



Marine Lecture Subjects

Who would benefit?

The list of Marine lecture subjects below are those that are regularly requested and provided by Stephen Harris of Marsh Marine for Marsh offices worldwide, shipping organisations, insurance and reinsurance companies, insurance colleges, government bodies and banking corporations.

These can be used to devise a tailored training programme with the seminar length depending on how many subjects are required. The resulting course then focuses on those subjects within marine that the client want to have covered. A few of the core subjects are included to enable clients to add to any combination of Marine hull, cargo and/or liability.

Content

* denotes lectures that should be included as foundation subjects on for anything other than advanced level courses.

1) Introduction to Insurance (1 hour)

A primary one hour lecture on the need for risk management in all walks of life and the solutions that insurance can provide. Not marine-specific in any way, but a foundation lecture for those completely new to the business.

2) Introduction to Marine Insurance (1.5 hours)

A primary overview of the different classes of Marine insurance, Cargo, Hull , liability, P&I – what they generally cover and exclude and how they inter-relate. A foundation lecture for those engaging in marine insurance for the first time, or who are new to the business.

3) * How the Shipping World Works (2.5 hours)

How goods gets moved around the world, the people involved, the negotiation of Contracts of Sale, Incoterms 2000 and 2010, responsibilities of shippers and carriers under Hague, Hague Visby, Hamburg and Rotterdam Rules 2009.

4) * Background to modern Marine Insurance (1.5 hours)

History of marine insurance, the Marine Insurance Act and insurance law principles . Policy forms and the new Market Reform Contract

5) * The Role of the Marine Insurance Broker (2.5 hours)

The Law of Agency responsibilities of a broker. Obtaining quotations, placing risks and servicing the bound risks. Contract Certainty and the new BIPAR Rules. Subscription risk line signing and Broker's Letters of Undertaking and responsibilities to mortgagee banks

6) Marine Cargo Insurance (3 Hours)

Cargo types and insurance concerns. Institute Cargo Clauses A, B and C Clauses 1982 and 2009. The Institute Classification Clause 2001

7) LNG Matters (1 hour)

A lecture on the growing importance of LNG, how and where it is found, extracted and transported. The issues and concerns of LNG transportation. The subject also looks at LPG, what it is and the very different issues concerning its carriage



Marine Lecture Subjects continued...

8) Ocean going Vessel Types and Considerations (3 hours)

The main 11 types of ocean going cargo vessels. The world fleet size and projected new building growth of each type, operational issues and insurance considerations of each type, how vessels are comparatively measured using Gross or Deadweight tonnage.

9) * Maritime Issues (1.5 hours)

Issues in the shipping industry that have an impact on Marine Insurance, such as overcapacity of ships, international freight rate depression, crew quality, Open Registries, international conventions, Classification issues, terrorism, piracy and international sanctions.

10) Ocean going Marine Hull Insurance (3 hours)

The cover provided by the Institute Time Clauses - Hulls 1983 (as still the most widely used globally), including the extent of vessel machinery cover, highlighting the differences with the 1995 and 2003 versions as well as a general comparison to the cover provided on other internationally used sets of clauses.

11) International Trading areas for Marine Hull Insurance (0.5 hours)

The Institute Warranties 1976 and the International Navigating Conditions 2003, graphically illustrated on maps, showing the areas of restricted cover

12) Insurance for Port operating vessels (2 hours)

1 hour if Marine Hull Clauses already covered

The Institute Time Clauses – Hulls Port Risk. Example vessel types and insurance considerations for each plus the cover provided by the “Port Risk” Clauses

13) War & Strikes Risk Insurance, for Hull, Cargo and P&I (1.5 hours)

The background to why War and Strikes risks must be considered separately (FC&S), the cover provided by Institute Hull War & Strikes Clauses, the Institute Cargo War and Institute Cargo Strikes Clauses. The latest Areas of Perceived Risk for Marine Hull War cover graphically illustrated on maps, and the Cargo War and Strikes Watchlist, plus the reasons for moving Violent Theft, Barratry and Piracy from Marine Hull to Marine Hull War & Strikes insurance

14) Yacht Insurance (1 hour)

A study of the yacht types and special considerations, the Institute Yacht Clauses (1985) and other, wider wordings used in the market for luxury yachts

15) Marine Financier Protection Insurances (0.75 hours)

Mortgagees Interest Insurance plus the associated cover of Mortgagees Additional Perils Insurance. Loss Payable Clauses and Notices of Assignment

16) Protection and Indemnity (2.5 hours)

How the mutual P&I clubs work and the cover provided by the 13 IGA associations. The Group “Pooling” arrangement and reinsurance programme. The international conventions on Limitation of liability, LLMC, CLC and Fund Conventions. Freight Demurrage & Defence Cover.

17) Marine Charterer's Liability (1 hour).

Exposures to time/voyage charterers and the insurance protection available. Example cases of potential liabilities that charterers can incur and the responsibilities of charterers under Hague. Hague Visby, Hamburg and Rotterdam Rules



Marine Lecture Subjects continued...

18) Marine Builder's Risks insurance (1.5 Hour)

The coverage issues and the new MARCAR wording. The cover provided and the differences to the Institute Builders Risk Clauses 1988)

19) Marine Hull Loss of Earnings insurance (0.75 hours)

Brief overview of the need for Marine Loss of Hire/Earnings insurance. The cover provided in the London market and the effect of excesses and periods of cover.

20) General Average (1 hour)

A hugely important lecture on the principals and practice of General Average with reference to the York Antwerp Rules 1994 / 2004, a basic understanding of which is essential for anyone involved with shipping and marine insurance

21) Marine Claims Practice (2.5 hours)

A review of the important MIA (1906) elements of Proximate Cause, particular average, Actual and Constructive Total Loss. How claims are handled and market statistics on loss type ratios for Marine Hull, Cargo and P&I insurances.

22) Marine Reinsurance (1 hour)

The various types of and reasons for facultative and General Marine Reinsurance. Building an Excess of Loss. Quota Share and LMX programme and crucial role of reinsurance in underwriting a direct Marine insurance account.

23) The new Marsh War & Strikes (Hulls) Clauses 2010 (1 hour)

For those who already have a working knowledge of the Institute War & Strikes (Hull) Clauses, highlighting the major differences and advantages to clients of using the new Marsh clauses.

24) Marine Charter Default (Trade Credit) insurance (1 hour)

This new product seeks to protect shipowners from the effects and consequential effects of a defaulting charterer. How the product works and the combination of default protection and consequential market loss is explained graphically in this 1 hour presentation

25) Towage contracts in the offshore and cable-laying industry (1 hour)

The important insurance aspects to physical damage and liabilities with "knock for knock" agreements contained in many international charter agreements such as "TOWCON" and SUPPLYTIME 89, as well as the shift in responsibilities under UK standard Towage agreements and the very different approach under U.S. towage understandings