

Marine

Risk Consulting

Taking the lead with sea-going expertise and real-time industry intel



Marine Risk Consulting (MRC) specializes in risk management capabilities and solutions for our key clients and partners, keeping pace with important industry changes, emerging developments, and best practices.

For AIG's Marine clients facing unique risks with each voyage, MRC's partnership gives the additional expertise, including sea-going mariners who understand and have the tools to help mitigate the risks. This can translate to reducing damage or losses, from a logistics, operational, and insurance perspective. The MRC value comes from its immersion into the industry's current and evolving risk challenges and developing solutions collaboratively with its clients. It also stems from the dependability of forming long-lasting relationships through a process of deliberate communication and actionable recommendations.

MRC – a network that runs worldwide

Our collaborative knowledge-sharing approach across AIG's Marine Risk Consulting network enables the team to keep pace with the geo-specific risks that can impact clients as their cargo travels through the global supply chain. Each team member has a unique story and implicit knowledge, asking the right questions, understanding the risks, and making consultative assessments.



A team experienced in marine risk first hand - Licensed Master Mariners, former cargo surveyors, Port Captains & claims specialists strategically located worldwide.



A global network of third-party surveyors and access to tools including: vessel vetting, historic performance data, warehouse risk assessments and logistic review templates.



MRC Knowledge Center – best practices, geopolitical influences, and recommendations to help keep you up to date on global marine risks.



Proactive loss prevention and collaborative solutions based on local knowledge and global strength.

AIG provides insights and solutions for clients across the marine supply chain:



Ocean Cargo



Hull



Marine Liability



Inland Marine

MRC Capabilities

Cargo

Theft in logistics is a significant problem, as are cargo mishandling, damage due to unsuitable packaging standards, and the potential for container stack failure. MRC issues timely bulletins and publications to help our clients keep current on the requirements that can help to reduce the potential for loss. These publications are available through your Marine Risk Consultant:

- High-value targeted theft security series
- Cold chain management for medicinal products
- Container Stack failures on high seas overview
- Northern Sea Route potential

Specific services relating to cargo policies include but are not limited to the following:

- Desktop vetting and/or physical inspection for vessel suitability
- Packaging consultation or detailed cargo condition assessment
- Handling, stowage, and securing guidelines for general cargo, specific bulk commodities, dangerous goods, and heavy lift shipments
- Guidance on adherence to applicable regulations, such as the International Maritime Dangerous Goods (IMDG) Code, the Code of Safe Practice for Cargo Stowage and Securing (CSS Code), the International Maritime Solid Bulk Cargoes Code (IMSBC Code), and the International Bulk Chemical Code (IBC Code)
- Analysis and guidance on route assessments, tug and barge suitability, bollard pull requirements, towing arrangements, transport method statements, lifting gear and rigging assessments as well as “cradle to grave” monitoring of critical project cargo shipments
- Warehouse risk assessments for fire, theft, and natural hazard exposures as well as potential maximum loss based on relevant exposures and mitigation factors
- Cargo security consultation on exposures and vulnerabilities, including auditing existing policies, procedures, and service providers and assisting with the implementation of industry best practices

Hull

Specific services relating to hull policies include but are not limited to the following:

- Condition and valuation assessments for tugboats, barges, small passenger vessels, ferries, fishing vessels, “brown water” oilfield support (crew boats, OSVs), and all classes of “blue water” vessels
- Guidance on adherence to applicable standards, rules, and regulations (e.g., Class, Flag State, International Maritime Organization (IMO), International Ship and Port Facility Security Code (ISPS))
- Piracy mitigation planning

Marine Liabilities

Specific services relating to Marine Liability include but are not limited to the following:

- Risk assessments for port, marine terminal, stevedoring, passenger vessel, shipyard, marine construction, or motor truck operations.
- Depending on the required scope, assessments may incorporate inspection of facilities, contractor’s equipment, piers, docks, wharves, dry-docks, and cranes as well as review of cargo (or other) operations, contract and work orders, safety and loss control programs, pollution and environmental policies, fire protection, security, maintenance and repair programs, care, custody and control policies and/or tenant, contractors, temporary workers, and employee policies.
- Marine safety training





Inland Marine

The MRC team provides superior expertise in all facets of Inland Marine lines, including Transportation, Ports/Terminals, Warehousing, and Contractor's Equipment, applying best practices/industry standards to reduce risk.

