

Marine Insurance & Risk Management



Going Global!

Sealine & Palmer Johnson switch to IRCM

IRCM, the specialist Marine Division of the award winning KGJ Group, has been appointed by the US Leisure Industry giant, the Brunswick Corporation, to manage the insurance program of its luxury motorboat manufacturer, Sealine.

The Kidderminster-based manufacturer of modern and spacious sport cruisers and flybridge motor yachts is the latest prestige boatbuilder to appoint IRCM

Richard Cox, Managing Director of KGJ said "The appointment of IRCM by the Brunswick Corporation is a further endorsement of our expertise in delivering blue chip Marine Insurance solutions.

Carl Holland of Sealine said "One of the main factors in the decision to appoint IRCM was based on their proven



Sealine's T60 Aura

track record in proactive claims support and risk management services in the Marine Sector".

Brunswick also own brands such as Bayliner, Boston Whaler, Mercury and Mariner in addition to being joint owners of Cummins Mercruiser Diesel. IRCM will be supporting Brunswick dealers in the UK by sourcing exclusive insurance premiums for their businesses.

The appointment of IRCM by Sealine comes on the heels of the Wolverhampton-based broker securing the insurance contract with Palmer Johnson Yachts (UK), including the provision of builders risks insurance management for vessels being built in the UK.

Richard Ward of IRCM said "We are delighted to be working with one of the World's leading manufacturers of Super Yachts. Our commitment to providing bespoke programs with a scope of cover not traditionally available in this sector, means we are able to deliver a truly unique service to the Super Yacht industry".

IRCM is able to provide all classes of insurance to its clients ensuring a seamless and cost effective solution is delivered.



Palmer Johnson's PJ 150 Sports Yacht

INSIDE THIS ISSUE:

<i>Marine Trades News</i>	2
<i>Super Yacht Sector</i>	2
<i>Fletcher Boats</i>	3
<i>Dunkirk Return</i>	3
<i>Kenya Jacaranda</i>	3
<i>Health & Safety</i>	4
<i>Newsround</i>	4
<i>About IRCM</i>	4



IRCM is part of the award-winning KGJ Group of Companies

Brunswick Dealers interested in obtaining competitive insurance quotations should contact Mark Elcocks, IRCM's Specialist Risks Manager on 01902 796 793 or markelcocks@kgjgroup.co.uk

BOWLINE® FOR MARINE TRADES

IRCM's trademark Bowline insurance concept is being extended to IRCM's Marine Trades clients.

Bowline is based on sourcing a bespoke insurance program from available markets that ensures the precise requirements of the business are matched to the most appropriate products at the best available premiums.

Bowline for Marine Trades is designed to



Palmer Johnson's World Yacht



Palmer Johnson's PJ 170 Sports Yacht

prevent the gaps in cover that typically occur when businesses buy direct from insurers or underwriting agencies.

Covers such as Directors & Officers Liability, Employment Practices Liability, Special Types Road Risks Cover, Professional Indemnity, as well as Health & Safety, Risk Management and in-house claims support are all provided as part of Bowline.

Yacht Management Companies:

We can source comprehensive & bespoke insurance programs for you and your clients.

Competitive Premiums & Outstanding Introducer Commissions

No restrictions on size of vessel

*Call Mark Elcocks
01902 796793*

New Insurance Facility for Trades Servicing Super Yacht Sector

Businesses providing components to the super yacht sector have access to a new and exclusive insurance facility through IRCM. Underwritten by Catlin, specialist insurers to high-risk marine, automotive and aerospace trades, the exclusive scheme is suitable for businesses that provide components and parts to the Super Yacht and Ship Building Sectors.

In addition to the A Rated security of Catlin, the new scheme provides product efficacy cover as a standard benefit under its Products Liability Section. This means businesses

are protected against their product failing in the purpose for which it was designed - protection that is excluded on most other Marine Trades policies.

Mark Elcocks, Specialist Risks Manager at IRCM said "Many business owners believe that their products are indemnified against failure if they have products liability insurance—this simply is not the case. With the potentially huge claims potential in this sector businesses need to fully indemnify their products"

IRCM's new facility closes this gap in cover and with premiums starting from

only £750 the policy is within the compass of the sole trader as well as the SME market.

The policy also automatically includes benefits such as Directors & Officers Indemnity and Commercial Legal Expenses insurance — essential protection for businesses in a climate where litigation against management for the decisions they take as company directors is now prevalent.

For further information telephone Mark Elcocks or Steve Rollins on 01902 796 793.

Bowline®

Fletcher Boat Scheme Relunched

Major sports boat manufacturer, Fletcher Boats, recently appointed IRCM to manage its business insurance program. IRCM Director Pat Ward, who used to be the UK's largest Fletcher Boat dealer before founding IRCM said "Fletchers is a brand with Worldwide recognition and we are delighted to be working with them".

