



**MARE**  
MARINE EXPERTS

**MARCO CALABRIA**

**CHALLENGES OF  
GLOBALIZED SHIPPING FOR  
MARINE EXPERTS**

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The locations served by the Network are Monaco, where the Network is coordinated and where exclusive surveyors are based for missions and for handling claims and reports, Italy, where a large staff of exclusive surveyors is available for inspections, handling claims and reports, forensic and accident investigations, and Hong Kong and Shanghai, Singapore, Miami, Montevideo and Dubai, where local surveyors carry out onsite activities under the coordination and supervision of the European headquarters.

+120 major claims per year

Single interface  
for overseas claims

Integrated specialties

+200 years +3.000 claims  
combined experience

Global coverage  
with local knowledge

# MARE NETWORK

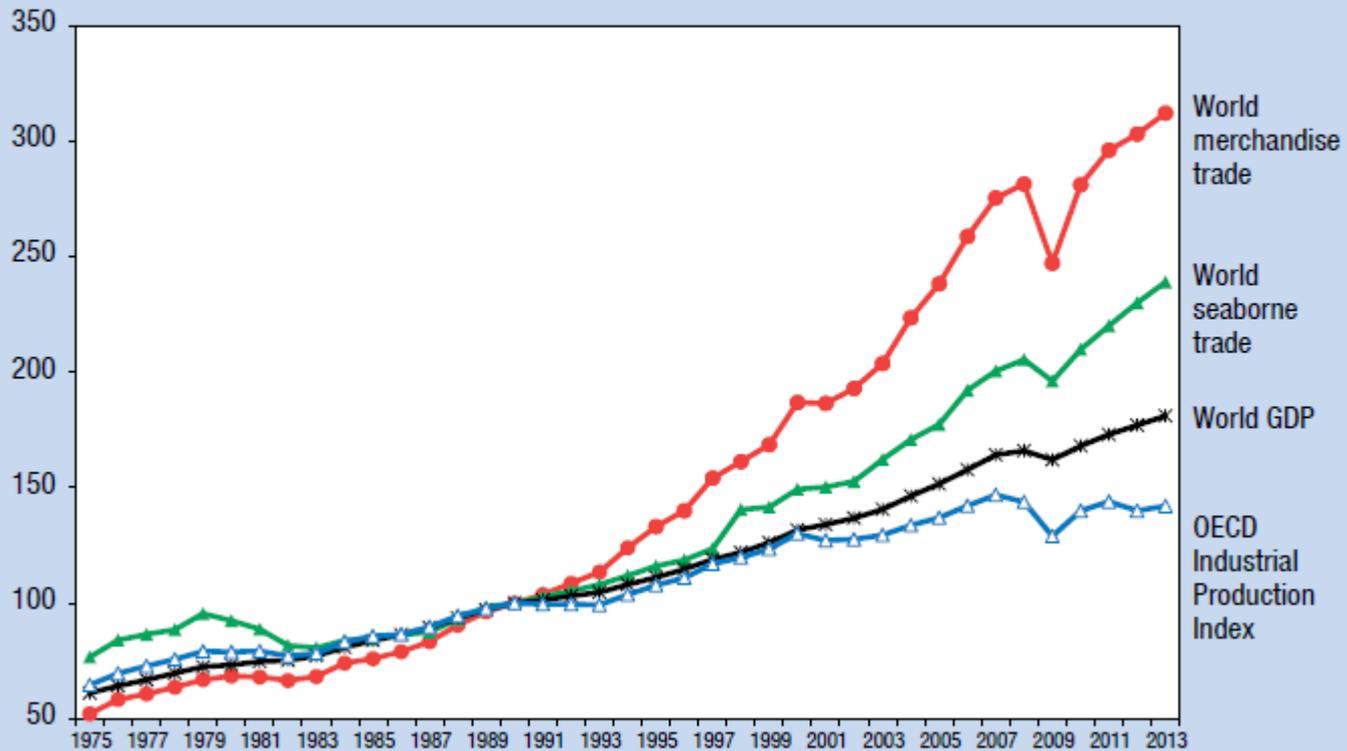


# WHAT IS GLOBALIZATION?

GLOBALIZATION IS A PROCESS OF INTERACTION AND INTEGRATION AMONG THE PEOPLE, COMPANIES AND GOVERNMENTS OF DIFFERENT NATIONS, A PROCESS DRIVEN BY INTERNATIONAL TRADE AND INVESTMENT AND AIDED BY INFORMATION TECHNOLOGY

