



ALLIANZ GLOBAL CORPORATE & SPECIALTY®

# AVIATION UNDERWRITING

North American Capabilities  
and Team Overview



# FOREWORD

We consider our customers, both brokers and clients, as being at the center of everything we do within Aviation and we see a core part of our role as supporting the development of our customers' business.

The AGCS Aviation team is built from market-leading experts with a broad and deep knowledge of the industry and our products, to service customers. We feel this is a key differentiator for the AGCS Aviation business in North America.

Our team coordinates with all the other key customer focused functions and we are aligned with our global and regional strategy. Our goal is to offer solutions to our customers' insurance needs, including engaging with other Lines of Business to ensure our customers can leverage the full strength and depth of AGCS.

We truly believe we are the premiere aviation underwriting operation in the market and this brochure will expand on some of the details that support the confidence we have in that belief.

Regards,  
Mike



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Allianz Global Corporate & Specialty is determined to lead the market with our claims service. In practice, this is based on **five key elements**:

### People

The right people in the right places – a team with years of technical experience, well known to clients, brokers and the market.

### Processes

Proven systems and procedures ensure consistent quality and transparency for the client.

### Reach

A worldwide network – delivering local claim services with global coordination.

### Experience

An established track record of handling complex international claims – with a market-leading position.

### Attitude

Our philosophy is a partnership approach, always based on dialogue and not on debate, searching for solutions.

# AGCS NORTH AMERICA

# AVIATION



**Allianz has been at the forefront of global aviation insurance from the early days of powered flight, making us one of the largest, most experienced aviation insurance teams in the world.**

Today, we provide the full spectrum of aviation insurance activities from the largest airline fleets (including many national flag carriers) to private pilots, international airports and niche component manufacturers.

### **Aviation insurance delivered by an expert team**

Our global team, which includes pilots, engineers and lawyers, now services clients flying in 160 countries. We focus our expertise into four core practice groups, allowing us to use specialist expertise to ensure that clients receive a tailored service:

- Airline Insurance and Major Risks
- Aerospace Manufacturers
- General Aviation
- Aviation Workers Comp

### **Examples of categories we write:**

- Airline Hull & Liability
- Personal and Corporate Aviation
- Aerospace Manufacturers
- Airports
- Airport Service Companies
- Maintenance/Repair/Overhaul Facilities
- Fixed Base Operators
- Government Contractors
- Airplane and Helicopter Operations
- Unmanned Aerial Vehicles (UAV)

# AGCS NORTH AMERICA

# AVIATION



## Airline Insurance and Major Risks

Allianz has an established reputation as a leading provider of airline insurance coverage around the world.

This is based on many years' experience of underwriting and claims management for some of the world's leading airline risks.

We have built relationships based on detailed knowledge and technical understanding of this industry and its challenges.

### **All classes of airline insurance**

We can cover all classes of passenger and cargo airline operations, from single aircraft to the largest fleets, including low cost operators, start-ups and national flag carriers.

We offer not only our large capacity for aviation hull 'All Risks' (physical damage) and liability protection, but also specialist solutions to address all types of airline insurance risk, including war cover and reinsurance.

## Aerospace Manufacturers

As a core part of our overall aviation service, our aerospace insurance teams provide tailored policies across the aerospace industry, covering all types of physical damage and liability for aerospace risks.

Our ability to combine a flexible approach to coverage with large underwriting capacity and AA-rated financial security has made us the lead insurer for a large number of very high profile clients, as well as allowing us to offer 100% lines on specialist aerospace risks within this sector.

# AGCS NORTH AMERICA

# AVIATION



## General Aviation

We insure all types of general aviation risks: from single aircraft on a 'private business and pleasure' basis to the largest commercial fleets and business jets.

And it's not just hull and liability insurance for fixed and rotor-wing aircraft - or even balloons and airships - that we offer: we also cover ground-based risks such as fixed base operators, flying schools and clubs, drones (UAV) and GA service providers.

Our general aviation clients span the world, with aircraft flying in more than 160 national airspaces.

