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SOMPO INTERNATIONAL

AN INDUSTRY SEMINAR

MARINE INSURANCE DAY

Baruch College
William and Anita Newman Conference Center
151 East 25th Street, 7th floor
New York, NY 10010

OCTOBER 5, 2018

About Marine Insurance Day

The Marine Insurance Day Seminar is a collaborative effort of the American Institute of Marine Underwriters (AIMU), American Marine Insurance Forum (AMIF), Association of Average Adjusters of the U.S. and Canada, Inland Marine Underwriters Association (IMUA), and Marine and Insurance Claims Association (MICA). It is through our joint efforts that we can provide high quality educational program each October.

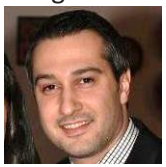
This is the twelfth annual Marine Insurance Day Seminar – a testament to the marine insurance industry's interest in learning and professional development.

Thank you to our presenters, sponsors, and attendees for supporting this event.

John Miklus
President, AIMU

This seminar is approved for 5 CE credits (Licenses eligible for credits: PC, BR, C3, PA in Connecticut, New York, New Jersey, Philadelphia and Texas; 5 CPD points for CPCU and NAMS.

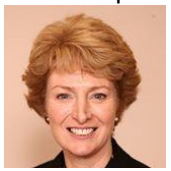
Stefanos Kazantzis , Senior Shipping & Finance Advisor at McQuilling Partners, Inc.



John Hillin, Chief - Safety & Security Division, US Coast Guard

Richard Roenbeck, SVP, Nausch, Hogan & Murray, Inc.

Nancy Zachariades, AVP, Marine Technical Director - North America, Allianz Global Corporate & Specialty®



Timothy Kennedy, AVP, Loss Control Manager, Starr Marine Agency

Steven Weiss, SVP, Chief Underwriting Officer, Roanoke Insurance Group

Patrick Schmid, PhD, VP, The Institutes: RiskBlock Alliance

David Shillingford, Founder, Pegasus Analytic Innovations

Ian Lennard, President, National Cargo Bureau

Marine Insurance Day Attendees

First Name	Last Name	Company
Dan	Stillman	Davey & Brogan PC
Sean	Thompson	US Merchant Marine Academy
Eddia Ivelisse	Torres	Marsh
Henrik	Uth	Survey Association
Steven	Weiss	Roanoke Insurance Group
Sharron	West	MiCAS
Ben	White	US Merchant Marine Academy
Sean	Whitney	Sompo International
Nancy	Zachariades	Allianz Global Corporate & Specialty

Students are highlighted in gray.

TIME	ASSOCIATION / TOPIC / PRESENTER
8:00 AM	Registration for CE and Continental Breakfast
8:45 – 9:00	Opening Remarks: **John Miklus**, President, AIMU
9:00 – 10:15	*American Institute of Marine Underwriters (AIMU)* **IMO 2020 and Implications to the Marine Insurance Industry** **Stefanos Kazantzis,** Senior Shipping & Finance Advisor at McQuilling Partners, Inc. **John Hillin,** Chief - Safety & Security Division, US Coast Guard Moderated by **Richard Roenbeck**, SVP, Nausch, Hogan & Murray, Inc.
10:15 – 10:30	**BREAK**
10:30 – 11:15	*Marine and Insurance Claims Association (MICA)* **Integration of Loss Prevention in Claims** **Nancy Zachariades**, AVP, Marine Technical Director - North America, Allianz Global Corporate & Specialty **Timothy Kennedy,** AVP, Loss Control Manager, Starr Marine Agency Moderated by **Steven Weiss**, SVP, Chief Underwriting Officer, Roanoke Insurance Group
11:15 – 12:15	*American Marine Insurance Forum (AMIF)* **RiskBlock Alliance** **Patrick Schmid**, PhD, VP, The Institutes: RiskBlock Alliance
12:15 – 1:15	**LUNCH**
1:15 – 2:00	*Inland Marine Underwriters Association (IMUA)* **Data and Analytics Changing the Marine Industry** **David Shillingford,** Vice President, Pegasus Analytic Innovations
2:00 – 3:00	*Association of Average Adjusters of the U.S. and Canada* **NCB: What's Onboard?** **Ian Lennard**, President, National Cargo Bureau
3:00	Wrap-up/Thank you: John Miklus

PRESENTER, TITLE	CONTACT INFORMATION
Stefanos Kazantzis Senior Shipping & Finance Advisor	McQuilling Partners, Inc. stefanos.kazantzis@mcquilling.com
John Hillin Chief - Safety & Security Division	US Coast Guard John.J.Hillin@uscg.mil
Richard Roenbeck Senior Vice President	Nausch, Hogan & Murray, Inc. 212-480-4200 rroenbeck@nhmurray.com
Nancy Zachariades Assistant Vice President Marine Technical Director - North America	Allianz Global Corporate & Specialty® 646-472-1539 nancy.zachariades@agcs.allianz.com
Timothy Kennedy Assistant Vice President Loss Control Manager	Starr Marine 646-227-6629 timothy.kennedy@starrcompanies.com
Steven Weiss Senior Vice President/Chief Underwriting Officer	Roanoke Insurance Group 713-533-2117 Steven.Weiss@roanokegroup.com
Patrick Schmid PhD, Vice President	The Institutes: RiskBlock Alliance schmid@theinstitutes.org
David Shillingford Founder	Pegasus Analytic Innovations david@pegasus.ai
Ian Lennard President	National Cargo Bureau 212-785-8300 lennard@natcargo.org

