

## Marine

As a principal element of our drive to organise and market ourselves more effectively focusing on our expertise and service delivery, we have now established Cunningham Lindsey's Marine Specialist Practice Group.

### Specialist services

Our 66 marine experts based in 21 countries provide a range of specialist services to our clients and to our colleagues, including:

- Cargo surveys
- Pleasure craft loss adjusting and appraisal
- Particular and General Average
- Marine third party administration (TPA) and claims management/settlement
- Carrier's, stevedore's and port liability investigations
- Nautical surveys
- Hull, machinery and land-based equipment surveys
- Recovery and subrogation
- Pollution prevention audits
- Oil spill management and consulting
- Waste management
- International trade-fraud screening and investigation
- Risk management and loss-prevention surveys and consulting

### Seasoned professionals

Our team is formed of seasoned professionals with marine-insurance or marine-industry backgrounds:

- Experienced loss adjusters
- Experienced former sea-going personnel
- Master mariners
- Marine engineers
- Architects
- Environmental consultants/engineers
- Chemists
- Food specialists
- Compliance managers

### Collision course

In September 2009, on the opening of the new extension to the main port in Montevideo, Uruguay, one of our marine specialists was one of many watching the arrival of the first ship to dock in the new port, the M S Zhen Hua. Onlookers watched in horror as the vessel did not stop, but ploughed into the wharf, causing significant damage. Our coordinator in the River Plate Delta who works regularly in Uruguay for Cunningham Lindsey was present at the port at the time of the collision. Thanks to the attendance of many onlookers, present during the collision, much information could be gathered. Our team is handling the nature and extent of damage as well as determining the cause of the collision. For more information about this claim, please contact Ton Schox.

All our marine specialists are active in their local markets and work together to sell the benefits of our collaborative Marine Specialist Practice Group to our clients. Principal among those benefits are our ability to deliver a global solution to marine insurers who, uniquely amongst insurance classes, are confronted with interests moving in global trade and presenting losses anywhere on the globe; normally somewhere other than the place in which the interests were insured and from where they were shipped.

Our Marine Specialist Practice Group collaborates in establishing and sharing expertise, best practice and reporting/communication standards.

As an example of this collaboration on training and development the US Marine Program expanded its offering by completing phase one of three by adding adjusters on the east coast of the United States in key ports. The training of the adjusters was done by Captain John Hosty from Cunningham Lindsey in Canada who has extensive marine knowledge and excellent training skills. In addition Ton Schox and management team members from the US also attended. Ton Schox presented some of the

class material as well as case studies to the group. The training was conducted at the Vale Training Solutions Training Facility in Pennsylvania and lasted the entire week. The team was fortunate to have John Hosty and Ton Schox there given their knowledge, expertise and leadership in the marine field. Additional training classes are being planned as the US focuses on an expanded offering.

### Uniquely positioned

In the UK our marine experts, in collaboration with our non-marine claims management leaders, have worked together to deliver innovative, market-leading TPA solutions to company and Lloyd's insurers.



Back Row: Jim Devall, Brad Bradley, Ton Schox, Jon McCreath  
Front Row: John Hosty, Eddie Gray, Gerry Ginder, Scott Thomas, Hector Navarrete

## Marine Specialist Practice Group

The marine and transportation industry operates in a complex and unique legal and practical framework. The same is true of the insurance practices that support international trade and logistics.

Marine insurers and industry clients rely on networks of the right experts in the right places worldwide. In establishing our Marine SPG, we will prove Cunningham Lindsey's ability to provide exactly that network of people with proven expertise under one roof and one trusted name.

In a market-place for marine claims services that is historically very fragmented and characterised by small, often one-man businesses, Cunningham Lindsey's marine SPG is uniquely positioned to provide global solutions for marine clients and as part of multi-class service offerings with other Cunningham Lindsey SPG's, backed by our combined strength, systems and regulatory compliance.

### CASE STUDY – “MSC Napoli”

MSC Napoli was a container vessel with nearly 3,000 units aboard when, in January 2007, she suffered a serious structural failure off the Southwest coast of England. The vessel could not be brought to a safe harbour and was grounded deliberately in shallow and sheltered waters in Lyme Bay.

Cunningham Lindsey Marine were instructed by insurers from all over the world and by leading maritime lawyers representing many of the cargo interests.

We were able to deliver immediate cost-savings to our clients by deploying one of our experts to attend the salvage operation on a permanent basis between January and June 2007: to identify, inspect and negotiate the recovery, remediation and despatch of our clients' interests; to be the eyes and ears of those clients throughout.

Because we were in permanent attendance, unlike other smaller organisations and independent experts, we were a full participant in the salvage operation and in constant dialogue and negotiation with the salvage contractors and government maritime officials. We were able to use our expertise to secure the immediate intervention of those agencies where it was needed to recover and preserve damaged cargo.

Where additional expertise or services were required, we were able to deploy other Cunningham Lindsey Group resources – engineers, valuers, marine surveyors at the final destination ports – immediately, seamlessly and at favourable cost to our clients.

By our presence and commitment to the salvage process, we were able to negotiate for urgent release and onward transportation of time or business critical cargo including prototype acrobatic aircraft needed urgently for a small manufacturer's product launch in South Africa.

We also secured the remediation and urgent forwarding of specialised valves for a hydro-power project in Africa. The valves were uninsured, needed urgently for a critical infrastructure project and the MSC Napoli grounding threatened to sink the construction project and bankrupt the valve-manufacturer.



### Stay informed

We will keep you updated with regular news of our progress and our network by newsletters and by our website: [cunninghamlindsey.com](http://cunninghamlindsey.com)

In the meantime, please feel free to ask for any further information or assistance via our Group Hub in Rotterdam.

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