

2014 MARINE SEMINAR AGENDA

THURSDAY, MAY 1, 2014

7:30-8:20AM REGISTRATION – Continental Breakfast

8:20-8:40AM OPENING REMARKS

- Peter Knowles, BMUSF President, Catlin Inc.
- John Miklus, President, American Institute of Marine Underwriters

8:40-9:30AM STATE OF THE MARKET

- Roger Ablett, Chairman of the Board, American Institute of Marine Underwriters
- Justin Gardner, Executive Vice President, Willis Re

9:30-10:20AM COSTA CONCORDIA SALVAGE STORY - THE ITALIAN JOB

- Chris Peterson, Vice President, Titan/Crowley

10:20-10:35AM BREAK

10:35-12:15PM MEGA SHIPS- CHANGING EXPOSURES, CAPACITY AND TRADE ROUTES - FROM PANAMA TO THE ARCTIC

- Peter Townsend, Director, Swiss Re Services Ltd London
- Dr. Sven Gerhard, Global Product Leader, Hull & Marine Liabilities, Allianz Global Corporate & Specialty SE

MARITIME EMPLOYERS LIABILITY - ISSUES AND OVERVIEW

- Ian Greenway, President, LIG Marine Managers

12:15-1:30PM LUNCH

1:30-3:10PM ASIA TRADE - HOW TO SURVIVE - CARGO, SUPPLY CHAIN MANAGEMENT AND SECURITY

- Barb Spain, Senior Vice President, Aon Risk Services
- Ning Xu, Assistant Vice President, Operations Manager, Globex International Group
- Shane Salazar, Global Sales Director, Crane Worldwide

3:10-3:25PM BREAK

3:25-4:15PM STATE OF THE MARKET

- Robert Hartwig, President & Economist, Insurance Information Institute

4:15-5:05PM ONLINE FRAUD AND SECURITY

- Jeff Hall, Principal/Private Investigator, Transit Risk Management
- Capt. Sam Wadhvani, President, Transit Risk Management
- Alisa Morris, Vice President, Sales, Oceanwide

5:05-5:15PM CLOSING REMARKS

- Peter Knowles, BMUSF President, Catlin Inc.

5:30 - 7:30 PM COCKTAIL RECEPTION

FRIDAY, MAY 2, 2014

7:45-8:20AM CONTINENTAL BREAKFAST

8:20-8:30AM OPENING REMARKS

- Peter Knowles, BMUSF President, Catlin Inc.

8:30-10:10AM WHAT COULD POSSIBLY GO WRONG? CAT MODELING HURRICANE, EARTHQUAKE, FLOOD AND STORM SURGE

- Phil Klotzbach, Research Scientist, Department of Atmospheric Science, Colorado State University
- Dr. Tom Holzer, Research Geologist, Earthquake Hazards Team, U.S. Geological Survey
- Tim Pappas, Senior Underwriting Specialist, General Reinsurance Corporation

