

# MARINE INSURANCE COURSE 2019 FIVE DAY PROGRAMME







# CII ACCREDITED TRAINING

The Chartered Insurance Institute (CII) is the world's leading professional organisation for insurance and financial services. It has more than 120,000\* 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 of August 2018.*

## 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 requires 35 CPD hours to be accumulated each year. Marsh's Marine Insurance course has been CII accredited and participating delegates can claim 30 CPD hours towards the CII member CPD scheme.

# MARSH'S MARINE FIVE DAY INSURANCE COURSE 2019



## THE PRIMARY PURPOSE

This course will equip delegates with an understanding of the management of risk in the commercial maritime world by examining the insurance cover provided by the main classes of marine insurance such as cargo, hull, disbursements, war, strikes and piracy cover, protection and indemnity (P&I), and charterers' legal liability coverage. The course examines standard coverage under widely used international conditions for each risk type, as well as the standard exclusions that can be expected to be found within each class of marine business. Special sessions on the principles and practices of general average and salvage help delegates understand how insurance plays a vital role in these unique maritime concepts.

## FURTHER CONTENT AND DELIVERY

To be able to fully understand the role of insurance in the maritime industry and the way in which the industry operates, delegates will gain an understanding of the terminology used, stakeholders involved, incoterms, and the documents essential to maritime trade. The course includes lectures on the different types of modern commercial cargo and offshore support vessels and the international conventions currently in force. The course also explores current issues such as the impending MARPOL 2020 sulphur emissions cap reduction, cargo packing, an overview of the specific risks posed to marine ports and terminals, specific risk for marine financiers, and maritime cyber risk issues. A foundation of the principles of marine insurance law is also included, with special attention given to the Marine Insurance Act (1906) and the changes that were brought in by the UK Insurance Act 2015.

All presentations are given by senior Marsh experts, many of whom have more than 35 years experience in the marine insurance market, both as insurers and brokers. The course combines formal but highly interactive sessions with videos, discussions, and dynamic exercises. Extensive notes and supporting reference materials are supplied throughout the course.

## COURSE DATES

Monday 1 – Friday 5 April 2019

Monday 1 – Friday 5 July 2019

Monday 2 – Friday 6 September 2019

Monday 4 – Friday 8 November 2019

## SUITABILITY

This course is suitable for:

- Those who are 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.



“A very good course that I would encourage anyone pursuing a career in marine insurance to attend.”

MARINE CARGO UNDERWRITER



## COURSE SUMMARY

LOCATION	Norwich, England
DURATION	Five days
FEE	GBP1,799 + VAT per delegate*
DATES	Monday 1 – Friday 5 April 2019 Monday 1 – Friday 5 July 2019 Monday 2 – Friday 6 September 2019 Monday 4 – Friday 8 November 2019
NUMBER OF PARTICIPANTS	Maximum of 30 per course

*\*This charge covers all course material, refreshments throughout the day, including a 2 course mid-day lunch on each of the five course days, and one 3 course presentation evening dinner. Travel, accommodation, and allied expenses are borne by the delegates.*

## DISCOUNTS

Substantial discounts from the gross price are available, subject to the following:

- For confirmed bookings made more than three months before the start of the course a 20% discounted price is applied.
- A further 20% reduction per delegate from the 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 and other substantial discounts available.

## LOCATION

The course is held in the historic Minstrel Suite of the Maid's Head Hotel in Norwich. The spacious conference facilities and breakout areas enhance the learning experience, along with the superb catering and refreshments provided.

## HOTEL ACCOMMODATION

By holding the course in the hotel, Marsh has secured very competitive rates for delegates staying at the Maid's Head Hotel in Norwich (GBP90.00 per night bed and full breakfast), which could not be more convenient for the course!

**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.



The Minstrel Room where the course is held is spacious with a break out area for refreshments during the day.







“The course exceeded my expectations. Content was exactly what I’d hoped for and the course was extremely well presented.”

US OIL COMPANY EXECUTIVE

# 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.
- How to contribute to general average, how much, and what insurance cover is available to those who do have to contribute.

### CARGO RISK ASSESSMENT

- 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.

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

P&I CLUB DELEGATE

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

## DAY THREE

### MAJOR COMMERCIAL CARGO VESSEL TYPES AND INSURANCE CONSIDERATIONS

- The make-up of the world fleet of cargo vessels, how they are measured, and why both deadweight (DWT) and gross tonnage (GT) matter.
- The various sizes and uses of the major cargo vessel types, exploring the current 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).
- Disbursements, increased value, hull interest, and freight interest insurances.
- The current market results for marine hull and machinery insurance.
- The navigational restrictions in trading imposed by the institute warranties (1976), the international navigation conditions (2003), and the Nordic plan 2013 (version 2016).
- Current navigational developments and issues including Arctic sea routes, and Panama and Suez Canal expansions.

