

## Shipping company ready to charter new waters

International tanker firm celebrates the opening of its renovated Hamilton office

BY AMANDA DALE

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The Concordia Maritime Shipping Group (CMS) this week celebrated the opening of its newly renovated office in Bermuda, and the expansion of its international business.

The company plays a vital role in the registration and operation of some of the world's safest and most efficient oil tankers.

Eight of Concordia Maritime's 10 P-MAX tankers are registered under the island's flag, with the Bermuda Shipping Register.

Angelique Burgess, general manager of Concordia Maritime (Bermuda) Ltd, oversees the day-to-day business of these ocean-going heavyweights.

### Standards

She said the expansion of the Bermuda office at the Belvedere Building in Hamilton marks a new chapter in the company's history.

"In order to grow the business further the company felt it necessary to have a more prominent presence in Bermuda," said Mrs Burgess.

"That was one of the primary reasons for the office renovations."

The office is the main point of contact for the flag administration and legal representatives in regard to ownership and corporate matters of the CMS Group.

Conyers, Dill & Pearman are the company's on-island legal representatives.

Mrs Burgess joined Concordia Maritime in April, 2010, after 13 years'

experience with the Bermuda Shipping Register.

As the Bermuda Registrar she registered many of the company's vessels over the years, and so has a familiarity with these vast ocean-going tankers.

Mrs Burgess said Bermuda represents "a quality flag" to international companies seeking to register their vessels.

"Bermuda has a strong legal structure, as well as the corporate expertise within the local law firms," she said.

"We have high safety standards and that's what a shipping owner looks for."

"They want qualified people for all the 'flag' responsibilities. These are some of the primary reasons why Bermuda was chosen for the Concordia Maritime fleet."

The CMS Group has had a presence in Bermuda for almost 20 years.

The huge P-MAX tankers are built in Croatia and then registered with the Bermuda Shipping Register.

Mrs Burgess said: "Once the ships are registered they can engage in international trade. They are leased long-term to oil companies or as charters to shipping companies."

"These charters can be a long-term agreement or a 'spot (on-the-spot) charter, for example, if there is a particular voyage a company needs done."

"We are the office which liaises with our corporate entity Conyers, Dill & Pearman, but we assist in all matters related to the vessels."

Concordia Maritime partners with international



■ PHOTO BY KAGEAKI SMITH

**CEREMONY:** Hans Noren, Concordia Maritime AB president, officially opens the new office, with Kim Wilson, Minister of Economy, Trade and Industry, centre, and Angelique Burgess, general manager of Concordia Maritime (Bermuda) Ltd, left.

shipping business Stena for its operational side, for example, export, cargo and delivery.

The company prides itself above all, on the safe and cost-efficient transportation of oil and petroleum products around the world.

"P-MAX vessels are unique as they focus on cost-efficient transport with the highest safety standards," said Mrs Burgess.

"Concordia Maritime operates on the principle that oil should always travel first class." ■



■ PHOTO COURTESY OF CONCORDIA MARITIME

**SAFETY:** The P-MAX Stena Paris is one of eight tankers registered in Bermuda.

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■ PHOTO COURTESY OF CONCORDIA MARITIME

**EFFICIENT:** The P-MAX Stena Performance, another of the tankers registered here.

## Concordia Maritime: The facts

■ Concordia Maritime is an international tanker shipping company. It develops, mans and charters vessels.

■ Established in 1984 in Sweden, the company specializes in the transportation of refined petroleum products such as gasoline, diesel and aviation fuel. It also moves crude oil.

■ It leases and charters vessels for long periods of time or provides 'spot' (on the spot) charters for one-off transportation and delivery.

■ Concordia Maritime's customers include some of the largest global oil and energy companies, such as French Total and Neste Oil.

■ Due to challenges from the global economic downturn the company is exploring new niche markets such as the transportation of vegetable oil and biofuel.

■ The Concordia Maritime fleet consists of 10 P-MAX tankers and two part-owned

Panamax tankers. It also owns a 50 per cent share in the charters of a Suezmax and two Aframax tankers.

■ Charters can last from three to 10 years.

■ The ships are built at the Brodosplit Shipyard in Croatia and weigh 65,000 tons.

■ The first P-MAX tanker Stena Paris was delivered in 2005.

■ The P-MAX progressed from the MAX concept, which was developed with international shipping firm Stena.

■ With a double hull, two engine rooms and two separate propulsion systems, it is one of the world's safest tankers. The double rudders and propellers all assist manoeuvrability and efficiency. The P-MAX wide hull design also enables it to transport larger cargoes.

■ Concordia Maritime's fleet includes: the Stena

Premium; Stena Penguin; Stena Progress; Stena Polaris; Stena Perros; Stena President; Stena Primorsk; Stena Performance; Stena Provence; Stena Paris; Stena Poseidon; Stena Supreme; and Palva.

■ The company partners with Stena Teknik in new build and conversion projects, R&D and procurement, and Stena Bulk for chartering and commercial operations. Northern Marine Management is responsible for operations, manning and ship maintenance.

■ Concordia Maritime has three executives at the Concordia Maritime AB offices in Gothenburg, Sweden, two managers at Concordia Maritime AG in Switzerland, and one manager, Angelique Burgess, at Concordia Maritime Ltd in Bermuda. Its seagoing operation is much larger, with 353 employees. ■

# Sleek, clean lines and

BY AMANDA DALE

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European executives joined Bermuda Government ministers at the official opening of the new Concordia Maritime (Bermuda) Ltd office this week.

