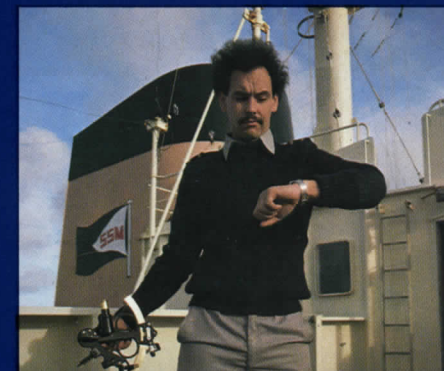


Scottish Ship Management









#### AN INTRODUCTION

This brochure is intended to serve as a guide to the extensive range of work and operations undertaken by one of the world's leading companies in its field — Scottish Ship Management.

The Company has always been forward looking and progressive, with adaptability an integral part of this approach — a necessary outlook which, we have found, keeps us at the forefront of our business.

Scottish Ship Management, or SSM as we are often referred to, has an expertise based on long experience in the business which goes far deeper than can be conveyed by the brief outline in this publication — those who know us will already be aware of this. To those who do not know us — allow us to introduce ourselves...



## SCOTTISH SHIP MANAGEMENT

Scottish Ship Management Limited was formed in 1968, as a result of the merger of the shipping staff of H. Hogarth & Sons and Lyle Shipping Co. The object was to centralise the management and operation of those two Scottish companies and to pool their respective fleets in order to become a stronger market force. H. Hogarth & Sons have been shipowners since 1862 whilst Lyle trace their origin back to 1798.

In 1980 Lyle acquired the 50% of Scottish Ship Management owned by H. Hogarth & Sons making SSM a wholly owned subsidiary of Lyle Shipping. SSM still manages the Hogarth fleet as well as that of its parent, Lyle.

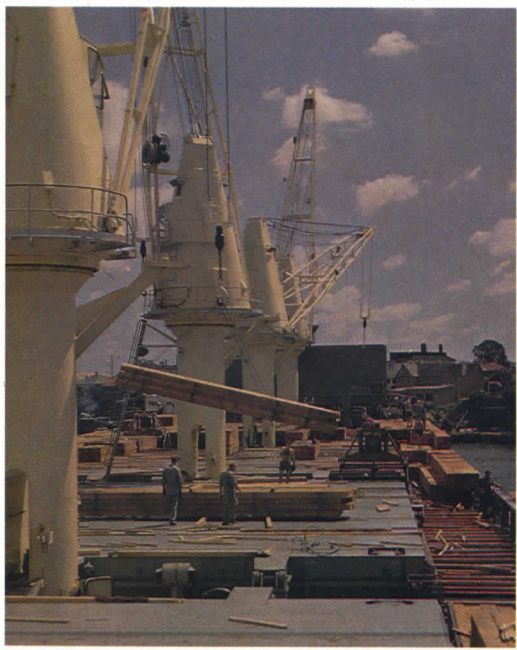
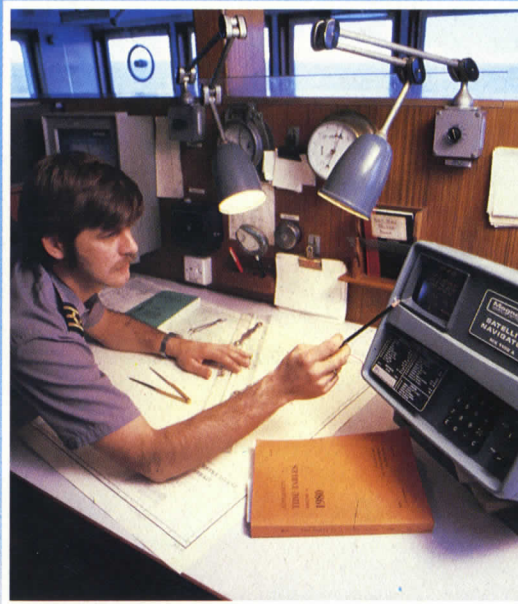
The Company maintains Offices in U.K., Australia and U.S.A. and employs over 400 people.

1	2	3
4	5	6

- 1 Deep laden
- 2 Grab discharge
- 3 Satellite Navigation
- 4 Planning by Superintendents
- 5 Timber discharge
- 6 Boat Drill









## SHIP MANAGEMENT

We offer shipowners the most up to date management services. The range is from technical to comprehensive management and whatever the choice, the closest liaison between client and the company is ensured, not only at Director but also at grass roots level.

