

MARSH



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Global Marine & Energy Practice



Norwich Five Day Marine Insurance Course

2008 Programme

The 2008 Norwich Marine Insurance Course



The Purpose

To equip those who are involved in Marine Insurance with a working knowledge of the main classes of marine insurance, the clauses and conditions used, an understanding of the various parts of the maritime industry, plus the different vessel types used.

Suitable for:

- Those who are fairly new to marine insurance and wish to have a knowledge of the various classes.
- Those who have extensive knowledge in only one or two areas and who wish to widen their knowledge to include other classes.
- Those not directly employed in the insurance industry but for whom marine insurance is an important consideration in their own business operations.

In the past five to six years alone, the highly popular Marine Insurance courses run by Marsh in our Norwich office location, have been attended by delegates from over 40 countries around the world and from many spheres of activity:

Insurance Brokers (UK and Overseas)	Cargo Freight Forwarders
Insurers (UK and Overseas)	Cargo Owners and NVOCCs
P&I Clubs	Telecommunications Companies
Finance Houses and Banks	Shipowners and Managers
Vessel Charterers	National Government
Port Authorities and Terminal Operators	Marine Lawyers
Surveyors	Shipbuilding and Repairers

The 2008 Norwich Marine Insurance Course



Location: Norwich, England

This five day intensive course is particularly suitable for people who need to further develop their knowledge and understanding of the various aspects of marine insurance; Marine Hull, Marine Cargo, Liability and P&I, how they inter-relate and how the shipping world operates. The course includes lectures on the different types of modern commercial vessels, the international marine conventions currently in force and on cargo packing issues. A foundation of the basic principles of marine insurance is included, with special attention given to the Marine Insurance Act (1906).

Lectures are performed by senior Marsh staff, most of whom have over 30 years experience in the marine insurance market, both as insurers and as brokers. The course combines formal lectures, videos, discussions with dynamic interactive exercises and involves some light evening work by delegates along with extensive notes and materials being supplied to delegates throughout the course. Knowledge is imparted through formal, but highly interactive presentations and exercises. This course has proved to be so popular that it is now run 4 times annually to cope with demand.

The courses are run in the training suite of the Marsh office in the charming and picturesque City of Norwich – to allow delegates to be able to concentrate on the subject and to avoid the high costs of London hotel accommodation.

The 2008 Norwich Marine Insurance Course



Five Day Course Programme 2008 ***Day 1***

How the Shipping World operates

Moving goods around the world, chartering vessels, Bills of Lading , the various people involved.

Background to today's Marine Insurance

A brief look at the history of marine insurance, the S.G. Form and the law specific to Marine Insurance (The Marine Insurance Act 1906).

The Role of the Marine Insurance Broker

The tasks and activities of a marine insurance broker, including agency and FSA requirements.

Effecting Insurance

The Market Reform Contract, historical policies, placing risks in the market and the need for "utmost good faith".

The 2008 Norwich Marine Insurance Course



Five Day Course Programme 2008 ***Day 2***

Commercial Vessel Types

A look at the operation and uses of each of today's commercial vessel types, including bulk carriers, tankers, containerships, LNG carriers, "reefer vessels", dry cargo and ro ro vessels; the issues, concerns and growth projections of each type.

Problems in the World of Shipping

Concerns of vessel safety, flags of convenience, international regulation and convention compliance, Port State Control. Over or under-tonnaging of the world fleet.

Ocean Hull Insurance

The cover provided by the Institute Time Clauses Hulls and a comparison with the Norwegian Hull Conditions – the exclusions, the standard additions

Geography of Shipping

A look at the International Navigating Conditions (2003) and comparison with the 1976 Institute Warranties, plus a look at some of the world's major waterways, such as the Panama Canal

The 2008 Norwich Marine Insurance Course



Five Day Course Programme 2008 ***Day 3***

Cargo Risk Assessment

Types of goods being moved by sea. Packing and handling issues.

