



*For Immediate Release*  
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## DON POLITI LEADS TRAINING SEMINAR

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Per diem and demurrage were the hot issues discussed at the first training session led by Don Politi, the former long time Director of Credit and Collection of Hapag-Lloyd. The session took place at Metro Group Maritime's Wall Street headquarters on Friday, May 23rd, 2008. Though many issues related to steamship line receivables were discussed, the debate often focused on the collection of equipment charges. Mr. Politi emphasized that even within the transportation industry, there are disagreements on the vocabulary of terms concerning equipment and equipment charges. In response, he and MGM's employees discussed the possibility of creating an industry-wide glossary. Mr. Politi stressed that the collection of per diem is especially difficult. As an example, he recounted a story where the consignee was paying the trucker the per diem to pass it through to the steamship line. The trucker then did not forward the payment on to the steamship line and told the steamship line that they had not received the money from the consignee. In addition to per diem, the myriad steamship receivables discussed were freight, demurrage, and maintenance and repair.

Though Metro Group Maritime employees are already experts at collecting maritime and transportation debt, it was helpful to get insight from someone with so much steamship line employment history. Valli Piedra, a former CP Ships credit manager, who is now a collector at MGM, echoed many of Mr. Politi's theories and arguments. Ms. Piedra and Mr. Politi had previously collaborated at various steamship industry events.

“We are looking to be the best collectors of maritime debt in the world. Listening and collaborating with Don has bolstered our current efforts,” said Neil Ross of MGM. Added Marcus Arky of MGM, “Having exercises like this are part of what sets us apart and make us an alternative to the regular collection agency.”

“It was really a pleasure meeting with this extraordinary group of professionals. We had a great exchange of ideas and experiences,” says Don Politi.