



AIMU/MICA SEMINAR 2014

NEW YORK MARRIOTT DOWNTOWN HOTEL
JUNE 12, 2014



ABOUT AIMU/MICA SEMINAR **ORGANIZATIONS**



AMERICAN INSTITUTE OF MARINE UNDERWRITERS (AIMU), established in 1898, is a U.S. marine insurance trade association representing the ocean marine insurance and reinsurance industry as an advocate, educator and information center. For more information see www.aimu.org.



MARINE AND INSURANCE CLAIMS ASSOCIATION (MICA), organized in 1944, is dedicated to preserving an atmosphere in which marine claims can be resolved in a reasonable manner by the parties themselves through the development of trust in each other. For more information see www.micains.org.





2014 SEMINAR COMMITTEE

James M. Craig

Marine and Insurance Claims Association (MICA)

Claudio Crivici

Castlerock Risk Services, LLC

Lawrence Jeronimo

Zurich NA Insurance Company

Daniel McDermott

Marshall, Dennehey, Warner,
Coleman & Goggin

Jonathan O'Hara

Aspen Specialty

Anthony J. Pruzinsky

Hill Rivkins LLP

Jim Ruggiero

CSL North America

Peter J. Scrobe

Starr Marine

John A. Miklus

American Institute of Marine Underwriters

Eileen Monreale

American Institute of Marine Underwriters

Nancy Zachariades


Allianz Global Corporate & Specialty





PROGRAM

8:00 a.m.	Registration	
8:45 a.m.	Welcome and Opening remarks	John A. Miklus , AIMU President James M. Craig , MICA Chairman
9:00 a.m.	Practical Management Of Complex Cargo Losses	Nancy Zachariades , Allianz Global Corporate & Specialty Anthony Pruzinsky , Hill Rivkins LLP
10 a.m.	Break	
10:15 a.m.	Salvage Success: Cargo Salvage	James Senkeleski , ASI Salvors Jonathan O’Hara , Aspen Insurance
11:00 a.m.	What Makes A Good P & I Investigation?	Michael Walters & Jessica Maddy , Walters Nixon Group
12:00 p.m.	Lunch Buffet style lunch is served in foyer. Seating in the Empire, Ellis and Seaport rooms	
1:00 p.m.	Loss Case Reserving: An Art Or A Science	Steve Gillen , Zurich Insurance Tom Lynch , CSL Global





PROGRAM cont'd.

2:00 p.m.	Key Concepts For A Successful Hull Salvage Or Wreck Removal	Moderator: Claudio Crivici, Castlerock Risk Services LLC Panel: John A. Witte Jr.: Salvage Master, Executive Vice President Donjon Marine Co., Inc.; Joseph G. Valenza: Executive Vice President Frenkel & Company; Jonathan S. Spencer: Senior Average Adjuster, The Spencer Company; James Mercante: Partner Rubin, Fiorella & Friedman LLP
3:20 p.m.	Break	
3:30 p.m.	Investigation Methods – Cargo Theft & Fraud	Dennis Stabile & Willie Morales, TOMCATS Consulting. Moderator: Peter J. Scrobe, Starr Marine
4:30 p.m- 5:30 p.m.	Cocktail Reception	





SPEAKERS

Nancy Zachariades

Nancy Zachariades, AMIM (Allianz Global Corporate & Specialty - Ocean Cargo Claims Director) has approximately 25 years of experience in the handling and management of ocean cargo, project cargo, inland marine, yacht, hull and P&I claims. Prior to joining AGCS in 2004, she worked at Travelers and ACE as a multi-line Marine Claims Adjuster and at Thyssen Steel Company in their Transportation/Risk Management Dept. She is a member of the U.S. Maritime Law Association and sits on the Board of Directors of the Marine and Insurance Claims Association. She teaches classes in Ocean Cargo and Yacht claims handling for the American Institute of Marine Underwriters' (AIMU) educational program.

Anthony Pruzinsky

Anthony J. Pruzinsky is a partner at Hill Rivkins LLP, a preeminent admiralty and maritime law practice located in New York. He joined Hill Rivkins in 1982, and has practiced continuously with the firm for more than 30 years, serving as a senior partner since 1992. Mr. Pruzinsky's practice is concentrated largely in the marine transportation and insurance fields with an emphasis on cargo, charter party, multimodal transit and related matters. His work extends as well to commercial and international trading matters. Most of his practice is in connection with contested disputes including litigation in numerous courts in the United States, as well as arbitration under the rules of the Society of Maritime Arbitrators of New York, The London Maritime Arbitrators Association, International Chamber of Commerce and the American Arbitration Association. He is a member of the Maritime Law Association of the United States, the New Jersey and American Bar Associations, and serves as a director of the Marine and Insurance Claims Association and on the editorial board of Benedict's Maritime Bulletin.