## PERSONNEL

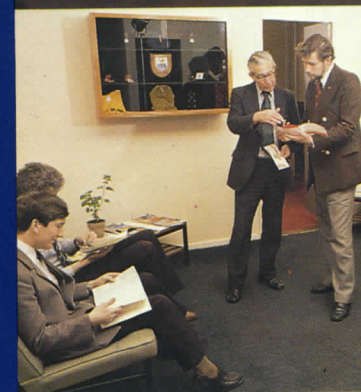
The Personnel Department deals with all aspects of ship manning. General purpose as well as conventional manning is available as are crews of any nationality. In all instances modern techniques in shipboard management are used and personnel records are largely computerised. The company is committed to a navigating and engineering cadet training programme.

## TECHNICAL/MARINE

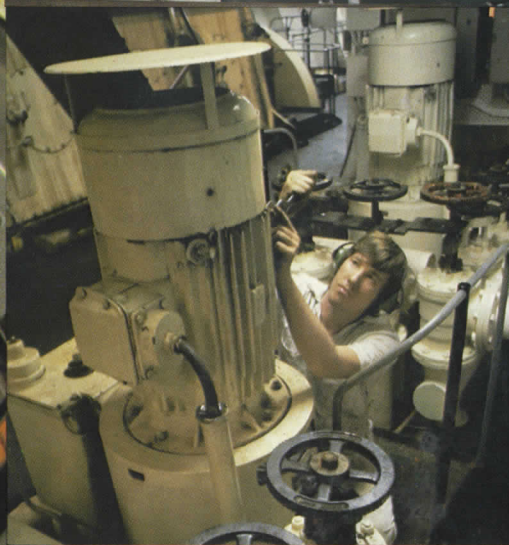
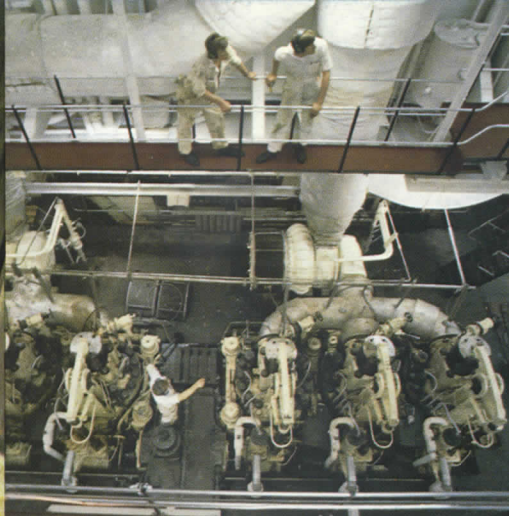
This Department provides the full range of design and service support to clients: newbuilding, ship design plan approval and construction supervision, pre-purchase inspections, re-engining and comprehensive supervision of repair/survey work in managed vessels. The Technical Department provides a computerised planned maintenance coverage and a complete back up purchase service of computerised spare parts, stores and lubricating oils, where the client benefits from bulk purchasing.

1			7	8
2	4	5	9	10
3			11	12

- 1 Ship Board Management meeting
- 2 Personnel interview
- 3 Familiarisation
- 4 Only the best!
- 5 Officers Saloon
- 6 Chief Engineer in Engine Control Room
- 7 General view of Engine Room
- 8 Equipment tests in Engine Room
- 9/10 Ships Engineers overhauling Auxiliaries
- 11 Radio Room
- 12 Making Fast









## OPERATIONS

This Department, apart from being responsible for the efficient running of the owned fleet, manages operations of time-charter vessels and provides performance monitoring, bunker stems under fleet contract conditions, fast legal interpretation of charter party disputes and speedy finalisation of voyage accounts.

## AGENCY

Agency is offered in Glasgow and Sydney.

Glasgow covers the Clyde and particularly Hunterston Ore Terminal and Finnart Ocean Oil Terminal where our own personnel are on the spot. At all other Scottish ports sub agents are used.

In Sydney N.S.W., Australia, a full management, chartering and Marine Department is maintained and agency for N.S.W. ports is undertaken as well as supervision of sub-agents at other Australian ports.

## INSURANCE

Hull and Machinery cover can be placed through another Lyle subsidiary, the insurance brokers, Lyle Gibson & Co. Ltd., who are just as at home in the North American, Scandinavian or Far East markets as they are at Lloyd's of London. Protection and Indemnity, freight defence and demurrage entries can be arranged with United Kingdom and Scandinavian Clubs with whom we have been associated for over 50 years.

