



CBMU
The Canadian Board of Marine Underwriters

Welcome

**to the Canadian Board of
Marine Underwriters
Spring Meeting in Ottawa**

from

**American Institute of
Marine Underwriters (AIMU)**

**John A. Miklus
President
May 26, 2016**





AIMU MEMBERSHIP

- \$3.09 Billion – Ocean Marine Direct Written Premiums Written by AIMU member companies in 2014 per AM Best's
- 40 – Corporate and Subscriber Member Companies
- 90 – Associate Member Companies
- 105 – Global Correspondents appointed both in the U.S. and overseas





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CORPORATE MEMBERS

AIG

Allianz Global Corporate & Specialty

Allied World Reinsurance Company

Aspen Specialty Insurance Company

Assicurazioni Generali S.p.A. – U.S. Branch

AXA Corporate Solutions Ins. Co.

AXIS Reinsurance Company

Berkley Offshore Underwriting Managers, LLC

Berkshire Hathaway Specialty Insurance

Century Surety Company

Chubb Limited

CNA Marine

Endurance Specialty Holdings, Ltd.

FM Global

GEICO Marine Insurance Company

Gen Re Corporation

Great American Insurance Group

Hartford Insurance Group

HDI - Gerling American Insurance Company

IMU/One Beacon

Ironshore Indemnity Inc.

Liberty International Underwriters

Markel American Insurance Company

Mitsui Sumitomo Marine Management (U.S.A) Inc.

Munich Reinsurance America, Inc.

Nationwide E&S/Specialty

Navigators Group

Ocean Marine Indemnity Company

Renaissance Reinsurance U.S. Inc.

RLI Insurance Company

Sompo Japan Nipponkoa America Insurance Services, LLC

Starr Indemnity

StarStone National Insurance Company

Swiss Re

Tokio Marine America Insurance Company

Transatlantic Reinsurance Company

Travelers Companies

United States Fire Insurance Company

XL Catlin Marine

Zurich American Insurance Company





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BROKERS/MGA

AM RE Syndicate LLC
Aon Risk Services
Arthur J. Gallagher & Co.
Ascot Underwriting Inc.
Axiom Insurance Management
Blades Marine
Brit Insurance Services USA
Complement Marine Agency LLC
Continental Underwriters, Ltd.
DB Schenker
Durham and Bates Agencies, Inc.
Expeditors Cargo Insurance Brokers, Inc.
Falvey Insurance Group
FOA & Son Corporation
Frenkel & Co., Inc.
G & M Marine Inc.
Hugh Wood, Inc.
Integro Insurance Brokers
International Bond & Marine Brokerage, Ltd.

Lockton Companies
Lucantha Marine Insurance LLC
Marine Underwriters of America, Inc.
Maritime Program Group
Marshall Sterling Insurance
Marsh Inc.
Nausch, Hogan & Murray, Inc.
Norman-Spencer Agency
Pantaenius America Ltd.
PartnerRe Connecticut, Inc.
Roanoke Insurance Group, Inc.
Robinson & Son, LLC
Starkweather & Shepley Insurance Brokerage, Inc.
Talbot Underwriting Services (US) Ltd.
Trident Marine Managers, Inc.
UPS Capital Insurance Agency, Inc.
Willis





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LAW FIRMS

Archer Norris

Bullivant Houser Bailey PC

Casey & Barnett LLC

Chaffe McCall

Clyde & Co. US LLP

Davey, Brogan & Meals, P.C.

Farrell, McAleer and Smith, LLP

Freehill Hogan and Mahar LLP

Galloway Johnson Tompkins Burr & Smith

Gibson Robb & Lindh LLP

Goldman & Hellman

Hamilton Miller & Birthisel, LLP

Hill Rivkins LLP

Kennedy Lillis Schmidt & English

Killeen & Stern, PC

Malooof Browne & Eagan LLC

Marshall, Dennehey, Warner, Coleman & Goggin

Mendes & Mount

Mound, Cotton, Wollan & Greengrass

Nicoletti, Hornig & Sweeney

The Chartwell Law Offices, LLP

Ventker Warman Henderson, PLLC

LEGAL COUNSEL

Wiggin and Dana





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REINSURANCE INTERMEDIARIES

AonBenfield Re US
BMS Intermediaries Inc.
Guy Carpenter & Co.
JLT Re (North America) Inc.
Willis Re Inc.

AFFILIATE

**Board of Marine Underwriters of San
Francisco, Inc.**

CLAIMS SETTLING & SERVICES / SURVEYING

AVA Marine Group Inc.
Braemar Technical Services Inc.
Charles Taylor Americas
Cooper Capital Specialty Salvage, LLC
Crawford and Company
Crowley Maritime Corporation
CSL North America
EIMC
Globex International Group, Inc.
London Offshore Consultants Inc.
Minton, Treharne & Davies (USA) Inc.
National Association of Marine Surveyors
National Cargo Bureau, Inc.
National Marine Consultants, Inc.
NJ & Associates
Oceanwide Inc.
Pequod Associates USA LLC
Regional Reporting, Inc.
R.T. Scanlan, CMS/MMS/ACMS
Salvage Sale
Shipowners Claims Bureau Inc.
The Spencer Company
VeriClaim Inc.
Verisk Analytics
Water Quality Insurance Syndicate
W. E. Cox Claims Group
W. K. Webster (Overseas) Ltd.





