



# 24th Biennial Marine Seminar

**April 11-12, 2024**

Palace Hotel

San Francisco, CA



Board of Marine Underwriters  
of San Francisco

An affiliate of the American Institute of Marine Underwriters

[www.bmusf.org](http://www.bmusf.org)

# 2024 MARINE SEMINAR AGENDA

## ► THURSDAY, April 11



7:30 - 8:30 a.m.	<b>REGISTRATION/CONTINENTAL BREAKFAST</b>
8:30 - 8:45 a.m.	<b>OPENING REMARKS</b> <ul style="list-style-type: none"><li>▪ Julie Vogele, President, BMUSF and Senior Marine Underwriter, Tokio Marine America</li></ul>
	<b>AIMU UPDATE</b> <ul style="list-style-type: none"><li>▪ John Miklus, President, AIMU</li></ul>
8:45 - 9:35 a.m.	<b>STATE OF THE U.S. MARINE INSURANCE MARKET</b> <ul style="list-style-type: none"><li>▪ Tony Cowie, Chair, AIMU</li></ul>
	<b>2024 MARINE TREND RADAR</b> <ul style="list-style-type: none"><li>▪ Markus Spielman, Global Head of Marine, Munich Re</li></ul>
9:35 - 10:25 a.m.	<b>ALTERNATIVE MARINE FUELS: THE GREENING OF MARINE</b> <ul style="list-style-type: none"><li>▪ John Poulson, Chief Surveyor, CEO, Poulson Marine</li></ul>
	<b>AN OPERATOR'S EXPERIENCE WITH HYBRID ELECTRIC</b> <ul style="list-style-type: none"><li>▪ Joe Burgard, Managing Director &amp; Partner, Red and White San Francisco Bay Cruises</li></ul>
10:25 - 10:40 a.m.	<b>MORNING BREAK</b>
10:40 - 11:30 a.m.	<b>OCEAN VOYAGES INSTITUTE: PARTNERING WITH THE INDUSTRY ON SUCCESSFUL OCEAN CLEANUP AND REPURPOSING OF PLASTICS</b> <ul style="list-style-type: none"><li>▪ Mary Crowley, Founder and Executive Director, Ocean Voyages Institute</li><li>▪ John Dickenson, President, Metamorphosis</li><li>▪ Ryan Yerkey, Director, Ocean Voyages Institute</li></ul>
11:30 a.m. - 12:20 p.m.	<b>OCEAN TRANSPORTATION OF ELECTRIC VEHICLES: A CURRENT RISK PERSPECTIVE</b> <ul style="list-style-type: none"><li>▪ Chris Law, Senior Vice President, AON Marine Risk Engineering and Loss Control</li></ul>
12:20 - 1:50 p.m.	<b>LUNCHEON</b>
1:50 - 3:30 p.m.	<b>KNOWING THE RISK: DISCLOSURE REQUIREMENTS AND PITFALLS IN APPLYING FOR MARINE INSURANCE</b> (moderated by Geoffrey Robb, Partner, Gibson, Robb & Lindh LLP) <ul style="list-style-type: none"><li>▪ Janice Kowell, Practice Leader of Marine, Cargo and Logistics, Marsh USA Inc.</li><li>▪ Rafaela Bustamante, ARM, Senior Vice President of Marine, Cargo and Logistics, Marsh Risk &amp; Insurance Services</li><li>▪ Jonathan Lacorazza, Head of Hull - Americas, XL Specialty, AXA XL</li><li>▪ Harald Brodgesell, CPCU, ARM, Risk Advisor, Henderson Brothers Inc.</li><li>▪ Karla Scott, Senior Managing Director, Ocean Marine, The Hartford</li></ul>
3:30 - 3:45 p.m.	<b>AFTERNOON BREAK</b>
3:45 - 4:35 p.m.	<b>STANDARDIZATION OF CARGO INSURANCE DATA</b> <ul style="list-style-type: none"><li>▪ Tom Shinya, Senior Expert, Marine Underwriting Department, Tokio Marine &amp; Nichido Fire Insurance Co., Ltd.</li></ul>
	<b>CARGO THEFT AWARENESS, PREVENTION AND REPORTING</b> <ul style="list-style-type: none"><li>▪ Detective Gerardo A. Pachuca, Retired, G. A. Pachuca Inc.</li></ul>
4:35 - 4:45 p.m.	<b>CLOSING REMARKS</b> <ul style="list-style-type: none"><li>▪ Julie Vogele, President, BMUSF and Senior Marine Underwriter, Tokio Marine America</li></ul>
5:15 - 7:15 p.m.	<b>NETWORKING RECEPTION</b>