Hans Noren, president of Concordia Maritime AB, and Kim Wilson, Minister of Economy, Trade and Industry, spoke of the importance of the company's presence in Bermuda prior to cutting the red ribbon.

That colour was in keeping with Concordia Maritime's corporate colours, which are reflected in the interior design and office furnishings.

The renovations were carried out from April, with the finishing touches completed this summer.

### Colour

The enlarged 750 sq ft office now has light wooden paneled floors, giving it a Scandinavian feel in keeping with the company's Swedish heritage.

Images of P-MAX vessels are mounted on white painted walls, providing dramatic splashes of colour.

The furnishings are also in red or white, with the desk of general manager Angelique Burgess shaped like the bow of a ship, adding to the nautical feel.

Since Mrs Burgess joined Concordia Maritime in April 2010, the company initiated plans for a new office, renovating its existing space in the Belvedere Building, Hamilton.

Botelho Wood Architects were hired in October 2010 to complete the interior design and contract administration, from concept



■ PHOTO BY CONCORDIA MARITIME

**BEFORE:** The office premises had to be stripped back to the base building before work could start.

through to completion.

The architectural firm chose Bermuda Interiors as the general contractor following "a competitive bid process".

Jason Mackertich, an architectural technologist with Botelho Wood Architects, said: "Construction started in April 2011 and finished on schedule and on budget in July.

"The original space was divided into three small separate offices.

"It had to be stripped back to the base building in order to start with a blank canvas.

"The design concept was influenced by Concordia and their request to have an open plan concept for the new space, with an emphasis on maximizing light."

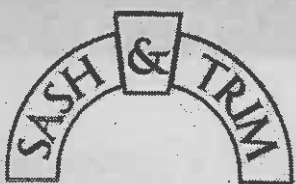
The bright red main desk reflects the base coat finish of the Concordia fleet.

The bow shaped Corian table was created locally by

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# nautical theme reflect company's heritage



■ PHOTO BY BOTELHO WOOD ARCHITECTS

**AFTER:** Light and airy, the office has a Scandinavian feel, with a bow-shaped desk reflecting the nautical theme.

Albert Wilson of Innovative Surfaces.  
Mr Mackertich said: "Further maritime influences were added by Douglas Davies of Graphix Signs, by use of large printed extracts of Concordia's operational fleet.  
"The office space also benefits from a new kitchen and full bathroom with shower.

**Fresh**  
"What has made this such a successful project was the close collaboration between client and designers, and having a client who clearly knew what they wanted and who kept changes to a minimum."

Mr Mackertich also praised "a good construction team".  
"This all resulted in a fresh new office space that Concordia can be proud to call its Bermuda home," he said.

Subcontractors involved in the renovations included Universal Electric, Temperature Control and Plumbing, and Abbot Decorating.

Mrs Burgess said: "I'm pleased with the results.

They did an excellent job and were very flexible, sticking to the timeline which was good."

Mr Noren, who travelled from Gothenburg, Sweden, for the official opening on Tuesday, said: "They have done a tremendous job.

"The old office was quite old fashioned and had a lot of character but they've been able to create a new character with this.

"We've had a presence in Bermuda for many years. Bermuda has a very good reputation and is high on the White List, so for us it's of huge benefit that we now have this new office.

"We can perform more duties here and it will be cost efficient, both from an administrative and an operations point of view."

He added: "We were very pleased we were able to get Mrs Burgess on board. She has an excellent background and does a very good job."

Barbara Oeuvray, general manager of Concordia Maritime AG, travelled from Bahnhofplatz, Switzerland, for the celebrations. She said: "I had seen the old office on previous



■ PHOTO BY BOTELHO WOOD ARCHITECTS

**SPACIOUS:** The new company office premises in the Belvedere Building, Hamilton, are open for business.

visits and this is very fresh, it really gives it a maritime flavour.

"We are very happy to be here at the Belvedere Building, it's an excellent location."

Carl Mikael Von Mentzer, deputy chairman of Concordia Maritime, added: "I like the renovations. It is open and full of light."

Ms Wilson said: "The presence of Concordia Maritime is an endorsement of Bermuda's sound reputation and legal infrastructure, and that Bermuda is open for business.

"It is also important to note this company has demonstrated good corporate citizenship as they have provided scholarship opportunities for young Bermudians wanting to pursue maritime careers."

The 2011 scholarship recipients — sharing \$10,000 worth of funding — were Vernon Harrison, Kristen Greene and Alton O'Connor.

Mr Harrison and Mr Greene are studying at Warsash Maritime Academy in Southampton, UK, and Mr O'Connor is attending The Landing School of Boatbuilding and Design in Maine. ■

**FOR MORE information** on Concordia Maritime Shipping Group go to [www.concordiamaritime.com](http://www.concordiamaritime.com)



■ PHOTOS BY KAGEAKI SMITH

**CELEBRATIONS:** Above, left to right, Goran Hermansson, Concordia Maritime AB chief financial officer, Christina Kuhn, Concordia Maritime AG manager, and Carl Mikael Von Mentzer, company deputy chairman, at the official opening. Below, Hans Noren, Concordia Maritime AB president, with Kim Wilson, Minister of Economy, Trade and Industry, centre, and Angelique Burgess, general manager of Concordia Maritime (Bermuda) Ltd, left.



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