actions; pollution incident response; port-state control matters; and regulatory compliance counselling related to Coast Guard, Maritime Administration, Customs and other matters.

She heads the maritime industry team at Blank Rome, and is guest lecturer at the Massachusetts Maritime Academy, where she speaks on legal issues related to pollution response for the Academy's Qualified Individual training programme. She is on the Board of Governors of the Propeller Club of Washington DC, and the Advisory Board of the Smithsonian Environmental Research Center. She is a member of the Maritime Law Association.

Prior to joining Blank Rome, Jeanne worked in the Office of Congressional Affairs at the National Oceanic and Atmospheric Administration. Jeanne writes and lectures extensively on criminal enforcement of environmental laws, Coast Guard regulatory matters, and maritime security.

www.blankrome.com

8. SPEAKER: George Tsavlis of Tsavlis Salvage Group



WISTA is delighted to have the support of George A Tsavlis for the 2010 International Conference in Athens. A Principal at Tsavlis Salvage Group, Mr Tsavlis has been a longstanding friend of WISTA, notably keeping his audience spellbound at the 2009 London conference of WISTA with a fascinating talk and question and answer session about the ups and downs, spills and thrills of involvement in the marine salvage business. He will speak in the session: ***Safeguarding the Environment: Innovations.***

Born in London, George Tsavlis graduated from Athens College in 1968 and, having acquired professional qualifications in shipping as Fellow of the Institute of Chartered Shipbrokers and Associate of the Chartered Institute of Arbitrators, he concluded his graduate and post graduate studies in shipping law at University College London in 1973, with a Master of Laws degree. He familiarised himself with the shipping and salvage sectors from an early age by being engaged in the family business. He represents his business on both a commercial and environmental basis internationally.

George Tsavlis is President of Cyprus Marine Environmental Protection Association (CYMEPA), which received the Cyprus Maritime Prize 2007, Vice-Chairman of Steering Committee of the International Marine Environment Protection Association (INTERMEPA), and a director of the Cyprus Union of Shipowners.

../..



George Tsavlis .../. George is a frequent keynote speaker and panellist at maritime related conferences. He is an avid supporter of charities, an art and music enthusiast and has completed nine London marathons. He has entered the forthcoming 28th Athens Classic Marathon on October 31, which celebrates the legendary 42km dash in 490BC by a messenger from the coastal town of Marathon to warn Athenians of the arrival of an invading army. For more information: www.tsavlis.com

9. SPEAKER: Ted Petropoulos of Petrofin Ship Management



Ted Petropoulos, a leading expert in the world of shipping finance, is to give an up-to-the-minute analysis of the market when he addresses the WISTA International 2010 Conference in the session: ***Finance in Days of Global Economic Turmoil.***

Theodore (Ted) Petropoulos, formerly an international banker, has been a financial adviser since 1986, with particular emphasis on shipping, commercial and project finance, strategic investment and banking advice, company evaluations, flotations and privatisations, and mergers and acquisitions. He started his career in the family shipping business in London in the early 1970s.

He joined the First National Bank of Chicago, London, in 1975 and became an Assistant Vice President in 1980. He served as head of FNBC's Piraeus Branch in 1979 and stayed in Greece until 1982 when he joined ABN Bank, London Branch, in 1982 where he worked as the Head of Transportation, Energy and Project Finance until early 1985. In that year, he became General Manager of the London branch of a Swiss Bank.

Mr Petropoulos founded Petrofin SA, an international shipping financial, advisory and research company, in 1987 (www.petrofin.gr). He has also been in ship owning and ship management since 1998. Petrofin Ship Management Inc currently manages a modern five-vessel fleet of handymaxes and supramaxes. His academic distinctions include a BSc Economics Honours Degree from the London School of Economics, and a Master in Business Administration Degree from the Manchester Business School, and he is a Fellow of the City University Business School, London. Additionally, he has been a guest lecturer at UK and Greek universities, a speaker at international and Greek conferences and a contributor of articles to publications including Lloyd's List, Seatrade-Naftiliaki, Outlook, Lloyd's Shipping Economist, International Marine Business, Marine Money, and BIMCO Bulletin for over 25 years.

