

MARINE INSURANCE COURSE 2017 FIVE DAY PROGRAMME





WHO IS THE CII?

The Chartered Insurance Institute (CII) is the world's leading professional organisation for insurance and financial services. It has more than 112,000* members who are committed to maintaining the highest standards of technical competence and ethical conduct.

A robust framework of learning and development solutions enable the CII to support corporate partners and individuals across the industry. It ensures that all members comply with minimum standards and inspires many more to achieve advanced levels of technical and professional competence.

**as at September 2014.*

WHAT ARE THE BENEFITS OF THE CII ACCREDITATION?

Continuing Professional Development (CPD) is a fundamental element of supporting an individual's ongoing career development as well as providing valuable support to wider business objectives. The CII CPD scheme operates on a credit based system with a requirement that 100 credits are accumulated each year. Marsh's Marine Insurance course has been reviewed and participating delegates can claim 30 CPD hours towards the CII member CPD scheme.

MARSH'S MARINE FIVE DAY INSURANCE COURSE 2017

THE PURPOSE

To equip delegates with an understanding of marine insurance and provide a working knowledge of the main classes of insurance such as marine cargo, hull, protection and indemnity (P&I), and other liability coverage and how these interrelate. The course examines standard coverage for each risk type, as well as providing an understanding of the maritime transportation industry, the people involved, the contractual relationships and responsibilities, along with the different types of vessel used, and the current issues within the industry.

COURSE CONTENT AND DELIVERY

The course includes lectures on the different types of modern commercial vessels, the international marine conventions currently in force (plus those such as the Rotterdam Rules 2009, yet to come into force), cargo packing, and declared weight issues. A foundation of the basic principles of marine insurance is also included, with special attention given to the Marine Insurance Act (1906) and the elements of it that remain after the Insurance Act 2015 came into force in August 2016.

Lectures are performed by senior Marsh experts, many of whom have over 35 years experience in the marine insurance market, both as insurers and brokers. The course combines formal but highly interactive lectures, videos, and discussions with dynamic exercises. Extensive notes and materials are supplied throughout the course.

COURSE DATES

Monday 3 April – Friday 7 April 2017

Monday 3 July – Friday 7 July 2017

Monday 4 September – Friday 8 September 2017

Monday 6 November – Friday 10 November 2017

BESPOKE COURSES

This course has proved very popular and to help meet demand we often run the course for individual companies. An increasing number of lectures and seminars are being performed around the globe in insurance/reinsurance companies, banks, and national insurance training colleges. If this is something that may be of interest to your company please contact us for further details.

In 2017, we will also be holding shorter courses in London. These will be specifically for non-London market delegates and will be on a single class of marine insurance (hull, cargo, or liability).

SUITABILITY

This course is suitable for:

- Those who are fairly new to marine insurance who wish to gain an overall knowledge of the various marine insurance classes.
- Those who may have extensive knowledge in one or two areas of marine insurance and who wish to widen their knowledge to include other marine risk classes.
- Those involved with reinsurance who need to understand the unique aspects of marine insurance.
- Those involved in shipping or other maritime industry practices, for whom marine insurance is an important consideration for their business operations.
- Those involved in the legal or financial aspects of shipping who need to deepen their knowledge of the scope and background of today's marine insurance.

Within the past six years the highly popular marine insurance courses run by Marsh have had to expand in number to cater for the demand and have been attended by delegates from over 50 countries around the world and from many spheres of activity including:

- Insurance brokers (UK and overseas).
- Insurers (UK and overseas).
- P&I clubs.
- Vessel charterers and charter brokers.
- Port authorities and terminal operators.
- Reinsurers.
- Banks and financial institutions.
- Cargo freight forwarders.
- Cargo owners.
- Shipowners and managers.
- Certificates of Financial Responsibility (COFR) providers.
- Maritime lawyers.
- Marine surveyors and salvors.
- Shipbuilders and repairers.

“I have learnt a huge amount and would recommend to anyone wanting to further their knowledge of marine insurance.”

