

Marsh Specialty

Marine insurance course 2024

Five-day programme



Chartered
Insurance
Institute

Accredited



**“ The best
course I have
participated
in over 35
years in the
insurance
industry.”**

UK BUILDING MATERIALS GROUP EXECUTIVE



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CII accredited training

The Chartered Insurance Institute (CII) is the world's leading professional organisation for insurance and financial services. It has more than 122,000* members who are committed to maintaining the highest standards of technical competence and ethical conduct.

A robust framework of learning and development solutions enables 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.



Accredited

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. Delegates participating in the accredited Marsh Marine Insurance Course can claim up to 30 CPD hours towards the CII/Personal Finance Society member CPD scheme (excluding breaks).

*As of July 2023.



Marsh Specialty's Marine, Cargo & Logistics practice

Insurance Course 2024

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. 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.

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 vessels and offshore support craft, the major international maritime conventions, and rules currently in force that have an impact on marine insurance. The course also covers other industry issues that need to be understood, such as international sanctions, maritime cyber risk, and maritime de-carbonisation.

All presentations are given by senior Marsh Specialty 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.

Suitability

This course is suitable for:

- Those who are new to marine insurance who wish to gain 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.

Over the past nine years, we have expanded our highly popular marine insurance course to cater for demand.

Our courses 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.

COURSE DATES

8-12 April 2024

1-5 July 2024

9-13 September 2024

4-8 November 2024



“ From the history of each category through current events, this course provides marine insurance professionals with all the necessary information to launch into their career in the industry.”

US MULTINATIONAL SUPPLY CHAIN COMPANY EXECUTIVE



COURSE SUMMARY

Location

Norwich, England

Duration

Five days

Fee

GBP2,749 + VAT per delegate*

Dates

8-12 April 2024

1-5 July 2024

9-13 September 2024

4-8 November 2024

Number of participants

Maximum of 35 per course.

Book now as places will fill quickly.

*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

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 10% discounted price is applied.
- A further 10% 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 2023 courses were fully booked months in advance, so please book early to avoid disappointment and benefit from the discounts available.

Location

The course is held in either the historic Minstrel or Erpingham Rooms 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



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



By holding the course in the hotel, Marsh Specialty has secured very competitive rates for delegates staying at the Maid's Head Hotel in Norwich. A limited number of rooms per course are offered at GBP125 per night, and late bookings may need to be accommodated in executive rooms at higher prices per night bed and breakfast basis. The room prices include a full breakfast.

Course learning objectives

By the end of each session, attendees should be able to:

DAY 1

Session 1: How the commercial shipping world operates

- Identify how goods get shipped around the world and list the important documents involved, from an insurance perspective.
- Describe the responsibilities of those involved and the importance of Incoterms.
- List the tasks and identify the role of freight forwarders.
- Identify and be able to articulate the central, vital role that insurance plays in the shipping of goods around the world.

Session 2: The background to modern marine insurance

- Identify the background to modern marine insurance:
 - When, why, and where modern insurance began.
 - The importance of Lloyd's of London in the development of insurance.
 - Describe important aspects of marine insurance law.
 - What can be covered by marine insurance.
 - The abiding importance of the Marine Insurance Act (1906).
- List the documents used in marine insurance:
 - To differentiate between slips, cover notes, and policies.
 - To describe how market reform contracts have brought much needed change.

Session 3: The Insurance Act (2015) (as amended by the Enterprise Act 2016)

- Describe the background to the 2015 Insurance Act.
- List and identify the key provisions of the Act:
 - Disclosure and misrepresentation.
 - Warranties and other terms.
 - Remedies for fraudulent claims.
- Describe the damages for late payment of claims amendment to the 2015 Insurance Act.

Session 4: Subscription placements and the role of the marine insurance broker

- Describe the background and history of insurance brokers.
- List an insurance broker's agency responsibilities and tasks.
- Identify the role of the UK insurance industry regulators.
- List the tasks in advising, obtaining quotes, and placing the risk.
- Describe how insurance contracts are evidenced and the need for contract certainty.
- Identify how changes to the risk are effected by mid-term endorsements.
- Describe the European Federation of Insurance and Financial Intermediaries (BIPAR) and what it seeks to achieve.