James Senkeleski

James Senkeleski is the Chief Executive Officer of ASI Salvors, Inc. James has over 25 years of Commercial Property and Marine Salvage Experience, in a variety of field and management positions. He has extensive experience in handling multi-million dollar distressed stocks, both domestically and internationally with many individual sales. Over the last quarter century, James has developed an expertise in handling diverse, large complicated losses and major catastrophes, including Hurricane Hugo ('89), September 11th attacks, and most recently the devastation of Hurricane Sandy (2013). He attended Rutgers University, is married with three daughters and has been a life-long residence of New Jersey.

Jonathan O'Hara

Senior Vice President - Marine, Energy & Construction Claims, Aspen Insurance

Jonathan has more than 25 years of marine insurance experience and currently heads the Marine, Energy & Construction claims division at Aspen Insurance. He started his career in London with WK Webster before moving to New York to grow the US arm of the business. Prior to his current position, he has held claims, subrogation, business development and loss control roles at several US firms including VeriClaim, AIG and XL. He was a director and former president of the Marine Claims & Recovery Forum and is now director of the Marine and Insurance Claims Association. Jonathan is also a member of the Claim Services Committee of the American Institute of Marine Underwriters where he actively supports their education program.





SPEAKERS cont'd

Michael Walters


Mike Walters is a principal of the Walters Nixon Group. He has more than 25 years of experience, handling liability claims matters. He is a graduate of the University of South Florida (1979), and the University Of Cincinnati College Of Law (1984). He worked briefly as a maritime defense attorney with a Tampa, Florida law firm in 1984. From 1985-1990 he worked as the claims manager for Neare Gibbs & Co., the former river marine division of St. Paul Fire & Marine Insurance Co. in Cincinnati, Ohio. From 1991-1996 he was the branch manager for Lamorte Burns & Co.'s New Jersey office, handling and overseeing an array of marine liability claims. He's been with the Walters Nixon Group since its founding in late 1996. He is a member of the U.S. Maritime Law Association (including the committee for maritime personnel), the Association of Average Adjusters, and the Marine Insurance Claims Association of New York, and the Trucking Industry Defense Association.

Jessica Maddy

Jessica Maddy received her BS from Rutgers University and her JD from Quinnipiac University School of Law. She is admitted to the New Jersey Bar. Jessica has been investigating and adjusting liability claims since joining The Walters Nixon Group, Inc. in 2004.

Stephen W. Gillen

Steve Gillen joined Zurich Insurance Co. in January 2010 as Head of Global Marine Claims. He is responsible for the execution of Zurich's global marine claims proposition across all business units, divisions and geographic regions. In 2013, he assumed the same responsibilities for Zurich's Global Marine Risk Engineering proposition. Prior to joining Zurich, Steve worked as the President of AI Marine Adjusters, Inc., and Senior Vice President, AIU Marine Claims, running AIG's Global Marine Claim / Recovery operations. Steve also worked as AIU's Chief of Operations for Global Marine, where he had worldwide management responsibilities for marine insurance operations. Prior to his time at AIU, Steve served as Senior Marine Loss Control Surveyor at Fireman's Fund (1989-1995), where he was responsible for the establishment and administration of loss prevention survey programs for domestic and multinational customers specializing in heavy lift cargo and coastwise vessel operations. He also served as lead loss investigator of major marine claims, helping to negotiate settlement terms and advising on subrogation issues. Early in his career, Steve gained hands-on maritime experience as a vessel operator, operations manager and director of a New York Harbor-based tugboat and barge company, Henry Gillen's Sons Lighterage, Inc., owned and operated by his family. Steve is presently Chairman of the Claims Services Committee of the American Institute of Marine Underwriters, and is a member of the Marine and Insurance Claims Association. He is an associate member of the Maritime Law Association and is an instructor at the American Institute of Marine Underwriters. He is a United States Coast Guard Licensed Master qualified to operate towing, 100-ton passenger and auxiliary sailing vessels. Steve received a B.S. in Finance from Siena College, Loudonville, NY, in 1983. He also participated in the World Trade Institute's Ocean Transportation Program (1980), the Maritime Technical Institute's Yacht Survey Seminar (1986), and the National Sea Training Centre's Marine Survey Diploma Program (London, 1999).



