



INTERNATIONAL
OIL POLLUTION
COMPENSATION
FUND

ASSEMBLY
17th session
Agenda item 23

FUND/A.17/20/Add.1
10 October 1994

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ESTABLISHMENT OF INVESTMENT ADVISORY BODY

Note by the Director

1 As instructed by the Assembly at its 16th session, the Director has submitted a report to the present session of the Assembly on the establishment of an Investment Advisory Body (document FUND/17/20). In paragraph 4.5 of that document, it was stated that the Director will submit, in an addendum, a proposal for the persons to be elected.

2 In proposing the candidates for appointment the Director has avoided the selection of any persons whose advice may not be regarded as sufficiently independent. By the very nature of the expertise required, however, a candidate may have previously been employed by an institution with which the IOPC Fund has investment dealings, although the candidate was neither recommended nor introduced by such an institution.

3 The three persons proposed by the Director are:

- (a) Mrs Maria Estella Beaman Gordon, Director, Robert Fleming & Co Ltd
- (b) Mr David Jude, Director, Cater Allen Ltd
- (c) Mr Simon Whitney-Long, Director, The Bank Relationship Consultancy

The autobiographical details of the nominees are reproduced in Annexes I, II and III

4 Action to be Taken by the Assembly

The Assembly is invited to give consideration to these nominations.

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ANNEX I**M. E. BEAMAN GORDON**

Flat 1
6 Redington Road
London, NW3 7RG
(071) 794-4930

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- 12/93-Present **ROBERT FLEMING & CO.**
25 Copthall Avenue, London EC2R 7DR
Director
Head of Treasury Sales for a team of five sales people covering foreign exchange and money market instruments to a fund management clientele. Responsible for the coordination of marketing and prospecting amongst fund managers within the UK as well as within the Flemings Group of companies.
- 2/91-4/93 **ROSENBERG INSTITUTIONAL EQUITY MANAGEMENT**
4 Orinda Way, Orinda, CA 94563
Marketing Associate/Portfolio Engineer
Prospect for and qualify institutional investors by attending industry forums and cold calling at this firm which specializes in systematic, quantitative equity management for pension fund accounts. Minimum separate account size is \$75 million.

Primary responsibility as portfolio engineer for three separate accounts is to review the system's recommendations to ensure compliance with client's stated performance objectives and desired level of risk tolerance.
- 7/88-8/90 **SCANDINAVIAN BANK GROUP plc**
2/6 Cannon Street, London EC4M 6XX
1989/90 **General Manager, Financial Engineering**
Provided structured finance and derivative products to Scandinavian client base. Transaction flow resulted from advising clients on reshaping their foreign currency assets and liabilities through the use of cross-currency interest rate swaps, long-dated currency forwards, future interest-rate agreements (FRA's), and currency and interest rate options.

Also developed Scandinavian interest rate arbitrage products for asset/liability management. Screened investment opportunities in collateralized bond obligations (CBO's) and highly-leveraged credit facilities.

Member, Board of Directors of Mortgage Trust (Berkeley, UK)
My responsibilities included funding of and providing advice with regard to interest rate management of a £150 million sterling residential mortgage portfolio for this wholly owned subsidiary of the bank.
- 7/88 **Manager, Treasury Sales/Capital Markets**
As a member of the treasury sales group, sold interest rate and foreign exchange derivative products to the Swedish and Norwegian client base. Also was a senior member of a small team that structured, managed and marketed a global fund to clients wishing to speculate in foreign currencies.

