

# MARINE INSURANCE COURSE 2016 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 INSURANCE COURSE 2016

## THE PURPOSE

To equip delegates with an understanding of marine insurance and provide a working knowledge of the main classes of insurance, including 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 like 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 will remain in force even after the Insurance Act 2015 coming 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 4 April – Friday 8 April 2016

Monday 4 July – Friday 8 July 2016

Monday 5 September – Friday 9 September 2016

Monday 7 November – Friday 11 November 2016

## BESPOKE COURSES

This course has proved to be so 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.

## 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 five to six years alone, 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.

“Excellent course with great lecturers with considerable knowledge, able to answer any questions put to them. Very efficiently organized throughout.”

LLOYDS UNDERWRITING DELEGATE – JULY 2015



## COURSE SUMMARY

LOCATION	Norwich, England
DURATION	Five days
FEE	£1,999 + VAT per delegate*
DATES	4-8 April 2016 4-8 July 2016 5-9 September 2016 7-11 November 2016
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 £1,799 + 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 National Skills Academy at St. Andrew's House, City College, 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, which is no more than a 5 minute walk away from St. Andrew's House conference centre.

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.





“This has been a fantastic course and well deserves the outstanding reputation it has in the market.”

MARINE COMPANY INSURER – APRIL 2015

# COURSE PROGRAMME

## DAY ONE

### HOW THE SHIPPING WORLD OPERATES

Moving goods around the world, chartering vessels, Incoterms, bills of lading, the various people involved, current international rules for carriage of goods such as the Hague Visby Rules 1968 and also including the potential effects of the Rotterdam Rules 2009.

### BACKGROUND TO MARINE INSURANCE TODAY

A brief look at the history of marine insurance, the S.G. form and the laws specific to marine insurance including the Marine Insurance Act 1906, much of which will still remain for marine insurance even after the change that the Insurance Act 2015 will bring into force from August 2016. Also covered is the development of market documents such as 'slips' and policy forms within marine insurance.

### THE ROLE OF THE MARINE INSURANCE BROKER

The tasks and activities of a marine insurance broker, including agency responsibilities and Financial Conduct Authority (FCA) requirements; contract certainty, treating customers fairly, letters of undertaking for financiers, and how multi-insurer 'subscription' risks are quoted and placed in the market.

## DAY TWO

### CARGO RISK ASSESSMENT

A look at practical examples of the types of goods being moved by sea. The issues and potential risks posed by the various cargo groups, how goods are packed and handled, and the issues surrounding this major area of insurance risk and the cause of numerous losses.

### MARINE CARGO INSURANCE

A detailed look at the 2009 Institute Cargo Clauses 'A', 'B' and 'C'; the cover provided, as well as highlighting changes from the 1982 versions of the clauses, the exclusions and the important effect of the Institute Classification Clause 2001, project cargoes and stock throughput insurances.

### GENERAL AVERAGE

A look at what General Average is, how it operates and who has to contribute. Although normally protected by insurance, all those who have an interest in a marine adventure (whether goods or ship) need to understand this important, unique, ancient marine practice.

### WAR AND STRIKES INSURANCE (HULL, CARGO AND P&I)

The cover provided and the perils that are specifically excluded within the cover provided Marine Hull, Cargo and P&I War & Strikes Clauses, the current Marine Hull listed 'Areas of Perceived Enhanced Risk' and the 'Cargo Watchlist' areas.

“Above and beyond expectations!”

MEXICAN SHIPPING COMPANY – APRIL 2015

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

P&I CLUB DELEGATE – SEPTEMBER 2015

## DAY THREE

### COMMERCIAL VESSEL TYPES AND INSURANCE ISSUES

A look at each of the major types of modern commercial cargo vessels, including container ships, bulk carriers, tankers, dry cargo, liquefied natural gas (LNG) and numerous others. A review of current order books and issues associated with each type.