SPEAKERS cont'd

Tom Lynch

Tom Lynch has been in the Marine Insurance business for 47 years. He has worked for various companies through his career: Yale-Republic Dept. Store, Marine Office of America, J.C. Penney Dept. Store, Fireman's Fund Insurance Co. and CNA Insurance, handling cargo and liability claims. Tom has served as a member of the Cargo Loss and Cargo Reinsurance Association Committees and, also, as chairman of the War Risk Committee. He has presented as an instructor at the AIMU seminars and webinars for over 15 years, covering Ocean Cargo Claims, Charterer's Legal Liability and Freight Forwarder's Legal Liability topics. Since 1966 Tom has earned his associate degree, various certificates in ocean marine insurance and fraudulent claims, and designation of Senior Claims Law Associate. In 1984 he became a non-lawyer member in the Marine Law Association (MLA) of the United States. Tom is a member of the Society of Maritime Arbitrators since 1989. In 2006 Tom began working for the CSL North America as a director of Claims and Recoveries on NY cargo accounts.

Claudio Crivici

Claudio Crivici is a NAMS certified Marine Surveyor and is the president of Castlerock Risk Services, consulting risk management company. Claudio has been surveying since graduating from NY Maritime at Fort Schuyler in 1985. After obtaining an MBA in Finance/Management from Adelphi University in 1990 he joined Mariner Management Group and was responsible for claims management, loss control and technical underwriting. In 2000 Claudio founded Castlerock Risk Services. Affiliations include NY Underwriters Forum, Senior Member of the Society of Naval Architects and Marine Engineers, American Yacht and Boat Council, National Fire Protection Agency, NY Marine Claims Managers Association, Associate Member of Average Adjusters United States, A.I.M.U. Technical and Pleasure Craft Committees., Society of Port Engineers and Captains and Maritime Law Association - Non Lawyer Member.

John Arnold Witte, Jr.

Working full-time with Donjon Marine Co., Inc. (Hillside, NJ), a provider of multi-faceted marine services including marine salvage, heavy lift, dredging and related emergency response services since 1982, John A. Witte, Jr. is currently Executive Vice President. In that role, he oversees the day-to-day operations of Donjon's Marine Salvage, Demolition, Marine Transportation, Diving, Heavy Lift and Shipbuilding Operations. Mr. Witte is also responsible for Donjon's Regulatory Compliance Program for all marine related activities and has served as Salvage Master on numerous Donjon Salvage projects since 1982. From an Operational perspective, Mr. Witte served a seven-month tour of duty as the Civilian Project Manager for the Federal Salvage Response necessitated by Hurricanes Katrina/Rita in the U.S. Gulf in 2005, Senior Salvage Master/Project Manager relative to the Wreck Removal of the Stern section of the M/V Fedra offshore of Europa Point, Gibraltar and recently served as the Project Manager for the dewatering of the tunnel and subways system located in lower Manhattan, NY which was necessitated by the impact of Hurricane Sandy to the US North East. Mr. Witte is also Donjon's representative to the International Salvage Union (ISU) and was elected Vice President of the ISU in 2013. He also served as President of the American Salvage Association (ASA), the trade association promoting professionalism and improving marine casualty response in North American coastal and inland waters. ASA represents 15 of the Nation's/North America's professional marine salvors, for a two-year term from 2007-2009. Mr. Witte attended Hobart College (1978-1982, Geneva, New York) with a major in Political Science and minor in Religious Studies.



SPEAKERS cont'd

Joseph G. Valenza

Joseph Valenza is a Principal and Executive Vice President of Frenkel & Company headquartered in New York. Joe manages the firm's Marine Hull/Liabilities and Cargo Division and is actively involved in the firm's new business strategy. Joe specializes in the production and management of multifaceted insurance programs, bringing to his clients an in-depth insurance background unique to marine, marine construction and logistics insurance program creation, design and claim resolution.

Jonathan S. Spencer

Jonathan S. Spencer is an average adjuster and the principal of The Spencer Company, a marine claims consultancy in New York City. He holds an M.A. degree in Modern Languages from Oxford University, England. He has lived in New York since 1978 and was employed by an international average adjusting company then by a marine insurer before starting his own business in 1998. He is a Full Member of the Association of Average Adjusters of the United States and Canada and currently chairs its Board of Directors; a Member of the Association Mondiale de Dispatcheurs (International Association of Average Adjusters), serving as that body's Vice President; a non-lawyer Member of the Maritime Law Association of the United States and past chair (2006-2010) of its standing committee on Marine Insurance and General Average. He is an instructor at the Center for Professional Education on the Manhattan campus of St. John's University and sits on the Education Committee of the Association of Average Adjusters of the United States and Canada.

