



Marine Loss Control Engineering

Overview

At AIG we believe in going beyond traditional risk assessments by working in partnership with our clients and brokers to produce a bespoke added value service to meet our mutual needs on business and asset protection.

Global Marine offers comprehensive marine loss control engineering (MLCE) services tailored for specific 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 worldwide master policy program.



The MLCE mission is to measure, identify and list customer requirements and provide efficient integrated solutions towards risk minimization. Our services are characterized by:

Proactive Loss Prevention

MLCE endeavours to avoid losses by analyzing potential exposures and presenting tailored recommendations to minimize them. We provide clients with an outline of potential problems and their solutions based upon our loss control capabilities, local knowledge, and global strengths. Treating our clients as partners in the process, we are diligent in our efforts to develop and implement strategies for eliminating or reducing loss exposures to mutual benefit.

Reactive Loss Control

MLCE is committed to reducing future losses by analyzing client loss frequency and severity trends on a frequent basis and implementing practical, feasible recommendations in accordance with the needs and requirements of each insured.

Effective Communication

MLCE strives to ensure open lines of communication, to act as a "knowledge center" and exchange essential information that will assist the client, underwriter and MLCE team in carrying out loss prevention initiatives during the policy period.

Centers of Excellence

The Marine Loss Control Engineering Team consists of a global network of 15 strategically placed, full time, loss control managers, made up of seasoned professionals with 25 years of experience in the industry on average, most with sea-going experience and licensed as Master Mariners. The team also has wide ranging complimentary expertise as former cargo surveyors, port captains and claims specialists as well as specialized skill and experience in areas such as cargo crime prevention, logistics, and packaging. To take advantage of the team's complimentary skills and expertise as well as maintain a worldwide consistent approach and maximize our effectiveness in delivering the full range of loss control services to our clients on a local level, the team has developed "Centers of Excellence" (CoE) that cover our services related to general cargo, bulk cargo, project cargo, hull and machinery, marine liabilities, logistics and security as well as recreational marine. Each CoE includes a committee of MLCE managers with the necessary expertise to ensure that our services remain on the cutting edge in the related discipline and all local loss control operations remain fully supported on a global level.



MLCE Capabilities

Cargo

Specific services relating to cargo policies may 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 IMDG Code, CSS Code, IMSBC Code or the 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; auditing existing policies and procedures; and assisting with the implementation of industry best practices

Hull

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

- Condition and valuation assessments for tugboats, barges, small passenger vessels, ferries, fishing vessels, “brownwater” oilfield support (crew boats, OSV’s) and all classes of “bluewater” vessels
- Guidance for same on adherence to applicable standards, rules or regulations (Class, Flag State, IMO, ISPS, etc)
- Piracy Mitigation Planning

Marine Liabilities

Specific services relating to Marine Liability policies may 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 required scope, these 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

Recreational Marine

Specific services relating to recreational marine policies may include but are not limited to the following:

- Condition and valuation assessments for small power vessels (usually trailered), sailing vessels, owner-operated motor yachts (up to approx 60’) and large crewed motor yachts
- Guidance for same on adherence to applicable standards, rules or regulations (Class, Flag State, IMO, ABYC, NFPA, etc)
- Piracy Mitigation Planning



TAPA

AIG is a full member of the Transported Asset Protection Association (TAPA.). TAPA is a unique forum that unites global manufacturers, logistics providers, freight carriers, law enforcement agencies, and other stakeholders with the common aim of reducing losses from international supply chains.

Currently we maintain a position on the Board of Directors for TAPA Americas and are actively involved in various committees including the development of new global standards such as TAPA Trucking Security Requirements (TSR) and safe parking requirements for truckers.



Guidance Documents and Training

In addition to the risk assessment programme, AIG MLCE has developed a “knowledge center” containing a number of documents and training materials 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 practice.

Also available are products such as “Insight”, an ever expanding suite of ‘Best Practice’ documents produced by AIG Property engineers covering a range of Property related technical subjects giving guidance to assist you in mitigating and controlling hazards across your ‘cargo in warehouses’ portfolio.

Summary

The core elements AIG MLCE will bring to an account managed risk engineering program are:

- Appointment of an Account MLCE Manager
- Development of a mutually agreed protocol to create a partnership approach and if required target specific areas of the business.
- Experienced local MLCE’s operating to internationally recognised technical standards able to adopt or add to in-house guidelines
- Regular review meetings to ensure delivery of the program and react to changing requirements
- Provision of guidance documents and training to underpin risk management strategies and reduce the incidence and severity of losses
- A reduction in severity and frequency of losses
- Improved customer relations



Contacts*

Home Office

Scott Brown

Charleston

Scott.Brown@aig.com

EMEA Region

Jan Rietberg

Rotterdam

Jan.Rietberg@aig.com

Marten Sandblom

Helsinki

Marten.Sandblom@aig.com

Steve Broderick

London

Steve.Broderick@aig.com

Matthias Boehmen

Hamburg

Matthias.Boehmen@aig.com

Vijay Pal Singh

Mumbai

Vijaypal.Singh@tata-aig.com

Andrew Walker

Johannesburg

Andrew.Walker2@aig.com

Americas Region

James Neville

San Francisco

James.Neville@aig.com

Stan Kays

Houston

Stan.Kays@aig.com

Miguel Herce

Mexico City

Miguel.Herce@aig.com

Alfredo Chaia

Sao Paulo

Alfredo.Chaia@aig.com

Samuel Ortiz

Bogota

Samuel.Ortiz@aig.com

Asia Region

Sugaya Wataru

Tokyo

Sugaya.Wataru@aig.co.jp

Malek Ali

Singapore

Malek.Ali@aig.com

Benny Gao

Shanghai

Benny-DL.Gao@aig.com

**Full MLCE Profile and contact information is available upon request.*