### MARINE HULL INSURANCE FOR OCEAN-GOING VESSELS

A study of the cover provided by the most widely used marine hull clauses in the London market, the Institute Time Clauses – Hulls (1/10/83) and a comparison with later editions of the London market clauses and with other commonly used sets of international ocean-hull insurance clauses. A number of actual cases and recent losses are studied that directly relate to the coverage provided under the various marine hull clauses, along with a review of the world marine hull underwriting results and rating methods employed.

### NAVIGATIONAL LIMITS

A highly graphic comparison of the areas of the world covered and excluded by the Institute Warranties (1976), and American Institute Trade Warranties (1972), and by the International Navigating Conditions (2003), as well as some facts on the major waterways of the world, such as the Panama Canal, the Malacca Straits, and the new Suez Canal.

## DAY FOUR

### CHARTERERS' LIABILITY

A look at the reasons why people charter vessels, the possible types of charter and the exposures that charterers may face. This session looks at the cover provided by the most widely used charterer's legal liability insurance conditions in the London market and those available in other markets.

### MARINE CLAIMS

A look at what constitutes a valid marine insurance claim under hull and cargo insurance; the concept and issues of proximate cause with numerous case studies, deferred repairs and the effects of deductibles. A further section deals with total loss claims (actual and constructive), notices of abandonment and the insurer's rights of subrogation.

### SALVAGE

A look at the Salvage Convention (1989) and the practice of marine salvage, including the 2011 Lloyd's Open Form for Salvage (LOF 2011) and its accompanying Lloyd's Standard Salvage and Arbitration (LSSA) Clauses, 'no-cure-no-pay' and Special Compensation P&I Club Clause (SCOPIC).

### PROTECTION AND INDEMNITY

The background, principles and practice of modern P&I protection for the shipping world along with examples of liabilities covered both by mutual and fixed premium insurers. A study of the International Group and their 'pooling arrangements', plus the latest reinsurance programme for the International Group Agreement (IGA) clubs, plus Freight, Demurrage & Defence (FD&D) cover.



## DAY FIVE

### PORT AND COASTAL OPERATING VESSELS

Types of smaller vessels needing insurance such as tugs, supply vessels, dredgers, barges, and fishing vessels, and the 'portrisk' insurance conditions used to cover them.

### OFFSHORE TOWAGE AND LIFTING OPERATIONS

A look at the marine aspects of the offshore industries and a study of the most widely used contracts for towage to focus on the varying responsibilities between the tower and the towed object, including TOWCON and TOWHIRE, the UK Standard Towage Conditions, and Supplytime 89 and 95, as well as a comparison with the alternative practices within the USA. This session will also look at the contracts used within the cable lay and heavy lift operations, notably HEAVYCON and HEAVYLIFTVOY.

### SHIPPING FINANCIER PROTECTIONS

A look at the role of banks and other financiers in the world of ship purchase; the exposures they face and how they protect their interests as mortgagees with Mortgagees Interest Insurance – how it works and who can benefit, along with the MAP (Mortgagees Additional Perils) cover.

### MARINE REINSURANCE

The various types of marine reinsurance, both facultative and general, including quota share, excess of loss reinsurances and treaty reinsurance. The building of a general reinsurance programme and the crucial effects of reinsurance on the bottom line of all marine insurers.



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

MAJOR INTERNATIONAL FINANCIER – SEPTEMBER 2015

“Fantastic course, great people,  
great experience.”

LLOYDS UNDERWRITING DELEGATE – JULY 2015



# 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

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### 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 7 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 Lloyds 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 overseas 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

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### 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

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### CLIENT EXECUTIVE, MARSH

Neil has 38 year marine insurance experience. He joined Marsh in 1987 as a client executive; reviewing and understanding their 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

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### 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

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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 shiprepairers 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 overseas 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.

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

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

**Alternatively, complete this form online**

Please visit our Marine Training Courses webpage to complete this form online:

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

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

- April 4-8, 2016  
 July 4-8, 2016  
 September 5-9, 2016  
 November 7-11, 2016

**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.

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**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](http://marsh.com)

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