## Aviation Workers Compensation

By choosing Allianz for your clients' Aviation Workers Compensation coverage, you'll select a carrier whose legacy of success goes far beyond traditional insurance products and services. Since 1890, we've been listening to our policyholders and responding with tools and services designed to keep their businesses productive and profitable – regardless of whether or not a claim ever occurs. Our claims and risk service teams provide our policyholders with continuity of service from loss prevention through claims management.

Allianz is the exclusive carrier for the NATA Workers Compensation Program which features NATA's signature "Good Experience Return."

# TEAM BIOGRAPHIES



**Dave Warfel**  
Regional Head of Aviation,  
North America

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Dave has 16 years of aviation insurance experience with a background in general aviation, product liability, and airline underwriting. He has been with AGCS since 2008, most recently as Major Risks Aviation Head, US. In this role, Dave was responsible for underwriting airline and aerospace portfolios and developing and managing a portfolio of strategies including risk selection, pricing, new business initiatives and client servicing. Prior to this, he was Aviation Practice Leader where he managed the Midwest Aviation Underwriting team and implemented the integration of the business into the Midwest Zone.

Before joining AGCS, Dave held underwriting and management positions at AIG and USAIG. In addition to his insurance experience, Dave is a graduate of the University of Illinois' Institute of Aviation and a licensed commercial pilot.



**Nick Pooley**  
Regional Head of Major Risks  
and Airlines, North America

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Nick began his career as a claims underwriter for a Lloyd's of London Syndicate specializing in general liability insurance. He transferred to insurance brokerage in 1997 when he joined the London operation of a global broker. While in London, Nick managed claims on behalf of a number of large international airlines. Further within this brokerage firm, Nick spent two years in the Contracts and Leasing Department where he reviewed and negotiated various types of aviation contracts for worldwide aerospace and airline clients.

In 2001, Nick relocated to the United States and has spent the last 16 years working on a wide range of aviation business in both New York and Houston. Nick joined Marsh New York Aviation Practice in 2007 and worked predominantly with general aviation, aerospace manufacturers/defense contractors, and aviation/airport service clients.

Nick graduated with LLB Honors, with his law degree from Anglia University (England) and Guildford School of Law (England).

We have teams in  
**29** key countries

# TEAM BIOGRAPHIES



**David Watkins**  
Regional Head of General  
Aviation, North America

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Dave is the Head of General Aviation for Allianz Global Corporate and Specialty, North America. In his role, Dave manages the underwriting strategies and broker/client services for general aviation, products and aerospace insurance programs for the US and Canada. He has over 11 years of professional aviation insurance experience with significant international experience. Dave joined AGCS in August 2006 to help AGCS establish its North American aviation presence and underwriting team. Dave offices in Englewood, Co. Dave previously managed AGCS' global General Aviation portfolio while residing in Munich, Germany.

Dave graduated from the Metropolitan State University of Denver in 2005 with a Bachelor of Science degree in aviation technology. He was an instrument simulator instructor during his time at MSUD.

As a 11+ year veteran of the aviation insurance industry, Dave brings valuable experience in complex aviation and global insurance programs and a strong focus on broker/client service.



**James Van Meter**  
Regional Head of Programs and  
Product Development - NA

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Based in Atlanta, James is the Regional Head of Programs and Product Development for North America. In his role, James manages underwriting facilities and develops new product strategies in the US and Canada. He joined the Allianz team in 2010, and has more than 14 years' experience in the insurance industry.

James earned a Juris Doctorate from Southwestern Law School and is a graduate of Embry-Riddle Aeronautical University where he earned both a MBA in Aviation and a BS in Aviation Business Administration.

James is an active licensed pilot with Commercial, Multi-Engine and Instrument ratings. James served honorably in the United States Marine Corps and is a veteran of Operation Iraqi Freedom. James is a licensed attorney in the state of California and a licensed property and casualty insurance agent in the state of Georgia.

# TEAM BIOGRAPHIES



**Chuck Couch**  
Aviation Work Comp Product  
Lead US

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In 2016, Chuck joined AGCS as the Aviation Workers' Compensation Product Lead US to help AGCS establish its Aviation Workers' Compensation Division in the US. As the Product Lead, he manages underwriting strategies & portfolio while acting as an ambassador for both the Aviation Division and AGCS.

