

changes, whereas with consensual law-making, as at the IMO, you obviate this risk.”

The IMO legislative process fascinates Adams and since he left IBIA to care for his wife, who had become seriously ill, he has indulged his love of law through acting as an expert witness in bunker disputes.

“It’s fascinating that there’s a perfectly valid, or potentially valid argument for both sides. One week I might work for a buyer and the next week for a supplier,” he said.

Needing a tough hide, expert witnesses often become the target of their opponents. Adams is stoic. “I go on what I understand to be the truth and that is what I will stand for.”

The homespun concept of honest dealings is something Adams remembers as an early lesson. “A former colleague, Simon Hemper, gave me some thought processes for business

that I still find valid today.

“In business, a lot of people don’t like chasing their invoices, chasing payment, chasing the money. But Simon showed me that if you have fulfilled your side of the deal, the other party should fulfill theirs.

Ultimately it comes down to being honest and doing the right thing.”

“You’ve got to have the confidence to ensure that a contract is fulfilled in its entirety. I used to feel embarrassed over payment of invoices. Not any more.” ■

> In the spotlight:

Ian Adams

Current position:

Managing director of IMA Marine since 2011

Career:

2001-11: International Bunker Industry Association, secretary-general (CEO 2009-11)

1998-2001: Hamworthy Marine/KSE, sales executive

1996-98: Deep Sea Seals, customer service engineer

Personal status:

Married, two children, one dog

Education:

Warsash College of Maritime Studies, UK

Hobbies:

Golf “every Saturday without fail. I love the challenge”; reading, notably John Gresham. “He often focuses on legal issues”

Philosophy of life:

“Take each day as it comes – and keep smiling”