James Mercante

Jim Mercante heads the admiralty practice at Rubin, Fiorella & Friedman LLP in New York. His team handles admiralty cases nationwide. Jim is a graduate of the United States Merchant Marine Academy, Kings Point, and sailed as a merchant marine officer. He is a commissioner on the New York Board of Commissioners of ship pilots (for 20 years), and retired as captain in the U. S. Navy Reserve. He writes the admiralty law column for the New York Law Journal, and the "sea-trials" column for long island boating world.

Dennis Stabile

Dennis Stabile is a retired Police Sergeant who started his police career in 1977 in Broward County, Florida. He transferred to the Miami Dade Police Department in 1981. He worked road patrol for one year and was transferred to the Detective Bureau investigating property crimes. He was selected to work on the Pillowcase Rapist Task Force investigating a serial rapist in Miami Dade County. He was then assigned to the Federal Task Force, Street Terror Offender Program (STOP), investigating Home invasion robberies and narcotics. In 1995 he was promoted to Sergeant and was again assigned to a district Burglary Investigation Squad supervising with 5 detectives. In 2002, he was transferred to the Miami Dade Cargo Theft Task Force (TOMCATS) supervising nationwide major cargo theft cases. He retired from the Miami Dade Police Department in 2007 and now conducts private investigations for the cargo industry.






SPEAKERS cont'd

Willie Morales

Willie Morales is a retired Police Detective who started his career in law enforcement with the Miami-Dade Police Department in 1985. He has worked in several areas including uniform patrol, general property crimes investigations, street gangs and sexual crimes task forces throughout his career. Additionally, Mr. Morales has been assigned to the Special Events Section coordinating major events as the NFL SUPERBOWL and MLB WORLD SERIES. He was assigned to the TOMCATS Cargo Crimes Task Force for twelve years where he investigated and still conducts training. He was last assigned to the Organized Crime Section investigating organized criminal enterprises prior to retiring in November 2013 after 28 years of service. He is currently president of Willie Morales Consulting.

Peter Scrobe

Peter J. Scrobe is Vice President at Starr Marine, A Division of Starr Indemnity & Liability Company, Loss Control Services. He has 40 years of experience in the Marine Insurance Industry. Mr. Scrobe is a member of Marine & Insurance Claims Association (MICA). He served as Officer & Director and is past Chairman 2000 & 2007. Mr. Scrobe is Chairman of AIMU's Cargo Loss Prevention Committee and received the AIMU Distinguished Service Award in 2005. He is an associate member of Maritime Law Association (MLA) since 1995 as well as a member of Average Adjusters Association since 1993. Other organizations which Mr. Scrobe is affiliated include Pharmaceutical Cargo Security Coalition (PCSC): Member; Transported Asset Protection Association (TAPA): Member. He is a graduate of US Merchant Marine Academy (USMMA) Global Maritime and Transportation School (GMATS): Former Chairman, Advisory Board. Mr. Scrobe has been a guest lecturer at the USMMA GMATS; re: Supply Chain Security, Cargo Crime and related topics; National Cargo Security Council (NCSC): Past Vice-Chairman & past Chair of the Legislative Comm.; received the Industry Leadership Award, 1998. He has testified before the Congressional Sub-Committee, 2005 and Cargo Crime in the Patriot Act of 2006. Other affiliations include Monroe Joint Fire District - Monroe, NY: Fire Commissioner Village of Monroe - Monroe, NY: Past Trustee. Mr. Scrobe has been a guest speaker at numerous Seminars and Events including AIMU's Marine Insurance Day.



