



# Freight: Risks & Liabilities, Cargo Marine Insurance

*A Hong Kong Shippers' Council Event*

Thursday, July 14, 2011, 8.50 am – 5.30 pm

YMCA, 4/FI North Tower, Assembly Hall

41 Salisbury Road, Tsim Sha Tsui

The Hong Kong Shippers' Council, in cooperation with FP Marine Risks, Barlow Lyde & Gilbert, INCE & Co, BURST Shipping Consultant Ltd (pls see programme & details attached) present a full-day seminar on risks and liabilities of cargo and cargo transportation. Is your cargo at risk for possible radiation contamination? What types of insurance cover do you need in the event that your cargo is lost due to a tsunami? What if pirates struck the carrier that is transporting your cargo to Africa? How about the unrest in the Middle East? Do you have cargo bound for those hot spots? These are just some of the questions that cargo owners, consignors or freight forwarders are wondering about, and we have organised this seminar with the aim of answering some, if not all, of these questions. There will be a Q&A after each presentation. The seminar will be conducted in Cantonese supplemented with English. The full-day seminar will be held at one venue, with a light lunch served and two coffee breaks.

Cost of seminar: **\$980**

Two or more from same company: **\$880**

Cheque payable to "THE HONG KONG SHIPPERS COUNCIL" - No refund of cheques but participant substitution allowed up to 2 days before the event.

## REGISTRATION FORM

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Company name & address: \_\_\_\_\_

Tel. No \_\_\_\_\_ Email \_\_\_\_\_ Fax \_\_\_\_\_

### Contact

Name \_\_\_\_\_ Tel.No \_\_\_\_\_ Email/fax \_\_\_\_\_

### Participants:

<u>Name</u>	<u>Title</u>	<u>Email</u>	<u>Tel.No</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

To RESERVE your place: FAX the form to 28919787 or email to [ginagir@hkshippers.org.hk](mailto:ginagir@hkshippers.org.hk)  
Deadline for registration is July 10, 2011

Enclose your cheque with this form and address it to Hong Kong Shippers' Council, Rm 2407, 24/FI Hopewell Centre, 183 Queens Road East, Wanchai. You will receive CONFIRMATION by email or fax when cheque is received.

For enquiries, call Gina @ Hong Kong Shippers' Council, tel.no. 28340010 or email [ginagir@hkshippers.org.hk](mailto:ginagir@hkshippers.org.hk)



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41 Salisbury Road, Tsim Sha Tsui

- 8.50 Registration
- 9.00 **FP Marine Risks presents**
- When disaster strikes:  
Cargo risks, forwarder liabilities, insurance covers, carrier liabilities  
Presented by Dennis Tang, Director  
Monica Lee, Manager, Logistics  
Q & A
- 10.00 **FP Marine Risks presents**
- ex-PRC Cargo: Insurance coverage, risks & liabilities  
Q & A
- 11.00 Coffee break (15 min)
- 11.20 **Barlow Lyde & Gilbert presents**
- Freight forwarding risks: Protecting your cargo & profitability  
Gary Yin, Presenter  
Q & A
- 12.30 Luncheon Speaker : Mr. Willy Lin, Chairman,  
HK Export Credit Insurance Corporation
- 2.00 **HK Export Credit Insurance Corporation presentation**
- Understanding and Mitigating Export Credit Risks  
Kenneth Leung, Assistant General Manager, ECIC
- 2.30 **Know Your Insurance Incoterms**
- K S Chan (Tradelink Certified Trainer), BURST Shipping Consultant Ltd.
- 3.10 **Global Logistics Shield protection, China Logistics Club**
- Henrik Christensen, Chairman, China Logistics Club Ltd and co-founder of  
Global Logistics Shield
- 3.50 Coffee break (15 min)
- 4.15 **INCE & Co presents**
- "Legal & Practical Issues on International Trade: from Insurance, Trade & Bills  
of Lading Viewpoints"  
Presented by Kelvin Lee, Partner & Simon Cheng, Solicitor  
Q & A
- 5.15 End

FP Marine Risks Limited's sole business is marine insurance broking. Headquartered in Hong Kong with offices in London, Sydney, Melbourne, Beijing and Taipei, the company provides a full range of first-class marine insurance solutions to a broad range of clients in the maritime, logistics and trading communities. The business portfolio extends across Cargo, Marine Liability and Hull exposures worldwide.



FP Marine Risks is at the forefront of online insurance programmes for freight forwarders in Hong Kong and around the world. The company's online system enables freight forwarders to access highly competitive quotes for their clients' cargo insurance, and liability cover for their businesses, 24 hours a day. FP Marine Risks was the first insurance broker headquartered in Asia to receive full accreditation as a Lloyd's Broker.

**Dennis Tang, Director**

Dennis joined FP Marine Risks in June 1998. His marine insurance career spans 30 years and includes underwriting, average adjusting and broking. Dennis is a leading figure in the marine markets of Hong Kong, China and Taiwan and a respected authority on all forms of facultative marine insurance. Dennis is a Chartered Insurance Broker of the Chartered Insurance Institute, UK.

**Monica Lee, Manager, Logistics**

Monica Lee manages FP Marine Risks' cargo and freight liability insurance programmes for Hong Kong and international freight forwarders. She specialises in liability insurance for the logistics and freight forwarding market. Monica works with freight forwarders on a daily basis helping them to arrange cargo insurance for their clients and liability insurance for their own businesses. Monica has worked for FP Marine Risks for nearly seven years having previously gained experience in the banking and mortgage insurance industry. She is a member of the Australian and New Zealand Institute of Insurance and Finance (ANZIIF).