Marine Insurance Day Attendees

First Name	Last Name	Company
Thomas	Myers	Clyde & Co.
Liz	Nittolo	International Marine Underwriters
Angela	Nolan	Canopius
Catheline	Norte	Lloyd's
Michael	Nukk	Liberty International Underwriters
Chris	O'Connell	Great American Ins Co
Ryan	OConnor	Allianz Global Corporate & Specialty
Patrick	O'Neill	Aon
Scott K.	Parry	Allianz Global Corporate & Specialty
Vlad	Polishchuk	Travelers
Robert D.	Quigley	Arthur J. Gallagher & Co.
Sam	Robertson	Gen Re
Elvira	Rodin	AIMU
Richard	Roenbeck	Nausch, Hogan & Murray, Inc.
Isabel	Roman	Marsh
Eric	Rounds	National Cargo Bureau
Brian	Sales	CNA
Kaitlyn	Sansone	Gen Re
Jan Jonny	Scharwei	Reck & Co. GmbH
Patrick	Schmid	The Institutes: RiskBlock Alliance
James	Shankland	Allianz Global Corporate and Specialty
Jim	Shannon	Willis Towers Watson
David	Shillingford	Pegasus Analytic Innovations
Robert	Sinnott	Sompo International
Andrew	Smith	Marsh
Jay	Sogliuzzo	Gen Re
Rich	Soja	Allianz Global Corporate & Specialty
Michael	Soler	EIMC
Gabriela	Staniszewski	Zurich

Marine Insurance Day Attendees

First Name	Last Name	Company
Pascual	Garcia	Arthur J. Gallagher & Co.
Dennis	Gates	Roanoke Insurance Group
Luke	Germanakos	US Merchant Marine Academy
Laura	Gongaware	Clyde & Co.
Katie	Goon	Travelers
Noreen	Graham	Great American Ins Co
Mick	Grant	MTD USA, INC.
Summer	Graziano	Marsh
Nia	Gumbs	St. John's University
Brad	Hendrick	Marsh
Jodiann	Henry	St. John's University
John	Hillin	US Coast Guard
Matthew	Humphrey	Sedqwick
John	Jackman	Marsh
Raymond	Jaquez	Aspen Insurance
Jussi	Javanainen	Wesmans Finland
Stefanos	Kazantzis	McQuilling Partners, Inc.
Timothy	Kennedy	Starr Marine
Steve	Komis	Munich Re America, Inc
William	Lang	Starr Marine
Mark	Ledet	Sedgwick
Ian	Lennard	National Cargo Bureau
Danielle	Levine	Roanoke Trade
Kevin	Littlefield	Marsh
Leo	Magrath	Guy Carpenter
Laura	Markey	Travelers
Christina	Mayor	Travelers
John	Miklus	AIMU
Richard	Minton	MTD USA, INC.
Justin A.	Mongello	Water Quality Insurance Syndicate
Eileen	Monreale	AIMU

Marine Insurance Day 2018
Seminar Committee

Eileen Monreale
On behalf of American Institute of Marine Underwriters (AIMU)

Johanna Cespedes
On behalf of American Marine Insurance Forum (AMIF)

Tony Brain
On behalf of Association of Average Adjusters of the U.S. and Canada

Lillian Colson
On behalf of Inland Marine Underwriters Association (IMUA)

Jonathan O'Hara
On behalf of Marine and Insurance Claims Association (MICA)

About Marine Insurance Day Organizations

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

AMERICAN MARINE INSURANCE FORUM (AMIF), organized in 1954, is dedicated to promoting advanced education in the field of ocean marine underwriting and to foster friendship and better understanding among the younger members of the ocean marine underwriting fraternity. For more information, see www.amif-ny.org

ASSOCIATION OF AVERAGE ADJUSTERS OF THE U.S. AND CANADA, organized in 1879, is dedicated to the promotion of correct principles in the Adjustment of Marine Hull Claims and uniformity of practice among Average Adjusters. For information see www.usaaverageadjusters.org

INLAND MARINE UNDERWRITERS ASSOCIATION (IMUA), founded in 1930, IMUA serves as the collective voice of the U.S. inland marine insurance industry. With the support of its member companies, IMUA provides its members with education, research and communications services that support the inland marine underwriting discipline. For more information, see www.imua.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

Marine Insurance Day Attendees

First Name	Last Name	Company
Gregory	Abboud	Marsh
Joseph	Alagna	Global Ocean Solutions
Elizabeth	Batan	Tokio Marine America
Linda	Bell	Great American Ins Co
Alex	Berisha	Liberty International Underwriters
Barbara	Bistany	Navigators
Michael	Brod	Great American Ins Co
Capt. Bjorn	Brodje	Wesmans
Scott	Brown	National Cargo Bureau
Madison	Burbol	SUNY Maritime
Timothy	Buysse	DP Survey Group N.V.
Jaime	Carolan	Canopius
Michael G.	Cecora	Starr Marine
Caren	Chan	Aon
Kimun	Chui	AXA XL
Thomas P.	Clune	Great American Ins Co
Brian	Cochran	Chubb
Bob	Comegys	Starr Marine
Anita	Crane	Lloyd's of London
Claudio	Crivici	Castlerock Risk Services, LLC
Andrew	D'Alessio	AXA XL
Phil	Davey	Davey & Brogan PC
Deirdre	Donovan	Munich Re America
William	Duval	EIMC
Frank	Flores	Arnold and Arnold Inc.
Gabriella	Franco	SUNY Maritime
Marc-Alexander	Friedrich	Reck & Co. GmbH
Eric	Frischberg	Allianz
William	Frohne	Brit Global Specialty USA
Michele	Gallego	AXA XL
John	Gambino	Great American Ins Co
Rositsa	Ganeva	DP Survey Group N.V.