# IS SHIPPING AFFECTED?

**Figure 1.1. The OECD Industrial Production Index and indices for the world: Gross domestic product, merchandise trade and seaborne shipments, 1975–2013 (1990 = 100)**



# WHAT CONSEQUENCES FOR MARINE SURVEYORS?

- GLOBAL MARKETS
- GLOBAL WORKPLACES
- NEW TECHNOLOGIES

# FROM ONE MARKET TO MANY MARKETS

- NOT ONLY LONDON
- BUSINESS AND SERVICES HAVE SPREAD AND MOVED EAST
- FRAGMENTED, DIVERSE MARKETS WITH OWN REQUIREMENTS

# COMPETITIVE PRESSURE ON SMALLER SERVICE PROVIDERS

- SAME SERVICE STANDARD FOR MANY CLIENTS, LOCATIONS, JURISDICTIONS, CLAUSES, ETC.
- DEAL WITH MANY AND NEW PARTIES
- GLOBAL CLIENTS HAVE BIG EXPECTATIONS AND COMPLEX NEEDS

# LIMITS OF LARGE ORGANIZATIONS

- LOCAL KNOWLEDGE (I.E. COSTS, RULES) IS WEAK
- LESS ADAPTABLE TO CLIENT NEEDS
- SKILLS AND TALENT CAN BE DILUTED AND HARD TO RETAIN
- SYSTEM COSTS INCREASE

**DOES IT MATTER?  
AREN'T SHIPS JUST SHIPS?  
DEVIL IS IN THE DETAILS!**

# SURVEYORS MUST KNOW OF POLICIES AND CLAUSES

SURVEYORS HAVE TO COLLECT IN  
ADVANCE EVIDENCE AND INFORMATION  
WHICH MIGHT BE USEFUL LATER FOR  
ADJUSTING THE CLAIM, OR TO RECOVER  
FROM A THIRD PARTY, OR FOR A  
DISPUTE

# SURVEYORS MUST KNOW OF POLICIES AND CLAUSES

- THE TIME OF LOSS IN CASE OF LATENT DEFECT IS DIFFERENT IN ENGLISH CLAUSES AND NORDIC PLAN
- INSURED RISKS AND EXCLUSIONS ARE DIFFERENT AND REQUIRE DIFFERENT INVESTIGATIONS

