

## **Simon Cox**

The decision to become a shipbroker, the profession of my father, was somewhat of a surprise to my family (and myself) when I started in 1980. My plans for accountancy were quickly extinguished when I realised it was quite dull. The life of a shipbroker over the last 42 years has been many things but never dull! After several jobs in the 1980s, I joined Angus Graham and Partners in 1991, rising to Senior Partner before the company was acquired by Howe Robinson Shipbrokers in 2006.

My main client base prior to 2006 was in the Latin American Grain trade. In 2007 I was asked to set up a Cement Carrier Desk which is now run by Dimitrios Georgantis. We have 30 years between us in Charter, Sale, Valuations, Research and Analysis of these specialist vessels. Our clients include the major shipOwners, Cement Producers, Traders and end users in the sector, as well as banks, trading houses and other companies who have interest in moving cement by sea is the most efficient vessels afloat.

The Turkish Cement industry is fundamental to Mediterranean cement trade, with shipments leaving every week in Cement Carriers to markets including Israel, Romania, Greece, Italy and France.

The challenges faced by Turkish producers in this time of high energy bills will become a real issue to their overseas clients as well. My presentation will explain the global deployment of cement carriers, supply/demand, new ships, retired ships, detail on the markets that Turkey needs to be involved in. We will also touch on the new regulations on Emissions and how it will effect Cement Carriers, over the last 15 years I have been presenting on the Cement Carrier sector to conferences seminars and clients around the globe.