



MAY 20, 2016

CIRCULAR NO. 20/16

TO MEMBERS OF THE ASSOCIATION

Dear Member:

THE AMERICAN CLUB WINS THE LLOYD'S LIST 2016 NORTH AMERICAN MARITIME SERVICES AWARD

Members will be interested to know that the American Club has won the *Lloyd's List* North American Maritime Services Award for 2016. The presentation of the award took place in New York yesterday evening in the presence of a large congregation of luminaries from the North American maritime community. The Chairman of the Board of the American Club, Mr. Arnold Witte, accepted the award on its behalf.

This distinction was bestowed on the Club by a 14-strong judging panel representing many sectors of the shipping industry. It speaks to the high regard in which the American Club is held by the maritime community and represents a fitting tribute to all its Members on the eve of its centennial year.

The attached commendation highlights the considerations which were taken into account by the judging panel in choosing the American Club for the award from a very strong field of finalists.

Your Managers wish to thank Members for their support of the Club over the years which has led to the recognition it gained last night here in New York.

Yours faithfully,

Joseph E.M. Hughes, Chairman & CEO
Shipowners Claims Bureau, Inc., Managers for
THE AMERICAN CLUB

ATTACHMENT TO CIRCULAR NO. 20/16 OF MAY 20, 2016

**COMMENDATION OF THE AMERICAN CLUB RECOGNIZING ITS SUCCESS IN WINNING THE
LLOYD'S LIST 2016 NORTH AMERICAN MARITIME SERVICES AWARD**

The American P&I Club has developed over recent years into a strong player in international marine insurance. Having grown and diversified, it now has a truly global presence and a broad range of products. Approaching its centennial, the Club celebrates a distinguished past and welcomes a future of continuing success.

The American P&I Club is the only mutual protection and indemnity insurer domiciled in the Americas. Founded in 1917, it has provided nearly a century of dedicated service to both the domestic and international shipping communities.

For much of its history, the Club insured only US-based shipowners. But in the mid-1990s the Club adopted a new strategy of international growth and diversification.

Since then, the American Club has undergone a remarkable transformation. Its achievements over the period include: a fivefold increase in entered tonnage; fourfold premium growth; eightfold growth in funds under investment and a tenfold increase in free reserves; a broad and expanding international membership, 47% of its revenue now coming from EMEA, 32% from the Americas and 20% from Asia. Twenty years ago, less than 10% of its income came from non-US sources.

The Club has also developed extensive international service capabilities. In addition to its New York headquarters, it has dedicated offices in London, Athens, Hong Kong and Shanghai, with a Houston office opening soon. Also, having originally been only a reinsured member of the International Group of P&I Clubs, the American Club is now a full member of this preeminent industry collective in which it plays an active and important role.

The American Club takes pride in its energetic promotion of maritime safety and loss prevention. Its publications and training materials – together with other focused initiatives – are second-to-none in the industry. Its proactivity in this area is driven not only by the benefits it brings to the Club but also by a desire to support society's common interest in the safety of life at sea and the preservation of the marine environment.

The American Club has also expanded its line of insurance products in recent years. In addition to P&I and FD&D cover, the Club now provides a full catalog of related protections. It has also pioneered new areas of business such as its Eagle Ocean Marine facility which boasts a growing footprint in the fixed premium P&I sector across the world. Most recently, the Club has further diversified into the hull insurance market through its investment in the American Hellenic Hull Insurance Company in Cyprus.

Occupying a unique position within the North American marine insurance community, there can be no better example than the American Club of US service outreach to the world in recent years, the Club having emerged as a global player commanding universal respect within the industry.