

# DG's New Year's Message



As we begin 2012 and enter our 21st year of operations since Belize Ship Registry (International Merchant Marine Registry of Belize, IMMARBEL) celebrated its 20th anniversary of operations at the end of last year, we will continue to improve our technical performance with the expected return of IMMARBEL in the QualShip 21 status this year as we

have recorded no detention during these past three years and we are confident to make progress in both Paris and Tokyo MOUs. And although we are still in the Paris MOU grey list, we have considerably reduced the number of detentions in all other MOUs.

Maintaining the quality of IMMARBEL fleet is our major goal. We have managed to clean up its image reducing significantly over the last years the number of vessels non-compliant with international regulations thanks to the implementation of strict policy rules concerning age limitations, intense monitoring campaigns to ensure detention ratios, disciplinary measures such as fines, cancellations of vessels because of their poor performance in Port State Controls, constant audit performed on Recognized Organizations (ROs) and ships operators and an increased presence of safety inspectors worldwide which currently total 186. As you will see in the pages of this Newsletter, we have developed and will continue to promote an

aggressive marketing strategy to inform ship owners of the Middle East, Europe and Asia of the advantage of the Belize flag and incite them to register in IMMARBEL. The approval of the 'New Merchant Ships Registration Act' has made our fleet more attractive and competitive to ship owners, law firms and bankers offering mortgages to our vessels and is already boosting the registration of newly built vessels. In addition we have opened new markets and increase our representation in many countries, with the designation of several deputy registrars.

IMMARBEL has also implemented a control and monitoring system for its fishing fleet, which represents nearly 10% of its total fleet of ships, comparable to any major flag administration in the world. In coordination with Belize Fisheries Department, IMMARBEL participates actively in all main regional organizations, SPRFMO, IOTC, IATTC, ICCAT, and WCPFC. Because of that constant surveillance in the past ten years, Belize is highly regarded as a serious and compliant Registry determined to fight illegal fishing activities which only serve to undermine conservation measures in the world's oceans. As it has been doing for more than ten years, IMMARBEL will again participate at POSIDONIA, in Athens, Greece, in June 4-8 this year where you can find us at booth no. 3324.

The Registry will also participate for the first time in SHIPTECH, Dalian, China, a major exhibition-conference, at the end of October. This event that takes place in Dalian World Center brings ship owners of China and all neighboring countries, is highly praised for the quality of its exhibition as it brings together the largest number of companies involved in the shipping sector.

## Meet Our Deputy Registrars

See Story On Back Page



Cap Nguyen Xuan Thao



Christodoulos Vassiliades



Cap Nguyen Que Duong



# IMMARBE Participates in NEVA



The “NEVA-2011” International Exhibition of Shipbuilding, Shipping, Port Activities, Ocean and Offshore Developments, celebrated its 20th anniversary, at the “Lenexpo” exhibition center in St. Petersburg on 20th – 23rd September 2011. More than 650 different companies and enterprises participated at the exhibition representing 43 countries.

IMMARBE attended Neva 2011 as an Exhibitor with the excellent participation of its local Deputy Registrar, Capt Vladimir Parshin who was supported by IMMARBE’s Director General, Capt Encarnacion Samaniego and its Belize Deputy Registrar, Mrs. Annette Garel.

The Russian market offers ample business opportunities in the offshore oil and gas and shipbuilding industries which have showed tremendous growth on all fronts. IMMARBE with representative offices in St. Petersburg, Rostov-on Don and Vladivostok, recognizes the need to expand its presence in Russia’s ship registration market and offer full support to its designated offices in that country.

The Registry’s successful participation in Neva 2011 included direct access to key players in Russia’s maritime industries as well as the opportunity of visiting its existing clients who were more than pleased to have IMMARBE’s representatives visit their facilities and meet with their personnel in an effort to address any areas of concern or to simply to express their continued support to the friendly flag of quality.

