

Networks Unit

International Department

ANNUAL REPORT

A year of accomplishments

2018



CESAM

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1. 2018 COMMITTEE MEETINGS

Average Agents' Committee CTC-R «The Commission Technique et Consultative des Réseaux» in French	February	July	October
Inland Carriage Committee	January	March	September
Fishing Craft Committee	March	October	
Inland Waterways Committee	March	November	
Pleasure Craft Committee	March	November	

2. SPECIFIC WORK RELATED TO THE NETWORKS

2.1 NETWORK OF PLEASURE CRAFT SURVEYORS

2.1.1 EEA pleasure craft certification

For the tenth consecutive year, the 2018 EEA pleasure craft certification session allowed 10 candidates to take the written exam, which was double-marked (insurer/surveyor). After marking of the written exam, 8 candidates were admitted to the oral exam held on 22.11.2018.

Ultimately, 6 candidates were qualified :

- **Mr Pierre CASTEL** in Aigues Mortes
- **Mr Xavier GOUTEL** in Bordeaux
- **Mr Benoît GUILLOU** in Sète
- **Mr Yann LE BRAS** in Cherbourg
- **Mr Sébastien THETIOT** in La-Trinité-Sur-Mer
- **Mr Jérôme ROUX** in Martigues

The certificates were officially presented on Tuesday 11 December 2018 at the Nautic Paris Boat Show. All of the recipients have requested to be included on the lists of surveyors recommended by CESAM. It is important to stress here the absolute necessity for a high level of insurance company representation throughout this certification process, both for the exam topic validation groups as well as for the oral exam sessions and marking. This need was reiterated to the members of the Pleasure Craft Committee so that each insurance company could designate representatives to intervene.

In addition, as every year, CESAM organised a training day at the FFA (French Insurance Federation) which allows certified surveyors to meet the requirement for continuous training set by the CNPP (Centre National de Prévention et de Protection – an association in charge of risk prevention and management in security fields) as part of their certification¹. The topic for the event on 12.10.2018 was “The Pleasure Craft Risk: 2018 in Review”². The event was also open to insurance company representatives and other interested players, bringing the number of participants to over 70.

¹ 10 days of continuous training to be carried out over a period of 6 years.

² Link to the training day programme http://www.cesam.org/fr/conference/20181210/PROGRAMME_FORMATION_PLAISANCE.pdf.

2.1.2 Supervision of pleasure craft expertise

Since June 2018, the CESAM Networks Unit has been supervising, on behalf of GENERALI, certain pleasure craft expertise required in small and medium-sized “high frequency” claims cases for which the appointment of a surveyor is nevertheless necessary.

The main purposes of this supervision are :

- *To evaluate the technical skills of EEA certified pleasure craft surveyors recommended by CESAM*
- *To carry out a qualitative analysis of the services provided by the surveyors recommended by CESAM through studying the reports submitted in these cases*
- *To identify surveyor training needs*
- *To identify areas where the CESAM network should seek to expand.*

The first lessons as part of this supervision³ were presented during the training day on 10.10.2018 mentioned below and were also presented to the CESAM Board of Directors on 04.01.2019.

In addition, CESAM will provide feedback to each surveyor who took part in order to specify areas for improvement.

In the future, it would be interesting to extend this possibility of expertise supervision to the five CESAM networks. Member companies interested in this type of intervention should contact the Networks Unit.

2.2 NETWORK OF FREIGHT TRANSPORTATION SURVEYORS

2.2.1 EEA freight transportation certification

For the second year, 11 candidates took the written exam which was double-marked (insurer/surveyor) during the 2018 EEA freight transportation certification exam session. After marking of the written exam, 8 candidates were eligible to take the oral exam on 11.21.2018 (+ 5 re-sitting candidates).

Ultimately, **9 surveyors received EEA freight transport certification** :

- **Mr Ronan CLOAREC** in Bordeaux
- **Mr Julien de L'ECOTAIS** in Marseille
- **Mr Gil GAGNE** in Bordeaux
- **Mr Guillaume LAURENT** in Brive-La-Gaillarde
- **Mr Nicolas PERRETTE** in Dunkerque
- **Mr Christophe POSTEC** in Paris
- **Mr Jean-François SALAS** in Toulouse
- **Mr Frédéric SERENNES** in Lyon
- **Mr Mathieu TROUVÉ** in Marseille

The certificates were officially presented on 01.15.2019 at CESAM.