Ship Finance – how to win the obstacle race

Ship finance has become an "obstacle race," according to Mr Petropoulos. The headline above a recent article by Mr Petropoulos in the e-newsletter Nafsgreen, was ominously headed *Seeking Ship Finance? Think Again.* But he made it clear that securing a deal was possible if ship owners were determined and tried to obtain terms from all available sources. Enhancing the chances called for owners to be "armed with patience and offering full transparency, as well as willingness to be flexible and adjust the required finance." Under no circumstances should owners be swayed by investment considerations to contract vessel purchases without committed finance, he warned. Indeed, lately, a number of sale and purchase transactions had failed, as a result of the inability of buyers to obtain finance. The cost of capital to owners has risen to considerably higher levels than two years ago. The high cost of finance and more importantly its scarcity, tends to sway owners away from new purchases and orders.

For banks, the current difficult times provided an opportunity to build quality business with targeted clients on excellent terms, said Mr Petropoulos. Owners have shown prudence, for, according to the latest Petrofin research, there is a total of around \$10.5bn in committed but undrawn facilities for Greek shipping related to newbuildings. Although owners should have been feeling protected by such committed loan facilities, they are instead having sleepless nights. The reason is that the ship finance market has changed and is now a "bankers' market". Consequently, banks are trying to take advantage of each and every opportunity to re-negotiate loan terms. More on www.nafsgreen.gr

10. SPEAKER: Dr. Orestis Schinas of Hamburg SBA



We are pleased to report that Dr Ing Orestis Schinas has agreed to fly from Germany to participate in our Conference, speaking in the session ***Finance in Days of Global Economic Turmoil***, to take place on Thursday, September 30.

Orestis Schinas is Professor of Shipping and Ship Finance at the Department of Maritime and Logistics of the Hamburg School of Business Administration. He holds the title of Dipl-Eng in Naval Architecture and Marine Engineering from the National Technical University of Athens, from where he was subsequently awarded a doctoral degree (Dr-Eng) in Maritime Economics, and has an MSc degree in Shipping Management from the World Maritime University in Sweden.

He has received awards, honours and scholarships from national and European bodies for his academic work and performance. Dr Schinas has been involved in large corporate projects, consulting and research activities. From 1994 to 2005, he was involved in various research projects of the Maritime Transport Laboratory of the National Technical University of Athens and of the Department of Maritime Studies at the University of Piraeus. Most of them were focused on transport economics, logistics, telematics (e-brokerage, e-learning, e-commerce) and management. He has published his work in scientific journals and conferences and has contributed chapters or co-authored books on logistics and transportation systems.

In addition to his academic endeavours, Dr Schinas has served as a chief executive of a major public organisation, participated actively in the initial public offerings of the Port of Piraeus and of the Agricultural Bank and other large corporate projects, worked in a shipmanagement company and as a surveyor and technical expert in Piraeus and elsewhere, as he was involved in newbuilding and maintenance and repair projects in his early career. He has lent his services as external expert of the IMO to various Administrations, and to the European Commission as transport finance expert. Currently his professional and academic work is focused on business development issues of maritime companies. In addition to financial matters, he devotes his energies to exploring issues related to the human element of the industry and to the impact on maritime decision-making of new environmental and other regulations.

11. SPEAKER: Jasamin Fichte, President of WISTA UAE



Jasamin Fichte, who heads a major maritime law practice in the Middle East, is to address the WISTA annual conference in Athens, which takes place from September 29 - October 1. She will be speaking during the Workshop: ***Women on the Board***.

