

## JOHN THOMPSON

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### INDUSTRY EXPERIENCE

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- Chartering in; All sizes (Small & Intermediate Tankers to VLCC), spot and time charters, CPP, DPP, Crude, Chemicals, LPG, and Acid
- Chartering out; Owned fleet and spot vessels
- Commercial Management; Some owned ships were employed in a pool
- S&P; Identified and negotiated the purchase of 5 MR's
- Technical Management; Crewing, repairs, insurance and dry docking
- Claims; Working with P&I Clubs and legal representatives
- FFA Trading
- Crude, CPP and LPG Operations
- Marine Vetting; OCIMF, SIRE and Rightship

### Employment

27/9/05 -30/4/18                    **Shipping Manager**  
Hartree Partners UK Ltd (previously HETCo), London

I was responsible for all aspects of shipping for our trading offices in Geneva, Singapore, London, Dubai, Houston, and New York. Chartering of ships (spot and time charters for CPP, DPP, Chemicals and Crude and LPG), providing shipping / trading intelligence, running forward freight curves and analysis of trading opportunities. My responsibilities also included the assessment and development of physical storage facilities and terminals to create the most effective and optimal trading operations which formed part of the companies trading assets. I ran my own speculative paper trading portfolio whilst also providing a freight trading and execution service for traders within the company and our business clients when required. More recently my focus was on S&P investment opportunities meaning I was working with fund managers, lawyers and technical managers, as well as trading the assets / ships on period and spot bases.

13/8/01 – 26/9/05                    **Clean Chartering Manager**  
BP Oil International Trading (IST), London

I had line management responsibility for five clean charterers based in London. The teams primary responsibilities were to provide a chartering service to the product trading teams based in London, working with the clean charterers based in Singapore and the U.S.A., as well as maximising BP Shipping's PnL contribution to the business. This entailed spot chartering ships when required, providing physical shipping or freight rate cover, trading our owned vessels, making forward market calls, developing innovative freight solutions to facilitate trading opportunities, and supplying shipping and trading market intelligence. Maintaining the owned shipping pool dynamics in line with forward trading strategy was an ongoing task and achieved through the BP Shipping new buildings programme and short/medium term time-charters when suitable. The team was also active trading forward freight contracts (FFA's) to hedge vessel income and in order to take speculative positions enhancing the clean shipping PnL.

8/5/00 – 10/8/01            **Senior Crude Charterer**  
BP Oil International Trading, London

I was a member of the crude oil chartering team and whilst in the role was chartering ships (Aframax, Suezmax and VLCC) to cover the crude oil trading teams shipping requirements. I also spent a period of time managing the BP crude shipping fleet ranging in size from a small handy ship trading in the Mediterranean to our fleet of six VLCC's.

16/6/97 – 5/5/00            **Senior LPG Operator**  
BP Oil International Trading, London

I was a member of the LPG Trading team with responsibility for two operators. My primary responsibility was to maintain effective operations cover for all of our trading activities, which included LPG movements around our Grangemouth and Coryton refineries, all terminals in which we operated as BP or had commercial relationships with other equity holders and many other entrepreneurial activities. All efforts were focused on maximising the bottom line through a professional operations performance while also maintaining the high HSE / Shipping standards that BP operated under. I also managed the LPG term acquisition portfolio. This involved maintaining existing relationships and re-negotiating current contracts while also building a number of relationships with new suppliers and equity holders which resulted in a number of new term and spot supply deals.

10/4/95 – 13/6/97            **Crude Oil Operator**  
BP Oil International Trading London

I was a member of the North Sea Trading team with primary responsibility for the operation of all BP's UK sector interests, providing cover for all other North Sea crude oil operations and BP's 15-Day Brent Book. My responsibilities included the enhancement of the contractual and financial performance of all deals whilst optimising the position of the BP group both operationally and commercially.

2/12/91 – 7/4/95            **Systems Analyst**  
BP Oil Distribution Europe, Hemel Hempstead

The European Terminal Automation System (ETAS) is BP's standard automation platform for all terminal automation systems in Europe. I was responsible for developing an operational methodology for BP's European distribution network challenging old procedures and establishing new working practices. For the first site implementation I co-ordinated activities between BP and the appointed systems contractor and also supervised much of the engineering installation in an operational terminal, trained end users, and commissioned the BP mainframe to ETAS link. I managed the ETAS testing team who were responsible for system acceptance on behalf of the business and had line management responsibility for one programmer.

9/1/89 – 29/11/91            **Senior Contracts Engineer**  
BP Euroservice Ltd, Hemel Hempstead

I was responsible for contractor analysis prior to selection for tendering on BP Oil UK construction contracts. I drafted the contract documentation, issued tender enquiries, completed bid evaluations, conducted contract negotiations, and managed the final award of the contract. I was a key player in the settlement of claims as a result of contract termination, contractor insolvency, the introduction of extra works, and various other situations. I also designed and implemented a PC network based supplier and contractor database.

21/9/86 – 6/1/89

**Manufacturing Systems Engineer**

Lucas Aerospace, Power Systems Division, Hemel Hempstead

The Power Systems business required a complete manufacturing review and I was a member of the team running a number of projects that formed part of the business redesign. I was appointed team leader for the review of production procurement systems/organisation, and for the design and implementation of a manufacturing cell as part of the overall implementation of a cellular manufacturing structure.

September 1986

**Graduate Production Engineer**

Ford Motor Company, Dagenham, Essex

Product Programme Analysis - I was responsible for the financial analysis of plant investments required to cater for the introduction of 'running changes' on existing products.

**EDUCATION & QUALIFICATIONS**

1987-1990

Warwick University

MSc Manufacturing Systems Engineering

1982-1986

Newcastle upon Tyne Polytechnic

BSc (Hons) Mechanical Engineering (4 year thin sandwich) Class II:i