U.S. OCEAN MARINE RESULTS – A.M. BEST (000'S)

Year	Direct W.P.	Direct E.P.	Paid Loss	Inc. Loss	Pd L/R	Inc L/R
2014	3,093,318	3,074,739	1,494,570	1,458,898	48.6%	47.5%
2013	3,028,596	2,969,919	2,088,759	1,271,776	70.3%	42.8%
2012	2,868,744	2,872,160	1,795,788	2,367,774	62.5%	82.4%
2011	2,793,606	2,793,040	1,514,737	1,413,095	54.2%	50.6%
2010	2,790,015	2,779,595	1,595,090	1,445,710	57.4%	52.0%
2009	2,833,251	2,876,625	1,843,350	1,540,129	64.1%	53.6%





AIMU IN ACTION

Courses Offered:

12 – Committees

213 – Marine Insurance Professionals taking Intro classes and webinars so far

1640 - Recipients of our AIMU Weekly Bulletin

Introduction to Ocean Marine Insurance
Introduction to Protection and Indemnity
Introduction to Cargo Insurance
Introduction to Yacht Insurance
Introduction to Marine General Liability
Introduction to Ocean Marine Claims Examine
Introduction to Hull Insurance
Introduction to Bumpershoot and Excess Liabilities
Introduction to Offshore Energy Insurance
Advanced Cargo Underwriting
Advanced Cargo Claims
Advanced Hull Underwriting
Advanced P&I Underwriting





News

AIMU EDUCATION CALENDAR – 2016 Upcoming Opportunities! [View here »](#)

AIMU Education

- ◆ [Education Schedule](#)
- ◆ [AMIM 121 Program - On Demand](#)
- ◆ [Online Web Lecture Center](#)
- ◆ [E-Learning - On Demand](#)
- ◆ [Learning Opportunities by Topic](#)
- ◆ [Home](#)

AIMU EDUCATION SCHEDULE

AIMU is committed to providing exceptional learning opportunities that enable individuals to prepare and develop as marine insurance professionals. Most education opportunities are offered with both onsite and remote attendance options. If you select the remote (distance learning) option, you will be provided a link to an (Adobe Connect) video conference. Explore the four categories of options including Education Calendar, AMIM Program; On-Demand, and E-Learning. If there are questions, please contact AIMU Education/Training Specialist, Eileen Monreale, CPCU, AMIM at emonreale@aimu.org

Registration is open for 2016 classes ...

- [Introduction to Bumpershoot and Excess Liabilities \(1 day\)](#)
Tuesday June 14, 10:00 AM - 5:00 PM
- [AIMU /AMIF trip to New York VTS Command Center on Staten Island](#)
Thursday June 16, 8:15 AM - 3:00 PM
- [Introduction to Offshore Energy Insurance \(2 days\)](#)
Thursday July 14, 10:00 AM - 5:00 PM
- [AIMU/IMUA Field Trip](#)
Thursday August 11 - All Day
- [AIMU Volunteer Day](#)
Thursday September 1 - All Day

Complete list of courses offered by AIMU

★ Calendar of Events

- [View Full Calendar](#)
- [Fri, May 20th, 2016
National Maritime Day Memorial Service & Luncheon](#)
 - [Wed, May 25th, 2016
CBMU Spring Conference - Ottawa, Ontario](#)
 - [Thu, Jun 2nd, 2016
71st Annual Marine Underwriters of Southern California's Golf Tournament](#)
 - [Thu, Jun 2nd, 2016
Retirement Reception for John Rowney](#)
 - [Mon, Jun 6th, 2016
International Cargo Insurance Conference - Oxford, UK](#)
 - [Tue, Jun 7th, 2016
MICA Golf Outing - Patriot Hills Golf Club; Stony Point, New York](#)
 - [Tue, Jun 14th, 2016
Introduction to Bumpershoot and Excess Liabilities \(1 day\)](#)
 - [Wed, Jun 15th, 2016
American Bureau of Shipping Presentation](#)



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Industry Events

Industry Events



15 April 2016	Friday 15 April 2016 MICA Spring Luncheon - Battery Gardens, New York
21 April 2016	Thursday 21 April 2016 - Friday 22 April 2016 BMUSF Biennial Marine Seminar
22 April 2016	Friday 22 April 2016 06:00pm - 09:00pm 2016 Mid-Atlantic Mariners Club Spring Social
03 May 2016	Tuesday 03 May 2016 - Friday 06 May 2016 MLA Spring Meetings - NY, NY
04 May 2016	Wednesday 04 May 2016 Marine Insurance Association of Seattle - Day of Education
15 May 2016	Sunday 15 May 2016 - Wednesday 18 May 2016 IMUA Annual Meeting
20 May 2016	Friday 20 May 2016 11:30am - 03:30pm National Maritime Day Memorial Service & Luncheon
25 May 2016	Wednesday 25 May 2016 - Thursday 26 May 2016 CBMU Spring Conference - Ottawa, Ontario

★ Calendar of Events

[View Full Calendar](#)

- Fri, Apr 15th, 2016
[MICA Spring Luncheon - Battery Gardens, New York](#)
- Thu, Apr 21st, 2016
[BMUSF Biennial Marine Seminar](#)
- Fri, Apr 22nd, 2016
[2016 Mid-Atlantic Mariners Club Spring Social](#)
- Tue, May 3rd, 2016
[MLA Spring Meetings - NY, NY](#)
- Wed, May 4th, 2016
[Marine Insurance Association of Seattle - Day of Education](#)
- Sun, May 15th, 2016
[IMUA Annual Meeting](#)
- Fri, May 20th, 2016
[National Maritime Day Memorial Service & Luncheon](#)
- Wed, May 25th, 2016
[CBMU Spring Conference - Ottawa, Ontario](#)
- Mon, Jun 6th, 2016
[International Cargo Insurance](#)



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“Moving to Canada” continues to be a top trending internet search in the U.S.!



Thank you for your attention and I’m glad to answer any questions – just as long as they’re not about the U.S. elections!