As president of WISTA United Arab Emirates, and with an enviable entrepreneurial record, Jasamin is a brilliant example of the dynamism evident throughout WISTA. Jasamin, the founding Managing Partner at Fichte & Co, is a member of the German Bar and of the English Law Society.

In an interview with Tradewinds recently, she recalled how she became hooked on maritime law after handling a marine insurance claim at a critical point of her career. "In shipping law, you never get bored because you never do the same thing again. I have been a maritime lawyer for 15 years and I never stop learning", she said.

Her experience includes working as a solicitor in London and Hamburg in premier international law firms. She relocated to Dubai in 2002 and joined a Lloyd's brokerage to oversee and handle claims in insurance related disputes. This set her on the path to establishing strong relationships in the maritime and trading community in the UAE, and in Iran, India, Kuwait, Iraq and Sri Lanka./..

Jasamin Fichte .../. It was clear there was a lack of specialised maritime and trade law legal advisories in the region, which inspired her to establish Fichte & Co in 2005. The initiative gained such support that her firm was chosen as Best Maritime Law Firm of 2007 in the Seatrade Middle East and Indian Subcontinent Awards.

Her work has included acting for a ship owner in the \$418m financing of 10 bulk carriers, drafting a counter-expert report in a \$20m charter party dispute, and restructuring a company with a \$1.5bn fleet and operational assets portfolio.

Of her London experience in a major law firm, Jasamin told Tradewinds: "It was great exposure for me but I realised that working for a big international money-making machine was not my thing. I want to be a human being, not just a fee-earner." she said. Her firm has a dozen-strong team, and an operational representative office in Tehran.

12. MODERATOR: Nigel Lowry of Lloyd's List



Nigel Lowry, a leading international maritime journalist, has kindly agreed to moderate a panel on *The Social Profile of the Shipping Industry: Best Practices leading to Excellence* at the WISTA International Conference 2010. Athens-based Nigel is immensely respected for his knowledge of Greek and worldwide shipping and is well known to many people who will attend our Conference from Greece and further afield.

He has been a journalist for 25 years and has specialised in the shipping industry for most of his career. Since 1991 he has been the Athens Correspondent for Lloyd's List, the daily maritime newspaper and information provider.

Other posts he has held include periods as Editor of the Greek Business Review, Deputy Editor of Naftiliaki magazine and Newsfront, the Greek Shipping Intelligence newsletter, and Consulting Editor of The Athenian magazine, for which he also served as Business Editor.

His articles have appeared in other publications including The European Times, The Guardian, Financial Times, Media International, and Kathimerini and numerous shipping and business periodicals including Lloyd's Shipping Economist, the International Transport Journal (Switzerland), and Lloyd Anversois/De Lloyd (Belgium). He is fascinated by the history of Greek shipping, and wrote the book *Onassis and his Legacy*, published by the Onassis Foundation in 2003, reprinted from a serialisation in Lloyd's List.

Nigel has participated in maritime industry events as chairman, moderator and guest speaker, and lectured on media subjects. He has been Event Director of Lloyd's List's Greek Shipping Awards since its launch in 2004, and annually he has been the only non-Greek serving on the industry panel adjudicating the awards. Nigel is also director of the Greek Shipping Hall of Fame. He is married to Caroline Chapman, who is a leading producer of conference events.

13. MODERATOR: Marine Claims expert Vasilis Chakos



Vasilis Chakos, who has been a marine claims adjuster, a P&I claims executive and a marine insurance broker for the past 25 years in London and Piraeus, is to share his expertise with delegates by moderating the session: *Teaming-Up for Improving Safety at Sea*.

Mr Chakos has independently offered his services in marine insurance claims since 2009, through V Chakos & Co Marine Claims Adjusters and Consultants, to the shipowning and marine insurance community. He deals primarily with hull and machinery claims but also with P&I matters and freight, demurrage and defence disputes, and provides consultancy to shipowners and insurance professionals.

