



Letter from Lamorte Burns, Britannia's Correspondent in the US

The maritime industry is changing rapidly with new regulations and requirements being placed on shipowners, charterers and underwriters all the time. For better or worse, the US has been at the forefront of new security, shipping and environmental regulations over the past few years, particularly those relating to cargo discharge, port/vessel security, oil spills, carbon emissions and ballast water treatment.

For example, New York State recently passed ballast water regulations that are generally considered to be the most stringent in North America. The regulations have also been a topic of considerable controversy since the technology necessary to comply with the regulations does not yet exist.

While the numerous regulations issued both by the federal and state governments are often confusing, they can include significant fines and penalties if not closely adhered to. One of the more troublesome aspects of US law is that each state can set their own oil spill and environmental regulations and apply them more stringently than the Federal Government, as has happened in New York. This is where the advice of an experienced Club Correspondent can prove invaluable.

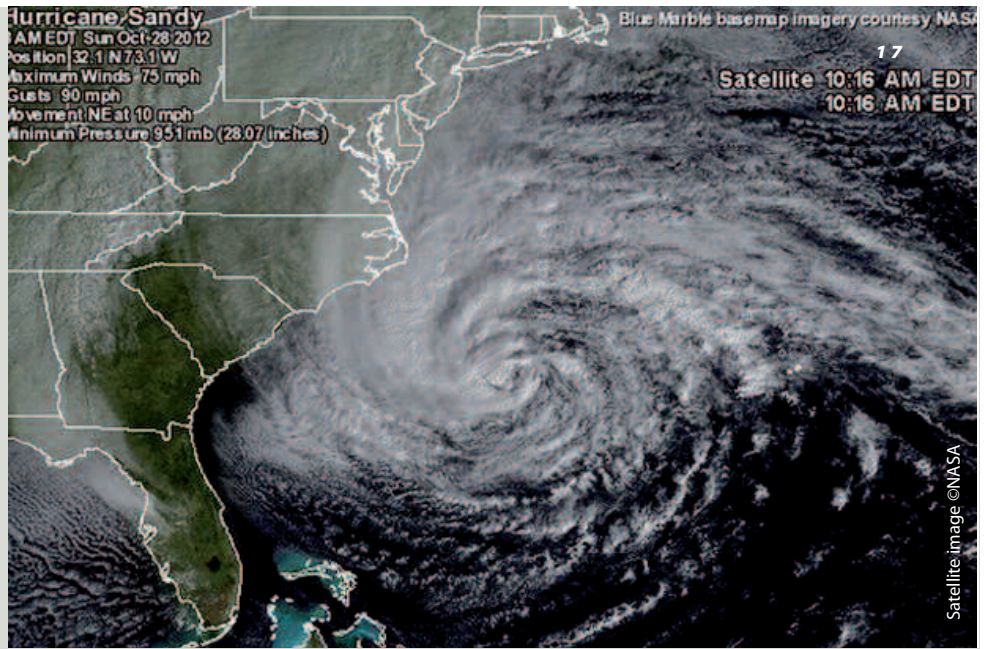
Lamorte Burns & Co., Inc. has been providing adjusting and counselling services to the maritime industry – and to the Britannia P&I Club – since our humble beginnings in 1938 as Monroe & Ard. Over the last 75 years, we have grown from a small firm with one office in downtown Manhattan into a company providing full maritime regulatory compliance, consulting and claims adjusting services from nine offices. Our offices are located at major ports around the US – New York, New Jersey, Port Everglades/Miami, New

Orleans, Houston, Long Beach, Oakland, Seattle and Portland. We have also expanded our focus to meet the changing needs of the industry, from P&I to hull & machinery claims as well as US Federal & State Workers Compensation Claims.

Lamorte Burns has assisted Britannia Members in a number of complex cases in the last few years. In one recent example, our Long Beach office negotiated with a university hospital to save the Club more than \$500,000 in medical charges after two seamen were severely injured falling into the cargo hold while performing ship cleaning without wearing harnesses.

In addition to the numerous legal and regulatory issues faced by shipowners in the US, there are also the natural disasters that require the assistance of local Correspondents. Hurricane Sandy was an historic storm that devastated huge areas of the north eastern coast of the US in October 2012. There were flooded and closed terminals in New York and New Jersey, ships were delayed entering and leaving ports and there was significant damage to cargo on board – particularly to containerised cargo carried on deck. In many cases, the ports, agents and local authorities were overwhelmed by the size and scope of the storm which meant that Members were

facing an emergency situation without the full assistance of their local agents, the ports, US Coast Guard, US Customs and local police. Lamorte Burns stepped in to assist where we could and provide Members with options and alternatives wherever possible, including working with other terminals on the East/Gulf coasts that could accommodate the traffic. Again, we were able to do this as a result of our disaster planning, which worked seamlessly. While many companies in the area were closed and/or cut off from communications, our staff was up and running, even when the Connecticut and New Jersey offices were closed for two days at the height of the storm. Our information technology (for all our offices) is secured off-site to prevent any catastrophic loss and can be remotely accessed by our staff, while at the same time our security protocols prevent any unauthorised use. The storm caused billions of dollars of damage to cargo and disrupted port operations for weeks. The economic effects of the storm are still being calculated and assessed almost a year later. According to the International Union of Marine Insurance (IUMI) the storm cost the global marine insurance market approximately US\$3 billion. When disaster strikes, the importance of good, local representatives and correspondents cannot be over-exaggerated.



- 1 Harold Halpin
- 2 Adam Isherwood (left) and Charles Johnson
- 3 Hal Halpin
- 4 Bob Hanson
- 5 Wendy Wang



Lamorte Burns prides itself on the quality of its staff around the US. In New York and on the east coast of the US, P&I matters are handled from their headquarters in Wilton, Connecticut. Harold Halpin, the President and CEO, has been working with Britannia and shipowners from around the world for many years. Charles Johnson and Adam Isherwood are also based in the Wilton office. Charles is a Vice President of Lamorte Burns and an attorney with 20 years of experience, both for the US Government and for private law firms. Adam, who joined Lamorte Burns in 2012, is a graduate of Massachusetts Maritime Academy and has shoreside operations experience. Hal Halpin, Executive Vice President of the company, grew up inside the organisation and started working full-time for the company in 1993. Hal is responsible for the day to day business operations.

On the west coast, P&I matters are handled mostly by Wendy Wang who is based in the Long Beach office. Wendy is a Vice President of the company and joined almost 30 years ago after completing a Masters degree from SUNY Maritime College at Fort Schuyler.



Lamorte Burns values the relationship that it has enjoyed with Britannia for the past 75 years and looks forward to working together for many years to come.



In the New Orleans office, David Genevay joined Lamorte Burns in 1999 having previously worked with Lykes Lines and then Stolt. Bob Hanson in the Houston office began his career with Liberty Mutual and has been with the company for more than 25 years. David and Bob both specialise in all aspects of P&I work such as cargo, personal injury, defence, pollution and collisions.