10:10-10:25AM BREAK

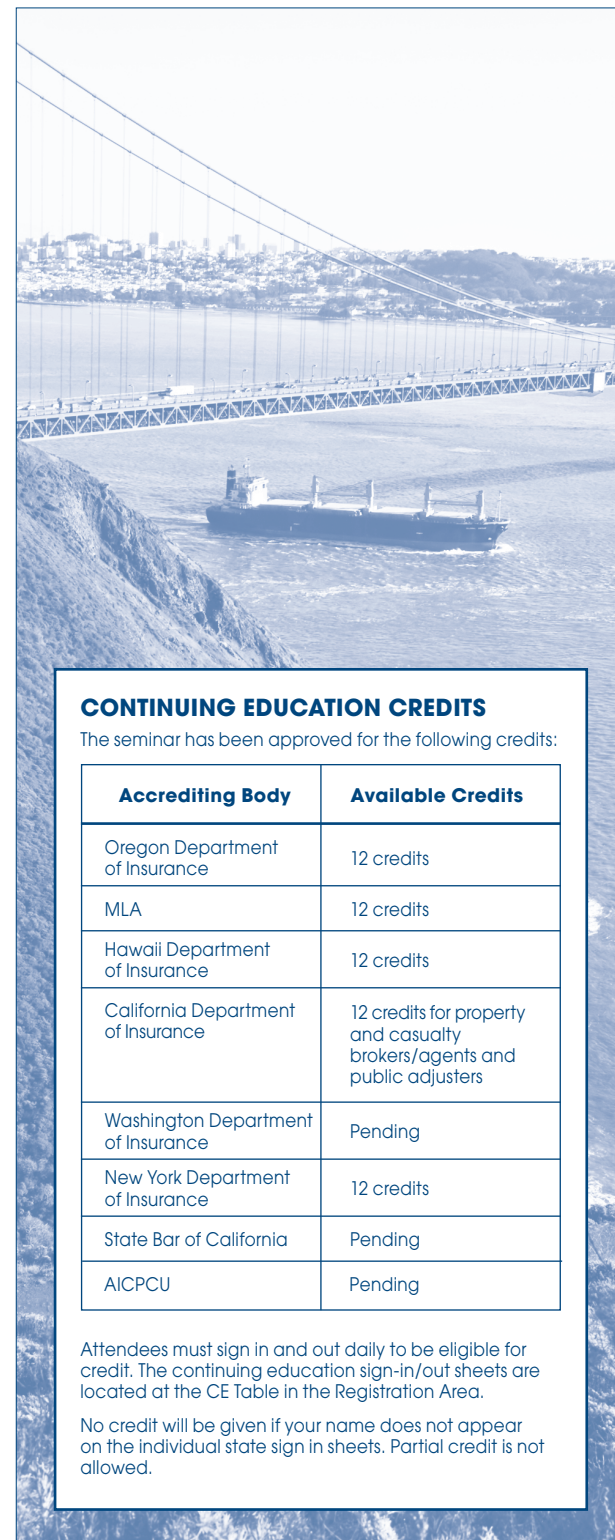
10:25-11:15AM LEGAL WARRANTIES AND WORDINGS - SAY WHAT YOU MEAN AND MEAN WHAT YOU SAY

- Jess Millikan – Bullivant, Houser, Bailey PC
- Dan Knox, Attorney, Schwabe Williamson and Wyatt

11:15AM-12:05PM MONTEREY BAY AQUARIUM RESEARCH INSTITUTE - WHAT'S NEW IN THE WORLD OF OCEAN SCIENCE?

- Steve Etchemendy, Director, Marine Operations Division, MBARI

12:05-12:15PM CLOSING REMARKS



CONTINUING EDUCATION CREDITS

The seminar has been approved for the following credits:

Accrediting Body	Available Credits
Oregon Department of Insurance	12 credits
MLA	12 credits
Hawaii Department of Insurance	12 credits
California Department of Insurance	12 credits for property and casualty brokers/agents and public adjusters
Washington Department of Insurance	Pending
New York Department of Insurance	12 credits
State Bar of California	Pending
AICPCU	Pending

Attendees must sign in and out daily to be eligible for credit. The continuing education sign-in/out sheets are located at the CE Table in the Registration Area.

No credit will be given if your name does not appear on the individual state sign in sheets. Partial credit is not allowed.

2014 SEMINAR PLANNING COMMITTEE

Peter Knowles (President)

Catlin, Inc.

Stephen Bidwell

Liberty Marine Underwriters

Brett Eckert

The Travelers Companies

Michael N. Escobar

Belectric Inc.

David Fowler

Zurich Marine

Ashley Fraser

ACE USA

Cathy Hammer

Great American Insurance Company

Sandra Inouye

Allianz Global Corporate & Specialty

Russ Light

Falvey Cargo Underwriting

Marie Meadows

International Marine Underwriters

Jess B. Millikan

Bullivant Houser Bailey PC

Kevin Moore

K.D. Moore Associates

Tom Pfister

Aon Risk Services

Geoffrey Robb

Gibson, Robb & Lindh

Karla Scott

Markel Global Insurance

Julie Vogele

Tokio Marine Management

Dick Yerian

Consultant

The Board of Marine Underwriters of San Francisco

OUR BEGINNING

In March and April of 1865, a group of marine underwriters, insurance agents and adjusters met in San Francisco to agree on some common rules for handling marine loss adjustments. The outcome of this meeting was the adoption of "Rules and Customs of Marine Insurance Applicable to the Settlement and Payment of Losses in General and Particular Average; also to Salvage and Total Losses." These rules were ratified by the Board of Underwriters and approved by the Chamber of Commerce of the City of San Francisco.