From his days at university, he has shown a particular interest in war risk claims, a speciality which he had the opportunity to develop later in his professional life. .../..



Vasilis Chakos/. Vasilis holds among other qualifications a Post-graduate Diploma in Port and Shipping Administration, a Master of Science degree in Marine Law and Policy from the University of Wales and a Master of Arts degree in International Relations from the University of Indianapolis. He is an Associate of the Chartered Insurance Institute and a Fellow of the Institute of Chartered Shipbrokers. He has also studied history in London and journalism in Athens.

He began his career with Richards Hogg Average Adjusters in London and continued for several years in the firm's Piraeus office. Subsequently, he joined the Heath Lambert Group in Piraeus before moving to the West of England P&I Club. He has worked briefly as manager of the insurance and claims departments of Greek shipowners in London.

Throughout his working life, he has lectured extensively for educational and professional bodies on subjects related to the carriage of goods by sea and marine insurance, and has presented papers on international relations in the Balkans and the southeastern Mediterranean. He is a frequent columnist, analyst and magazine feature writer.

***WISTA Conference Workshops:
Thursday, September 30 : 16h20-17h30***

"CSR in the Shipping Industry"

"Women on the Board"

"Implementing ILO's Maritime Labour Convention – Need Assistance?"

"Taking Networking a Step Further - Business Opportunities"

"Self-Development"

14. Yanna Pavlopoulou to lead CSR Workshop at WISTA Conference



The panel for the ***Corporate Social Responsibility in Shipping*** session will be led by Yanna Pavlopoulou as main speaker and moderator.

Mrs Pavlopoulou is an expert in Sustainability, both in terms of CSR, and as a Climate Change Leader, accredited by the Institute of Environmental Management Assessment UK. She is an EFQM validator/assessor of companies, accredited by the Hellenic Management Association which is EFQM's not-for-profit organisation in Greece and has 4,000 members.

She served as regular lecturer on CSR and Shipping for Helmepea for the 2009 Environmental Training Programme. She has published several articles on CSR in Shipping International Monthly Review and Nafs Green.

Yanna is a lawyer, member of the Athens Bar Association since 1990, and served for many years as board member and litigator for the Hellenic Star Shipping group before the Greek courts on labour, corporate, tax, contract and property law issues, and shipping law cases. She holds a bachelor's degree in law, with high honours, from the Law Faculty of Athens, a Master of Science in Maritime Operations from Liverpool John Moores University and a Master of Law from Georgetown Law School, Washington.

Yanna is a substitute member of the board of WISTA Hellas, active member of the Hellenic Management Association and of the Hellenic Women Managers Association, non-executive board member of the Hellenic Institute of Human Resources Management and a member of Propeller Club of the US (Port of Piraeus), president of the Georgetown Alumni Club of Greece, and holds the Chair of the Georgetown Admissions Committee for Greece and Cyprus.

15. Gabriel Dovles to conduct ILO's Maritime Labour Convention Workshop



With the benefit of his impressive experience in auditing and developing ship management systems, Gabriel Dovles will lead the Workshop which is entitled **Implementing ILO's Maritime Labour Convention – Need Assistance?** on the Thursday afternoon, September 30, of the WISTA Conference in Athens.

The Convention is designed to provide comprehensive rights and protection at work for all seafarers. It consolidates and updates more than 65 international labour standards, complementing the key Conventions of the IMO, and it is therefore of the utmost importance to everyone in the industry.

Mr Dovles is Founder and Managing Director of Total Quality Consultants, which lays claim to being the premier shipping consultancy firm in Greece with an impressive client list from around the world. The company specialises in services related to ship management operations and has been involved in special projects including the investigation of shipping accidents and casualties, the development of environmental management systems under the USA environmental compliance programmes, the operational merger of fleets, and acting as compliance auditors on behalf of members of the International Association of Classification Societies.