Over 80,000 Fletchers have been built since the brand was first launched and the new IRCM insurance scheme is available to owners of any model, new or used.

Fletchers are manufactured in Wolverhampton



alongside sister company SBS Trailers. The business also carries out repairs for owners and has an extensive spare parts section.

In addition to pledging to offer the most competitive premiums, the Fletcher Boat Scheme also pro-

vides automatic cover for waterskiing, wakeboarding and towing in addition to several other unique features.

Please telephone IRCM's Senior Leisurecraft Underwriter, Sarah Fitzgerald for further information on 01902 796 793

Would you like an insurance scheme to offer your customers?

We can tailor an insurance scheme to suit your clientele

Call Mark Elcocks on 01902 796 793 for further details

Classic & Historic Vessels



Kenya Jacaranda Heritage Sailing is a registered charity devoted to restoring the 1925 Cornish Trawler, Kenya Jacaranda to its former glory and to then provide sailing experience to people from all walks of life. "KJ" (pictured left & below) is one of the latest historic vessels to join IRCM. Members of the public interested in assisting the charity should visit www.kjappeal.org for further details.



Every 5 years The Association of Dunkirk Little Ships (ADLS) organises a cross-channel return to Dunkirk. Over 50 Little Ships made their way from Ramsgate to Dunkirk at the end of May to mark the 70th anniversary of Operation Dynamo. HMS Monmouth, a Type 23 Duke Class Frigate acted as escort ship for the crossing and ceremonies in Dunkirk.

IRCM, who insure many Little Ships on its Classic Boat Scheme, was able to assist other owners with additional cover to make the crossing, in addition to organising special event cancellation cover for the voyage. Further details about the Association and its Register of vessels can be found at www.adls.org.uk.

IRCM provide insurance for hundreds of Classic and Historic Craft and manage insurance programs for many of the UK's premier Classic Boatbuilders and Restorers

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IRCM is the Specialist Marine brokerage of the KGJ Group of Companies.

Our claim to be "More than just a broker" is based on our commitment not just to provide the very best possible advice and cover options at the best possible premiums but to back this up with the best possible after sales service.

This includes allocating you a named consultant to look after your administration in addition to providing you with in-house claims support from our award-winning claims handling team.

Some 300 marine businesses and almost 1000 private boat owners currently benefit from the support of our insurance services.

We consistently deliver substantial premium reduction to our commercial clients, averaging annual savings of 29% over the last 18 months across the whole marine sector.

IRCM is authorised & regulated by the Financial Services Authority

Bowline®

Important Health & Safety Alerts

Health & Safety Update

A record fine of £400,000 with costs of £136,000 was awarded against a business in November 2009 for breach of 2 breaches of fire safety legislation. One of the charges resulted from an inadequate fire risk assessment which was found to have a number of flaws, including no record of the appropriate action to be taken during a fire alarm. Another breach was insufficient staff training which led to the delayed evacuation of the premises during a fire and also resulted in 150 people being evacuated through the main en-

resulted in 150 people being evacuated through the main entrance of the premises directly underneath a fire on the floor above. The Chairman of the London Fire & Emergency Planning Service said "Good business management includes taking responsibility for fire safety, knowing the law and acting on it"

Is your fire risk assessment up to date? All IRCM clients can download a FRA proforma from the download area of our Health & Safety website at www.kgjhealthandsafety.co.uk

Corporate Manslaughter

The Sentencing & Advisory Panel (SAP) has recently indicated that for Health & Safety breaches causing death, the resulting fine will seldom be less than £100,000 and will likely be measured in £100,000s or more.

Newly published guidelines reveal Corporate Manslaughter fines will be no less than £500,000 and may run into millions.

Protection against such astronomic penalties is available via IRCM's Directors and Officers Insurance. Call Mark or Richard now for further information.

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Outboard Theft Epidemic

With over 500 reported outboard thefts in the last 12 months, the problem has reached epidemic proportions. A third of the thefts involved outboards in excess of 50hp or £7,500 in value. More than half of the thefts are centered in the Hampshire, Dorset, Devon and Cornwall region, although

most counties have been hit and Wales has almost 50 reported thefts. Whilst insurers continue to press manufacturers to introduce initiatives such as installing Datatag chips on all new outboards, owners should be alert to any changes in their leisurecraft insurance terms when their renewal invitations are received.

Some insurers are already recommending tracking devices be fitted to the higher powered Japanese four-stroke motors that seem to be particularly targeted.

New Tractor & Special Types Insurance Underwritten by Aviva, IRCM's new Tractor & Special Types insurance policy bridges the gaps in cover that could cost Marine businesses thousands. Registered vehicles are not insured on Marine Trades policies nor are unregistered vehicles when travelling on or crossing public roads or potentially in areas such as harbour areas where the public have access. IRCM's new policy offers full Road Risks Cover from only £25 per vehicle.