

Conference Programme

'Changes in Land Use & Diversification within Agriculture: Risks & Opportunities for the Insurance Market'

Thursday 2 April 2009
The Royal Agricultural College, Cirencester

10.00	Arrival, Registration and Coffee	
10.30	Welcome and Introduction	Bob Morris Agrical Limited
10.35	'Diversification - Making sure the opportunity does not become the threat' - An Insurer view <ul style="list-style-type: none">• Insurance perspective on traditional farming risk & exposure - why add to it?• Diversification risks – 'the good, the bad and the ugly'• Risk awareness and exposure management• Importance of professional advice and support• When all else fails - effective claims support	Barry Hogg Norwich Union Insurance
11.05	Health & Safety Implications of Diversification <ul style="list-style-type: none">• HSE perspective & facts• Challenges of diversification - examples of incidents arising from "obscure activities"• Liability management – identifying, eliminating, minimising and managing of risk• Sources of support• The key to successful expansion	Phil Grace Norwich Union Insurance
11.35	Coffee	
12.00	Diversification – legal issues <ul style="list-style-type: none">• Sources of liability• Opening up land to visitors• Occupiers' Liability and Health and Safety• 'Horsey' Businesses• Telecoms Masts & Windfarms• Filming Contracts• Festivals	Karen Jones Anita Symington Thring Townsend Lee & Pembertons

12.50	Lunch	
13.55	<p>Loss Adjusting Insights – ‘The weird & wonderful world of agricultural diversification’</p> <ul style="list-style-type: none"> • Case study examples of diversification in land use, claims scenarios and unique issues raised 	<p>Nigel Collinson Agrical Limited</p>
14.25	<p>Diversification on the Modern Estate – An Owner’s View</p> <ul style="list-style-type: none"> • A description of Bramham Park Estate • The problems faced when inheriting the Estate a decade ago • Addressing the problems • Particular insurance issues experienced 	<p>Nick Lane Fox Bramham Park Estate</p>
14.55	<p>Conclusion to the Day’s Proceedings</p> <p>Questions to Panel and Discussion Session</p>	<p>Bob Morris Agrical Limited</p>
15.30	Afternoon Tea and Depart	

Speakers

Bob Morris ACII FCILA FUEDI ELAE MBIAC
Chairman
Agrical Limited

Bob has nearly 30 years experience as a loss adjuster and has, throughout his career, specialised in handling claims in agribusiness, rural industry and farming. He has particular specialty in complex liability and property losses.

Barry M Hogg FCII MBA
UK Underwriting Manager
Agriculture, Motor Trade and Motor Fleet
Norwich Union Insurance

Barry has over 30 years experience in the insurance industry, mainly within the Norwich Union group. He held various branch underwriting roles before moving to Perth in 1994 to work in a Head Office underwriting team. Barry took up an Underwriting Manager role in 1998, with responsibility for setting underwriting strategy and performance management of designated UK commercial accounts.

Phil Grace
Liability Risk Manager
Norwich Union Insurance

After spending 10 years in the primary aluminium industry, Phil joined the insurance industry in 1985. Originally working as a surveyor visiting policyholders, assessing risk and helping them introduce risk management and control solutions. At Norwich Union Phil has worked in a more strategic role working with underwriters embedding risk management thinking into the underwriting process, developing and delivering training and working with strategic partners such as the HSE, trade bodies and similar.

Dr Karen Jones
Barrister
Thring Townsend Lee & Pembertons

Karen is a Barrister for TTLP and the former Chief Legal Adviser at the CLA. Karen specialises in public rights of way cases, public access, and associated liability issues.

Anita Symington
Barrister
Thring Townsend Lee & Pembertons

Anita is a partner in Thring Townsend Lee & Pemberton solicitors and a former Chief Legal Adviser of the CLA. She specialises in sales, purchases, tenancies and diversification related to landed estates.

Nigel Collinson BSc (Hons) ACII ACILA
Managing Director
Agrical Limited

Nigel has worked as a Loss Adjuster for over 18 years and has considerable experience in managing claims from the rural and agri-business sectors as well as commercial losses, complex claims and large losses. His specialist areas include contingency losses and disturbance claims

Nick Lane Fox FSI
Owner
Bramham Park Estate

Following 10 years away in the Army, Nick returned to Yorkshire to take over the running of the family estate. Finding that he also needed a second source of income, he trained as an investment Manager and worked for Rensburg Sheppards plc, whilst overseeing the changes to the Estate's businesses. After 5 years on the PLC board, as Head of Sales, Nick retired in October 2007, to work full-time at Bramham.

Directions to the Royal Agricultural College

Address: Stroud Road, Cirencester, Gloucestershire, GL7 6JS Telephone: 01285 652 531

By Road

M4 motorway - Exit junction 15 on to A419 to Cirencester. Exit at Cirencester Industrial Area and follow clear signposting.

M5 motorway - Exit junction 11A on to A417. Exit at Stratton and follow Gloucester Road, from where it is clearly signposted to Cirencester Town Centre.

M40 motorway – Take the A40 to Burford, then B4425 to Cirencester via Fosse Way (A429) from Stow-on-the-Wold. The College is clearly signposted from the Cirencester by-pass.

There is ample, free car parking at the College - a parking permit will be provided.

By Rail

Frequent British Rail services from London (Paddington) to Kemble (Cirencester), via Swindon. By taxi for the three remaining miles to the College.

National Rail Enquiries: 08457 48 49 50 www.nationalrail.co.uk.

By Air

One and a half hours drive from Heathrow, Birmingham and Bristol airports.

Taxi Numbers:

A2B Taxi Service: 01285 655 651

Home James: 01285 641 339

Cirencester Where 2 Taxi Service: 01285 656 148

Aristo Cabs: 01285 640 926

Nearby Hotels:

Stratton House Hotel, Gloucester Road, Cirencester, GL7 2LE

T: 01285 651 761 E: stratton.house@forestdale.com W: www.strattonhousehotel.co.uk

The Fleece Hotel, Market Place, Cirencester, GL7 2NZ

T: 01285 658 507 E: relax@fleecehotel.co.uk W: www.fleecehotel.co.uk

The Swan Hotel, Bibury, Gloucestershire, GL7 5NW

T: 01285 740 695 E: info@swanhotel.co.uk W: www.cotswold-inns-hotels.co.uk/swan

The Priory Inn, London Road, Tetbury, GL8 8JJ

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