More than 1,500 ship visits and audits have been carried out by TQC personnel (for auditing, for certification of ships during change of management, change of flag, on scene security surveys and other survey purposes) since the establishment of the company in 1994. The business has developed and implemented systems such as the International Safety Management Code, International Ship and Port Facilities Security Code, ISO 9001, and ISO 14001, for 279 shipping companies operating more than 3,000 vessels. Mr Dovles was previously Quality Manager for Stelmar Tankers Management, and earlier, Superintendent Engineer for Troodos Shipping, Piraeus. His many qualifications include an MBA and Master's in Marine Engineering from the University of Newcastle on Tyne, and Bachelor in Mechanical Engineering from University College, London.

16. Jenny Pournara : Taking Networking a Step Further – Business Opportunities



Jenny Pournara-Vardavilia, as vice-president of WISTA Hellas, is taking a substantial role in the organisation of the WISTA International 2010 Conference in Athens, devoting the same energies that she does in promoting Piraeus as a centre of maritime arbitration, and as she did in her former capacity as one of the most admired female ship owners of the modern era. Jenny will be conducting the Workshop on Networking which will explore how WISTA members can best use their valuable talents, know-how, experience, leadership qualities and connections in order to develop viable, profitable International Shipping Ventures.

Her loyalty over many years to WISTA, and her sense of humour, are valuable assets in keeping the team motivated. In the 1970s, Jenny Pournara attracted considerable attention internationally, as a young woman who established herself as a ship owner and operator by gradually building a fleet of 14 ships, naming her company Bouboulina Shipping.

The company was so named after the Hydra and Spetses heroine Bouboulina, who engaged her ships in battle in the Revolution of 1821. Three decades and more ago, women were rarely managing this type of company. The men who owned enterprises would train their sons to take over. The wealthier they were, the greater the discouragement of their daughters from working in the family business. Jenny soon found that when visiting a ship at a convenient port of call, or as part of a small group entrusted with resolving problems arising from an accident or cargo damage or disputes with charterers or port authorities, "it was then that the woman's touch served as a catalyst."
/..



Jenny Pournara .../.. She recalls: "The captains, senior officers, the agent, the various surveyors, were taken aback by having a woman as the boss who knew what she was talking about (or keep quiet when she did not!). "Automatically everybody became...more polite. A civilised exchange of points of view and arguments was taking place, instead of the confusion that one used to expect sometimes in those days." During an economic downturn, the firm was forced into foreclosure in a 'panic move' by a bank, and Jenny had to spend many years directing litigation, in the end reaching an amicable settlement in her favour. This dreadful and unnecessary development kept her fully occupied with the legal system in an effort to remain afloat, and satisfy as many claims as possible. "Because I also wanted to stay close to this industry and community that has been such a major part of my life, I am still connected but in the role of a consultant, arbitrator, and mediator." She is a board member of The Piraeus Association for Maritime Arbitration (PAMA) www.mararbpiraeus.eu, and her special knowledge and experience are valued and respected within the international shipping community.

She says that the Piraeus arbitration association was established in the context of efforts for the further development of Piraeus as an international shipping centre. "The purpose of the PAMA is to develop maritime arbitration in Piraeus and to create a team of Greek and foreign arbitrators able successfully to perform the duties of an arbitrator or umpire for the resolution of maritime disputes. The intention is for such an arbitration to become an alternative dispute resolution procedure for maritime disputes that will be reliable, with international recognition and able to produce high quality results at lower cost and within a shorter time than other international arbitrations. "This will result in a considerable expense saving for ship owners, charterers, cargo interests, and their respective insurers. Piraeus can be a competitive and reliable alternative in maritime dispute resolution."

In a recent address to the Navigator conference, Jenny urged the Greek state to support the "precious, foreign currency importing" shipping industry in the neglected field of the infrastructure. "The Piraeus cluster is here, ready to make the difference and produce added value for the Greek economy that is desperately struggling to attract investments, and create additional working positions by exporting shipping services and expertise worldwide." Of her working life, she says: "Believe me, there is not a boring moment when one deals with ships. There are many difficulties that cross your way, but they are rarely the same."

