

Reducing accidents, claims (and premium)

an insurers guide to risk



**What do
Ports
want?**





- **Specialist insurer of Ports & Transportation**

47 of 100 world
top ports

48 years &
counting



4,000
Transport &
Logistics
operators



Mutual Insurer

80% of world
shipping
containers



AM Best –A
excellent
Rating









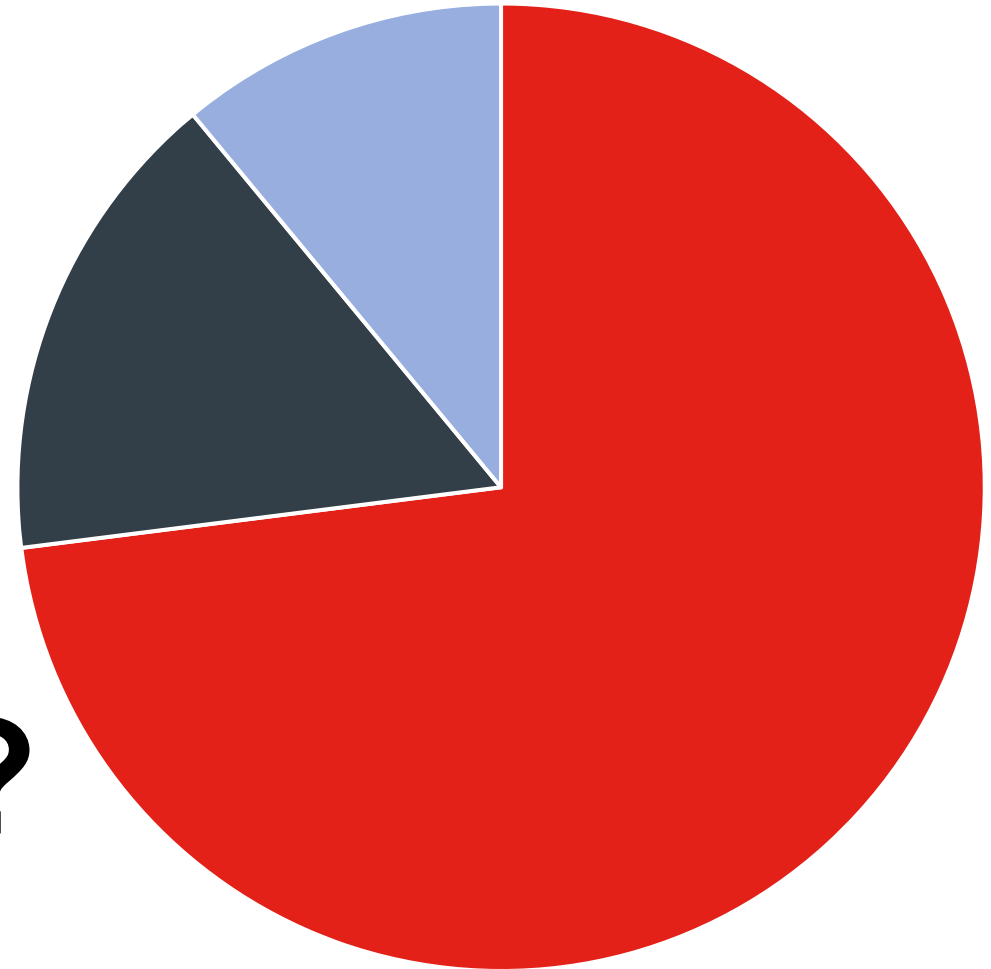
Where do
accidents
come from?

The explosion
that (should but might not)
change the
world

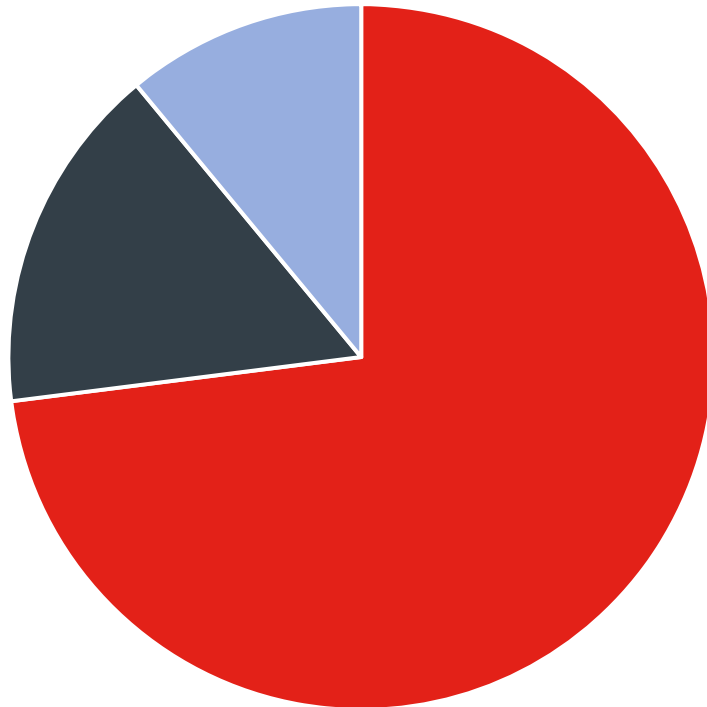
VGM – lets
weigh every box
(we declare that already)

Can you
insure
everything?

