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**IUMI**  
**International Union of Marine Insurance**

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#### **Annex 4**

Wednesday

SG's speech

Dear IUMI family, dear friends, ladies and gentlemen

In a few minutes, when our president will officially close the San Diego conference 2012, also a decade will close its books.

My decade of service for, my 10 years as secretary general of this great union of ours.

I shall not try your patience too much, that I promise.

But jubilees – and I look at these 10 years in no other way – need to be celebrated.

And a celebration speech traditionally has three parts,

one being a look-back and

one being a look-forward and

one thank-you part.

Since I am in many ways a traditionalist, I shall stick to this form and first remember.

I remember many highlights.

Seville 2003, Singapore 2004, Amsterdam 2005, Tokyo 2006, Copenhagen 2007, Vancouver 2008, Bruges 2009, Zurich 2010, Paris 2011 and now San Diego.

I also remember how incredibly quickly our union grew, how it put on weight – for once an excellent development, no slim-fast required nor desired. During many years, we were an organization comfortably nested in a niche, content with catering for its members, happy with the conviction that our business was so special, so complicated, so demanding that no-one from outside would have a chance to grasp what we marine insurers were really doing.

But we broke the walls of this our niche down. We stepped forward, with mighty steps, I would say, and we started being aware of and using the media, the press even television, we voiced opinions, we took positions, we started showing teeth. Not everybody may or may have agreed to some of these positions, but everybody agreed and agrees that visibility is necessary. Visibility – sometimes – is uncomfortable to some but it is a must, and to excel in our work, our core-competencies also is a must.

We started realizing that we have neighbours on all sides of our IUMI garden, and that the idea of fencing us in was and is not a good idea.

Bad ideas need to be scrapped, and that we did. It is gratifying to note that many of our neighbours responded to IUMI's wide-open arms. Some of them, our affiliates, are with us here in San Diego, some of them, our IPPs, share our thoughts and are happy with the network and platform IUMI is giving them.



IUMI found out that it has a voice, a voice that many like to hear. Not a shrill or a squeaky piping voice, but a voice of assuredness, conviction, a voice with experience and knowledge behind it.

It is a voice which shall grow in volume, in the media, with fellow organizations, with lawmakers and with our membership. A voice which is already now heard in many quarters and a voice which will be heard by others where it is a murmur only right now, but not for much longer.

IUMI started flexing its muscles and it realized that its shirt started cracking at its seams.

I heard that cracking.

And that led, after our 2009 conference in Bruges, to the famous working papers 1 and 1a which I introduced during the EC winter meeting in 2010, a paper called IUMI 2015. With alacrity, spontaneity and conviction it was taken up by two presidents, Deirdre Littlefield and Ole Wikborg, and its result will be a modern IUMI, loosely clothed, a IUMI with the gift of 360 degrees sight, an agile quick and versatile organization.

From here on to heaven? Not necessary, nor desirable, but from here on to new heights, yes, that is desirable. IUMI has a lot to accomplish, a lot to do and many projects which will require work, dedication, effort – unselfishly given by many, for the cause, the greater cause which is our line of business.

Who is able and willing to do that?

Super-humans, may be – or probably just people who love what they are doing, who enjoy their work, who are ready to protect and preserve what they believe in. You are these super-humans. You, everybody who is sitting here in this audience.

You set aside politics, you publish and comment your agendas, you show respect towards others who work along with you and you believe. You believe that it is worth the effort, the struggle, that the result is what counts: a better marine insurance world.

From here on to heaven? No, but the future will bring us

- a sound membership basis with meaningful representations on all continents and with all services connected to trade, national or international
- a sound financial basis from which to operate
- a representation in all places where political decisions are shaped, drafted and enacted
- a quick reaction decision-maker
- a voice, not necessarily of thunder, but a clear, convincing voice, a voice without discord, a true voice.

A decade is over, and for me it's time to leave the ship. The pilot goes overboard, but he leaves a lot of excellence behind, starting with the captain and his officers, and the many department heads who are necessary to operate a vessel. Leaving: yes, that makes me sad. But leaving, to me, does not mean abandoning our organization. It means leaving it to others in good shape, ready to continue doing battle, ready for a great future.

I would like to thank the many who took up the rope and pulled it along the same way as I suggested. That some sometimes had a bit less pull than I felt was necessary is/was part of the job. That some pulls got a wee bit diverted from the north/south axis – no problem.



I want to thank first of all the executive committees – it's not only the one you see here – and 4 presidents I had the pleasure of serving with. I want to thank the committee chairmen, the committee members – in fact all of you who have been instrumental in bringing the IUMI dream to reality.

Thank you and good luck to our union.