P&I ASSOCIATION DELEGATE – JULY 2016



COURSE SUMMARY

LOCATION	Norwich, England
DURATION	Five days
FEE	GBP1,999 + VAT per delegate*
DATES	3-7 April 2017 3-7 July 2017 4-8 September 2017 6-10 November 2017
NUMBER OF PARTICIPANTS	Maximum of 25 per course

**This charge covers all course material, refreshments throughout the day, including a light mid-day lunch on each of the five course days, and one formal evening dinner. Travel, accommodation, and allied expenses are borne by the delegates.*

DISCOUNTS

For confirmed bookings made more than three months before the start of the course a 10% discounted price is applied, reducing the cost to GBP1,799 + VAT per delegate.

A further 15% reduction per delegate from the above gross price is offered for confirmed bookings of three or more delegates from the same company when booked to attend the same course and when booked at the same time.

Our courses are usually fully booked months in advance, so please book early to avoid disappointment and benefit from the early payment discount.

LOCATION

Although originally held in Marsh's Norwich office the course steadily outgrew the facilities and is now held at the state-of-the-art conference facilities in the prestigious King's Centre in Norwich. The spacious, modern conference facilities and breakout areas enhance the learning experience, along with the superb catering and refreshments provided.

HOTEL ACCOMMODATION

Marsh has secured very competitive rates at the Maid's Head Hotel in Norwich (GBP85.00 per night bed and breakfast), which is no more than an eight minute walk away from the King's Centre conference venue.

Please indicate on the **registration form** if you require accommodation and Marsh will gladly arrange the booking of delegates into the Maid's Head Hotel. Hotel bills need to be settled upon departure and are not included in the course costs.

Maid's Head Hotel is reputedly the oldest hotel in Britain, dating back to 1100 AD, and is in the heart of the historic Cathedral Quarter of Norwich city centre within easy distance of numerous restaurants and shops.



The hotel has had some notable guests over the years including Queen Elizabeth I, Catherine of Aragon, and the Black Prince.



It is said that Lord Horatio Nelson who was born in Norfolk had his first pint of beer in the Maid's Head Hotel bar before joining the Royal Navy at the age of 12.





“The course was excellent. Visual presentations and handouts were invaluable. I will certainly be recommending this course to my colleagues.”

MARINE INSURER DELEGATE – APRIL 2016

COURSE PROGRAMME

LEARNING OBJECTIVES: DELEGATES WILL UNDERSTAND AND BE ABLE TO EXPLAIN THE FOLLOWING.

DAY ONE

SHIPPING CONTRACT AND INSURANCE ISSUES

- How goods get moved around the world, the important contracts employed, and the roles and responsibilities of those involved.
- The international documentary credit system, incoterms, and contractual relationship between buyers and sellers.
- The cargo and insurance implications of the various contracts of sale.

BACKGROUND TO MARINE INSURANCE TODAY

- The history behind today's modern insurance market with a focus on Lloyd's of London and the London company market.
- The development of policy and insurance contract forms, notably the SG form and the market reform contracts.
- Important risk placement aspects of English marine insurance law, most notably the Marine Insurance Act (1906) as amended by the Insurance Act (2015).
- Contract certainty requirements and BIPAR, the European Federation of Insurance Intermediaries.

THE ROLE OF THE MARINE INSURANCE BROKER

- The agency role of an insurance broker.
- The tasks that a marine insurance broker is required to perform.
- The quotation and risk placement process for marine subscription risks.
- The post placement documentation and the role of brokers cover notes.

DAY TWO

GENERAL AVERAGE

- The principles of general average, its applicability, and the rights of parties involved following a general average event.
- The main aspects of the York-Antwerp Rules 2016 and the issues with the 2004 version.
- Explain who has to contribute to general average, how much, and what insurance cover is available to those who do have to contribute.

CARGO RISK ASSESSMENT

- Understand how marine cargo insurers group types of cargoes for rating purposes.
- The main risks associated with each of the cargo groups.

MARINE CARGO INSURANCE

- The main institute cargo clauses available and the differences in cover provided by each of them.
- The importance of institute cargo classification clauses.
- The cover generally provided by delay in start-up and stock throughput insurances.
- The current market results for marine cargo insurance.

MARINE WAR AND STRIKES INSURANCE (HULL AND CARGO)

- Understand why war and strikes are handled separately to other marine perils.
- The cover provided by institute cargo and hull insurance war and strikes clauses.
- The areas of perceived enhanced risk for marine hull war, strikes, and piracy cover, and the role of the joint cargo war and strikes watch list.
- The nature and current insurance solutions for cyber risk in the maritime world.