In order to meet the requirements for continuous training set by the CNPP as part of maintaining certification⁴, CESAM offered two training days in 2018 :

- A training day organised by CESAM on 11.06.2018⁵ : 29 participants (surveyors and insurance company representatives). Participation completely free.
- 2 training days provided by the BVT⁶ on 12.04.2018 and 12.05.2018 on the topic of the transport of dangerous goods : 5 participants, all surveyors. For these two days, € 420 inclusive of VAT was charged in order to cover the intervention invoiced by the BVT.

³ Supervision of approximately 200 cases in 6 months.

⁴ 10 training days to be carried out over a period of 6 years.

⁵ Intervention by insurance company representatives, the FFA, a lawyer and a representative of the FNTR (Fédération nationale des transporteurs routiers, or National Federation of Road Transport).

⁶ Bureau de Vérification Technique (Technical Audit Office).

2.3 NETWORK OF FISHING CRAFT SURVEYORS

2.3.1 Future of the Fishing Craft Network

The Fishing Craft Committee asked about the future of the CESAM Network of Fishing Craft Surveyors. This network has less than 800 missions per year and a relatively small number of surveyors, namely 20 surveyors exclusively on French territory⁷. In addition, this network sees little renewal. Many surveyors are close to the age limit (70 years old) for inclusion on the CESAM lists and few newcomers request to be included on this list. The size of this network therefore does not justify implementing a specific EEA certification. This situation is also a reflection of the reduction in the number of fishing vessels⁸ and a new approach to risk by insurers who have waived certain pre-insurance expertise on smaller vessels.

In response to this observation, members of the Fishing Craft Committee raised the question of a possible abolition of the Fishing Craft Network with a possible incorporation into an existing network (Inland Waterway Transportation and/or Pleasure Craft)⁹.

2.4 NETWORK OF INLAND WATERWAY TRANSPORTATION SURVEYORS

2.4.1 Future of the Inland Waterway Transportation Network

Following the question over the future of the Fishing Craft Network, the same question was asked for the Inland Waterway Transportation Network. The Board of Directors has for the moment taken the same decision : an attempt to extend the network of surveyors used by companies but not yet recommended by CESAM.

2.5 NETWORK OF AVERAGE AGENTS

Below are the Average Agents who were appointed in 2018 :

- **Mr Pascal HARNIST** in BORDEAUX
- **Mr Jacques SCHARWATT** in FORT-DE-FRANCE
- **Mr Thierry BRAEM** in LE HAVRE
- **Mr Philippe PRESLE** in PAPEETE

Their full contact details are available on the CESAM website www.cesam.org and are regularly updated.

2.5.1 Public calls for applications

In 2018, a systematic public call for applications was set up for the opening or renewal of all the relevant Average Agent positions in France in order to meet a requirement for transparency and publicity.

4 public calls were launched during this period for the following Average Agent positions :

- Fort-de-France (5 applications)
- Bordeaux (6 applications)
- Le Havre (6 applications)
- Corsica - for both departments (3 applications).

For each of these public calls for applications, a publication was made in the specialised press. Upon receipt of each application, CESAM issued an invoice corresponding to the management fees of this application amounting to € 50 inclusive of VAT. If this invoice was not paid within 5 days of receipt, the application form was rejected and not presented to the committee responsible for filling the position.

⁷ Including 5 in Overseas France (Cayenne, Fort-de-France, Nouméa, Pointe-à-Pitre and Saint-Denis).

⁸ 7,373 fishing vessels registered for the 36 French auctions for a turnover of € 700 M (Special Edition of *Le Marin, La pêche en France*, May 2018).

⁹ The CESAM Board of Directors of 04.01.2019 ultimately decided to maintain this network, at least temporarily, by asking the Networks Unit to question all CESAM members on the surveyors used in this field not recommended by CESAM. This survey will be carried out in 2019 and contacts made with potential new surveyors.