ATTENDEES

First Name	Last Name	Company
Stephen	Aghaei	LWG Consulting, Inc.
Nathan	Ahart	WK Webster Group
Judy	Alleyne	Hugh Wood Inc.
Samiul	Amin	National Marine Consultants, Inc.
George	Andersen	Great American Ocean Marine Division
Joseph	Bandieramonte	Frenkel & Co
Joseph	Barone	Travelers
John	Betz	Arthur J. Gallagher
David	Buckingham	Pequod Associates USA LLC
Cecilia	Campos	Navigators
Jeanne	Carr	Marsh
Mark	Cheglikov	Markel
John	Competiello	Catlin Inc.
Michele	Conti	CNA US Marine
Molly	Dearth	Great American Insurance Co.
Kathleen	Devane	Allianz Global Risks
Teresa	Dooley	Hill Rivkins, LLP
Jeff	Dorceus	Chubb & Son
Hillary	Drewry	Markel Corporation
Víctor Adolfo	Duarte	Etica Adjusters
Hugh	Forde	Gard (North America) Inc.
William	Frohne	Allianz
Paul	Galabi	Travelers
Bramwell	Garcia	Travelers
Louis	Gehrig	Ascot International Underwriting
Michael S	Grant	Minton, Treharne & Davies (USA), Inc.
Winsome	Green	Travelers Ins. Co
Paul	Hammes	EIMC LLC
Frank	Harten	Travelers
Rob	Hernandez	Meaden & Moore
David	Hornish	Marsh
Beverly	Jenkins	Allianz Global Corporate & Specialty
James	Jones	Markel
Mike	Juang	United States Fire Insurance Company
Maryann	Kallini	Travelers
Robert	Keim	Marsh, Inc.
Tracy	Kiffer	Navigators
Raymond	Komorowski	Marsh Inc.
Thomas	Kula	International Marine Underwriters

John	Kuzniewski	AGCS-MIC
Elizabeth	LaFleur	CNA
Josh	Lee	Frilot LLC
Lorna	Liu	Aspen Insurance
Frederick	Lovejoy	Lovejoy & Associates, LLC
Joseph	Mainente	Allianz Global Corp & Specialty
Charles	Mannino	Tyco Electronics Subsea Communications LLC
Lucia	Martinez	Liberty International Underwriters
Percy	Martinez	Pequod Associates USA LLC
Lisa	Matias	Aspen
Daniel	McDermott	Marshall Dennehey Warner Coleman & Goggin
Stephanie	Means	CNA
Thomas	Mullady	Pantaenius America
Brian	Newcombe	Brian J Newcombe & Co Inc.
Elizabeth	Nittolo	IMU
Robert	O'Brien	Niles Barton & Wilmer, LLP
Natalie	O'Connell	International Marine Underwriters
Jason	Palumbo	Roanoke Trade
Alton	Peralta	Catlin Insurance Company, Inc.
Diana	Perdomo	Allianz Global Corporate & Specialty
Christopher	Perfect	RLI
Lori	Quinn	Marshall Dennehey Warner Coleman & Goggin
Richard	Resnick	Great American Insurance Company
Stephen	Rible	Mendes & Mount, LLP
Richard	Roenbeck	Nausch, Hogan & Murray, Inc.
Tara	Roger	Schenker, Inc.
James	Ruggiero	CSL North America
Brian	Sales	CNA
Kirsten	Schandy Sicco	Thomas J. Schandy Ltda.
Charles	Schmidt	Kennedy Lillis Schmidt & English
Anthony	Sementilli	LWG Consulting, Inc.
Tim	Sinyak	SalvageSale
Anthony	Smith	WK Webster Group
Angel	Soto	TM Claims Service Inc.
Thomas	Stubler	AGCS
Cynthia	Trupp	CNA
Bobby	Wahler	Aspen
Taylor	Walker	Markel Corporation
Sharron	West	Marine Insurance Claims Adjusting Services Inc.
George	Willett	WK Webster Group
Donna	Williams	Marsh
Edward	Wilmot	Great American
Matthew	Zanella	Pantaenius America

Many thanks to our Sponsors!





GOLD

 <p>GREATAMERICAN. INSURANCE GROUP</p>	 <p>AMERICAN SALVAGE ASSOCIATION</p>
 <p>Meadeng Moore</p>	 <p>MARINE SURVEYORS & CONSULTANTS <i>Serving North America since 1977</i> DAVIS & company LIMITED One Source. One Solution.</p>
<p>Marine and Insurance Claims Association</p> <hr/>  <p>MICA [MARINE INDUSTRY CLAIMS ASSOCIATION, INC.] [NOT-FOR-PROFIT CORPORATION]</p>	<p>MARSHALL DENNEHEY WARNER COLEMAN & GOGGIN</p> <hr/> <p>ATTORNEYS-AT-LAW PA NJ DE OH FL NY</p>

SILVER

 <p>ASPEN INSURANCE</p>	 <p>HILL RIVKINS</p>	 <p>GIBSON ROBB & LINDH LLP</p>	 <p>H S N O THE FORENSICS FIRM Accounting Technology Consulting</p>
--	--	---	---

HONORABLE MENTION

 <p>MTD MINTON, TREHARNE & DAVIES (USA), INC.</p>	 <p>MiCAS MARINE INSURANCE CLAIMS ADJUSTING SERVICES</p>	 <p>ZURICH</p>	 <p>CSL</p>
---	--	---	---