

Know-how and networking at the Marine Insurance Course 2003

Twentythree people attended the Marine Insurance Course at The Swedish Club head office in Göteborg on May 5th-9th. This course, held on an annual basis, covers all important aspects of marine insurance, ranging from terms and conditions to the practical handling of claims and loss prevention. Once again fully booked, the course turned out to present an interesting mixture of knowledge-sharing and experiences through lectures given by Club staff members, as well as great networking opportunities for the participants, representing no less than ten different nationalities. We asked three of the participants what made them apply for the course and what they considered they had gained by attending it:



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■ **Ms Trude Eriksen**, Financial Services Controller at Norgas Carriers AS in Oslo, Norway. To her, a clear conception of all aspects influencing the finances of the company is essential. Trude wanted to have a clearer understanding of the basics of marine insurance, and applied for the course. She says: "Attending The Swedish Club's Marine Insurance Course provided me with not only a better understanding of the different types of insurance required by a shipowner of today, but also presented an opportunity to meet the Club's staff." When asked what she thinks will be the most important long-term benefit from this week, she continues: "The obvious gain, aside from knowledge about marine insurances, was that I got to meet people with different responsibilities and roles within the marine industry, such as correspondents, brokers and other shipowners, of different nationalities. In the informal atmosphere of the Club's offices, we were able to establish a great network."



PHOTO: THE SWEDISH CLUB

■ **Mr Konstantinos Zacharatos**, Legal Adviser of Costamare Shipping Co. S.A. in Athens, Greece, applied for the course seeing it mainly as an opportunity to meet with the Club staff and putting faces to the names with which he has communicated frequently over the years. Konstantinos says: "This course was described as an introduction to marine insurance and, having some experience of claims handling, I actually did not expect the knowledge gain to be very significant. However, due to the compact nature of the course dealing with all available services offered by the Club, I find today that I have obtained both a broader perspective of marine insurance, including information on covers that we do not carry due to the nature of our business, as well as some basic knowledge on issues that we have fortunately never encountered during my time at Costamare."



PHOTO: THE SWEDISH CLUB

■ **Mr Stefan Petterson**, Claims & Loss Prevention Officer of B&N Nordsjöfrakt AB in Skärhamn, Sweden, has recently taken on new responsibilities within the company and felt the need to freshen up his knowledge about the various types of claims that a shipowner may have to report to insurers today. Stefan says: "Most important for me was to learn more about the loss prevention services offered by the Club. Preventing accidents and incidents is something we work with actively within B&N and getting the support from a club that handles all types of claims, provides unique benchmarking possibilities." Stefan continues: "All lectures were given by Club staff, each an expert in his or her own field. Being quite new in dealing with insurance matters, it is good to know that these people are only a phone call away!"



News from London

London is still extremely important!

■ ■ As will have been seen from various announcements, the London FD&D team has been dispersed to the other offices, with Tejpal Dhesi going to the Piraeus office, Ken Littlejohn to the Hong Kong office and Anders Leissner to the head office in Göteborg. Each will add to those offices the valuable experience gained from working in London for the past years and this experience will contribute greatly to the success to be anticipated from the re-organisation of the entire Club to member-dedicated service centres.

With the advent and continuous development of communication systems that make the world a smaller place, it is incumbent on all businesses to determine whether a continued physical presence in a particular place is really necessary. While London is, and will remain for some considerable time, an extremely important centre for maritime and

insurance services, it is also very well served by communication systems that make it one of the most accessible cities in the world.

There will be regular visits to London by The Swedish Club, sufficient to satisfy the most questioning of friends (and competitors) that London remains important to the Club in all ways.

Of course the Club will continue to be represented by Pandi Claims Ltd for Protection & Indemnity and W.K. Webster & Co for Hull & Machinery. These loyal correspondents will continue to keep the Club advised of the day-to-day changes and events taking place.

At the end of a glorious summer that has resulted in a quiet few weeks for the City it remains for this office to wish The Swedish Club, its members and staff continued prosperity and fortune for the future. ■

Ken Bright
GENERAL MANAGER
The Swedish Club U.K.