Marine Cargo Insurance

A detailed look at the Institute Cargo Clauses 'A', 'B' and 'C'; the cover and the exclusions and the Institute Classification Clause.

War & Strikes Cover

The cover provided by both Hull and Cargo War and Strikes Clauses, the Marine Hull areas of perceived enhanced risk and the Cargo Watchlist areas.

Agent's Professional Indemnity Cover

A look at the agents in the maritime world who act for others, such as charter brokers, sale & purchase brokers, insurance brokers, N.V.O.C.C.'s, surveyors, the liability insurance cover available when performing these agency activities.

The 2008 Norwich Marine Insurance Course



Five Day Course Programme 2008 ***Day 4***

Port and Coastal Operating Vessels

A look at the types of vessels involved such as tugs, barges, dredgers, yachts, fishing vessels and the Institute clauses designed to cover them against physical loss or damage along with a very limited P&I cover offered within the Institute clauses.

Marine Claims

A look at what constitutes a valid claim under hull and cargo insurances, the concepts and issues of proximate clause, deferring repairs, the effects of deductibles. A further specific of Total Loss Claims (Actual and Constructive), Notices of Abandonment and the rights of subrogation.

Salvage

A brief look at the concept of 'No Cure No Pay', the International Salvage Convention, SCORPIC Clauses and awards.

Protection & Indemnity

The background to today's P&I market. Limitation conventions, how the Mutual 'Club' system works, the cover given, the Inter-club General Agreement (IGA) the pooling and reinsurance regimes.

The 2008 Norwich Marine Insurance Course



Five Day Course Programme 2008 ***Day 5***

Marine Reinsurance

The various types of Marine Reinsurance, how insurers protect themselves and why. Building an Excess of Loss reinsurance programme. Market results

Shipping Finance

A look at the role of banks and other financiers in the world of ship purchase. The exposures they face when lending money on ships and how they protect themselves as mortgagees. Also the demands they make of the shipowners's marine insurance brokers

Marine Charterer's Liability Insurance

A look at the need for and insurance cover available to Time and voyage charterers.

Offshore Oil Industry vessels

A very brief look at the vessels used in the maritime sector of the oil industry and the insurance considerations and issues associated with them.

The 2008 Norwich Marine Insurance Course



The main lecturers (plus guest speakers)

Mr Stephen Harris – Principal Lecturer

Tel: +44 (0)1603 207324

Fax: +44 (0)20 7929 2705

Email: Stephen.J.Harris@Marsh.com



Experience:

Steve Harris has been working in the Marine Insurance market in London for over 30 years. During this time he has underwritten at Lloyd's of London for 13 years as well as spending 7 years as the Assistant Hull & Liability underwriter at Cornhill Insurance PLC (part of the German Allianz Group of companies).

Steve joined Sedgwick (now Marsh) in 1994 when he was invited to join Sedgwick to help manage and train their own Norwich staff in marine insurance. The training and lectures provided by Steve quickly became renowned, and within a few months, the first Marsh clients and insurers asked to send their staff on his courses.

In 1997, the Chartered Institute of Insurance in London requested that Steve performed lectures during their own Marine Hull insurance courses, and for whom he is now a regular guest speaker.

Steve has also lectured (at the request of the United Nations Organisation) on Marine insurance matters in Eastern Europe. He is regularly requested to travel around the world to provide lectures on Marine Insurance and recently performed a very successful three day Marine Insurance Courses in Singapore, Tokyo and Chicago, U.S.A.

The 2008 Norwich Marine Insurance Course



Mr Brian Duddridge – Cargo Lecturer

Tel: +44 (0)1603 207384

Fax: +44 (0)20 7929 2705

Email: Brian.R.Duddridge@marsh.com



Experience:

Brian Duddridge has been working in the Marine Cargo insurance market since 1968, including 19 years as the Cargo underwriter with the Guardian Insurance Co. (formally GRE) in both Ipswich for 10 years and in their London office for 9 years.