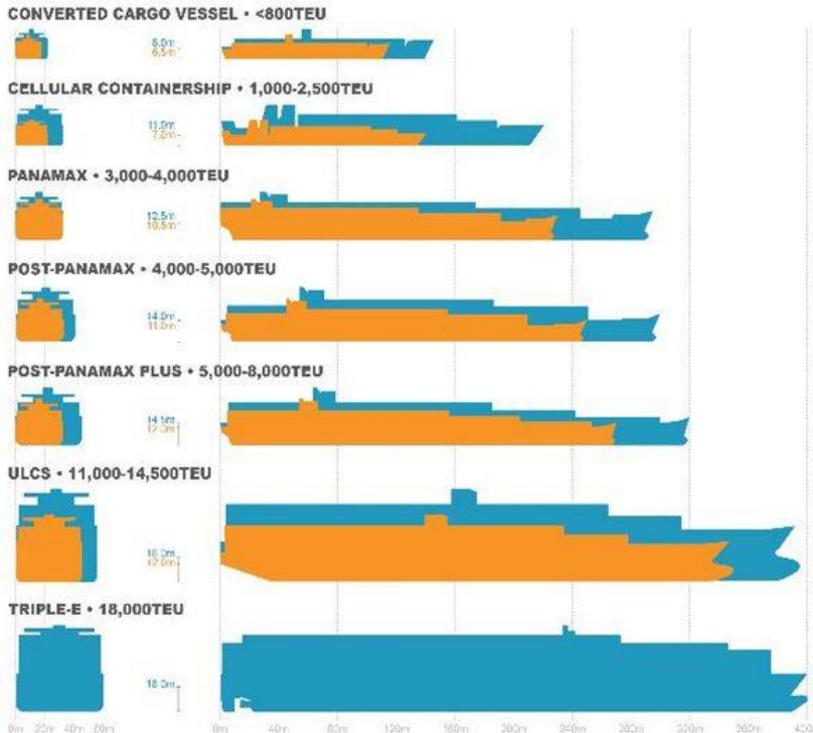
# SURVEYORS NEED TO BE HANDS ON

- COST OF REPAIRS DEPEND HEAVILY ON LOCATION (STEEL RENEWAL IN CHINA IS ABOUT 1\$/KG AND IN ARGENTINA ABOUT 50\$/KG)
- INSIDER INFORMATION IS SOMETIMES AVAILABLE ONLY TO LOCALS

# JUST THE SAME OLD SHIPS?

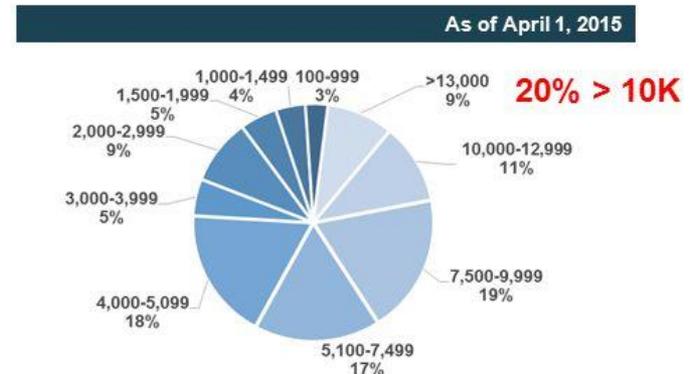
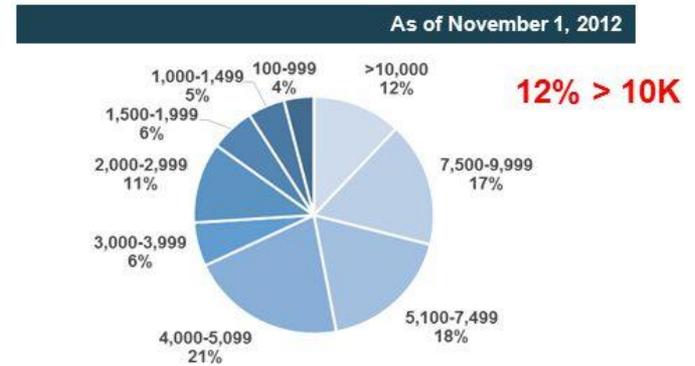
## Ships continue to get larger

