



est. 1898

**MARINE  
INSURANCE  
ISSUES  
SEMINAR  
2011**

**MARRIOTT DOWNTOWN HOTEL  
NEW YORK CITY  
MAY 10, 2011**



# **2011 SEMINAR COMMITTEE**

Virginia Cameron, Chair  
Travelers Companies

Judy Cooke  
Transatlantic Re

Deirdre Donovan  
Travelers Companies

John Gambino  
GAIC

Ann Jones  
Frenkel and Company

Alex Kripetz  
Travelers Companies

Thomas Krempecki  
Frenkel and Company

Justin Mongello  
Zurich - American

Richard Roenbeck  
Nausch, Hogan & Murray



# **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.





# ATTENDEES

<u>NAME</u>	<u>COMPANY</u>	<u>E-MAIL</u>	
Roger	Ablett	AGCS	roger.ablett@agcs.allianz.com
Maria Fenando	Alonso	Swiss Re America	mariafernanda_alonso@swissre.com
Andrew	Anderson	Houck Anderson P.A.	aanderson@houckanderson.com
David	Armstrong	Catlin, Inc	dave.armstrong@catlin.com
Marie	Ballirano	CNA Marine	marie.ballirano@cna.com
Elizabeth	Batan	Tokio Marine Management Inc.	elizabeth.batan@tokiom.com
Scott M.	Beebe	Travelers	sbeebe@travelers.com
Les	Bogdan	Starr Marine Agency Inc - CV Star	les.bogdan@cvstarr.com
Zachery	Breslin	Berkley Offshore Underwriting Managers LLC	zbreslin@berkleyoffshore.com
Michael	Burke	Travelers	meburke@travelers.com
David	Callaghan	Ironshore Marine Re	chelsea.hosseini@ironshore.com
Virginia	Cameron	Travelers	vcameron@travelers.com
Charles	Capozzoli	Starr Marine Agency Inc - CV Star	charles.capozzoli@cvstarr.com
Roger	Carbonier	XL Reinsurance America	Roger.Carbonier@xlgroup.com
Frank	Cecere	RLI Marine	Frank.cecere@rlicorp.com
Michael	Cecora	Starr Marine Agency Inc - CV Star	michael.cecora@cvstarr.com
John	Cella	Starr Marine Agency Inc - CV Star	john.cella@cvstarr.com
Kimun	Chui	Starr Marine Agency Inc - CV Star	kimun.chui@cvstarr.com
Stephen	Clark	CNA Insurance	stephen.clark@cna.com
Robert	Comegys	Starr Marine Agency Inc - CV Star	bob.comegys@cvstarr.com
Judy	Cooke	Trans Re	jcooke@transre.com
Anglea	Cooper	Marsh	angela.b.cooper@marsh.com
Anthony	Coscia	Starr Marine Agency Inc - CV Star	anthony.coscia@cvstarr.com
Anthony	Cowie	Swiss Re America	anthony_cowie@swissre.com
Michael	Csorba	IMU/One Beacon	mcsorba@imu.com
Thomas	D'Agostino	Swiss Re America	thomas_dagostino@swissre.com
Richard	Decker	Chartis	richard.decker@chartisinsurance.com
James	Donaldson	Munich Re America	jdonaldson@munichreamerica.com
Edward	Donovan	Donovan & Associates, Inc.	donassoc@verizon.net
Michael	Donovan	RLI Marine	michael.donovan@rlicorp.com
Terry	Driggs	RLI Marine	terry.driggs@rlicorp.com
Joseph	Drucker	Guy Carpenter & Company, LLC	joseph.p.drucker@guycarp.com
Dominique	Dube	RLI Marine	Donimique.dube@rlicorp.com
John	Ellis	International Marine Underwriters	jellis@imu.com
Howard	Fenichel	Great American	hfenichel@gaic.com
Nigel	Fitzgerald	IMU/One Beacon	nigel_fitzgerald@cfins.com
Laura	Fran	Guy Carpenter & Company, LLC	laura.j.fran@guycarp.com
Anthony	Franco	Swiss Re America	Anthony_Franco@swissre.com
Colin	Fraser	Starr Marine Agency Inc - CV Star	colin.fraser@cvstarr.com
William	Frohne	Willis Re	william.frohne@willis.com
Robert	Gallagher	International Marine Underwriters/OneBeacon	rgallagher@imu.com
John	Gambino	Great American	kgambino@gaic.com
Richard	Geiger	Marsh & McLennan	richard.geiger@marsh.com
Theresa	Gilbert	Travelers	tgilbert@travelers.com
Noreen	Graham	Great American	ngraham@gaic.com
Karen	Griswold	ACE USA	karen.griswold@acegroup.com