Strike cover can also be arranged.

## CHARTERING

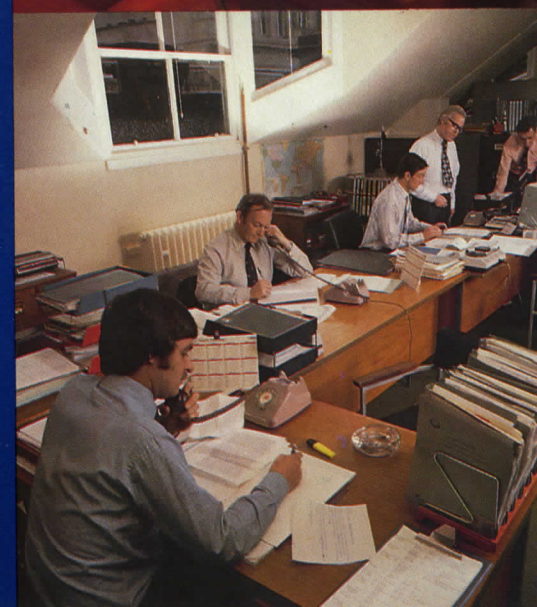
The owned fleet are handy sized bulk carriers in the 22-27,000 DWT range but extensive chartering in ships up to 120,000 DWT is carried out at the company's principal chartering departments located in Glasgow, Sydney, N.S.W. and New York under the name of S.S.M. and in London under the name of John Kilgour & Co. Ltd. (a wholly owned subsidiary).

## SALE AND PURCHASE

Sale and Purchase is an expanding new adjunct to the traditional chartering and shipbroking department and the placing of newbuilding orders and the sale of second-hand tonnage are regularly featured.

1
2 3

- 1 Board Room, Head Office
- 2 Operations liaison meeting
- 3 Ship Managers in discussion







## FINANCE AND ACCOUNTING SERVICES

In this field the company can prepare annual budgets, comparison of budgets with actuals, quarterly forecasts and the monitoring of survey and repair costs.

We are experienced in arranging finance for the purchase of new buildings and second-hand tonnage, including mortgage finance and long term leasing. Combined with this is direct knowledge of tax advantages in several countries enabling us to advise clients interested in a financial package on an overall basis.

## DATA PROCESSING

Our wholly owned subsidiary, Clyde Computer Services Ltd., employs advanced processing techniques using up to date hardware and encompassing all aspects of ship management. Clyde Computers are available for consultancy, system design, programming and bureau processing in any commercial activity. This Company has a considerable client list covering an extensive range of varying commercial applications.



1	2
3	

- 1 Data Processing
- 2 Communications link with overseas officers
- 3 Reception



## THE FLEET

Scottish Ship Management is synonymous with worldwide trading but more especially with the self-discharging trades, especially in the Far East. All the "Cape" and "Baron" vessels are equipped with power grabs and electro hydraulic cranes. Grain, alumina, coal, phosphate, iron ore are all regularly loaded and discharged with vessels' own grabs.

The fleet is ideal for parcels, suitable for containers on or underdeck and consists of four main categories, Horten 22,000 DWT, Haugesund 24,000 DWT, Rio 26,500 DWT and Govan Class 27,000 DWT.

Long term time chartered vessels of up to 40,000 DWT are fitted with self loading and discharging equipment and supplement the smaller vessels of the owned fleet.



*Illustrated opposite  
Haugesund, Horten, Govan and Rio class ships  
loading and discharging.*





Scottish Ship Management Ltd.,  
40 Buchanan Street,  
GLASCOW G1 3JZ.  
Tel: (041)-248 2333  
Telex: 778133  
Cable: Management

Scottish Ship Management  
(Australia) Pty. Ltd.,  
13th Floor  
Standards House,  
80 Arthur Street,  
North Sydney,  
N.S.W. 2060,  
Australia.  
Tel: (612)-929 0233  
Telex: AA 27398  
Cable: Scottish

Scottish Ship Management (USA) Inc.,  
Mead House,  
523 East Putnam Avenue,  
Greenwich,  
Connecticut, 06830  
U.S.A.  
Tel: (203) 661 8100  
(212) 828 4422  
Telex: 996522  
Cables: Scottish Greenwich

John Kilgour & Co. Ltd.,  
Creechurch House,  
Creechurch Lane,  
LONDON EC3A 5DS.  
Tel: (01)-283 6504  
Telex: 883537  
Cable: Kilgour London





Scottish Ship Management Limited  
'We are reliable'