“Such an informative and enjoyable week.
It really did exceed my expectations.”

P&I CLUB DELEGATE – SEPTEMBER 2015

LEARNING OBJECTIVES: DELEGATES WILL UNDERSTAND AND BE ABLE TO EXPLAIN THE FOLLOWING.

DAY THREE

MAJOR COMMERCIAL VESSEL TYPES AND INSURANCE CONSIDERATIONS

- The make up of the world fleet of cargo vessels, how they are measured, and the importance of both dead weight and gross tonnage of vessels.
- The various designations and uses of the main cargo vessel types and the commercial and insurance concerns with each of them.

MARINE HULL AND MACHINERY INSURANCE

- The use of marine hull time and marine hull voyage policies/the cover generally provided by the various internationally used insurance conditions, being the institute and American institute time clauses - hull and the Nordic plan 2013 (version 2016).
- Identify and explain disbursements, increased value, hull interests, and freight interest insurances.
- The current market results for marine hull and machinery insurance.

MARINE HULL NAVIGATION LIMITS AND INSURER CONCERNS

- The navigational restrictions in trading imposed by the institute warranties (1976), the international navigation conditions (2003), and the Nordic plan 2013 (version 2016).
- Establish insurer concerns with the latest generation of mega-ships and the risks of grounding damage.
- Establish insurer concerns with Artic and Antarctic marine navigation and the effectiveness of the new Polar Code.

DAY FOUR

MARINE CHARTERERS LEGAL LIABILITY INSURANCE

- The various types of vessel charterer and their roles and responsibilities assumed under standard charter party agreements.
- The cover provided and exclusions within marine charterer's legal liability insurance.

MARINE CLAIMS

- The marine claims process following a loss event.
- The importance of ascertaining the “proximate cause” of a loss, as defined in the Marine Insurance Act (1906).
- Particular average/partial loss claims and how they are handled.
- The Marine Insurance Act (1906) definition of what constitutes Actual and Constructive Total Losses, what is required, and how major loss types are handled.

MARINE SALVAGE

- The principles of marine salvage and the orders of events following a casualty at sea.
- The importance of the issues raised by the international salvage convention for insurers.
- Explain SCOPIC (Special Compensation P&I Club Clause) and environmental concerns for insurers.
- Understand how salvage and wreck removal awards are made and the insurance cover provided.

PROTECTION AND INDEMNITY

- How a liability is incurred, the types of liability, and the growth of “strict” liability.
- The history behind the general principles of protection and indemnity cover.
- The major international conventions allowing vessel operators to limit their liability.
- The mutual “club” system, how it operates, the special terms used by mutual clubs, and “fixed premium” P&I insurance.
- The general heads of cover provided by P&I cover, the “pooling” arrangements, and general reinsurance protections.
- Define current issues facing the P&I market.

“Above and beyond expectations!”

MEXICAN SHIPPING COMPANY – APRIL 2015

LEARNING OBJECTIVES: DELEGATES WILL UNDERSTAND AND BE ABLE TO EXPLAIN THE FOLLOWING.

DAY FIVE

MARINE HULL INSURANCE FOR OFFSHORE SUPPORT VESSELS

- The offshore support industry, the types of vessels employed, and the insurance issues with each type.
- The cover provided by the Institute Time Clauses Hulls - Port Risk including limited Navigation (CI.312).

OFFSHORE TOWAGE AND LIFTING OPERATIONS

- The methods of marine towage and the risks involved for tower and towed objects.
- The insurance implications of using such contracts as TOWCON, TOWHIRE, SUPPLTIME 89, and a general understanding of the principals of "knock-for-knock" agreements.
- Explain how and why heavy lift operations are undertaken and the insurance implications of the contracts used, most notably HEAVYCON and HEAVYLIFTVOY.

MARINE FINANCIER PROTECTIONS

- The risk that marine financiers are exposed to when financing the purchase or lease of commercial vessels.
- The insurance aspects of finance agreements, upstream or downstream loans, sister ship loans, and co-collateralized loans.
- The insurance protections available to marine financiers to protect themselves against loss when the actions of their clients invalidate the physical loss insurances protecting the vessels on which the finance was raised.

