

# GRAIG HORIZONS

THE NEWSLETTER FOR THE GRAIG GROUP  
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## Vietnam cuts teeth on Diamonds

The Vietnamese shipbuilding industry is using a series order from Graig as a springboard to upgrade its yards and quadruple production over the next five years.

The keels for the first two of twelve firm orders and a series of options for the successful Graig Carl Bro Diamond 53 handymax bulker design have now been laid at Ha Long and Nam Trieu yards, both of which will be upgraded with new concrete slipways suited to ships up to 55,000 dwt.

Graig brings its experience of working to uplift Chinese yards while building over sixty ships there to Vietnam, in a ground breaking deal which covers designs, know-how, procurement, finance and quality control. Graig has already seen the first of sixteen Diamond 53s delivered in China, and will feed back that experience to Vietnam.

Vietnamese Shipbuilding Industry Corporation chief executive Pham Thanh Binh says Vinashin will modernise and extend its existing twenty-five yards, and build three new large shipyards to extend capacity to 100,000 dwt units, and a turnover of \$2bn by 2010. The ambitious plans also include new steelworks for ship plating and agreements with engine and boiler makers. "Graig's order for the largest ships ever to be built in Vietnam was a fillip to our expansion plans," says Pham Thanh Binh.

Hugh Williams, Graig chief executive, says, "Working with Vinashin we expect to launch new series of designs for increasingly sophisticated ships, underpinning the development of Vinashin with orders, expertise, support and designs. We are actively bringing Western partners here, both shipowners and charterers, and we expect to build on our relationships with Vinashin as they build

up their shipbuilding base. Our co-operation with Vinashin works in a win/win way. They get major series of vessels and access to global markets, the use of new designs and Graig's

experience to help them upgrade. We and our partners get good ships, owner-friendly ships with early delivery dates."

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Keel laying for the Diamond 53 vessel to be built at Ha Long Shipyard, Vietnam

## News and Views

This issue of Horizons brings you news and views from Cardiff-based Graig Shipping Plc.

It highlights our innovative expansion into Vietnam with new partners and new designs and gives news of contracts in New Zealand and elsewhere.

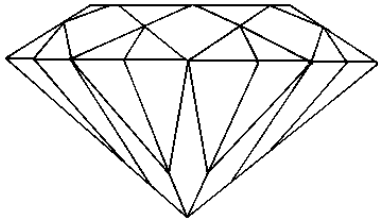
The Graig Group is a broad-based international shipowning and shipping services group with interests in newbuilding supervision, ship management, ship design, ship owning and ship finance. It is one of the first marine groups from

outside China to realise the potential of the Chinese yards, and has been contracted to supervise sixty newbuilding there on behalf of itself and major global shipowning groups. It has recently expanded into Vietnam with a major co-operation deal with state shipbuilder Vinashin. With 400 staff at sea and ashore it employs a global maritime workforce drawn from the UK, China, the Philippines, Germany and Russia.

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## Operator and Financier in Diamond Link

A Series of Diamond 53 handymax bulkers have been ordered in Vietnam through Graig by a joint venture comprised of San Juan Navigation Corp, a fast-growing handy and handymax vessel operator with offices in Seattle, USA, and international shipping investor Interlink Ltd.



The San Juan Navigation group of companies is a vessel operating company specializing in the handysize and handymax dry bulk sector in Asia and Latin America. San Juan typically operates 20 to 25 chartered ships, and owns two vessels.

Interlink Ltd. is a privately held maritime investment company based in Bermuda, with interests in the tanker, bulker and reefer sectors. Interlink earlier partnered with Graig in the first two Diamond 53's being built at New Century Shipyard, China.

The joint venture between Interlink and San Juan marks the initial collaboration between a seasoned shipowning investor and an experienced commercial operator of handy and handymax bulkcarriers with significant business for such ships, largely in the growth areas of Latin America and the Pacific Rim.

# Diamond Investment

UK-based Bibby Line Ltd has invested in the first series of Diamond 53 Handymax bulkers to be built in Vietnam.



Cy Green, managing director of Bibby Line Ltd

*"We recently made a strategic decision to play the shipping cycles as well as operate in niche activities," explains Cy Green, managing director of Bibby Line Ltd. "Our niche marine businesses are performing very well, but we want to make more of our long experience and understanding of shipping."*

Bibby Line Ltd sees the Diamond 53 as the first of a number of acquisitions in bulk and tanker shipping which will realise that strategy. "We have a relationship with Graig and we have confidence in their ability to create a good design and to get the best out of the yards in China and Vietnam to build good ships at a sensible cost," says Cy.

Bibby Line Ltd is the marine division of the privately owned Bibby Line Group Ltd, with a broad spread of marine related activities ranging from ownership and operation of mid-size LPG tankers and chemical tankers through world-leadership in the provision of floating accommodation solutions, offshore jack-up ownership and dive support activities, management of third party ships, FSUs and offshore units to crew management.

[www.bibbyline.co.uk](http://www.bibbyline.co.uk)

## More Space, More Light

Graig is moving its UK headquarters to an exciting new space overlooking Cardiff Bay.

Close to its traditional heartland but with a new focus on openness, light, transparency and teamwork, the new offices will be welcoming clients, visitors and staff from April this year.

### New China Office

Graig Group has expanded its China presence and moved into new offices in the Hongqiao State Guest House. The office was officially opened last autumn by Rhodri Morgan, First Minister of the Welsh Assembly, during a trade promotion trip to China.