EVOLUTION OF CONTAINERSHIP SIZE

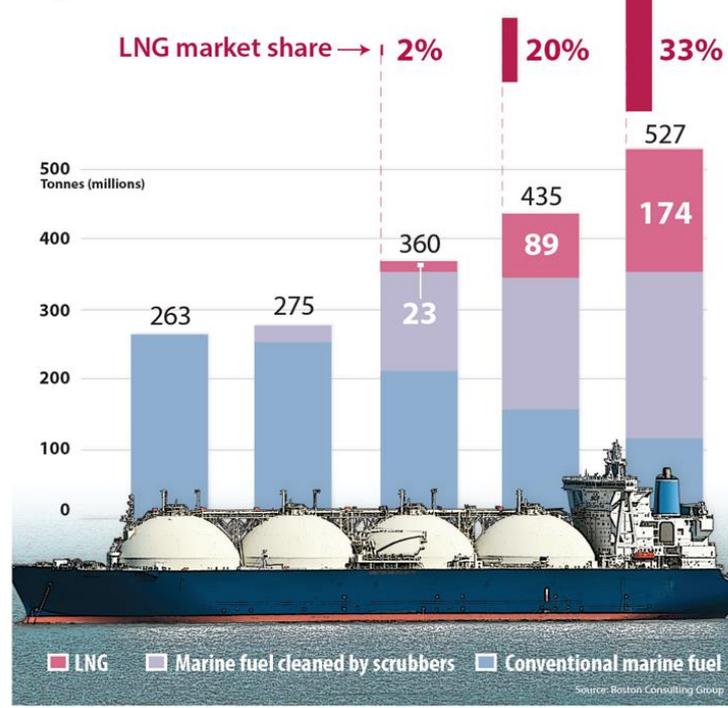


Source: Alphaliner, Moffatt & Nichol

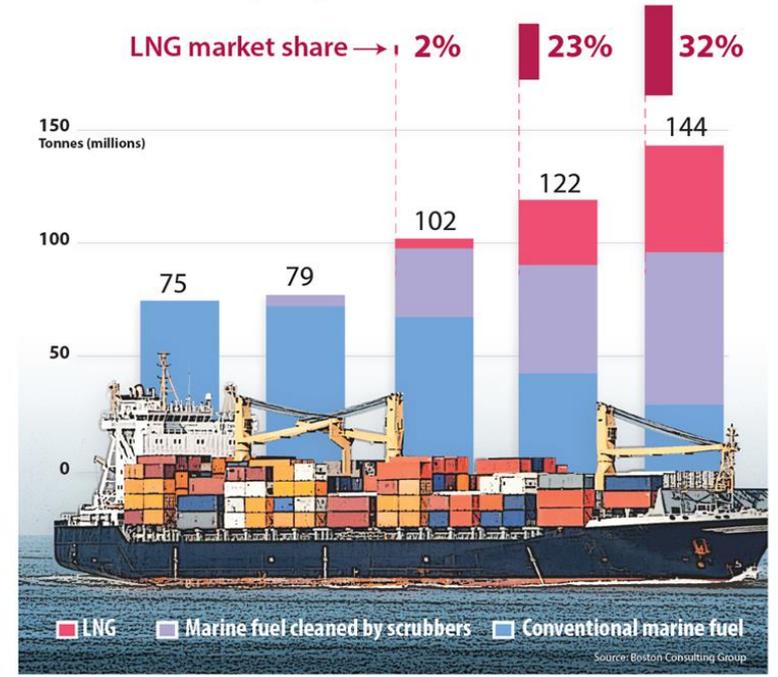
FLEET CAPACITY BREAKDOWN BY TEU SIZE RANGE