Applications were reviewed against a pre-established scoring criteria grid agreed with CTC-R members within one month of the end of the call for applications. The deliberations of this committee are confidential. All the Average Agent positions for which this procedure has been put in place have been filled¹⁰.

2.5.2 Establishing a specific visit report

At the request of the Board of Directors, the Networks Unit has established a specific report form used in the event of a visit made to an Average Agent.

This form includes the following points :

- Relationship history
- Person holding the recommendation
- Legal and economic environment for holding the position
- Activity reports
- Teams - Specialities - Location
- Information and documentation system
- Summary of the exchanges during the visit
- Report on the files reviewed

This form has been validated by the Commission Technique Consultative des Réseaux (Technical Advisory Committee of the Networks) and will be systematically used for each visit made to an Average Agent and communicated to the Committee for information.

3. FOLLOW-UP OF NETWORK ACTIVITIES

The figures for 2018 are expected to change with the receipt of the activity reports currently being collected by CESAM, which are missing on the day of this report.

Number of missions handled between 2013 and 2018 from the French Market						
	2013	2014	2015	2016	2017	2018
Average Agents (1)	13,200	13,945	12,577	9,280	8,069	7,279
Pleasure craft Surveyors (2)	6,195	5,774	6,118	5,684	6,765	7,463
Inland Carriage Surveyors (3)	7,461	6,522	5,264	4,531	4,790	6,454 (4)
Fishing craft Surveyors (5)	801	825	907	735	744	766
Inland Waterways Surveyors (6)	1,264	1,340	1,428	1,336	701	635
TOTAL	28,921	28,406	26,294	21,477	21,069	16,143

¹⁰ See point 2.5

[1] As of 12/07/2019, 171 annual activity reports received on 234 positions.

[2] As of 12/07/2019, 65 annual activity reports received on 72 positions.

[3] As of 12/07/2019, 40 annual activity reports received on 72 positions.

[4] Without taking into account judicial expertise.

[5] As of 12/07/2019, 15 annual activity reports received on 20 positions.

[6] As of 12/07/2019, 17 annual activity reports received on 24 positions.

Intervention of Average Agents with a valuation of the damage appraised on behalf of the French Market						
	2015			2016		
	Amounts	No. of missions	Average per case	Amounts	No. of missions	Average per case
Hull	€ 19,754,000	2,511	€ 7,866	€ 20,135,880	€ 2,156	9,270
Cargo	€ 40,162,907	9,521	€ 4,218	€ 22,775,636	€ 7,098	7,108

	2017			2018		
	Amounts	No. of missions	Average per case	Amounts	No. of missions	Average per case
Hull	€ 21,574,401	2,050	€ 10,524	€ 26,985,357	1,617	€ 16,165,03
Cargo	€ 49,613,706	6,019	€ 8,243	€ 25,481,340	5,662	€ 4,500,41

Intervention of 2018 Recommended Surveyors with a valuation of the damage appraised on behalf of the French Market		
Networks	Valuation of damage	Average of the valuation per case
Pleasure Craft Surveyors	€ 22,137,344 for 2,728 "Casulaty" cases ¹¹	€ 8,114,86
Inland Carriage Surveyors	€ 30,829,944 for 4,224 cases ¹²	€ 7,298,75
Fishing Craft Surveyors	€ 18,414,661 for 415 "Casulaty" cases ¹³	€ 44,372
Inland Waterway Transportation Surveyors	€ 3,751,706 for 187 "Casulaty" cases	€ 20,062,69

11 To which is added pre-insurance and pre-transactional intervention = 1200.

12 Excluding judicial expertise amounting to : 268 cases.

13 To which is added pre-insurance and pre-transactional intervention = 89.

4. COLLECTION OF NETWORK CONTRIBUTIONS

Year	Amounts invoiced	Amounts collected	% of collection
2013	€ 217,947	€ 203,778	% 93,50
2014	€ 220,311	€ 217,575	% 98,76
2015	€ 217,523	€ 213,713	% 98,25
2016	€ 211,564	€ 208,419	% 98,51
2017	€ 215,172	€ 208,872	% 97,07
2018	€ 208,2016	€ 197,836	% 95,02
2019	€ 218,539,15	€ 187,219	% 85,6 as of 05.29.2018