DAY 2

Session 1: General average

- Describe what general average is.
- List who may have to contribute.
- Identify the insurance relevant aspects of York Antwerp Rules 2016.
- Describe the importance of general average guarantees.
- Identify the insurance cover for general average contributions.
- List today's issues with general average.
- Describe how average adjustments are generally performed.

Session 2: Cargo risk assessment

- Identify the main risk considerations for various cargo types.
- List the seven major cargo risk categories.
- Describe the particular issues with container shipments.
- Identify the criteria for assessing risk for marine cargo insurance.

Session 3: Cargo insurance

- Identify the global marine cargo markets and their comparative sizes.
- Describe the advantages of the London market.
- Describe the cover provided by the Institute Cargo Clauses "A", "B" and "C" and the differences between them.
- Identify the Institute Classification clause and its purpose.
- Identify the alternative "commodity" clauses and the reason for needing such specialist clauses.
- Describe stock throughput (STP) and delay in start up (DSU) cover.
- Identify the current state of the cargo insurance market and the latest published international market underwriting results.

Session 4: Marine war, strikes, and associated perils insurance

- Describe why war and strikes risks are set apart from other risks.
- List what is covered under marine war and strikes insurance.
- Identify the issues for war/strikes cover with delay without damage.
- Identify the issues with piracy and international sanctions.
- List the geographical limits for war and strikes cover.



DAY 3

Session 1: Major commercial cargo vessel types and insurance issues

- Identify how and why we measure ships for commercial and insurance purposes.
- Describe the make-up of the world fleet of commercial cargo vessels and general characteristics and operations of the major cargo vessel types.
- List the commercial and insurance issues with the major cargo vessel types.

Session 2: Ocean marine hull insurance

- List the perils covered and excluded under the Institute Time Clauses (ITC) – Hulls (1983).
- Identify the major differences to the cover provided by other internationally used clauses (e.g. Nordic Plan and American Institute Hull Clauses) and the later versions of the ITC (Hulls).
- Identify the additional charges on a marine hull policy.
- Describe increased value, hull, and freight interest insurances.
- Identify the issues with the current global underwriting results.

Session 3: Marine insurance global navigation limits and ice routes

- Identify the reasons for necessary geographical cover restrictions for marine hull insurance.
- List the limits stated within Institute Warranties (1976), American Institute Trade Warranties (1972), the International Navigation Conditions (2003), and Nordic Plan 2016 version 2019.
- Describe insurance issues with Arctic developments, expanded waterways, and the risks they pose for insurers.

DAY 4

Session 1: Marine hull insurance for offshore support and port operating vessels

- Identify the types of vessel that require “Port Risk” type of hull and machinery insurance cover.
- List the reasons for the variation in cover provided by the Institute Time Clauses - Hulls, Port Risk including Limited Navigation (1987), and those used for larger, cargo vessels.
- Describe the additional liability cover provided and the exclusions.

Session 2: Marine insurance claims matters

- Describe “proximate cause”.
- Identify and describe partial loss claims.
- Explain container stack collapse and mitigation methods.
- List the order of necessary events in the marine claims process.
- Describe what an assured receives and the role of a marine insurance claims advocate and broker.
- Describe marine hull collision liability insurance issues.
- Identify and describe marine total loss claims.

Session 3: Protection and indemnity

- Describe how a legal liability can be incurred, and the difference between “fault based” and “strict” liabilities.
- Identify the international marine conventions where limitation of liability can be applied and how calculated.
- Identify the types of protection and indemnity cover, both “fixed premium” options and “mutual” cover and types of vessel best suited to both.
- List the members of the International Group of P&I Associations (IG clubs) and the general heads of cover provided to members.

- Describe the “pooling” arrangements of the IG clubs and largest marine reinsurance programme in the world, that the IG arranges each year and its importance.
- List the cover provided by freight, demurrage, and defence cover (FD&D).

Session 4: Wider marine liability exposures

- Identify the people who could incur liabilities in the commercial maritime world.
- Describe the role of charterers and types of charterparty:
 - The mechanics of hiring space on a chartered vessel.
 - Typical division of responsibilities under a time charter.
 - Cover provided by charterers’ legal liability insurance.
- List others in the transit chain who could also incur liabilities:
 - Freight forwarders.
 - Stevedores.
 - Ship repairers.
- Identify alternative dispute resolution avenues (arbitration and mediation).