### Projected marine fuel demand

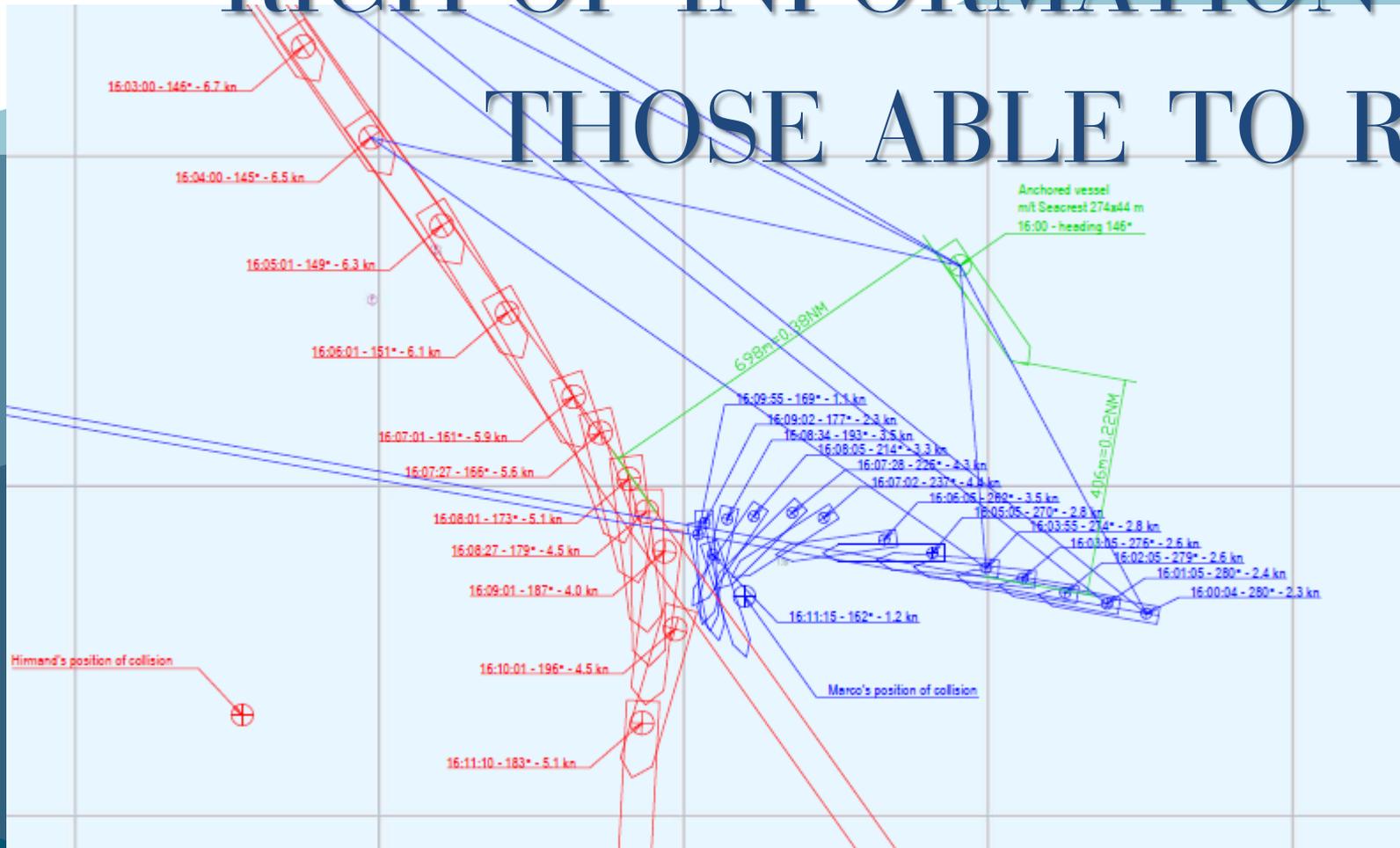


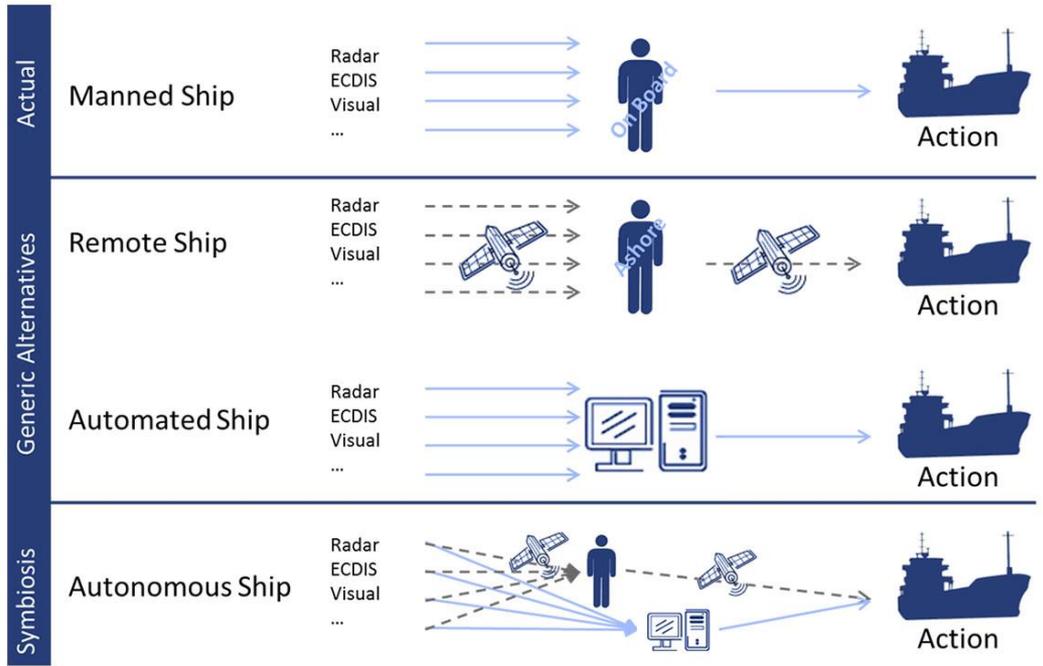
### Projected marine fuel demand for container ship segment