MARINE REINSURANCE

- The types of marine reinsurance available to direct insurers and the reasons why it is purchased.
- The structure of a typical marine reinsurance programme to protect a direct marine insurance account.
- The influence that reinsurance concerns have on the cover by direct insurers.



“I really enjoyed the lectures. Overall, great experience and very well managed.”

MAJOR INTERNATIONAL FINANCIER – SEPTEMBER 2015

“I have come away from the course with a much greater knowledge of marine insurance. Lecturers were engaging and entertaining.”

LLOYD'S SYNDICATE DELEGATE – APRIL 2016



THE LECTURERS

Although additional lecturers, including senior managers from Marsh's Marine Practice in London, often assist with the marine courses in Norwich, the regular lecturers are as follows:



MR STEPHEN HARRIS

PRINCIPAL LECTURER, MARSH

Stephen has been working in the marine insurance market in London for 41 years. During this time, he has underwritten a marine hull and liability account at Lloyd's of London for over 13 years and spent seven years as the assistant hull and liability underwriter at Cornhill Insurance. Stephen joined Sedgwick (now Marsh) in 1994, to manage and train staff in marine insurance, in addition to managing a portfolio of marine business. The training and lectures quickly became well renowned and, within a few months, Marsh's clients and insurers were asking if their employees could attend.

In 2007, the Lloyd's Maritime Academy in London asked Stephen to lecture on their marine hull insurance courses where he is now a regular guest speaker and seminar chairman. In 2012, Stephen was invited to lecture for the Chartered Insurance Institute in London and received considerable acclaim. Additionally, Stephen has run marine insurance seminars all over the world for insurance companies, major international banks, shipping companies and, of course, Marsh (and their sister company, Guy Carpenter), however, Stephen still continues to play an active role in marine insurance placement activity and client advice in the London and international markets.

Stephen also sits on the industrial advisory board of the DREAM (Data Risk & Environmental Analytical Methods) Centre for Doctoral Training set up by Cranfield, Cambridge, Newcastle, and Birmingham universities in the UK.



MR GORDON STREET

MARINE CLAIMS LEADER, MARSH

Gordon began his career in 1976; he joined Marsh in 1997 and is responsible for the marine claims team, handling principally hull and liability claims. He has dealt with all types of marine claims for clients worldwide, including claims relating to cruise ships, tankers and gas carriers, cargo vessels, yachts, tugs and barges, ferries, shipbuilding and repair yards, ports, and terminals operations. Gordon is an annual subscriber to the Association of Average Adjusters and Foreign Associate Member of the Association of Average Adjusters of the United States. He was chairman of the marine claims sub-committee of LMBC for three years, commencing January 2003 and is a Fellow of the Chartered Institute.



MR NEIL PETTITT

CLIENT EXECUTIVE, MARSH

Neil has 38 years of marine insurance experience. He joined Marsh in 1987 as a client executive; reviewing and understanding client risks and exposures. Neil acts for large accounts principally originating in Asia and the Middle East. Additionally, Neil lectures on marine cargo insurance matters to clients and insurers around the globe. Neil also seeks to promote the technical development and capabilities within Marsh cargo, which has been recognised by K.S. Vishwanath in his Witherby publication "Insuring Cargoes – A practical guide to the law and practice".



MR MATTHEW SMITH

MARINE CLAIMS, MARSH

Matthew began his career within the insurance market in 1997 and joined Marsh's marine claims team in January 2006. He is primarily responsible for the claims handling of a number of major marine liability accounts, specifically for port authorities, terminal operators and charterers, with additional responsibility for hull and machinery and builders risk placements.

Prior to joining Marsh Matthew gained experience as a marine claims broker within the complex claims team at Lexington Insurance Company, handling worldwide liability claims for AIG's major clients. He also has previous experience of commercial general liability and products liability placements, relating to the pharmaceutical industry.

Matthew is committed to further education and recently qualified as an Associate Member of the Association of Average Adjusters and continues to study towards obtaining Fellowship status.



MR JAMES DICKERSON

MARINE LIABILITY, MARSH

James started his career in the marine and energy claims department in 1994 working with liability and hull clients globally. In 2005, James moved to the marine liability placing team and in 2010 was appointed manager for the Norwich team. James has a global account portfolio and is experienced in all aspects of marine insurance which includes ship repairers liability, charterers liability, marine terminal operators liability, general third party liability, and other specialist marine liability business, including the development of bespoke liability programmes. James works in a dedicated team in Norwich dealing with London and European insurers and is also regularly involved in London market broking within the Lloyd's insurance market.