5. VISITS OF/TO RECOMMENDED AVERAGE AGENTS & SURVEYORS IN 2018

5.1 VISITS TO CESAM

- Visit of Mr DABAN (Average Agent for Alexandria - EGYPT) on 02.20.2018.
- Visit of Mr COUDE (Fishing Craft Surveyor - Les Sables d'Olonne) on 03.26.2018.
- Visit of Mr BLANKEN, Mr HARDOUIN, Mr LE GALL and Mr SENDRA - EEA Pleasure Craft Surveyors (who create a common GEMCO structure to cover western France) on 06.06.2018.
- Visit of Mr BREST (Average Agent for Santiago de Chile) on 06.11.2018.
- Visit of Mr CURIN and Mr MARGETIS (Average Agent for Split - CROATIA) on 06.25.2018.
- Visit of Mrs PAUL (DP SURVEY) on 06.28.2018.

5.2 VISITS OF M. DENEFLÉ

- Visit to Mr CECCHINI (Average Agent for Nice) and Mr CIAVALDINI (Pleasure Craft Surveyor in Nice) on 01.15.2018.
- Visit to Mr CHRISTIANS (Average Agent for Cape Town - SOUTH AFRICA) at IUMI September 2018.

5.3 VISITS OF Miss DOCQUIERT

- Visit to Mr de BOULOIS (Average Agent for Dunkerque) and Mr CASTEL (Inland Waterways Surveyor in Dunkerque) on 02.27.2018 and 02.28.2018.
- Visit to Mr SCHARWATT (Average Agent for Martinique and Pleasure and Fishing Craft Surveyor) and Mr MARSOLLE (Average Agent for Guadeloupe and Pleasure and Fishing Craft Surveyor) after Hurricane Irma on 09.18.2018.

6. PRESENTATIONS OF CESAM'S ACTIVITIES

The CESAM networks and their operation led to a presentation at COVEA (on 06.13.2018 with Mrs LE CHATELIER) as well as a conference call with Groupe Monceau (on 09.03.2018 with Mrs MANACH).

Mr DENEFLÉ also presented CESAM and its activities to the Moroccan Federation of Insurance and Reinsurance Companies in Casablanca on 12.12.2018.

7. PARTICULAR DIFFICULTIES ENCOUNTERED BY SURVEYORS & AVERAGE AGENTS

7.1 COMISAV CAMEROON

This position has received a great attention from the Networks Department in close collaboration with the CTC-R due to a problem encountered by one of the members during a salvage sale, which was not resolved by the interested party despite the numerous efforts made by the company and CESAM to this end.

In view of the situation created by the attitude of the Average Agent, it was decided after an unsuccessful attempt at clarification to delete the recommendation to the holder thereof.

A replacement procedure is in progress after receiving 4 applications.

8. MISCELLANEOUS

8.1 THE GOOGLE TRACEABILITY TOOL

This tool, used by CESAM since the end of 2013, makes it possible to analyse the number of requests and consultations of positions on the CESAM website concerning surveyors and/or average agents.

	Number of visits	Individual visitors	Requests¹⁴
From 01.01 to 12.21.2014	23,804	17,719	45,719
From 01.01 to 12.31.2015	25,529	17,579	53,676
From 01.01 to 12.31.2016	23,316	15,790	52,076
From 01.01 to 12.31.2017	24,176	15,682	51,547
From 01.01 to 12.31.2018	19,648	13,723	42,037

8.2 PUBLICATION OF NEWS & OTHER INFORMATION

In 2018, the "Networks" Unit issued 40 news items and information notices.

For the record, the news file contains more than 450 recipients¹⁵.

¹⁴ Since 2018, one single visitor browsing several pages during one visit. Numbers stemming from robot units are excluded.

¹⁵ To comply with the GDPR, CESAM has added a note at the bottom of all "news" items with multiple recipients.

