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MARINE INSURANCE ISSUES SEMINAR 2011

MARRIOTT DOWNTOWN HOTEL
NEW YORK CITY
MAY 10, 2011



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PROGRAM

8:00 a.m. – Registration and Coffee

8:30 a.m. – Welcome

Virginia Cameron
Seminar Chair

Robert C. Gallagher
Chairman, AIMU

9:00 a.m.

STATE OF THE INSURANCE INDUSTRY – POST FINANCIAL COLLAPSE OF 2008 and BEYOND

Dr. Robert Hartwig
Insurance Information Institute

10:00 a.m. – Break

10:20 a.m.

SALVAGE OF A MEGA CONTAINERSHIP -

Arjan Herrebout
Mammoet Salvage

11:20 a.m.

THE NEW P & I WORKING LAYERS –

Joseph E. M. Hughes
Shipowners Claims Bureau Inc.,
Managers of The American Club

Elizabeth A. Nittolo
IMU/One Beacon Insurance

John H. Ryszentnyk III
CNA Marine





PROGRAM cont'd.

12:30 p.m. - Lunch

1:30 p.m.

FOREIGN & LOCAL CARGO POLICY ISSUING REQUIREMENTS –

Joseph C. Howe
Zurich Marine

2:30 p.m. -Break

2:50 p.m.

MARINA ISSUES: DOCKS & PIERS EXPOSURES
RECREATIONAL ISSUES: E15 GASOLINE, ISSUES and POSSIBLE IMPLICATIONS -

John McKnight
National Marine Manufacturers Association

Christopher L. Pesce
Maritime Program Group

4:00 p.m.

OFFSHORE WIND FARMS –

Bob Percopo
Global Marine & Energy

Jorge Pecci
Chartis Global Marine & Energy

5:30 p.m. to 6:30 p.m. – Cocktail Reception which is hosted by the *Marine Insurance Issues* Sponsors





SPEAKERS

Dr. Robert Hartwig


is president of the Insurance Information Institute. Since joining the I.I.I. in 1998 as an economist and becoming chief economist in 1999, Dr. Hartwig has focused his work on improving understanding of key insurance issues across all industry stakeholders including media, consumers, insurers, producers, regulators, legislators and investors. Dr. Hartwig received his Ph.D. and Master of Science degrees in economics from the University of Illinois at Urbana-Champaign. He also received a Bachelor of Arts degree in economics cum laude from the University of Massachusetts at Amherst. He has served as an instructor at the University of Illinois and at Florida Atlantic University. Dr. Hartwig also holds the Chartered Property Casualty Underwriter (CPCU) credential. Dr. Hartwig serves as a media spokesperson for the property/casualty insurance industry, and is quoted frequently in leading publications such as The Wall Street Journal, The New York Times, USA Today, Washington Post, Los Angeles Times, Financial Times, BusinessWeek, Newsweek, U.S. News & World Report, CFO, Fortune, Forbes, The Economist and many others throughout the world. Dr. Hartwig also appears regularly on television, including programs on ABC, CBS, NBC, CNN, CNBC, Fox, PBS and the BBC.

Arjan Herrebout

joined Wijsmuller after graduation from nautical college in 1989. In the rank of Chief Officer (with masters license) he transferred to the salvage department. In this department he worked in the commercial department, dealing with emergency response and project contact negotiations but also as project manager on complex salvage and wreck removal operations. In 2001 he changed career and joined Raets P&I in Rotterdam as senior claims executive. During the years with Raets he graduated for a postgraduate diploma in Maritime law at the London Metropolitan University. In 2006 Arjan returned to the salvage industry and was one of the founders of the new salvage division within the Mammoet group, Mammoet Salvage. He is part of the senior management of the company and responsible for commercial operations, SHE-Q and all legal issues. During his career in the salvage industry Arjan has dealt with a significant number of salvage operations, both from the deck of the stricken vessels and from the office(s). Since the beginning of this year Mr. Herrebout is a member of the LOF sub-committee of the International Salvage Union, which deals with operational and legal matters of the Lloyds Open Form (LOF) salvage contract, as well as other common used salvage contracts.

Joseph C. Howe

is an Assistant Vice President for Zurich Marine located in New York City. He has been in the marine insurance industry since 1977. He started his career in Chicago. Early in his career he worked in Boston, Baltimore and Philadelphia. For the past 27 years he has worked in the New York City and Long Island marketplace. His current responsibilities include Training and Business Development for Zurich offices within the United States. He joined Zurich in October of 2010 after spending the previous 10 years at ACE Insurance. Joe is a graduate of Western Illinois University.





SPEAKERS cont'd.

Joseph E. M. Hughes

is Chairman & CEO of Shipowners Claims Bureau Inc., Managers of The American Club. Joe has overall management responsibility for the American P&I Club where he has served as Chief Executive for nearly sixteen years. Over that period, the Club has undergone considerable growth and diversification from its original US base, and now enjoys a fully international membership and global reach. Prior to joining the American Club, Joe held senior positions in other P&I clubs in the United Kingdom and Norway, latterly serving as Chairman of the Marine Division of a leading Lloyd's broker in London. Having graduated in law from Balliol College, Oxford University, where he held an Open Exhibition, Joe was called to the Bar of England and Wales in 1976. He is the current Chairman of the Association of Average Adjusters of the United States, a Director of the Maritime Association of the Port of New York and New Jersey, and also serves on the Classification Committee of the American Bureau of Shipping and the US Advisory Committees of both Lloyd's Register and Germanischer Lloyd.