➤ **FRIDAY, April 12**



8:00 - 8:25 a.m.	<b>CONTINENTAL BREAKFAST</b>
8:25 - 8:30 a.m.	<b>OPENING REMARKS</b> <ul style="list-style-type: none"> <li>▪ Julie Vogele, President, BMUSF and Senior Marine Underwriter, Tokio Marine America</li> </ul>
8:30 - 10:10 a.m.	<b>DIVE BOAT CONCEPTION TRAGEDY AND ITS AFTERMATH</b> <ul style="list-style-type: none"> <li>▪ Neil S. Lerner, Partner, Coax, Wootton, Lerner, Griffin &amp; Hansen LLP</li> <li>▪ Marker E. Lovell, Jr., Partner, Gibson, Robb &amp; Lindh LLP</li> </ul>
10:10 - 10:25 a.m.	<b>MORNING BREAK</b>
10:25 - 11:15 a.m.	<b>MARITIME TRAINING SHIPS</b> <ul style="list-style-type: none"> <li>▪ Capt. Samar Bannister, California State University Maritime Academy</li> </ul>
11:15 a.m. - 12:05 p.m.	<b>MARITIME CASE ROUND-UP</b> <ul style="list-style-type: none"> <li>▪ Nathan J. Beard, Director, LeGros Buchanan &amp; Paul P.S.</li> <li>▪ Marisa G. Huber, Partner, Gibson Robb &amp; Lindh LLP</li> </ul>
12:05 - 12:10 p.m.	<b>CLOSING REMARKS</b> <ul style="list-style-type: none"> <li>▪ Julie Vogele, President, BMUSF and Senior Marine Underwriter, Tokio Marine America</li> </ul>

## Continuing Education Credits

The BMUSF 2024 seminar has been approved for the following credits.

ACCREDITING BODY	AVAILABLE CREDITS
California Department of Insurance	10
CLE credits for California, New York & Washington	10
Colorado Department of Insurance	10
Connecticut Department of Insurance	10
Florida Department of Insurance	10
Hawaii Department of Insurance	10
New Jersey Department of Insurance	10
New York Department of Insurance	10
Oregon Department of Insurance	10
Pennsylvania Department of Insurance	10
Rhode Island Department of Insurance	10
Texas Department of Insurance	10
Washington Department of Insurance	10

Attendees must sign in and out daily to be eligible for credit. The continuing education sign-in/sign-out sheets are located at the CE table next to Registration. No credit will be given if your name does not appear on the appropriate sign-in sheet. Partial credit is not allowed.

# 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 1930s.

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.

## 2024 Seminar Planning Committee

### **Julie Vogele**

Chair, Tokio Marine America

### **Gregory Bruder**

Liberty Mutual

### **David Fowler**

Great American

### **Dan Graves**

Falvey Insurance Group

### **Donna Green-Tye**

CNA

### **Annette Ing-Firmeza**

Consultant

### **Paul Lambert**

Timby Insurance

### **Sean McCormick**

Zurich

### **Marie Meadows**

Vice-Chair, Intact Ocean Marine

### **Julia Reisacher**

AIG

### **Geoffrey Robb**

Gibson Robb & Lindh LLP

### **Marla Saltzstine**

Zurich

### **Karla Scott**

The Hartford

### **Bang Sin**

Great American

### **Garrett Weston**

AIG

### **Mikki Williams**

AX AXL

### **Dick Yerian**

Retired