Brian joined Marsh in 2000. With extensive knowledge of Marine Cargo insurance, Brian has been providing the Marine Cargo lectures on this course for over three years, combining this with an active broking role in our Norwich office, ensuring a current market understanding being brought to his excellent lectures.

Brian is an Associate of the Chartered Institute of Insurance.

The 2008 Norwich Marine Insurance Course



Ms Sophie Hubble – Claims Lecturer

Tel: +44 (0)1603 207827

Fax: +44 (0)20 7929 2705

Email: Sophie.H.Hubble@Marsh.com



Experience:

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 worked for 15 years, handling Hull & Machinery and Liability claims for worldwide clients. 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.

The 2008 Norwich Marine Insurance Course



Course Dates

In 2008, this course will be run four times during the following weeks.

14th April – 18th April 2008

23rd June – 27th June 2008

22nd September – 26th September 2008

20th October – 24th October 2008

Spaces are limited to a maximum of 18 on each course, so early booking is advisable.

Course Costs

The Course costs GBP 950 + VAT.

This includes tuition, free mid-day lunch and refreshments during the day, all course materials and one formal evening dinner.

Travel and accommodation cost the responsibility of the delegates, although Marsh can arrange accommodation at a reasonably priced local hotel upon request.

The 2008 Norwich Marine Insurance Course



Technical Content

For queries on the technical content of the courses, please contact:

Stephen J. Harris
Marsh Limited
Victoria House
Queens Road
Norwich
NR1 3QQ

Contact:

Stephen J. Harris
E-Mail: Stephen.J.Harris@marsh.com

Telephone: +44 (0)1603 20 7324

Fax Number: +44 (0)20 7929 2705

■ Venue for the course

Training takes place in our training suite, at the Marsh Norwich office.

■ Accommodation

Accommodation can be arranged for delegates at local hotels, guesthouses or with local landlords on request. Please advise us if you require accommodation as advance booking is essential.

■ Course joining instructions

The course programmes, details and venue maps will be sent to participants within a suitable time scale prior to the particular course commencement date.

The 2008 Norwich Marine Insurance Course



Booking and Availability

For course availability application forms for the course:

Marion J Paul

Telephone: + 44 (0)1603 20 7098

Email: Marion.J.Paul@marsh.com

■ Further information and advice on availability and accommodation

If you would like further information or advice on the availability and dates of our 2007 Norwich Marine Insurance Courses in the future, please contact Marion Paul in the Norwich office of Marsh.

■ To make a course booking

Provisional bookings are accepted, but must be confirmed within 14 days by completion of a course booking form.

Correspondence can be posted, faxed or emailed to:

Marion Paul

Marsh Ltd

Victoria House

Queens Road

Norwich NR1 3QQ

Telephone: +44 (0)1603 207098

Fax: +44 (0)20 7929 2705

E-mail: Marion.J.Paul@marsh.com

Registration Form

Please complete this form and post, e-mail or fax it to:

Marion Paul

Marsh Ltd, Victoria House, Queens Road, Norwich NR1 3QQ, England.

Fax: +44 (0)20 7929 2705 E-mail: Marion.J.Paul@marsh.com

Delegates Name:

Company:

Job Title:

Mailing Address:

Post Code / Zip Code:

Country:

Tel:

Fax:

E-Mail:

Contact details of person making the booking:

Name:

Tel:

Fax:

E-mail:

Please tick if you require Marsh to arrange reasonably priced local accommodation

Course dates:

14 April – 18 April 2008 22 September – 26 September 2008

23 June – 27 June 2008 20 October – 24 October 2008

Method of payment: Cash / cheque payable to Marsh Ltd

Company invoice (please give address if different from above)

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Please read the Conditions and Cancellation Policy prior to submitting this form.

For further information, please contact:

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Marsh Limited
Victoria House
Queens Road
Norwich NR1 3QQ
United Kindom

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