

Fixed Premium
Insurance from North

Sunderland
Marine

Southern
Star

Inside:
Safety
Guides &
Our Latest
Updates

2022 EDITION:
sunderlandmarine.com

Celebrating

140
1882-2022
years in fishing

Nelson, New Zealand

Welcome to Southern Star!

Welcome to the second edition of Southern Star. It's hard to believe that almost one year has passed since the first edition. And what a testing year it has been.

As New Zealand society readjusts to live with the impact of Covid-19, many of us have had to adapt to new working practices, continued restrictions on travel and changes to everyday life. Many owners, processors and other service providers haven't been immune to these changes and are still enduring the associated pain of running a business throughout these difficult times.

Following a succession of poor results, many global insurance companies are no longer covering marine risks. As part of the North Group however, Sunderland Marine retain fishing and commercial vessels as our core business. We also insure selective recreational craft. With ongoing risk management and careful underwriting criteria we are able to offer stable premiums and ongoing excellent service to all our valuable policy holders.

Our experienced team in Nelson, supported by colleagues throughout the world, continue to be on hand to provide a friendly and professional service to each and every one of our Clients.

I hope you enjoy reading this latest issue of Southern Star and you can email us at newzealand@sunderlandmarine.com if you have any comments that you wish to share with the team.

Best wishes,

Chris Barrett

Chris Barrett

Branch Manager & Hull Underwriter



Chris has worked for Sunderland Marine since 1989, beginning his tenure in the Claims Department, before switching to the Underwriting Department ten years later. In 2006 Chris relocated to New Zealand with his family and soon took on the position of Branch Manager at the Nelson office.

Having grown up in the English fishing town of Whitby, served as a Navigating Officer in the Merchant Navy and obtained a Nautical Studies degree at university, Chris has seafaring in his blood and an ongoing interest in fishing.

Introducing Nicki Peacey, Aliesha Cropp and a welcome home to Chris Kennedy



Nicki Peacey
Underwriter

Nicki Peacey joined us in November 2021 and provides valuable underwriting support to Chris Barrett whilst helping him develop the business. Based in Nelson with her family, Nicki brings over fifteen years of experience in the insurance industry, both as a broker and as an underwriter, most recently for five years in marine underwriting. Welcome to the team Nicki!



Aliesha Cropp
Underwriting & Office Assistant

Aliesha Cropp joined the team as an underwriting and office assistant. Starting as a temp in December 2021, she has impressed all with her bubbly personality and efficiency. This has influenced us to offer her the role on a permanent basis. Well done Aliesha!



Chris Kennedy
Aquaculture Risk Manager

Following his secondment to manage our Melbourne office ten years ago, Chris Kennedy has now returned to Nelson where he continues to service the aquaculture business and provide consultancy support to the new Australian branch manager. Welcome home Chris!

Your team in Nelson



Pictured L-R: Chris Barrett, Aliesha Cropp, Nicki Peacey and Chris Kennedy. Taken at Nelson Marina in May 2022

Talking: A vital work planning tool



Everyone is probably aware of the old adages when it comes to planning.

The favourites are usually the 5P's ('Proper Planning Prevents Poor Performance') and a variation of US ex-President Benjamin Franklin's "If you fail to plan, you are planning to fail".

It sounds like common sense – prepare for what is coming ahead so everyone knows what to expect and what they are supposed to do. If people are prepared and know their roles, then it can go a long way in preventing incidents that lead to injuries, and ultimately claims.

'Work planning' can conjure up images of meetings and charts. But planning doesn't always have to be a lengthy or complicated process. One of the most simple and quickest methods can be one of the most effective; and it is probably the most over-looked – the 'Toolbox Talk'.

It's good to talk

A Toolbox Talk is an open and informal discussion just before starting a job. It helps make sure everyone involved knows what is going to happen and what they have to do.

Before everyone switches off, it's important to know what a Toolbox Talk isn't. It is not a training session, a lecture or another paperwork exercise. A good and effective Toolbox Talk will be quick (no more than a few minutes), to-the-point and interactive.

Here are some tips to make your Toolbox Talk effective:

- Discuss the job – how it is going to be done and what is everyone's role.
- Consider the impact of any other work being carried out on board or ashore.
- The person in charge can lead but don't let it become a lecture. Get everyone involved as they can share their experience.
- No waffling or straying off-topic: Keep to the point, as toolbox talks work best when they are relevant and concise.
- Talk about the risks and explain how they will be managed.
- If there is a written procedure or risk assessment relevant to the task in hand, run through them and check that they are correct, up-to-date and workable.
- If there are new crew on board, it is even more important to make sure they understand what is going on.
- Remember, things change - it is a dynamic working environment so discuss what to do if something isn't right or circumstances change.