NEWS items issued to the Networks Depart. 2018

Issue date	Subject	Recipients
12.20.2018	"LASKA" theft notice	Pleasure Craft Surveyors and Members of the Pleasure Craft Committee
12.04.2018	Reopening of Port Réunion (Réunion Island) Notice No.4	NEWS
11.29.2018	Closure of Port Réunion (Réunion Island) Notice No.3	NEWS
11.22.2018	Closure of Port Réunion (Réunion Island) Notice No.2	NEWS
11.20.2018	Closure of Port Réunion (Réunion Island) Notice No.1	NEWS
11.05.2018	"MSIROJOU" theft notice	Pleasure Craft Surveyors and Members of the Pleasure Craft Committee
10.22.2018	Appointment of new Average Agents	NEWS
10.18.2018	Initiation of BEA Mer Investigation - bulk carrier	French Average Agents and the Technical Advisory Committee
10.16.2018	"L'EMERAUDE" theft notice	Pleasure Craft Surveyors and Members of the Pleasure Craft Committee
09.28.2018	Collapse of the Morandi Bridge in Geneoa (Italy)	NEWS
09.28.2018	National holidays in China	NEWS
09.27.2018	Tropical Storm KIRK (West Indies)	NEWS
09.26.2018	Resumption of traffic following the collapse of the Malanville bridge (Benin) Notice No.2	NEWS
09.13.2018	Hurricane ISAAC (West Indies) - Notice No. 2	NEWS
09.12.2018	Earthquake and typhoon in Japan - Notice No. 2	NEWS
09.12.2018	Hurricane ISAAC (West Indies) - Notice No. 1	NEWS
09.10.2018	Earthquake and typhoon in Japan - Notice No. 1	NEWS
09.10.2018	New export tax (Argentina)	NEWS
09.07.2018	Collapse of Malanville bridge (Benin)	NEWS
08.30.2018	Funeral of Mr BLONDET	NEWS
08.24.2018	Initiation of BEA Mer investigation Fishing vessel "ETENDARD"	Fishing Craft Surveyors and Members of the Fishing Craft Committee
08.24.2018	"VONI" theft notice	Pleasure Craft Surveyors and Members of the Pleasure Craft Committee
08.20.2018	"MERSSIKI" theft notice	Pleasure Craft Surveyors and Members of the Pleasure Craft Committee
08.10.2018	"KOPAO" theft notice	Pleasure Craft Surveyors and Members of the Pleasure Craft Committee

> NEWS items issued to the Networks Depart. 2018

Issue date	Subject	Recipients
08.10.2018	"MAX" theft notice	Pleasure Craft Surveyors and Members of the Pleasure Craft Committee
08.08.2018	"VONI FRA" theft notice	Pleasure Craft Surveyors and Members of the Pleasure Craft Committee
08.02.2018	"CORRE DICCIA 3" theft notice	Pleasure Craft Surveyors and Members of the Pleasure Craft Committee
07.09.2018	Hurricane BERYL (West Indies) Notice No.2	NEWS
07.06.2018	Hurricane BERYL (West Indies) Notice No.2	NEWS
07.04.2018	Initiation of BEA Mer investigation Pleasure craft SARKOSCUUD	Pleasure Craft Surveyors and Members of the Pleasure Craft Committee
06.22.2018	Dockworkers' strike at Douala Port (Cameroon)	NEWS
06.15.2018	Initiation of BEA Mer investigation Passenger ship ANDREA LINDIA MARIA	French Average Agents and the Technical Advisory Committee
05.11.2018	Political situation in the Middle East and North Africa	NEWS
04.25.2018	New Ro-Ro terminal at the Port of Abidjan (Côte d'Ivoire)	NEWS
03.27.2018	Initiation of BEA Mer investigation Fishing vessel CAMALEA	Fishing Craft Surveyors and Members of the Fishing Craft Committee
03.16.2018	Situation in Mayotte	NEWS
03.13.2018	Political situation in Guinea Conakry	NEWS
02.28.2018	Initiation of BEA Mer investigation Fishing vessel ESSOR	Fishing Craft Surveyors and Members of the Fishing Craft Committee
01.26.2018	CESAM's presence on Twitter	NEWS
01.17.2018	BELLISSIMA theft notice	Pleasure Craft Surveyors and Members of the Pleasure Craft Committee



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