In August of the same year, perhaps as an outgrowth of this meeting, the local marine underwriters formed themselves into the Board of Marine Underwriters of San Francisco. The Board held monthly meetings at which the company representatives agreed on such matters as minimum rates for hull and cargo risk, standard insuring conditions and the appointment of agents at U.S. and foreign ports. Over the years, committees were established to handle specific issues, such as the quoting of war and strike risk during the maritime and general strikes of the 1930's.

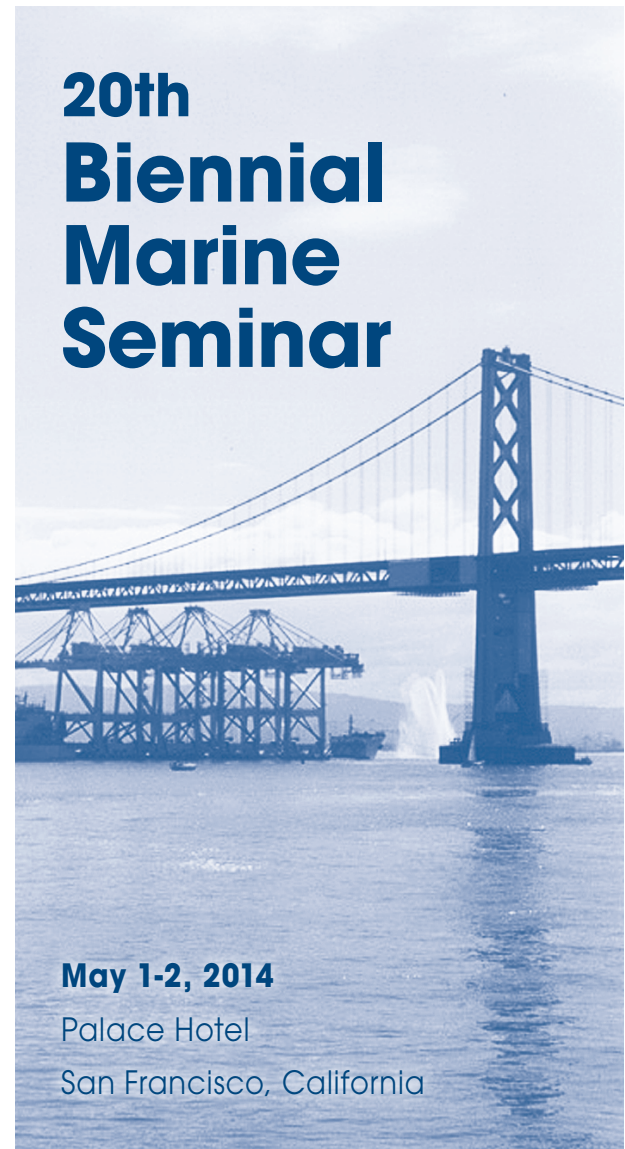
The Board employed their own surveyors, who provided both condition and loss surveys for the local underwriters. The surveying business flourished, and eventually survey offices were established in Vancouver, Seattle, Grays Harbor, Portland, and Wilmington. Much of the surveyors' work involved the inspection of log rafts. After World War II, the nucleus of the surveying staff went to the U.S. Salvage Association and subsequently to the National Cargo Bureau. Another major activity of the Board was the operation of the hull loss adjustment committee. This committee reviewed hull adjustments for accuracy, and provided a valuable training ground for claims personnel.

CURRENT ACTIVITIES

In 1984, the Board became affiliated with the American Institute of Marine Underwriters (AIMU). Membership now consists of marine underwriting organizations who maintain underwriting offices or representatives in the Western U.S. and who are corporate members of AIMU. At present there are some 18 companies who are active members of the board.

There is a close relationship between the Board and the AIMU. The Chairman of the AIMU is an ex-officio director of the Board, and the President of the Board is an ex-officio director of the AIMU. The Board also nominates a West Coast representative to each of the AIMU standing committees.

As one of San Francisco's oldest corporations, today the Board primarily maintains an educational role. It sponsors this Biennial Marine Seminar and half-day seminars and breakfast meetings, which feature a variety of speakers from the marine community. The Board publishes a newsletter, The Pacific Coast Forum. ♦



May 1-2, 2014

Palace Hotel

San Francisco, California



Board of Marine
Underwriters of
San Francisco

An affiliate of the American Institute
of Marine Underwriters
www.bmusf.org