If your Toolbox Talk highlights a problem with a procedure or risk assessment, don't ignore it. Investigate it and put it right.

At the end of the talk, everyone should know and understand what is to be done, how they are going to do it and what their role is. If everyone understands the risks and the reasons for the instructions, they are more likely to follow them.

Search **"Toolbox Talk"** on our website to find out more and access a free printable guide.



New Vessels



Sunderland Marine in the Community

Tamaha Sea Scouts

Sunderland Marine are proud to have funded new life jackets and NZ Coastguard Day Skipper training for the Tamaha Sea Scouts who are based in Mapua near Nelson. Chris Barrett, Branch Manager was pleased to pay the group a visit earlier this year. Their mission is to "empower youth through adventurous experiences to lead lives that make a positive difference".



Nelson Lions

Our New Zealand office have also supported the Lions Club of Nelson to bring 'Circus Quirkus' to children of the greater Nelson-Tasman region, many of whom live with disabilities, illnesses or poverty. The primary charity focus for Circus Quirkus in 2022 was "Youth Wellbeing & Personal Development" and the organisation aim to inspire and develop leaders of the future and make a positive long-term difference in the local community.



Introducing "Hoiho" from Akaroa Salmon



Owned by Akaroa Salmon, 'Hoiho' is a brand new alloy, salmon farm workboat operating in Akaroa Harbour.

Introducing "Christiona"



Built by Image Boats Ltd in 2021 and owned by Craig and Christine Aston, 'Christiona' operates primarily as a recreational vessel out of D'Urville Island in the Marlborough Sounds.

Sunderland Marine is celebrating a milestone this year - 140 years in fishing!

Established back in 1882 in Sunderland, in the North East of England, we have experienced many changes in the fishing industry throughout our history - from developing technology to the introduction of new practices and regulation. We are proud to have been your insurer of choice over the years.

The New Zealand office has been situated across various locations in Nelson since 1989. Currently based near the port, the office is now in a prime location close to the local marine and fishing industry.

Celebrating

140

1882-2022
years in fishing



Celebrating 140 years in fishing 1882 – 2022

This year, we celebrate our 140th anniversary. When Sunderland Marine was established in 1882, Queen Victoria was on the throne and fishing vessels were powered by steam.

Since then, we have experienced two world wars and tremendous change across the fishing industry as a whole. In these years, the company has grown from insuring just a few vessels in the North East of England to providing cover for over 8,000 vessels all over the globe.

1882

SUNDERLAND MARINE ORIGINS

'Total Loss Mutual Steamship Insurance Company' was formed in Sunderland and by 1884 they insure 64 vessels. Queen Victoria is on the throne and Sunderland is one of the UK's major ports.

1914
1918

WORLD WAR I

All steam trawlers, drifters and their crews are instructed to return to their home ports. During the war they are used as mine-sweepers and patrol boats.

1939
1945

WORLD WAR II

Again, fishermen are called upon to play their part in the British Naval Forces but with the fleet now ageing and in poor shape.

1982

100 YEARS OF SUNDERLAND MARINE

It insures nearly 3,000 fishing vessels, representing over 50% of the entire inshore fishing fleets in the UK & Ireland.

1974

A MERGER TAKES PLACE

Sunderland Marine merges with the marine underwriting firm Salvus, Bain & Arnott Ltd, also based in Sunderland. They had a combined total of 1,600 insured vessels.

1962

THE COMPANY IS RENAMED

'Sunderland Marine' was born. Queen Elizabeth has been on the throne for a decade and the era of steam-powered vessels is well and truly over, with steam replaced by diesel-power.

2014

THE NORTH GROUP IS FOUNDED

Sunderland Marine merges with North P&I, giving increased financial security and global reach.

2022

140 YEARS OF SUNDERLAND MARINE

In our 140th year we are proud to insure over 8,000 vessels and have over 3,000 Clients globally.

Celebrating
140
years in fishing

THANK YOU

Sunderland Marine would not be here to celebrate this anniversary without the support of our Clients and we would like to say a huge thank you to you all.

Your Insurer of Choice

We are aware that you have a choice when it comes to your marine insurance provider however rest assured that as market leading experts, you can trust us to provide the best possible cover for your commercial or recreational vessel.

Built on our experienced understanding of the markets we are involved in, we take pride in the service we provide to brokers and clients. This service is further enhanced by a network of global intermediaries and correspondents. We endeavour to handle claims in an efficient and responsive manner, so you can minimise downtime and commercial impact following an incident resulting in loss or damage.