MR TONY MAYLE

MARINE CLAIMS, MARSH

Tony has worked in the marine insurance industry for over 28 years. In his role as a Marsh claims consultant, he specialises in hull and machinery, loss of hire, and marine liability work. He provides claims consultancy for a worldwide portfolio of ship owning and ship managing clients and has managed a number of complex, high profile casualties during his career.

Apart from his knowledge of the more common London Market marine insurance clauses, he has extensive dealings with international market underwriters and is practiced in the use and application of the Norwegian Marine insurance plan and German ADS/DTV insurance clauses.

He is a Member of the Chartered Insurance Institute.



MR CHRISTIAN DALY

MARINE CARGO, MARSH LONDON

Christian began his insurance career at Clegg Gifford and Co. A small Lloyd's broker specialising in motor, self-drive hire, motor trade, and commercial. Following this he spent almost four years working as an assistant underwriter at RSA in the freight forwarders liability class. This involved the writing of a variety of policies from small UK haulage companies to some of the world's largest logistics providers. He gained experience in the mechanics of global policies and the associated mechanisms as well ensuring the writing of profitable business across the portfolio.

Christian became ACII qualified in December 2013. In 2014, Christian joined Marsh as a cargo technician responsible for the construction of insurance contracts, risk placement, and the coordination of insurance programmes both in Lloyd's of London and international markets.

REGISTRATION FORM

Please complete and return this form to Marion Parker at:

Post: Marsh Ltd, Floor 2, Victoria House, Queens Road, Norwich, Norfolk NR1 3QQ

Email: marine.course@marshoperations.co.uk

Fax: +44 (0)20 7929 2705

Alternatively, please visit our Marine Training Courses webpage to complete this form online:

marinetraining.marsh.com

Please indicate which course you would like to attend:

- ☐ April 3-7, 2017
☐ July 3-7, 2017
☐ September 4-8, 2017
☐ November 6-10, 2017

We have a special rate for delegates attending this course in 2017 at the Maid's Head Hotel, Norwich of GBP85.00 per night for bed and breakfast.

Please indicate if you would like us to help you book The Maid's Head Hotel for the duration of the course:

☐ Yes ☐ No

Your details

Delegate Name:

Company:

Job Title:

Address:

Post Code/Zip Code: Country:

Tel: Email:

Invoicing

Payment will be required upon receipt of our invoice. Payment must be made no later than eight weeks before the course starts, or immediately for bookings made within the eight weeks of the beginning of the course. If the address for the invoice to be sent to is different to the one given above, please state the address and to whom it is to be sent.

.....

For UK/European companies please enter your company VAT registration number.....

Please read the conditions and cancellation policy prior to submitting this form.

Conditions: Provisional bookings are accepted, but must be confirmed within 14 days by completion of a course registration form. Shortly after confirmation of the booking an invoice will be sent to you. Payment is required no later than eight weeks before the course starts, or immediately for bookings made within the eight weeks of the beginning of the course. The course cost is exclusive of VAT. We reserve the right to change details of the programme and speakers if the need arises. Whilst every effort has been made to verify the accuracy of the information presented at the course, neither Marsh Ltd nor its affiliates can accept any responsibility or liability for reliance by any person on this information.

Cancellations: Bookings may be cancelled at any time up to two weeks before the start of the course and a refund will be made, less a 20 percent administration fee. No refund will be made for cancellations made after that date, although a substitute delegate will be accepted at any time in place of the person booked. If Marsh has to cancel the event for any reason, a full refund will be made. Marsh Ltd accepts no liability if this event does not take place for whatever reason.

All course fees must be settled, in full, before attendance.



Please return completed form to:

MARION PARKER

Marsh, Victoria House, Queens Road, Norwich, Norfolk NR1 3QQ
marine.course@marshoperations.co.uk
Fax: +44 (0)20 7929 2705

For further information please call Marion on +44 (0)1603 690 098

“It was a brilliant course!”

SOLICITOR AT A MAJOR LONDON LAW FIRM – SEPTEMBER 2015



For further information, please contact your local Marsh office or visit our website at marsh.com

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