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For immediate release

## ***Witherbys to manage the sales and distribution of INTERTANKO publications***

INTERTANKO and Witherby Publishing Group (Witherbys), the specialist publisher of marine training, reference and regulatory materials, are delighted to announce that they have reached an agreement whereby Witherbys will manage the sales and distribution of INTERTANKO's publications.

From 1<sup>st</sup> July 2013, publications such as *Guidance Manual for Maintenance of Tanker Structures* and *Vetting Clauses – A Practical Guide* will be distributed from the Witherbys warehouse, outside Edinburgh, Scotland. Exciting publications for release second half 2013 include a 10<sup>th</sup> edition of the *Vetting Guide*.

*"INTERTANKO is delighted to be working with Witherbys to make the sales and distribution of its publications more effective and cost-efficient,"* said the Association's Managing Director Katharina Stanzel. *"Our e-books and our hard copy material give our members and many other customers the information they need. We now have an even better channel to distribute them."*

Witherbys has been managing INTERTANKO's e-Books since 1989 via Witherby Digital, which provides secure and up-to-date content to the marine industry.

Witherbys Managing Director Iain Macneil commented: *"We are thrilled to take over the management of the sales and distribution of INTERTANKO's list of publications. These titles are a super addition to our own titles, and cement Witherbys at the forefront of knowledge provision for the Maritime Industry."*

Distribution of these publications by Witherbys will allow ordering to become more streamlined. Orders for INTERTANKO books can now be placed alongside titles from OCIMF, SIGTTO, IMO, IACS, ITOPI and Witherbys.

Order online from INTERTANKO's Bookshop (<http://www.intertanko.com/Book-Shop/>) or from the Witherbys website ([www.witherbyseamanship.com](http://www.witherbyseamanship.com)); or by e-mail/telephone from INTERTANKO [bookshop@intertanko.com](mailto:bookshop@intertanko.com) +47 22 12 26 40 or from Witherbys +44 (0) 1506 463 227. Bulk orders can be placed online at [www.wsil-wholesale.com](http://www.wsil-wholesale.com)

### **About Witherby Publishing Group**

Witherby Publishing Group, which was formed from a JV between Witherbys and Seamanship International, is based in Livingston, Scotland and run by partners Iain Macneil and Kat Heathcote. Iain is an ex-mariner who set up Seamanship International to design and develop training and reference materials for the shipping industry. Kat, who has a background in the energy business including with BP and Wood McKenzie, joined the company in 2004.

The company has customers in over 180 different countries and has won a variety of awards including the Seatrade Award for best IT Application, the Lloyd's List Training award and the Queen's Award for Enterprise: International Trade.

The company publishes as Witherby Seamanship and Witherby Insurance. All digital versions and products are provided through Witherby Digital.

### **About INTERTANKO**

INTERTANKO represents independent tanker owners and operators of oil and chemical tankers is a forum where the industry meets, policies are discussed and statements are created. It is a valuable source of first-hand information, opinions and guidance. INTERTANKO has a vision of a professional, efficient and respected industry that is dedicated to achieving safe transport, cleaner seas and free competition

Membership is open to independent tanker owners and operators of oil and chemical tankers, i.e. non-oil companies and non-state controlled tanker owners, who fulfil the Association's membership criteria. Independent owners operate some 80% of the world's tanker fleet and the vast majority are INTERTANKO members. The organisation has 219 members from 40 countries, whose combined fleet comprises some 3,250 tankers totalling 284 million dwt. INTERTANKO's associate membership stands at over 300 companies with an interest in the shipping of oil and chemicals.

#### **For further information:**

Witherby Publishing Group

Clare Barron

Sales & Marketing Manager

[clare@emailws.com](mailto:clare@emailws.com)

Phone: +44 (0) 1506 463 227

Mobile: +44 (0) 7956 680 292

INTERTANKO

Bill Box

Senior Manager, Communications & External Relations

INTERTANKO

[bill.box@intertanko.com](mailto:bill.box@intertanko.com)

Phone: +44 (0) 20 7977 7023

Mobile: +44 (0) 774 380 1487