*(Featured from left to right: Capt Vladimir Parshin, DR-St, Petersburg, Capt E. Samaniego, Director General and Mrs. Annette Garel-DR Belize Head Office.)*

Newly appointed Belize representatives are located in India, Lithuania, Panama, Turkey which brings the total number of Designated offices to 74. For a full listing of all of Belize’s authorized representatives worldwide, please visit [www.immarbe.com](http://www.immarbe.com).

**NEW REPS**

# Training Seminars in Belize



As part of the Belize Registry’s corporate objectives in maintaining excellence in ship registration and its efficiency in services rendered to the maritime community, its Belize City staff is constantly involved in training seminars and workshops to increase their knowledge and expertise in shipping matters.

Dr. Carlos De Puy, Senior Partner of Morgan & Morgan group, and Board Member of the Belize International Services Limited, conducted a two day workshop with the staff of the Registration Department of IMMARBE’s Head office to explain the new legislation pertaining to mortgage recording under the new Merchant Ships (Registration) Act of 2010. Present were Registration Officers, Ms.



Felicia Vargas, Mrs. Lenora Bautista, Mr. Noel Flores, and Ms. Onelia Flores from Morgan & Morgan Belize.

Mr. Miguel Munoz (center)- Senior Auditor of AQA- International was in Belize to conduct a two day workshop to train and certify key personnel of IMMARBE Head office as internal auditors. Certified internal auditors (left to right front row): Ms. Felicia Vargas, Ms. Sharon Escalante, Mrs. Myrta Sawers, Mr. Abilio Dominquez. (back row) Delice Pinkard, Joel Garcia, Capt Samaniego. The certification of new auditors is in keeping with the quality objectives of the Registry coupled with its recent surveillance audit conducted in October of 2011. Continuous training to maintain the quality standards of the Belize Registry will be effected during 2012.

# Belize Day At Our Vietnam Office



During a protocol visit to Vietnam Register in Ha Noi, Mr Nguyen Vu Hai, vice general director and Mr Nguyen Huu Phan, director of international cooperation offered IMMARBE to organize, later in the year, a BELIZE DAY in their installations.

The “Belize Day” will be an excellent opportunity for ship owners from all Vietnam to come and meet IMMARBE officials, the Belize Deputy Registrars recently designated

in Ha Noi and Ho Chi Minh City (HCMC) and discover the beauty of this English-speaking country in Central America.

But the most important and the reason of the organization of such BELIZE DAY will be IMMARBE's presentation of the Ship Registry, the quality of its flag, the technical achievements and the good performance of its fleet. The meeting will make the Vietnamese maritime sector more familiar with the advantages of registering their vessels in Belize because of the rapidity of the procedures and the financial benefits that are provided by the New Act legislation passed at the end of 2010, and the availability and easiness of registering now in Vietnam through Belize two deputy registrars in Ha Noi and Ho Chi Minh City. A formal date will be chosen in the coming months that will coincide with an official visit from IMMARBE director general, Captain Samaniego.

# Belize Day At Our Bangkok Office Too

Alex Ship Management Ltd., newly appointed as an IMMARBE designated office in Bangkok, Thailand organized a Belize Day seminar on 29th January for a number of ship owners, managers, suppliers, lawyers and maritime representatives from Thailand, Bangladesh, India and Vietnam, with a view of promoting the Belize Registry in the Asia Pacific Region. The seminar was well attended and participants were provided with a full day of presenta-

tions on the advantages of the Belize registrations, certifications, and mortgages followed by an evening of cultural presentations and dances.

Deputy Registrar, Capt S.K.Sharma, and his team are on their way to creating a viable market for new ship registrations for IMMARBE and creating awareness within the maritime community in Thailand of Belize's full scope of services.

# Seatrade Ship Finance Conference



IMMARBE-Belize was present and participated in the Seatrade conference on ship financing, MONEY & SHIPS, that took place in Dubai, UAE, and October 16, 2011.

Lawyer Juan Felipe Pitty, of Pitty Legal Bureau, Panama, was a guest speaker in the last session of Money & Ships, on “regulatory, technical and marine insurance issues affecting the region” where he detailed the financial advantages of the Belize's Merchant Ships Registration Act of 2010 and procedures to register vessels in the Belize

Registry. He was accompanied in the panel by speakers: Sean Bond, director Environmental solutions-ABS, Hari Krishna, Associate, Clyde & Co Middle East Region, Mohamed Sherine El Nagggar, A.K. Nagggar Group, Ms Alice Vaidyan, Dep Mgr, General Insurance Corporation of India.