John McKnight

is Director Environmental and Safety Compliance at the National Marine Manufacturers Association in Washington, DC. Earned a BS in Industrial Technology from Kean College in New Jersey, has been with National Marine Manufacturers Association since 1994 where he has represented recreational boat builders, marine engine and accessory manufacturers in rulemaking negotiations with EPA, OSHA, US Coast Guard and other federal and state regulatory agencies. Examples of Clean Air Act rulemakings included EPA and the California Air Resources Board compression ignition and spark ignition marine engine emission regulations and the EPA NESHAPs related to boat building and engine manufacturing (i.e., boat MACT, engine test MACT, miscellaneous metal and plastic parts MACT, 1996 and 2008 marine engine and evaporative emission rulemakings). Mr. McKnight has extensive experience representing the marine industry regarding hazardous waste and clean water regulations with strong contacts at EPA, OSHA, US Coast Guard and US Congress.

Elizabeth A. Nittolo

is Assistant Vice President and Product Line Manager for Hull and Marine Liability at International Marine Underwriters. As Product Line Manager, she is responsible for the financial results, as well as providing technical and marketing support to the national underwriting staff. Liz's career in marine insurance spans over thirty years and has included working for Liberty Mutual Insurance Company, Ace USA, Inc., American International Group and Mutual Marine Office. Liz attended Brooklyn College and St. John's University. She is an active member of the American Institute of Marine Underwriters Liability Committee and has taught classes at St. John's University as well as the American Institute of Marine Underwriters on several maritime subjects.





SPEAKERS cont'd.

Jorge Pecci


is Executive Vice President and Chief Operating Officer of Global Marine. Mr. Pecci began his career in insurance with AIU in 1993, where he worked in a variety of property and marine claims-related positions in Latin America. In 1997, Mr. Pecci was appointed as Regional Marine Manager for Latin America. In 2001, he was relocated to New York and promoted to VP and Worldwide Manager of AIU Marine Loss Control Engineering services and in 2006 he was made SVP responsible of the Global Marine Loss Control Engineering team including the US domestic operation. In 2009, Mr. Pecci was named Executive Vice President and Chief Operating Officer of Global Marine. In this role, Mr. Pecci oversees the Global Marine product lines for Chartis International maintaining executive responsibilities for the Marine Loss Control engineering services. Mr. Pecci holds an LLM in Maritime Law from the Metropolitan University of London/Lloyd's Maritime Academy (UK), a Diploma in Marine Surveying (DipMarSur) from the University of Greenwich (UK) and a Major in Maritime Transportation from the ENMB (Buenos Aires). Before his career in insurance he served at sea in the Merchant Marine for over 10 years ending his oceangoing career as Master Mariner.

Bob Percopo

is a Global Marine & Energy Executive Vice President – Investments at Chartis. Mr. Percopo has 35 years of experience in infrastructure, energy and power, project finance and structured finance in North America, Europe, Middle East, Asia, and Latin America. He joined the AIG Member Companies in 1998 to oversee the project finance advisory operations of AIU Energy Division. In December of 2000 he was asked to join AIG Highstar Capital, L.P. as a partner. AIG Highstar is a private equity fund managed by AIG with a focus on power generation, transportation and environmental service. Bob is currently Executive Vice President, Investments with management responsibility for the Project Finance Advisory unit of Global Marine & Energy (now Chartis) providing project finance advisor services to clients worldwide. Mr. Percopo received his B.S. and M.S. degrees in Economics and Marketing from Rutgers University.

Chris Pesce

is the President of Maritime Program Group. Prior to forming Maritime Program Group, Chris worked extensively for Maritime General Agency, starting as an intern while completing his bachelor degree at Saint Joseph's College in NY. He took over as Maritime General Agency's General Manager in 1997, and moved the operations to the current headquarters in Connecticut. In 2009, Chris managed the strategic acquisition of Marine MGA based in Manchester, NH, and in 2010 turned his focus to rebranding the companies and programs under the new name of Maritime Program Group. Chris is an active member of the insurance community; he currently serves on the Producer Council for the American Institute of Marine Underwriters and teaches continuing education classes about Marine Insurance throughout the country. In the past he served on the Executive Committee for the Independent Insurance Agents Association of CT and was Chairman of the Young Agents Committee. Chris is a lifelong boater, and hails from the south shore of Long Island, NY. He and his family currently reside in Madison, CT.





SPEAKERS cont'd.

John Ryszentnyk


is a graduate of the United States Merchant Marine Academy, class of 1999. He served as an assistant vice president for Starr Marine Agency and has also held various Ocean Marine Underwriting positions for American International Marine Agency, Liberty International Underwriters, and the Water Quality Insurance Syndicate. In his current role, Mr. Ryszentnyk manages the national Hull and Protection & Indemnity (P&I), Marine Liabilities and Excess Liabilities lines of business for CNA Marine.





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