

MARINE INSURANCE COURSE 2013 PROGRAMME



“This course exceeded my expectations by far.
Materials/presentations were VERY good!”

SWISS INSURER DELEGATE



MARSH'S MARINE INSURANCE COURSE 2013

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, 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) and cargo packing issues. A foundation of the basic principles of marine insurance is also included, with special attention given to the Marine Insurance Act (1906).

Lectures are performed by senior Marsh experts, most 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

8-12 April 2013

1-5 July 2013

2-6 September 2013

28 October — 1 November 2013

LOCATION

The course is held at the prestigious conference centre at the National Skills Academy in central Norwich, which has state-of-the-art conference facilities.

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
- COFR providers
- Maritime lawyers
- Marine surveyors and salvors
- Shipbuilders and repairers

“City College, Norwich is delighted to be able to provide our state-of-the-art facilities for these internationally famous marine insurance courses. It is a fine example of leading industry specialists and the Norwich higher education establishments working together and we look forward to welcoming the delegates attending these courses to our conference facilities.”

DICK PALMER (PRINCIPAL, NORWICH CITY COLLEGE)



COURSE SUMMARY

Location	Norwich, England
Duration	Five days
Fee	£1,650 + VAT per delegate*
Dates	<ul style="list-style-type: none">• 8-12 April 2013• 1-5 July 2013• 2-6 September 2013• 28 October — 1 November 2013
Number of participants	Maximum 24 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 £1,485 + VAT per delegate.

A further 10% reduction per delegate from the above prices 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.

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.

HOTEL ACCOMMODATION

Marsh has secured specially competitive rates (typically £90 per person per night, including full English breakfast) at the St. Giles House hotel, Norwich, a high quality boutique hotel in the centre of Norwich that is only five minutes walk from the National Skills Academy.

Hotel bills need to be settled upon departure and are not included in the course costs. Please ensure application forms are marked if this service is required.



St. Giles House hotel

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 (The Marine Insurance Act 1906), including the principles of 'utmost good faith' and duties of disclosure. 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 Services Authority (FSA) requirements; contract certainty, treating customers fairly 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.

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.

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 marine practice.

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

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

DAY THREE

COMMERCIAL VESSEL TYPES AND INSURANCE ISSUES

A look at each of the main 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 ISSUES

A look at the current issues affecting the maritime world that are causing concern for insurers, notably the risks posed by the current economic climate, including world tonnage over-capacity and freight rate slumps, international sanctions and piracy.

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.

NAVIGATIONAL LIMITS

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

DAY FOUR

PORT AND COASTAL OPERATING VESSELS

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

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. A study of the International Group and their 'pooling arrangements', plus the latest reinsurance programme for the International Group Agreement (IGA) clubs.

DAY FIVE

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.

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, 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, plus the new insurance protection of Charter Default – how it works and who can benefit.

MARINE REINSURANCE

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

“This is the best workshop I have ever attended during my 16 years' work experience in the insurance industry”

A CHINESE DELEGATE

THE LECTURERS

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



MR STEPHEN HARRIS
PRINCIPAL LECTURER

Stephen Harris has been working in the marine insurance industry for over 37 years, specialising in marine hull, liability and P&I insurance. The first 20 years were spent underwriting at Lloyd's of London for 13 years and then seven years as the Assistant Marine Hull & Liability Underwriter at Cornhill Insurance (part of the Allianz Group). In addition to running the four full five-day marine insurance courses in the United Kingdom each year, Stephen travels around the globe giving lectures and marine insurance courses for insurance colleges

and institutes (such as the Lloyd's Maritime Academy in London, the Singapore College of Insurance and the Korean Insurance Institute), for banks, shipping companies and insurance companies. Stephen's seminars are also an established annual feature overseas in China, Japan, Germany, USA, Vietnam, the Netherlands, Thailand and Singapore. Stephen is still active as a Lloyd's broker, servicing business into the London market, ensuring his lectures are up to date, addressing the issues facing the market today. Stephen was recently invited to sit on the Marine Insurance Education Council in London.



MR BRIAN DUDDRIDGE
CARGO LECTURER

Brian began his career in the marine insurance market in 1968 and joined Marsh in 2000 as a marine cargo broker in our Norwich office. With incredible knowledge of

marine cargo insurance, he has provided lectures for this course for many years, drawing on over 40 years of experience in the marine cargo market, including 19 years as the cargo underwriter with the Guardian Insurance Co. Brian is an Associate of the Chartered Institute of Insurance.



MS SOPHIE HUBBLE
CLAIMS LECTURER

Sophie joined the Norwich office of Sedgwick (now Marsh) in 1990, working in the marine treaty department. Sophie subsequently moved to the marine hull claims

department where she has worked for 15 years, handling hull and machinery, and liability claims for clients worldwide. She has negotiated claims with

Lloyd's and London company underwriters, dealing with loss and average adjusters. Her extensive knowledge of the subject and absorbing presentations, filled with facts about marine claims matters, make her lectures a highlight during the course.

Sophie is an Associate of the Chartered Insurance Institute.



MR MATTHEW SMITH

MARINE CLAIMS, LONDON

Matthew began his career within the insurance market in 1997 and joined the Marine claims team at Marsh in January 2006, having had previous experience as both a Marine claims broker and also within the complex claims team at Lexington Insurance Company, handling worldwide liability claims for AIG's major clients.

At Marsh, 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. Matthew also has previous experience of commercial general liability and products liability placements, specifically relating to the pharmaceutical industry, with first-hand experience of settlement mediations and trials within both the US and UK jurisdictions.

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, NORWICH

James started his career in the Marine and Energy Claims department in 1994 working on 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.

“A great course that I would recommend to anyone in the marine industry”

LLOYD'S SYNDICATE DELEGATE

REGISTRATION FORM

Please complete this form and post, email or fax it to: Marion Paul
Marsh Capita, Victoria House, Queens Road, Norwich, Norfolk NR1 3QQ
E-mail: marion.j.paul@marshoperations.co.uk — Fax +44 (0)20 7929 2705

For further information please call Marion on +44 (0)1603 207098

Please indicate which course you would like to attend:

- ☐ 8-12 April 2013
☐ 1-5 July 2013
☐ 2-6 September 2013
☐ 28 October — 1 November 2013

Please indicate if you would like us to help you book a hotel for the duration of the course:

☐ Yes ☐ No

Delegate Name:

Company:

Job Title:

Address:

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Post Code/Zip Code: Country:

Tel: Fax:

E-mail:

Method of payment

Cheque payable to Marsh Ltd. For companies requiring invoices, please give billing address and to whom such invoices should be sent, if different from above.

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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.

For more information, please contact:

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