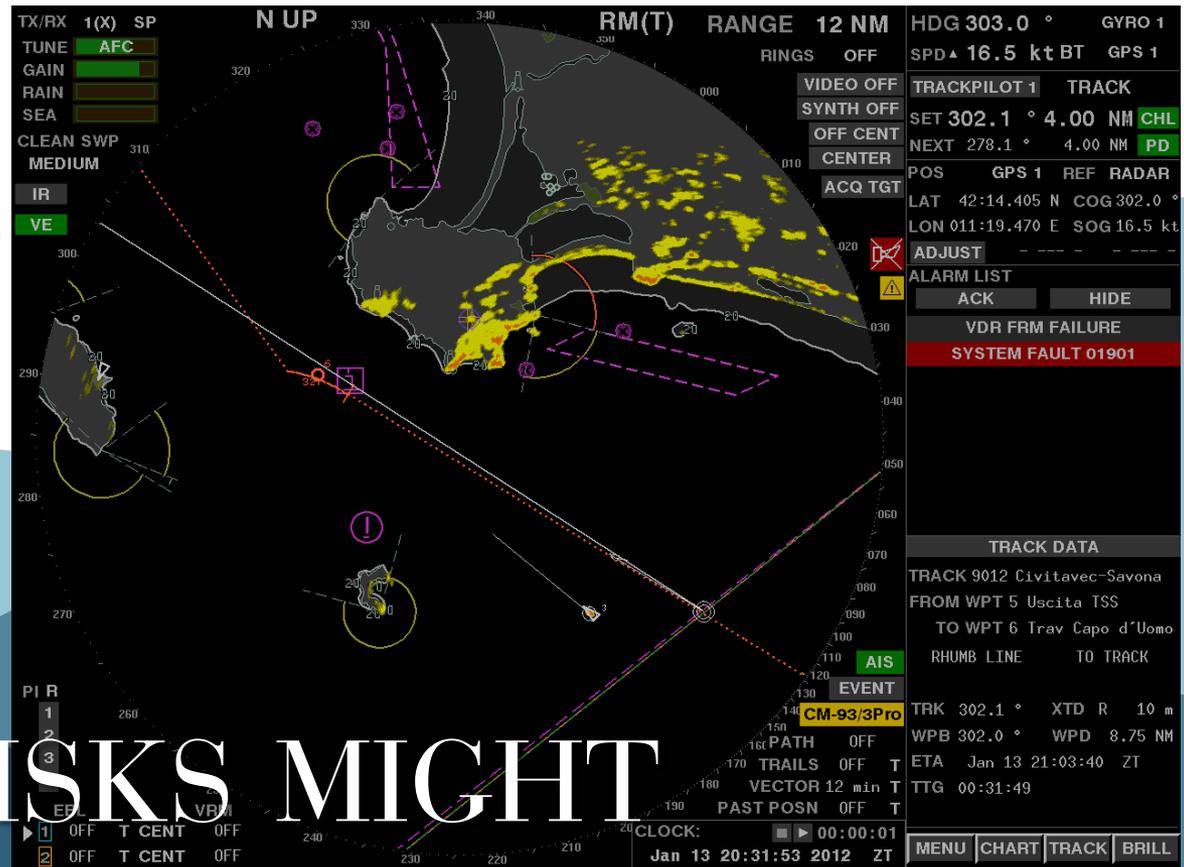
GAS AS A FUEL AND OTHER  
 ECO SYSTEMS = NEW RISKS  
 AND TECHNOLOGIES

# IT SYSTEMS ONBOARD ARE RICH OF INFORMATION FOR THOSE ABLE TO READ





REMOTE AND AUTOMATED SHIPS ARE BEING DESIGNED, ARE WE READY?