DAY 5

Session 1: Cyber risk in the maritime world

- List the types cyber risk that the maritime industry is exposed to.
- Identify some real cyber attacks that have hit the maritime industry.
- Define cyber risk and cyber crime.
- Define what “silent” cyber risk is within insurance cover.
- Identify the actions taken to date by the regulators and Lloyds to address “silent cyber”.
- Identify the cyber exclusion clauses and endorsements commonly required by insurers.

Session 2: Maritime de-carbonisation issues impacting insurance

- Identify the reasons for impending regulatory changes concerning maritime carbon emissions, what they are going to be, and when.
- Explain “carbon trading”.
- List the alternative fuel options for vessels - their pros and their cons.
- Identify the issues for vessel charterers.
- Explain why environmental, social, and governance (ESG) is much bigger than just vessel emissions, and the implications for insurance.

Session 3: Ports and terminal operators risk assessment and insurance cover (brief overview)

- Identify the strategic importance of commercial marine ports and terminals.
- Describe why the insurance for marine ports and terminals is unique and more complex than most other areas.
- List the main heads of cover within a typical ports and terminal operators insurance package.
- Identify the main important exclusions that are generally to be found in marine port and terminal operators’ package policies.

- Describe how a full package policy is designed.
- List the main sections usually to be found in the full package policy.

Session 4: Risk and insurance cover for marine financiers

- List the types of finance that are available to those who buy ships.
- List the insurance requirements normally found within ship finance agreements.
- Describe letters of undertaking (LOU) that banks require from the shipowner’s insurance brokers.
- Identify the important aspects of cover provided by mortgagees interest insurance and mortgagees additional perils insurance.
- Describe the importance of notices of assignment and loss payable clauses for marine hull and marine hull war insurances.

Session 5: Maritime towage, heavy lift, and supply contracts – the insurance implications

- List the contracts that are regularly used for offshore and towage operations.
- Describe the concept of “knock for knock” agreements and the main maritime contracts that use this concept.
- Identify the difference in approach adopted by the US to tower’s liability.
- Identify the important (insurance-relevant) features of the latest Supplytime 2017 contract and where it is used.
- Identify the special features of heavy lift vessels.
- Identify the main (insurance-relevant) features of each of the contract types for heavy lift vessels.

Following the final session on day five of the course, there will be a 30 minute written knowledge test to complete the week’s programme.



“ Perfectly planned and delivered program to exhaustively cover all aspects of marine insurance.”

INDIAN PETROLEUM COMPANY EXECUTIVE



Presenters

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



Stephen Harris
Principal Lecturer
Marsh Specialty

Stephen has been working in the marine insurance market in London for over 48 years and providing marine insurance training for over 28 years.

Stephen joined Marsh (previously Sedgwick) in 1994, to manage and train staff in marine insurance, in addition to managing a portfolio of marine business. Over many years, Stephen has been the principal trainer within the Marine Practice at Marsh Specialty. Marsh's marine courses were first awarded "accredited" status by the Chartered Insurance Institute in 2013 (for whom Stephen occasionally lectures), and the accredited status has been maintained every year since then. In addition, Stephen has run numerous marine insurance seminars all over the world for insurance/reinsurance companies, major international banks, shipping companies, ports, and terminals.

Prior to joining Marsh, Stephen was underwriting at Lloyd's of London for over 13 years, where he wrote a marine hull and liability account and then spent 7 years as the assistant marine hull and liability underwriter at Cornhill Insurance (now part of the Allianz group of companies).

He has also authored a number of highly influential published papers on such subjects as maritime risk in the Arctic regions, the 2020 sulphur emissions cap, maritime cyber risk issues, and maritime and insurance risks posed by the Bab el-Mandeb and Hormuz Straits. Stephen has been often quoted in the global press and maritime shipping journals around the world.

Stephen is also the Chairman of the Industrial Advisory Board of the DREAM (Data Risk & Environmental Analytical Methods) Centre for PhD Doctoral Training at Cranfield, Cambridge, Newcastle, and Birmingham universities in the UK. He regularly attends meetings of the All Party Parliamentary Group (APPG) for the Polar Regions in the British Houses of Parliament, Westminster.



“A great course! Would highly recommend to anyone in the marine underwriting and claims department.”