His presentation on ship registration was excellent, with pictures and graphics, motivating numerous questions from the attendees. His focus on IMMARBE was Belize is a small but quality register, very personalized, customer friendly and recognized by its immediate response to customers' queries.

“IMMARBE has [assured by the publication of the New Act Legislation] the confidence of international lending institutions as a flag state, which is the ship owner's first consideration when it comes to register his mortgages and vessels”, explained Juan Felipe Pitty. Belize is expected to achieve QualityShip 21 status in 2012 and has a large commercial fleet in international waters. Dr. Juan David Morgan Jr attended the conference and with Juan Felipe Pitty and both were invited to the Middle East Award Ceremony which was a real show of Middle East personalities and top Middle East shipping businessmen and an excellent networking opportunity.

# A Look at Our Netherlands Office



Following a successful exhibition in St. Petersburg, IMMARBE's Director General- Capt Encarnacion Samaniego and Deputy Registrar at Headoffice, Mrs. Annette Garel, travelled to The Netherlands to pay a long awaited courtesy visit to the IMMARBE's representative office headed by Deputy Registrar – Mr. Erik De Koning and Managing Director of Hubel Marine Services Ltd., Appointed since 1998 by the Government of Belize as an authorized representative of Belize, Hubel Marine Services Ltd., is a long standing contributor and supporter of the Belize Register investing the necessary resources in marketing and promoting the “friendly flag of quality”.



IMMARBE Rotterdam, and its staff of dedicated professionals, is exemplary in its efforts to provide ship owners with excellence in ship registration for Belize and ranks amongst our best representative offices in Europe contributing to a constant stream of new additions to the Belize fleet. During the year 2011, over 25 vessels were registered in Belize with more than 120,000 gross tons and expectations are high to surpass this amount during 2012. Keep up the good work IMMARBE Rotterdam!

*Featured left to right: Christiaan Van Grondelle, Wouter Sluis, Aubrey Broekhuizen, Petra Luijpen, Annette Garel & Erik de Koning*

## Meet More of Our Registrars

### HO CHI MINH CITY: CAP NGUYEN XUAN THAO

Captain Nguyen Xuan Thao is part of a new generation of Vietnamese technicians who are managing some of Vietnam most important state companies. Cap Thao, fluent in English, graduated as an deck engineer from the prestigious Maritime University in Hai Phong. Following a career in international and domestic shipping companies Cap Thao joined in 2002 the large Gemadept Corporation as general manager of the Ship Management and Claim Department where he oversees a fleet of river barges and feeder vessels. Cap Thao will become a distinguished asset for IMMARBE in Ho Chi Minh City, South Vietnam commercial center.

### HA NOI: CAP NGUYEN QUE DUONG

When we met in Ha Noi, Cap Nguyen Que Duong was returning from a business trip where he was inspecting Vinalines vessels in his capacity of Director of Ship Operation Management Department of Vietnam National Shipping Lines (Vinalines).

Also a graduate of Vietnam Maritime University in Hai Phong as a Master Mariner 1st Class, Cap Duong holds the title of Master of Sciences bachelor of Law and studied in the Nautical School of Le Havre, France. He is fluent in English and Russian.

### CYPRUS & ATHENS: CHRISTODOULOS G.VASSILIADES

Christodoulos G. Vassiliades, the Managing Director of the Law Firm of Christodoulos G. Vassiliades & Co. LLC., is the Honorary Consul of Belize in Cyprus since 1999 as well as a duly appointed Deputy Registrar of IMMARBE for both Cyprus and Greece. Mr. Vassiliades' law firm is considered internationally as one of the leading law firms in Cyprus and is viewed as a pioneer in its field. His representative office in Belize -Interconsult Services offers ship agency services for Belize registered ships, IBCs and other offshore services to international clients.



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