As a 20 year veteran of the insurance industry, his experience includes establishing and managing multiple Aviation specific Workers' Compensation portfolios for the last 14 years. Chuck brings valuable experience of managing people, an understanding of complex portfolio management and a strong history of agent/broker/client relationship development and service to the table.



**Lamont Rosemond**  
Underwriting Team Leader

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Lamont is an Underwriting Team Leader for Allianz Global Corporate and Specialty, based in our Alpharetta, Georgia office. In his role, Lamont manages the underwriting strategies and broker/client services within the general aviation portfolio throughout the US. He's in the 12th year of his Aviation Underwriting journey and has been apart of AGCS since August 2014.

Lamont holds a Bachelor's degree in Aviation Business Administration from Embry Riddle Aeronautical University and is also a licensed Private Pilot.

Lamont's vast repertoire in both aviation and insurance has allowed him the ability to parlay his experience in both areas; thus leading him to great success in all complexities of General Aviation as well as establish countless relationships with both brokers and clients along the way.

# TEAM BIOGRAPHIES



**Michael Kriebel**  
Regional VP Aviation - US

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Mike manages the underwriting strategies, portfolio management and broker/client services for general aviation globally. Mike has over 35 years of Domestic and International general aviation underwriting experience. Mike joined AGCS in May of 2006 to help AGCS establish its North American aviation presence and develop their underwriting team. Mike offices in Downtown New York City.

Mike graduated from Florida Institute of Technology with a BS in Air Commerce/Flight Technology. He has a Commercial Pilot certificate with an Instrument rating.

As a 35+ year veteran of the aviation insurance industry, Mike brings valuable experience in complex general aviation and global insurance programs and a strong focus on broker/client service.



**Howard Hamilton, CPCU**  
Executive Underwriter

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Howard manages the underwriting strategies and broker/client services for complex airline and general aviation insurance programs. He has over 25 years of professional aviation insurance experience with vast knowledge in underwriting and broker operations. Howard joined AGCS in July 2006 to help AGCS establish its North American aviation presence and underwriting team.

Howard graduated with a BS from Embry-Riddle Aeronautical University. He holds a commercial pilot certificate with multi-engine and instrument ratings. He was a faculty flight instructor at ERAU from June 1990 until May 1992. He joined a legacy aviation underwriting company in May of 1992, where his insurance career began.

As a 25 year veteran of the aviation insurance industry, Howard brings valuable experience in aviation and supporting commercial lines of insurance coverage and program development strategies.

# TEAM BIOGRAPHIES



**James Hyatt**  
Aviation Manager, Canada

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Jim manages the underwriting strategies, portfolio management and broker/client services for general aviation. Jim has over 13 years of Domestic and International general aviation underwriting experience. Jim joined AGCS in July of 2013 as an executive underwriter. Jim is located in Downtown Toronto.

Jim graduated from Confederation College 1994 with an Aircraft Maintenance Engineering Diploma. He has a M1, M2 and A&P licenses. He is also certified on Airbus A319, 320, 321, A330, DC9, Boeing 757 and a certified instructor for taxi run-up courses for the above aircraft.

As a 12 year veteran in the aviation maintenance and 13 years in insurance industry, Jim brings unique insights and experience along with and a strong focus on broker/client service.



**Jake Wagner, B.A.,  
FCIP, CRM**  
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Howard manages the underwriting strategies and broker/client services for complex airline and general aviation insurance programs. He has over 25 years of professional aviation insurance experience with vast knowledge in underwriting and broker operations. Howard joined AGCS in July 2006 to help AGCS establish the North American aviation presence and underwriting team.

Howard graduated with a BS from Embry-Riddle Aeronautical University. He holds a commercial pilot certificate with multi-engine and instrument ratings. He was a faculty flight instructor at ERAU from June 1990 until May 1992. He joined a legacy aviation underwriting company in May of 1992, where his insurance career began.

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