INDIAN PETROLEUM COMPANY EXECUTIVE



Emma Birchard
Marine Special Risks
Marsh Specialty

Having started her insurance career in the political violence and marine war sector, Emma moved to Marsh in 2022 as a placement broker for the Marine Special Risks Team. Having previously been a research intern at the International Maritime Organisation and basing her Master Thesis on the impact of piracy on the insurance sector, Emma has had a keen interest in joining the Marine industry.

Emma's main responsibility is placing ship finance products (mortgagees interest insurance and mortgagees additional perils (pollution)), as well as niche marine risks such as trade disruption, cyber, and specialist liability insurances. The clients Emma services are mainly in the US and Canada, China, and Europe.



Matthew Smith
Head of Marine Claims
Marsh Specialty

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 productsliability 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.



Jason Holmes
Marine Claims
Marsh Specialty

Jason Holmes is a claims advocate dealing with cargo claims for clients worldwide and is based in Marsh's London Office. His responsibilities include developing broking strategies, client liaison, and solving problem claims for multinational clients. He is an expert in the interpretation of policies and claim adjustment, and his skills span both wholesale and retail business.

The folio of losses serviced by Jason is wide-ranging and includes consumer products, project cargo, oil, bulk commodities, latest hi-tech, engineering, pharmaceuticals, general average, and salvage losses together with general cargoes.

Jason has been in the insurance broking industry working within the London market for 34 years. Since 1995 Jason has been working at Marsh handling major cargo and project claims and advocacy for multinationals.



James Dickerson
Marine Liability
Marsh Specialty

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. From 2018 James became the Norwich Marine Practice Leader across all Marines disciplines, working with global clients and worldwide insurers.

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 is also regularly involved in London market broking within Lloyd's of London and Company Insurance Market. During his career, James has achieved the Diploma in Insurance from the Chartered Insurance Institute.

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

US OIL COMPANY EXECUTIVE



Michael Alston
Cargo Insurance
Marsh Specialty

Michael's earliest experience of Marine insurance was at 15, doing work experience with hull and liability underwriters in Lloyd's. In 2012 he joined Marsh Norwich, supporting the Cargo team on UK and US stock throughput business with a broad scope of client interests, including servicing third-party binding authority programmes.

In 2019 Michael transferred to Marsh London with a primary focus on North American stock throughput business, but also dealing with pure cargo and war risks and clients from Europe, Africa, Middle East, and Latin America. From 2020 his role expanded to include servicing and co-ordination of client's global programmes, ensuring client's policies complied with local regulations worldwide.

Michael has handled policies covering a wide variety of interests, including commodities, technology, cars, pharmaceuticals, food stuffs, livestock, munitions, and machinery.



Tony Mayle
Marine Claims
Marsh Specialty

Tony has worked in the marine insurance industry for over 29 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.



“ A very talented trainer and his obviously vast knowledge of the subject matter, together with his enthusiastic and coherent presentation, make this a ‘must do’ course for anyone in the industry.”

EXECUTIVE AT GLOBAL NON-PROFIT ORGANISATION



Registration form

To book a place on the course, complete the form below or [online](#).

8-12 April 2024

1-5 July 2024

9-13 September 2024

4-8 November 2024

We have a special rate for delegates attending this course in 2024 at the Maid's Head Hotel, Norwich of GBP125 per night for bed and breakfast in a standard double room where available, otherwise executive rooms at higher prices per night. 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, if available.

Yes

No

YOUR DETAILS

Delegate name

Company

Job title

Address

Post code/Zip code

Country

Tel

Business email

Company VAT registration

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.

Please return completed form to:



**Clare Payne/
Sam Goodall**

Willow House, Peachman
Way, Broadland Business
Park, Norwich, NR7 0WF



**For further information
please contact:**

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+44 (0)7392 123929
sam.goodall@marsh.com



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% 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.



“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 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.

We are happy to discuss options for running courses at locations around the world.

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About Marsh

Marsh is the world's leading insurance broker and risk advisor. With over 45,000 colleagues operating in 130 countries, Marsh serves commercial and individual clients with data-driven risk solutions and advisory services. Marsh is a business of Marsh McLennan (NYSE: MMC), the world's leading professional services firm in the areas of risk, strategy and people. With annual revenue over \$20 billion, Marsh McLennan helps clients navigate an increasingly dynamic and complex environment through four market-leading businesses: Marsh, Guy Carpenter, Mercer and Oliver Wyman. For more information, visit marshmclennan.com, and follow us on [LinkedIn](#) and [Twitter](#).

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