17. Life Coach, Alkistis Agiorgitis to lead Workshop on Self-Development



Assertiveness, Aggressiveness, Anxious Thoughts.... How can we sort them out and deal with difficult issues?

WISTA has lined up a special Workshop under the title Assertiveness and Self-Confidence in Private and Professional Life, as part of our International Conference, on the second day, September 30, 2010. It will be conducted by Dr Alkistis Agiorgiti, a leadership development coach, with expertise in self-confidence and stress reduction.

The themes will be: learn how to free yourself from limiting and self-sabotaging thoughts; learn how to radiate self-confidence and charisma through body-language and other non-verbal communication; learn how to express yourself and your needs honestly and effectively to get the results you want; and learn how you can enter a 'peak-state' (i.e. your 'best self') at your command. Alkistis says that a person who is assertive might be described as someone who expresses their views clearly and articulately without being aggressive, stands up for their own and other people's rights in a reasonable and clear way, allows other people a reasonable opportunity to express their opinions without allowing them to dominate a conversation, and has the courage to express their own feelings, even about difficult issues, in a way which is respectful and honest.

Alkistis was born in Athens and grew up in Montreal. In 1985 she studied international finance at the Chartered Institute of Bankers in London, and worked in the corporate division of a major British bank, but found this field unfulfilling. So she left her friends, home and promising career with only \$1,000, on a personal odyssey, she says, to discover her true life purpose. This journey began as a solo trek throughout Asia Minor, continuing to Paris, Rome, and then Berlin working at various jobs. .../..



Alkistis Agiorgitis .../.. After completing the Yoga Teacher's Training for Stress Reduction, she returned to university as a mature student, and completed a Master's in Integrative Psychotherapy at the University of Middlesex, and then a Doctorate in Philosophy from the University of Arizona, and Neuro-Linguistic Programming with Richard Bandler and Anthony Robbins. She became a motivational speaker and coach for executives in organisations including Mercedes-Benz, America-on-Line, Bertelsmann, Ernst & Young, Cap Gemini, Banque National de Paris, TUI Hellas, Athens Olympics 2004, Credit Bank, GlaxcoSmithKline, Novartis, Bosch, Bayer, Eurobank, and SonyEricsson.

She has trained hundreds of executives in presentation skills, stress management, emotional intelligence and leadership for the past 15 years, and has empowered the public through "alkistisTV", which has over 1m viewers worldwide. Her books include You Can Realize Your Dream, The Answers to All Your Questions are Within, and Write Your Life Scenario.

18. Ghana joins the WISTA family



WISTA has an important new member of its growing family: WISTA Ghana. The addition of representatives from this maritime nation brings the number of National Associations in WISTA International to 28, with considerably more than 1,200 individual members worldwide. It is especially heartening to have further representation from West Africa, where Nigeria is already one of our most active National Associations.

A report by Ghana News Agency, from Tema, the nation's largest port, indicated that the government has moved swiftly to endorse the initiative. Mrs Juliana Azumah, Minister of Women and Children's Affairs, is quoted as saying that the government would collaborate with women's groups to ensure their active participation in the shipping industry. She said that the occasion offered her an opportunity to share in the achievements of her fellow women, who had bravely and successfully ventured into a male-dominated arena.

Mrs Azumah was happy that Ghanaian women have not been left out of global strides to improve the situation of women and facilitate their empowerment and development. She congratulated the founding members of WISTA Ghana for their desire to promote increased participation of women in management positions.