Hugh Williams ceo of Graig Shipping Plc, Judy Qian, chief representative of Graig China Limited and Rhodri Morgan, First Minister of the Welsh Assembly

# Vietnam Salutes Diamond Keel laying

At a ceremony led by Vietnam's deputy Prime Minister Vu Khoan, the leaders of Vietnam's shipbuilding industry joined with shipowners and financiers from Europe and the US to celebrate the keel laying of the largest ship ever to be built in Vietnam.

**The first of the Diamond 53 Handymax series will be jointly controlled by Graig and Bibby Line.**

Vinashin's ceo Pham Thanh Binh, Graig's ceo Hugh Williams and Sir Michael Bibby were accompanied by Gerry Hallett representing the First Minister of Wales, Robert Gibbon, British

Ambassador to Vietnam and Peter Hanson, Danish Ambassador to Vietnam.

Seven further orders for Diamond 53s were confirmed at the ceremony, bringing the series to 12 firm orders and five options. Graig announced the opening of its Hanoi office, to be staffed initially by Nguyen Dung and John Gorman plus project engineers.

Graig is now working with Vinashin to develop a series of innovative Diamond 32 32,000 dwt handysize bulk carriers and expects to place a series of firm orders soon. The ice-class vessels will be to a charter and owner-friendly design developed at Graig Carl Bro.

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Hugh Williams addresses the VIP reception at the keel laying ceremony in Vietnam

## GSM Welcomes New DMK Vessel

**Denmark-based DMK Holdings has entrusted another vessel to the technical management of Graig Ship Management.**

The 970 teu containership Susanne is commercially managed by Maersk Broker and on period charter to Maersk Sealand serving the Port Everglades – Central America route. GSM now manages six vessels for DMK.

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## New Zealand Project Draws on Graig Expertise

**Graig's wide ranging expertise has been brought to bear in the South Pacific, supporting two companies in the development of new tonnage to serve the New Zealand – Pacific Islands trades.**

Auckland-based Reef Shipping and Brisbane-based Pacific Direct turned to Graig for the design, yard selection, contract assistance,

broking and newbuilding supervision of two specialist 6,500 dwt multi-purpose vessels. The hulls will be built at a private yard at Nantong, and then fitted out at Shanghai's naval shipyard, Shenjia. Development of further innovative special designs for the same area is currently underway with Graig Carl Bro, and further orders will be placed in China.

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## crew news



**Graig has broken new ground in its training programme by providing a deck officer cadetship to a 42-year old British fireman.** Traditionally,

cadetships are given to trainees leaving school or university and setting out on a career at sea. Peter Sommerfield has already completed his Phase 1 training and joined his first ship, the IOM-flag CEC Castle. He is following a three year sandwich course cadetship which will lead to his first Watchkeeping certificate. Graig currently has eight UK cadets in training, as part of a balanced international personnel development programme.

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- **Congratulations to John Arkell, who has been appointed chief executive of Graig Ship Management, and to Victoria Dwyer, who has been appointed group Company Secretary.**

- **Graig has structured its group charitable giving to ensure that money is wisely used for good causes.** After an extensive review this year's charity budget was allocated to King George Fifth Fund for Seafarers, Welsh Initiative for Conductive Education, Noah's Ark Appeal, Capital Rugby, Childline Wales and the George Thomas Hospice Care. These charities all demonstrated a direct link between donations and useful service delivery either to seafarers or local causes for children or old people. A further emergency donation was made to the Tsunami appeal, and for the future Graig will review its list of charities to support on an annual basis.

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- **Welcome to the Graig group to our new Vietnam office staff.** Mrs Nguyen Dung will run the Hanoi office, and John Gorman will be the project manager at Halong Shipyard.
- **Staff seminars.** As part of a group effort to cultivate core values and enhance communication between staff, clients and

# Spotlight

Bob Wade, Senior Master / Training Master



**Captain Bob Wade**

**Bob Wade is living evidence of Graig's motto that people matter. A master with Graig since 1977, he joined the company as 3rd Mate in 1971.**

Today he provides the essential human link between the management on the ship and the management in the office. "My job title is Senior Training Master," smiles Bob. "Really I'm a cross between a marine superintendent, a training officer, a safety officer and a management

consultant. Luckily, what I enjoy is being in touch with the ships and the crews, and what I don't like is sitting in an office looking at a computer all day. There are people in the office to do that, while I travel and spend time on the ships helping to strengthen our management system, and help the masters and crews identify with Graig."

A grammar school boy from the Welsh Valleys, Bob always wanted to go to sea. But his father, the local headmaster, pushed him into university, and then to work for an estate agent. "Eventually when I was 21 I just thought blow that, and went off to sea," says Bob. "It's been an interesting life, and I still get a kick out of it. I've just come back from a trip on the CEC Blue, round the South Pacific Islands, and next week I'll be off to another ship to help a new master settle into our system. Being the bridge between the office and the ships is a great job for me and we get a lot more feedback because of the time I spend on the ships. It gives me the chance to see the future masters and managers while they are still 3rd Mates. Mind you, I don't think anyone thought of me that way thirty years ago."

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directors, Graig has held two staff seminars. The Cardiff seminar was held in the new Wales Millennium Centre and all Europe-based shore staff were able to participate. A second session held in Shanghai brought together all Asia-based staff. Lively debates at both seminars gave everyone new perspectives on improving client service.

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- **GSM's fleet personnel team were happy to welcome its principal crewing agents to Cardiff recently for discussions on policy and training requirements.** Reuben Romero, managing director and Captain Festin, GSM Fleet manager for Manila-based Southfield Agencies were accompanied by MT Yung, director of Hong Kong-based Patt Manfield & Co. [deb.thomas@grraig.com](mailto:deb.thomas@grraig.com)



Graig staff from China, Vietnam and Cardiff at the first Graig staff seminar in Shanghai