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Executive Profile

Frank Gallagher is a highly experienced shipping executive, who spent nearly forty-five years in the business, most of them involving crude oil tanker chartering, and was a member of the Baltic Exchange for twenty-five years.

He started worked in shipping in 1971, joining Denholm ship management as a navigating cadet officer, after leaving school at St Aloysius College Glasgow. A few years later, after training at sea and ashore at Glasgow Nautical College, he decided shore life was more to his liking.

Frank had spent two years physically sailing on the world's oceans serving on different wet and dry vessels up to 110,000 dwt. The wet ships saw him load at ports in Nigeria, Iran, and Saudi Arabia, with discharges in France, Brazil, Australia and Chile. The dry ships involved loading and discharging in many places including ports in Japan, Russia, Norway, Holland, Germany, Belgium, USA, Canada, and the UK

From Denholm's, he joined Texaco Oil Company in London as a chartering and claims assistant. His sea-going experiences, not least having to work with and gain the confidence of crews from various parts of the world, helped him to quickly settle into his new role. It was the start of a long shore career.

Frank moved on from Texaco, to work with other of highly respected companies in London: Panocean-Anco (Chemical carriers), Davies and Newman (Shipbroking), Burmah (Oil company and ship-owners), and Galbraith's (Shipbroking). Through this he has built an extensive knowledge of tanker business working practices

His areas of expertise include tanker chartering strategy from Owners', Charterers', and Brokers perspectives; freight negotiations; market analysis and forecasting; training and mentoring of shipbrokers. He has been actively involved in 'fixing' spot market, period and COA business throughout his career.

Frank also served for a time as Galbraith's Director member of the London Tanker Brokers Panel (LTBP) for freight rate assessments and lectured at times on Galbraith's internationally recognised shipping course which has been running for 50 years.

He has had many clients/connections but to name a few, Mobil, Texaco, Shell, Petroineos, Petroplus, Nynas, Coastal States, Niarchos, Bergesen, Viking Shipping, Globtik, Frontline, Tsakos, etc ,etc... .

Frank's time at sea and in management positions has seen him deal with people at all levels, from school leavers to managers and their CEO's, ship's captains, chief engineers and many owning and broking representatives in countries around the world.

His time on the water was on board the ships below.



Tulipbank



Arctic Troll



Dunadd



Naess Champion



Spey Bridge



Conon Forest