The Minister reiterated that for women to participate actively in the shipping industry, Ghanaians would have to change their attitudes towards the employment of women in the shipping sector, by developing strategies and measures to encourage women to stand alongside their male counterparts. Mrs Azumah hoped that WISTA-Ghana would be vibrant and ready with innovative strategies that would attract and help retain young women in the shipping industry through education and knowledge sharing. Mrs Dzifa Attivor, Deputy Minister of Transport, added that it was heart-warming that women had accepted the challenge to join hands with their male counterparts to raise the standards of shipping and trading. She said it was the desire of government that the bond of unity being forged among Ghanaian women should be extended to other sister countries in the sub-region. Senior figures sending messages of goodwill included Mr Kofi Mbiah, Chief Executive of the Ghana Shippers Authority; Mr Issaka Peter Azumah, Director General of the Ghana Maritime Authority; Mr Alock Kwadwo Asamoah, Rector of the Regional Maritime University; and Mr Nestor Galley, Director-General of the Ghana Ports and Harbours Authority.

WISTA Ghana has named Naa Densua Aryeetey as President, and Alice Torkornoo, as Vice-President. Bernadette Chinery-Hesse is Secretary, Catherine Haizel is Treasurer, Esther Gyebi-Donkor is Public Relations Officer, Felicity Sey is Assistant Secretary and Sylvia Owu is Executive Member. Delegates from WISTA-International and WISTA-Nigeria attended the inaugural ceremony



19. All Sealanes lead to Greece as Piraeus joins the Modern Silk Road



The Port of Piraeus, the largest in Greece, has just become an important staging point on what some people are calling the Modern Silk Road. In an echo of the mighty ancient trade route across vast distances, Cosco Pacific, the terminal operating subsidiary of Cosco Group, is taking a 35-year lease at Piraeus, under a \$4.2bn contract, which will extend China's commercial reach.

The privatisation move has been warmly greeted by the Greek State, which has been anxious to break the gloomy perceptions weighing on the nation's finances and economy.

It is a tangible stride in a plan by the Chinese group to build a network of ports, logistics centres and railways to distribute products across Europe. Cosco is taking over Pier Two, and will build a new Pier Three and upgrade other facilities in a drive to near-triple cargo volumes. The hub could eventually rival Rotterdam, the top European container port.

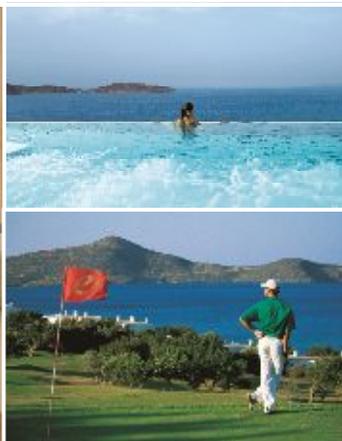
In May, a delegation of Cosco Group led by Capt Wei Jiafu announced that the container terminal will be the main gateway of Cosco for south and central Europe, North Africa and the surrounding areas. In addition to Cosco, direct calls will be made by among others K Line of Japan, Yang Ming of Taiwan, and Hanjin of South Korea.

Reports say that later this year, China may make a joint bid with a Greek company to create a \$252.2m logistics hub at Attica, near the port, to distribute goods from China into the Balkans and the rest of the continent. This emphasis on Greece by one of the world's top maritime groups makes this a great time to get to know more about this nation that is so passionate about the shipping business, by registering for the WISTA 2010 International Conference from September 29 to October 1 in Athens.

20. Special Stays for WISTA Conference delegates at Elounda, Crete

To all delegates for our WISTA International Conference in Athens September 29-October 1 - here is a great idea for making the most of your stay in Greece!

Porto Elounda De Luxe Resort, a five star hotel in Crete, is offering a **special rate exclusively for our delegates**, at Euro172 per room per night, on half board basis. The rate is valid for from September 24 to October 4, so this is a wonderful opportunity to relax before, or after, the Conference. Once a small fishing village, Elounda is a destination favoured by royalty and has a wealth of amenities. Lazaros Mallis, sales manager at Elounda SA Hotels & Resorts, says: "Along the azure coast of Europe's southern extremity is a resort designed to cover every need in the lap of luxury. A seaside paradise in an extraordinary setting. Take advantage of the unique exclusive rate and enjoy a memorable stay at Porto Elounda De Luxe Resort, a whole world in one resort."