Specific services relating to Inland Marine include but are not limited to the following:

- Risk assessments for ports, marine terminals, transportation, warehousing, motor truck operations, and contractor's equipment.
- Depending on the required scope, assessments may incorporate inspection of facilities, contractor's equipment, piers, docks, wharves, transportation, warehousing, incorporating a review of operations, hiring/training, contract and work orders, safety and loss control programs, fire protection, security, maintenance and repair programs, care, custody and control policies and contractors, temporary workers, and employee policies.

Trade Association Membership

AIG Marine Risk Consultants have leadership roles and memberships in trade associations, where they work with global manufacturers, logistics providers, freight carriers, law enforcement agencies, and other stakeholders with the common aim of reducing losses from international supply chains.

Currently, MRC is actively involved in various trade association committees that find solutions to complex problems such as:

- Facility security requirements
- Trucking security requirements, and
- Safe parking requirements for truckers.

Guidance and Training

In addition to the risk assessment program, AIG MRC has developed a depository with a wide range of training material covering a wide range of marine-related technical subjects that are available to support the overall group risk management philosophy and provide guidance on operational best practices.

Also available is the "Insight" series, an ever-expanding suite of 'Best Practice' documents produced by AIG Property Risk Engineers. These insights cover a range of property-related technical subjects giving guidance to assist you in mitigating and controlling hazards across your 'cargo-in-warehouses' portfolio.

The core elements that AIG MRC can bring to an account-managed risk engineering program are:

- Appointment of an Account MRC Manager
- Development of a mutually agreed protocol to create a partnership approach and, if required, to target specific areas of the business
- Assistance by experienced local Marine Risk Consultants, operating to internationally recognized technical standards, in the adoption or integration of these standards into in-house guidelines
- Regular review meetings to ensure delivery of the program and react to changing situations and requirements
- Provision of guidance documents and training to underpin risk management strategies and help to reduce the incidence and severity of losses
- A proven track record of assisting clients to reduce the frequency and severity of losses
- A stronger, more impactful partnership

MRC Services

MRC offers comprehensive marine risk consulting services tailored for marine clientele ranging from manufacturers, marine terminals, ports and shipyards to logistics service providers, infrastructure projects and mega-yacht owners. Our global footprint provides an excellent fit for multinationals seeking tailored coverage and services that can be location specific or part of a multinational controlled master program.



Consultations & Risk Assessments

Special transport risks:

- Selection of transport route
- Means of conveyance
- Packaging
- Security requirements
- Temperature controlled goods
- Packaging & controls
- Security



Loss Control Program Development

New business plans, large claims or noticeable loss trends:

- Handling and securing procedures
- Packaging standards
- Security protocols organization and carrying out load securing surveys warehouse surveys



Communicator & Overseer

Open lines of communications

Ensure close coordination and cooperation with all parties to ensure client needs are met

General approach

- Product
- Packaging review
- Mode of transportation, type of conveyance, route of transportation, etc
- Load securing
- Vessel checks
- Lifting and lashing
- Unloading / loading surveys
- Barge movements
- Complete logistic review

Expertise Shared Across the World in MRCs Knowledge Center

Topics found in the global MRC Knowledge Center include:

- General cargo
- Bulk liquid & agricultural cargo
- Infrastructure project
- Inland marine security
- Geopolitical influences
- Supply chain risks

The articles, bulletins, guidelines, recommendations and presentations housed in MRC's Knowledge Center forms the basis for the team's worldwide, consistent approach. Each Marine Risk Consultant contributes a different set of skills and local knowledge that builds and maximizes MRC's effectiveness. Information is kept fresh through a wide range of resources ranging from professional associations to news and security marine news subscriptions and tools purchased by MRC.

MRC Loss Control Program

This is how we work, when the loss prevention clock is set at 12 months.

During this time, we will see changes, but as always this of course requires commitment from all parties, such as logistic and risk management departments.

Months 1-2

Analysis

- Kick-off-meeting
- Claims history analysis
- Review of logistic chain and cargo risk

Months 3-5

Development of a program

- Selected locations to be visited
- Definition of solutions and recommendations

Months 6-8

Program Implementation – Phase I

- Implementation of recommendations
- Evaluate effectiveness
- Revise recommendation

Months 9-11

Program Implementation – Phase II

- Implementation of recommendations
- Continuing monitoring of claims

Month 12

Review

If necessary, a continuation of the program

For more information, contact your Marine Risk Consultant



www.aig.com

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