- 1983-1988 **SKANDINAVISKA ENSKILDA BANKEN CORP., NEW YORK**
245 Park Avenue, New York, NY 10167
- 1987-88 **Head of Foreign Exchange and Interest Rate Option Trading**
Took responsibility to set up a new unit that became the first Scandinavian bank to quote Scandinavian currency options. This included responsibility for developing risk management strategy, formalizing trading policy and procedures, overseeing accounting reports, and positioning/trading the options book.
- 1983-87 **Head of Corporate Foreign Exchange and Money Market**
Primary responsibility was to develop an active U.S. corporate client base with ongoing operations throughout Scandinavia. Target market was the top Fortune 100 multinationals. From 1983-1987, I increased our Scandinavian currency turnover from \$350 million to over \$2 billion, as well as expanding this profit center's client base from 5 clients to 50 clients.
- On the money market side, I increased our corporate client deposit taking base. By developing deposit relationships with U.S. multinationals and Latin American government agencies, our New York bank operations was able to fund 30-40% of its ongoing needs.
- Professional Seminars**
- 1988-1990 Spoke at several conferences sponsored by Scandinavian Bank for existing base of capital markets clients.
- Spring 1986 Organized and conducted a three day training seminar on options, derivatives and technical charting for SEBanken corporate clients in Stockholm.
- Guest speaker for BRI sponsored Options and Derivatives Conferences in London (October 1984) and Stockholm (March 1985).
- 1980-81 **DREXEL BURNHAM LAMBERT, INC.**
Trading Assistant for international cotton trading desk in New York. Registered as Associated Person with CFTC. Responsibilities including providing daily market information to customers, placing client orders, and handling administrative duties related to accounts.

EDUCATION American Graduate School of International Management
Thunderbird Campus, Glendale, Arizona

12/82 Master of International Management with Finance Emphasis

University of Texas at Austin
Austin Campus, Austin, Texas

5/79 Bachelor of Business Administration
International Business Major

PERSONAL DATA Date of Birth: January 27, 1957
U.S. Citizen

LANGUAGES Bilingual in English and Spanish

ANNEX II

DAVID JUDE
Little Orchard
Hillview Road
Claygate Surrey
KT10 0TU

TEL: 0372 465213

DATE OF BIRTH: 17.02.39

CAREER

1991 - TO DATE **DIRECTOR**
CATER ALLEN LTD. Leading City Discount House.

NATIONAL WESTMINSTER BANK GROUP

1989 - 1991 **HEAD OF FINANCIAL**
INSTITUTIONS
MARKETING Responsible for marketing products to banks
and building societies.

1983 - 1989 **DEPUTY TREASURER** Responsible for the daily management of
Natwest's sterling funding and liquidity. Total
value of book was £40bn; liquid asset portfolio
£5bn and treasury staff numbered 88.

1982 - 1983 **ASSISTANT DIRECTOR**)
of Lombard North Central, wholly owned
subsidiary of National Westminster Bank.

1980 - 1982 **TREASURER**)
Responsible for all wholesale funding
totalling £4bn.

1977 - 1980 **DEPUTY TREASURER**)

1975 - 1977 **PERSONAL ASSISTANT**
TO CHIEF EXECUTIVE Assisting in every way the Chief Executive
Mr Philip Wilkinson, later Sir Philip Wilkinson,
Chief Executive, National Westminster Bank.

1958 **JOINED LOMBARD NORTH CENTRAL**

OUTSIDE INTERESTS

HONORARY TREASURER
INTERNATIONAL
TENNIS FEDERATION World Body of Tennis with 48 Employees.

MEMBER - ALL ENGLAND LAWN TENNIS & CROQUET CLUB

HONORARY TREASURER
LOMBARD ASSOCIATION Leading City Bankers Association.

FAMILY

Married with 3 adult children.

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ANNEX III
Simon Whitney-Long

Whitney Lodge
High Street
Arlesey
Beds SG15 6SL

Date of Birth: 25.4.43

CAREER

1991 -	The Bank Relationship Consultancy Director	A leading consultancy dealing with Domestic and International Cash and Treasury Management
1984-1990	Union Discount Company of London Plc Executive Director	Responsible for managing Discount House involving UK and International money market, foreign exchange and derivatives. Total value of book £4bn.
1978-1984	Manager	Responsible for Liquidity and Eligible Bill Portfolio. Totalling £1.5bn.
1975-1977	Udisco Brokers Inc. New York President Wholly owned subsidiary of Union Discount	Responsible for office, broking in US Domestic and EuroDollar instruments. Staff of 10.
1971-1975	Assistant Manager	Responsible for EuroDollar CD Portfolio
1968-1971	The Chartered Bank Foreign Exchange Dealer	Responsible for major currencies.
1967-1968	Foreign Exchange Back Office	Position keeping.
1963-1967	Foreign staff trainee.	General office and branch work in Liverpool and Hamburg

Associate member of Association of Corporate Treasurers
Member Lombard Association (City Bankers Association)

Married with two daughters

Interests include languages, classical music, sport, reading.