The logo for Barlow Lyde & Gilbert is a dark red rectangular box containing the text "BARLOW LYDE & GILBERT" in white, uppercase, sans-serif font. A stylized red oval graphic is positioned behind the text.

BARLOW LYDE & GILBERT

BLG ([www.blg.com.hk](http://www.blg.com.hk)) is a preeminent international law firm with an unrivalled reputation within major industry sectors including insurance, shipping, construction, energy, financial services, professional practices and healthcare. BLG has offices and affiliated undertakings in London, Hong Kong, Shanghai, Singapore, Oxford, Manchester

and São Paulo. Our marine, energy and trade team is highly experienced in resolving issues arising from marine and energy insurance, shipping and transport and international trade.

**Gary Yin, Senior Solicitor**

Gary is a Senior Solicitor in BLG's Marine Energy & Trade Practice in Hong Kong. He specialises in shipping and dispute resolution with a focus on transport liability and cargo claims. He is also experienced in dealing with a variety of general commercial disputes, customs practice, import/export offences, and a broad range of China-related sale of goods and supply of services issues. Gary regularly leads court and arbitration cases for local and multinational clients in Hong Kong both in pursuing and defending claims. He has experience in dealing with a number of cases for foreign interests at the People's Court and Intermediate Court in various cities and provinces throughout China. Gary qualified in Hong Kong in 2000.

**BURST Shipping Consultant Limited**

K S Chan, BA (Hons), CDCS, CMILT, MAMS, AIIIM, RCC, and Tradelink Certified Trainer, is founder and Executive Director of BURST Shipping Consultant Limited. With over 15 years of experience in international trade working for publicly listed companies in the fields of shipping, trade services, logistics, trade finance, and corporate training, K S is an academic and professional trainer with qualifications in Logistics, Trade Finance, Corporate Training and Trade Declaration. He is certified by the Employees' Retraining Board (ERB), publicly listed companies and consultancy firm





Hong Kong Export Credit  
Insurance Corporation  
香港出口信用保險局

Created by statute in 1966, the Hong Kong Export Credit Insurance Corporation provides insurance facilities to Hong Kong exporters of both goods and services who trade with overseas buyers on credit terms, usually of up to 180 days. The facilities cover two main types of non-payment risks for goods exported and services rendered arising from buyer risks and country risks. Cover is provided not only for exports shipped and re-exported from Hong Kong, but also those transported directly from suppliers' countries to their destination without passing through Hong Kong. The indemnity provided is normally 90% of the loss incurred. ECIC provides risk assessment and monitoring services to exporters, offering advice on the extent of credit they may prudently offer their buyers. Insurance policies issued by the Corporation are accepted by the banking community as useful collateral for discounting export bills.



**CHINA LOGISTICS CLUB**

The China Logistics Club (CLC) is a network specifically set up for the Small & Medium Enterprise (SME) freight forwarders and logistics companies. Its aim is to assist members with forging partnerships and conducting business in China and elsewhere. The independent, private organization is based in Hong Kong and also manages the African, Americas and European Logistics Clubs. CLC has a project division open to all members with project business. CLC is the first network to offer professional underwritten freight credit insurance through Global Logistics Shield

(GLS), making it mandatory for all members to be covered by GLS guaranteeing protection and security.

**Henrik Christensen** is the Chairman of the China Logistics Club Ltd and a co founder of Global Logistics Shield ([www.glshield.com](http://www.glshield.com)), a Hong Kong incorporated legal entity offering freight payment protection services for forwarders and logistics providers. GLS supports national and international freight forwarder networks and their participants, by establishing a status of credibility of GLS participants, and thereby providing financial security to creditors of protected participants.

**INCE & CO** | INTERNATIONAL  
LAW FIRM

With over 140 years of experience, Ince & Co (<http://incelaw.com/>) is an international law firm with seven core business areas: aviation, business &

finance, commercial disputes, energy & offshore, insurance & reinsurance, international trade and shipping. Ince & Co is synonymous with maritime law, and is well recognised around the world for its experience in dealing with commercial, shipping and trade disputes, as well as lauded for their in-depth expertise in non-contentious matters such as handling all aspects of contracts, employment, and financial issues related to shipping and trade.

*"Ince & Co leads the market in dry and wet shipping and international trade."* Chambers & Partners, 2010

#### **Kelvin Lee, Partner**

Kelvin's wide-ranging practice is specifically focused on shipping and insurance. Having also worked in the firm's Singapore office, he has developed an extensive network in the Asia Pacific region to assist clients across different jurisdictions. His work encompasses marine and non-marine insurance, contentious and regulatory, direct business and reinsurance. He specialises in policy liability disputes, particularly in relation to marine cargo policies, equipment installation risks cover, bankers' blanket bonds, and product liability insurance. Kelvin is also an Appeals Tribunal member of the Hong Kong Federation of Insurers.

#### **Simon Cheng, Solicitor**

He handles maritime, commercial litigation and arbitration, as well as general corporate and commercial matters, and frequently represents clients in court proceedings and arbitration both in Hong Kong and overseas. His experience includes a wide range of shipping and international trade related disputes, charter party, bills of lading and sale and purchase of commodities. In addition, he has experience in handling air cargo claims and aviation disputes. Simon is qualified as a solicitor in Hong Kong and England & Wales.