William	Hatzel	Unaffiliated	wjhatzel@verizon.net
Richard	Haverlin	Hugh Wood Inc.	rhaverlin@hughwood.com
Sam	Hellerbush	GAIC	shellebush@gaic.com
Mark	Houck	Houck Anderson P.A.	mhouck@houckanderson.com
Bob	Huffert	Munich Re America	rhuffert@munichreamerica.com
Peter	Husstege	Allianz Global Corporate & Speciality	peter.husstege@agcs.allianz.com
Michael	Jacobs	Catlin, Inc	michael.jacobs@catlin.com
Sulayman	Jalloh	Africa Marine Survey	Sulayman504@yahoo.com
Michele	Jeter	United National Insurance Company	mjeter@unitednat.com
Ann	Jones	Frenkel and Co.	ajones@frenkel.com
Jeff	Kaufmann	Mosiac Underwriting Services	jeff.kaufmann@mosaicins.com
Kevin	Kempf	Starr Marine Agency Inc - CV Star	kevin.kempf@cvstarr.com
Robert	Kershis	Ironshore Underwriting Services	robert.kershis@ironshore.com
John	Kirchhofer	Catlin, Inc	john.kirchhofer@catlin.com
Maria	Klein	CNA	maria.klein@cna.com
Alex	Kripetz	Travelers	akripetz@travelers.com
Barbara	Langione	Chubb & Son	blangione@chubb.com
David	Lappe	FM Global Cargo	david.lappe@fmglobal.com
Thomas	Lebo	ACE USA	m.thomas.lebo@acegroup.com
Joseph	Leotta	Willis Re	joe.leotta@willis.com
Steven	Lewis	Navigators Management Company	slewis@navg.com
Leo	Magrath	Guy Carpenter & Company, LLC	leo.magrath@guycarp.com
Lucy	Mancello	Swiss Re America	Lucy_Mancello@swissre.com
Tracy	Markowski	XL Insurance	tracy.markowski@xlgroup.com
Michael	McKenna	Navigators Management Company	mmckenna@navg.com
Robert	Merluza	Mosiac Underwriting Services	robert.merluza@mosiacins.com
Justin	Mongello	Zurich	justin.mongello@zurich.com
Alisa	Morris	Oceanwide	alisam@oceanwide.com
John	Moy	Valiant Ins. Co.	john.moy@baliantinsurance.com
Brett	Musser	CNA Marine	brett.musser@cna.com
Michelle	O'Donovan	International Marine Underwriters-OneBeacon	modonovan@imu.com
Mairead	O'Grady	Zurich	mairead.o'grady@zurich.com
Michael	Paolillo	FM Global	michael.paolillo@fmglobal.com
Mark	Pasko	Chartis, Global Marine and Energy	mark.pasko@chartisinsurance.com
Aron	Pasternack	Berkley Offshore Underwriting Managers LLC	apasternack@berkleyoffshore.com
Deirdre	Phelan	Chartis	deirdre.phelan@chartisinsurance.com
Carol	Roberts-Haverlin	AON Risk Solutions	carolyn.roberts@aon.com
Kristen	Roensch	Travelers	kroensch@travelers.com
Frank	Romeo	Travelers	fromeo@travelers.com
Ralph	Salce	Tokio Marine Management Inc.	ralph.salce@tokiom.com
Michael	Sapienza	Allied World Reinsurance Company	michael.sapienza@alliedworldre.com
Cary	Schneider	III	carys@iii.org
Graeme	Schultz	Chartis Insurance	graeme.schultz@chartisinsurance.com
Kevin	Shea	Navigators Management Company	aboscaino@navg.com
Tetsunosuke	Shinya	Tokio Marine Management Inc.	tetsunosuke.shinya@tokim.com
Tod	Sklens	Catlin, Inc	tsklens@catlin.com
Charles	Smith	CNA Marine	charles.smith@cna.com
Timothy	Smith	Unaffiliated	tyoule52@gmail.com
Robert	Stearns	Starr Marine Agency Inc - CV Star	robert.stearns@cvstarr.com
James	Stevens	Scottsdale Insurance Company	stevej19@scottsdaleins.com
Stephen	Sullivan	Munich Re America	ssullivan@munichreamerica.com

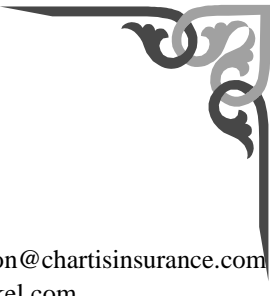


Kristine  
Joseph  
Neetu  
Joseph  
James  
Mitchell  
John  
Edward  
Long

Tennyson  
Valenza  
Varghese  
Vaughan  
Walsh  
Wasserman  
Weber  
Wilmot  
Xu

Chartis  
Frenkel and Co.  
CNA Marine/MOAC  
Towers Watson  
Starr Marine Agency Inc - CV Star  
Oceanwide  
Zurich  
Great American  
Everest Re

kristine.tennyson@chartisinsurance.com  
jvalenza@frenkel.com  
neetu.varghese@cna.com  
joe.vaughan@towerswatson.com  
james.walsh@cvstarr.com  
mitchell@oceanwide.com  
john.weber@zurich.com  
ewilmot@gaic.com  
long.xu@everestre.com



*We are grateful for our Sponsors' Support*



**CHARTIS**



**HILL  
RIVKINS**