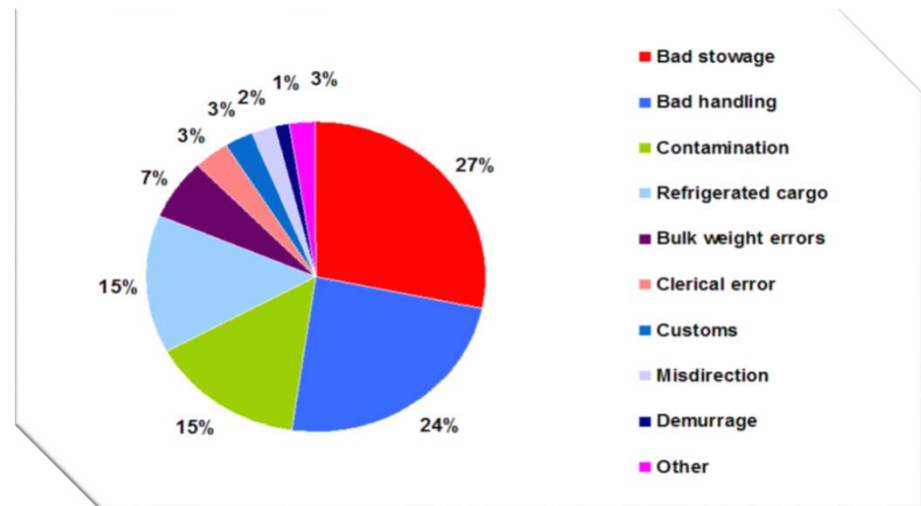
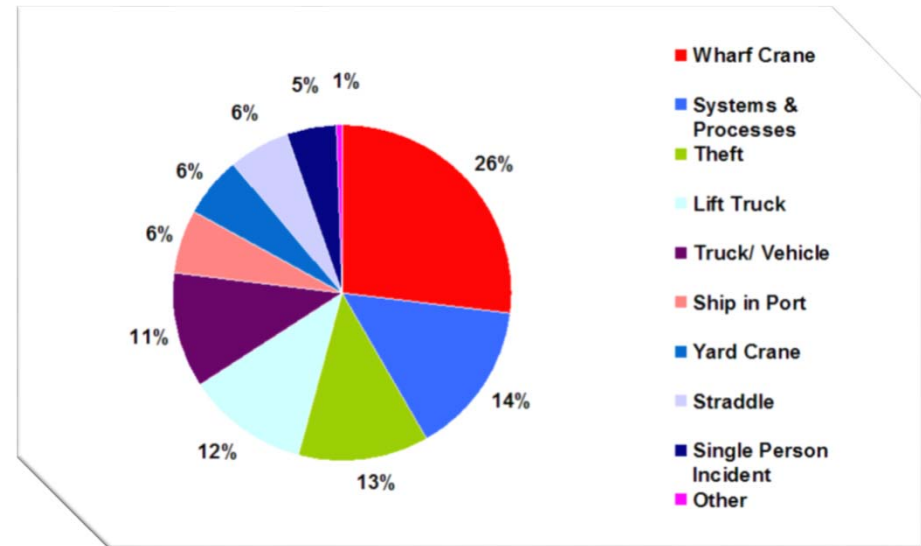
Where do accidents and claims come from?



89% Human Error



73% Operational
16% Maintenance
11% Weather



Wharf crane accidents:

- Crane Boom hits Ship
- Ship hits Crane
- Box lifted with twist locks not released
- Damage to ship or truck - driver/stevedore

Wharf crane costs **USD 10,000,000+**

- Operated by a human (with help)
- Key to operations

There is technology to minimise some of the risk & it's been around for years!

- Anti-Boom collision - (USD 10,000 = 0.1% of crane value)
- Twist lock sensors prevent lifting when attached & sense concentrically loaded containers

- **26%** of container terminal port claims





Explosion at Tianjin Port on 12th August 2015

- Ruihai Logistics
- Over 173 dead (8 missing)
- 2 explosions 30 seconds apart
- 800 tonnes of ammonium nitrate

- What are you storing?
- What is in the box?
- Who is your next door neighbor and what are they storing?
- Who is making sure they do their job & comply with regulations?

Dangerous goods:

Are you responsible without fault for the goods in your control?

How would this affect your operations?

Contingency planning – 1 gate?

Is there enough control and knowledge about the goods in a particular area?

A small problem can cause a big problem



MSC Napoli – weight issues



Effective 1st July 2016
(we had 3 months to practice)



Method A: Weigh sealed container
Method B: Weigh contents + tare weight





USD 400bn per year (2015)



Who got attacked?



Was your system compromised?



Global CEO forum hottest topic



80/20 iceberg principle

True cost of an accident:

- **Safe working environment**
- **Operational Efficiency**
- **Profits**
- Reputational Damage
- Lost confidence

Employ good people & train them



**Can you
insure
everything?**

Thank you
Any questions?

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come and speak to me:
insurers don't bite!