Elounda ... When arriving at Elounda, the first view from the hilltop is a panorama of the Bay of Mirabello, with the foreground dominated by Porto Elounda De Luxe Resort, and the green expanse of its golf course. Designed to respect the architectural tradition of the land, the complex is an oasis of recreation comprising the hotel, the village square with shopping arcade, and numerous restaurants and bars.

All rooms, suites and villas face the sea and have en suite marble bathrooms. Breakfast and table d'hôte dinner are served in the Nafsika restaurant, with wonderful views across the bay. During summer, Mediterranean and Cretan à la carte dining is available in the olive grove of Elies Restaurant, while lunch is served in high season, at Odysseus Tavern, on the water's edge, with a selection of fresh seafood and Greek dishes.

The Kirki Bar, with more delightful views across the bay, is the perfect place for aperitifs and cocktails, while the beautiful Beach Bar is in swinging mood with drinks and snacks served throughout the day.

Behind the private beach lies Playiada, a Greek village square shaded by a wooden pergola, and the scene of theme festivities in the evening. A variety of boutiques, including jewellers, fashion and beach wear, as well as a souvenir shop are to be found there, not to mention the lovely Chapel of Prophet Elias. The Six Senses Spa was described as the *Best Spa of the World* by the Sunday Times Travel Magazine in December 2007. Golf, tennis courts, a gymnasium and a sea sports centre are among other highlights. For more information: <http://www.elounda-sa.com/>

21. ALBA Business School builds on support for WISTA



ALBA Graduate Business School, Athens, has not only joined the list of supporting organisations for the WISTA International conference 2010, but is encouraging students and faculty to register and participate in the event which is being held just a short distance from the campus.

The academy offers a valuable educational experience with its MBA in Shipping programme, tailor-made to the needs of working professionals.

The programme addresses the need for well-trained managers in the constantly changing shipping world and it has a "by the industry for the industry" approach. It combines and balances the need for rigour and academic thinking with the practical aspects of the dynamic and competitive "real world" of shipping.

The programme provides to students a combination of conceptual, analytical and technologically advanced training in shipping with a sound understanding of the application of managerial theories and techniques in shipping operations. Each year, ALBA in collaboration with WISTA Hellas provides partial scholarships to women working in the maritime industry.

This year ALBA has launched a new programme called Diploma in Shipping Management Studies that aims to provide high quality executive education to professionals from all sectors of the maritime and transportation cluster in a flexible way. It is designed for people whose demanding work schedules do not allow them to commit to a fully-fledged postgraduate programme. Participants in this Diploma can design their own schedule of studies, in relation to duration, mode and number of courses, according to their personal needs. They can also count courses taken in the Diploma, towards the MBA in Shipping, subject to specific conditions apply.

More information on all ALBA programmes is available at www.alba.edu.gr/Academic/Pages/default.aspx and on ALBA scholarships and financial aid at www.alba.edu.gr/Academic/Pages/ScholarshipsFinancialAid.aspx

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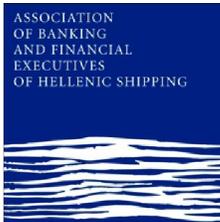
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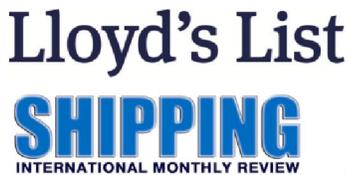
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We hope you have enjoyed reading this fourth WISTA Hellas Newsletter.

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
and James Brewer james@james-brewer.com

www.wistaconference.org

REGISTER NOW to ensure your place as a delegate,
and possibly win the 4-day cruise for 2 !!



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 in our next Newsletter