### MARITIME NAVIGATION AND TRADING LIMITS FOR INSURANCE

- Examination institute warranties and the International Navigating Conditions.
- Comparisons between the above and the American Trade Warranties and those in the Nordic Plan 2013 version 2016.
- The canals and waterways around the world that have navigational restrictions, such as the Panama and Suez canals amongst others.
- The risks and opportunities presented by global warming and the opening of Arctic sea routes.

## DAY FOUR

### 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 (Cl.312).

### 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.

### 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 international group, “pooling” arrangements, and general reinsurance protections.
- Current issues facing the P&I market.

### 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.

“Above and beyond expectations!”

MEXICAN SHIPPING COMPANY



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

## DAY FIVE

### CYBER RISK IN THE MARITIME WORLD

- The types of cyber risk to which the maritime world is exposed.
- The weak links in the chain of security.
- Using insurance as a risk management tool against cyber-crime and what is available for maritime operators.

### 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-collateralised 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.

### TOWAGE AND HEAVY LIFT OPERATIONS

- The types of towage and heavy lift operations and the vessel used.
- The concept and practice of “knock for knock” contracts structure of a typical marine reinsurance programme to protect a direct marine insurance account.
- The contracts used in the tow and heavy lift world that employ “knock for knock” agreements.

### PORT AND TERMINAL OPERATORS RISKS

- Brief overview of the risks faced by port and terminal operators.
- The areas of insurance cover to be considered.

### KNOWLEDGE TEST

As required by the Chartered Insurance Institute, insurance delegates who are regulated in the UK by the Financial Conduct Authority (FCA) will be asked to undertake a short knowledge test at the end of the course. All other delegates are invited to also take this knowledge check, to see how much they have learned during the week.



“Really amazing course! Very recommendable!”

REINSURER

“An excellent course that was well organised.  
The lecturers communicated their knowledge  
in an understandable way.”

REINSURANCE COMPANY EXECUTIVE





# PRESENTERS

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

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Stephen has been working in the marine insurance market in London for 44 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 ALEC MORTEN

### MARITIME ADVISORY LEADER, MARSH

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Alec has in excess of 40 years' experience in the marine and offshore energy insurance sector. Acting for owners for some 20 years, he focused on the construction of policies to provide bespoke solutions for clients. His subject expertise during this period included hull and machinery, war, P&I, liabilities, revenue stream protection, and other ancillary interests.

Joining BankAssure in 1999 and Marsh in 2014, Alec diversified into the maritime finance sector protecting the specific needs of maritime financiers, namely pre and post drawdown advisory services, transactional insurance placement, and crisis management. He is considered to be one of the experts in this subject matter throughout the international maritime and offshore finance sector.



## MR MATTHEW SMITH

### MARINE CLAIMS, MARSH

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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

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### 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

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### 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

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### MARINE CARGO, MARSH

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.



## MR STUART MACINTYRE

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### MARINE CLAIMS, MARSH

Stuart is one of Marsh's most senior claims executives, based in London, with many decades of experience, handling the more complex and involved cases. Stuart started his career in 1976 and has worked in marine insurance claims for over 40 years.



# REGISTRATION FORM

Booking places on these courses can be done easily and quickly on-line at [www.marinettraining.marsh.com](http://www.marinettraining.marsh.com)

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](mailto:marine.course@marshoperations.co.uk)

**Fax:** +44 (0)20 7929 2705

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

[marinettraining.marsh.com](http://marinettraining.marsh.com)

## Please indicate which course you would like to attend:

- Monday 1 – Friday 5 April 2019  
 Monday 1 – Friday 5 July 2019  
 Monday 2 – Friday 6 September 2019  
 Monday 4 – Friday 8 November 2019

We have a special rate for delegates attending this course in 2019 at the Maid's Head Hotel, Norwich of GBP90.00 per night for bed and breakfast. Although responsibility for settling hotel bills remains with you, please indicate if you would like us to help you book the Maid's Head Hotel for the duration of the course, thereby obtaining this special rate.

Yes  No

## Your details

Delegate Name: .....

Company: .....

Job Title: .....

Address: .....

Post Code/Zip Code:..... Country: .....

Tel: ..... Business 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



“Excellent course. No doubt I will be using the materials provided for years to come.”

P&I CLUB UNDERWRITER



## ADDITIONAL MARINE COURSE OPTIONS

For large companies, or for those who cannot afford to attend a full five day course, Marsh provides shorter, bespoke marine insurance training seminars at your own office location.

For those, who have sufficient numbers, a completely “in-house” course, just for your own staff is something we have already provided with great success for insurers, banks, and shipping companies both in the UK and overseas, as well as for insurance institutes and academies around the world.

For large companies in Europe, Asia, and America, this can a great alternative and more convenient option. We are happy to discuss the numerous options for running such additional courses at locations around the world.



For further information, please contact your local Marsh office or visit our website at [marsh.com](http://marsh.com)

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