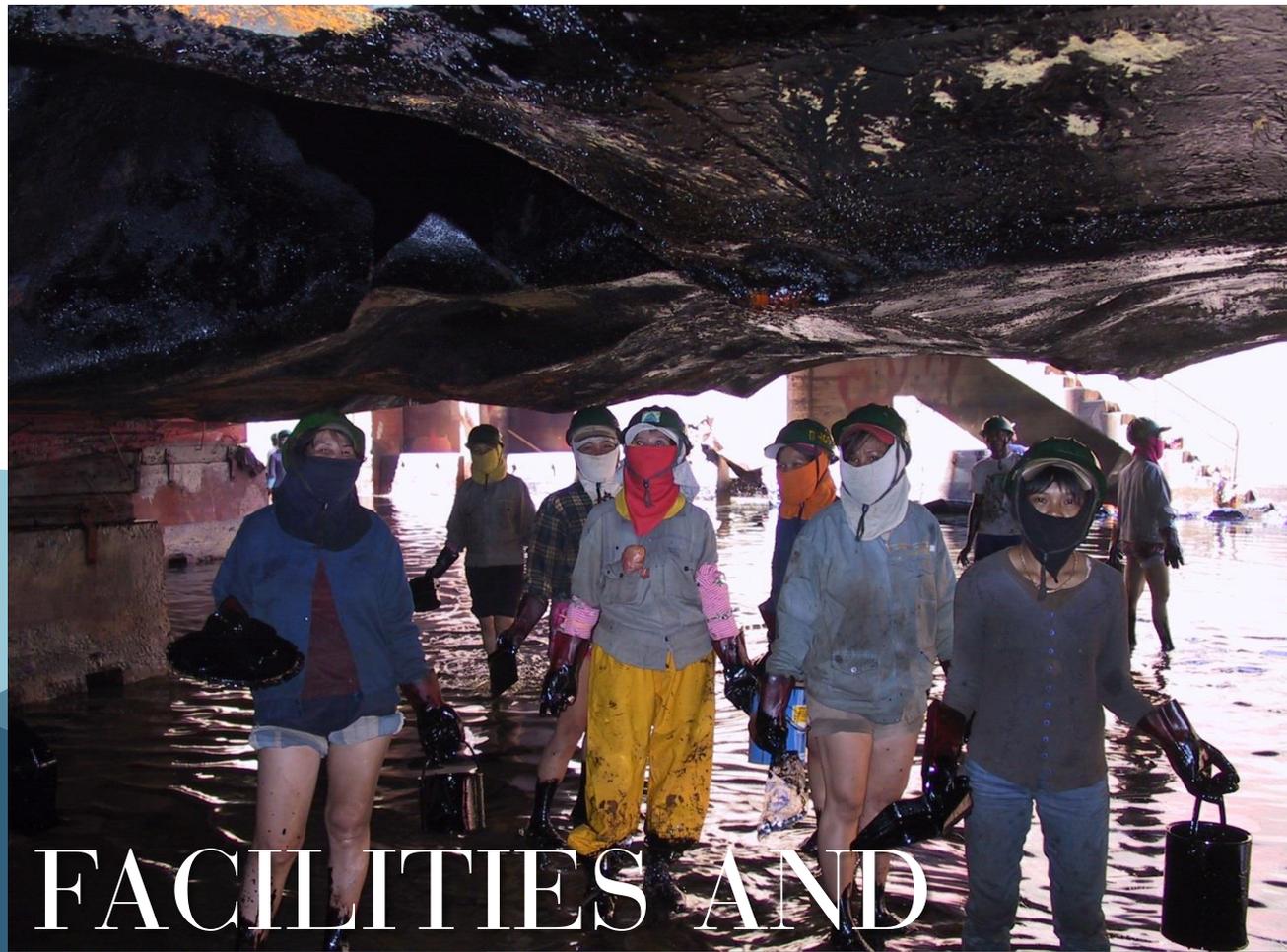


CYBER RISKS MIGHT  
BECOME SIGNIFICANT AND  
REQUIRE SPECIAL SKILLS



# DRONES AND UW-ROVs CAN PROVIDE A NEW PERSPECTIVE





# REPAIR FACILITIES AND SERVICES STRUGGLE TO FOLLOW PROGRESS

JUST SURVEYORS?

NO, MARINE CLAIMS  
EXPERTS



**MARE**  
MARINE EXPERTS

AN EXPERT EYE ON  
YOUR MARINE  
CLAIMS WORLDWIDE