

The ethanol industry



In today's world of costly and diminishing energy resources, the biofuels industry is rising to the forefront. Over the past decade, Marsh has developed an in-depth understanding of this industry.

What makes us different?

The personal service of a dedicated, experienced team coupled with access to an array of worldwide resources provided by Marsh's Global Marine & Energy Practice allows Marsh to act as the premier advisor for our client's risk management and insurance needs.

Insurance excellence

Every journey has a starting point. If a client has a new biofuels operation, Marsh will design an insurance program tailored to our client's needs. If the biofuels operation already exists, Marsh will review the current risk and insurance program designs and uncover any potential gaps in coverage and opportunities for premium savings. Ultimately, Marsh's insurance programs promote consistency in assessing, quantifying, retaining, and transferring of risk. At Marsh, through our strong insurance-market relationships, we are able to obtain favorable terms, conditions, and pricing to the satisfaction of our clients.

Biofuels expertise

Our book of business has given us a vast depth of experience when dealing with the national and international markets, as well as the ability to benchmark our clients' performance against others.

Value added

Value is added to our services by providing our clients with the possibility of:

- reducing their total cost of risk
- providing risk solutions that facilitate growth through acquisition, divestment, new investments, increased trading
- identifying and offering solutions that may offset an existing reserve or liability on a client's balance sheet to help protect earnings and cash flow.

Risk engineering

Through our engineers, we provide a wide range of services to our biofuels clients including:

- risk assessments to meet the needs of the insurance markets and to achieve operational insurance terms at competitive pricing
- business interruption studies to analyze existing and/or potential threats to the business and the efficiency of business interruption insurance
- benchmarking to rank risk features of our client's operations against industry peers for continuous risk management improvement
- business continuity plan reviews.

Environmental services

Marsh's environmental risk professionals can help clients assess and mitigate environmental risks. Marsh's Global Marine & Energy Practice works closely with Marsh's Environmental Practice to obtain the most favorable underwriting/risk transfer position for our clients and collaborate closely with pre-loss engineers to mitigate risks. For example, the Global Marine & Energy and Environmental Practices of Marsh will design and place pollution legal liability (PLL) insurance on behalf of pipeline owners subjected to jurisdictional requirements.

With such tailored risk transfer programs, our brokers, claims professionals, and environmental experts endeavour to secure the maximum permissible protection for our clients. This allows our clients to comply with environmental requirements, prioritize environmental spending, and verify the effectiveness of environmental programs.

Safety and loss control

As a risk control advocate for our clients and liaison with insurers, our fire-protection professionals and safety experts identify exposures and find cost-effective ways of mitigating risk. In addition, when Marsh evaluates insurers' property loss-control reports, we work with our clients to obtain the necessary details to determine if the expenditure is prudent and necessary. Marsh is the clients' trusted risk advisor.

Project risk management

Marsh has an established framework of service delivery to assist our biofuels clients with project planning to minimize project risk and insurance pricing. Examples of our services include:

- risk mapping
- new project design safety review and project risk assessment
- contract risk review

- project insurance implementation including dovetailing with operational coverage
- pre-startup operational auditing.

Cargo and distribution

Rail, truck, and barge are the main methods of the distribution of biofuels. Marsh has the transportation expertise to obtain favorable and comprehensive transit coverage for clients at competitive premiums.

Marsh's energy team is dedicated to supporting the needs of our biofuels clients. In doing so, we help to further the growth of renewable energy and the reduction of global warming.

For further information please contact the Global Marine and Energy Practice:

www.marsh.com

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