Bank detail verification checks

Please don't be surprised if we contact you to verify bank details when making a claim payment or premium refund. Where considered necessary, these checks have been introduced as an additional safety measure to ensure transactions are carried out efficiently and securely.

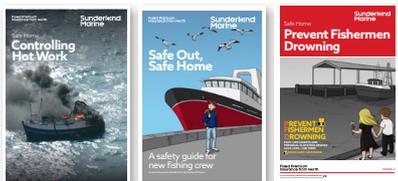


sunderlandmarine.com

It's been over a year since we launched the revamped version of our website and we hope you have found the news and resources useful.

Here is a reminder of the content:

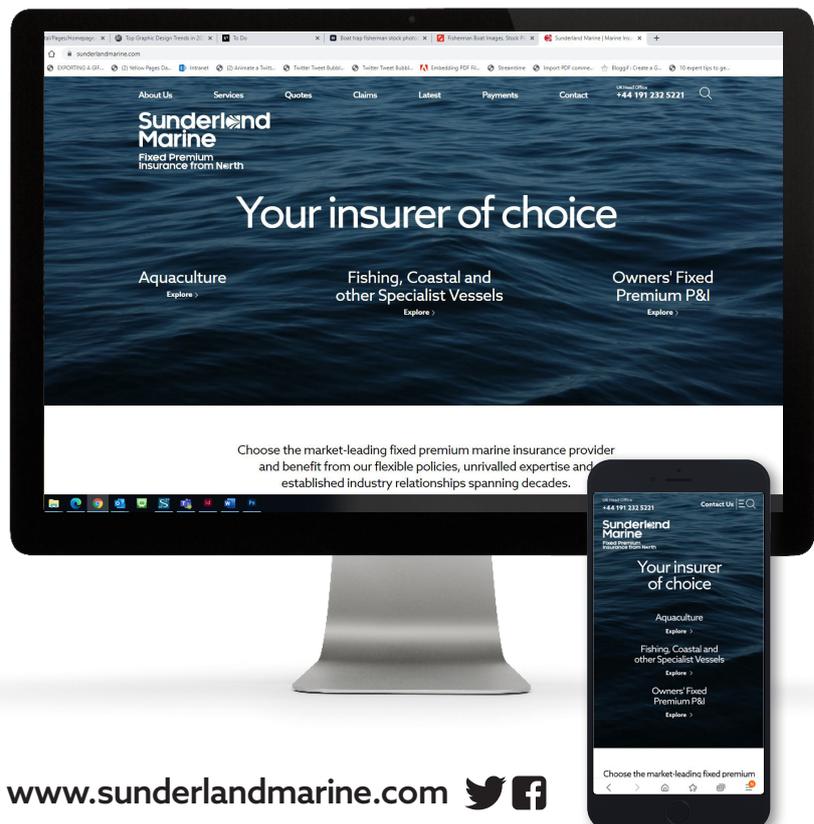
- o Industry News
- o Sunderland Marine Updates and Publications
- o Health & Safety Guides and Briefings
- o Health & Safety Posters
- o Team Information and Contact Details



What do you want to see more of on our site?

Please get in touch to let us know via

info@sunderlandmarine.com



www.sunderlandmarine.com



Your team

Contact our underwriters and claims handlers on: **+64 3 546 8830**,
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Graham Wilkie

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Graham Wilkie, Senior Claims Adjustor, is one of our most experienced team members. He joined Sunderland Marine back in 1996 and is based at North's head offices in Newcastle upon Tyne, UK. Graham first started working on New Zealand claims in 2017, handling claims from notification to completion with expertise in hull & machinery, P&I property claims and aquaculture. He last visited our office in Nelson at the end of 2019 and is looking forward to being able to visit again when it is possible.

NZFCF Conference

The New Zealand Federation of Commercial Fishermen Conference headed to the North Island this year and took place in Napier across 2-3 June. Sunderland Marine was the principal sponsor of this important event and it was fantastic to see so many of you there!



Disclaimer

The purpose of this publication is to provide information which is additional to that available to the maritime industry from regulatory, advisory, and consultative organisations. Whilst care is taken to ensure the accuracy of any information made available (whether orally or in writing and whether in the nature of guidance, advice, or direction) no warranty of accuracy is given and users of the information contained herein are expected to satisfy themselves that it is relevant and suitable for the purposes to which it is applied or intended to be applied. No responsibility is accepted by Sunderland Marine or by any person, firm, corporation or organisation who or which has been in any way concerned with the furnishing of data, the development, compilation or publication thereof, for the accuracy of any information or advice given herein or for any omission herefrom, or for any consequences whatsoever resulting directly or indirectly from, reliance upon or adoption of guidance contained herein.

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