



ULISES CASTELLON, CPCU, RPA

Ulises Castellon, CPCU, RPA has worked as a claims professional for over thirty-five years. In 1996, he associated with Fire Cause Analysis, a premier forensic investigation and engineering firm, and is currently Chief Operating Officer. He is also the principal of a consulting business, Claims Analysis serving clients as an insurance consultant and expert witness.

Ulises has managed numerous first and third-party cases through litigation and has extensive deposition and trial testimony experience in a variety of jurisdictions. In addition, he regularly teaches courses on issues ranging from Arson and Fraud Investigation to Fair Claims Practices. He has presented nationally at PLRB on numerous occasions and at various statewide organizations. He is a co-author of Scientific Evidence and Expert Testimony, Chapter 6 – Origin and Cause of Fire.

Ulises is bilingual and has acted as a media spokesperson for local news and information programs, including Spanish-speaking television.

Professional Affiliations:

- Society of Property and Casualty Underwriters
- Sacramento Valley Chapter CPCU Board of Directors
President: 1997-1998.
- California Conference of Arson Investigators
- Northern California Fraud Investigators Association
- Insurance Education Association - Instructor
- Insurance School of the Pacific - Instructor
- Western Insurance Information Service - Speaker
- California Insurance Education Foundation – Advisory Board
- National Fire Prevention Association

Government Work:

Member of Governor's Task Force on Vehicle Theft (1986-1989)

Panelist before California Senate Committee on Judiciary Concerning Auto Fraud (1991)

OFFICES:

California
Arizona
Nevada
Oregon
Washington
N. Dakota

CORPORATE OFFICE:

935 PARDEE STREET
BERKELEY, CA.
94710-2623 USA
800.726.5939
www.fcfire.com

Publications:

Scientific Evidence and Expert Testimony (co-author):

Chapter 6 – Origin and Cause of Fire. CEB 2016.

Library of Congress # 2014957967

Property Claims Adjusting - Survival Guide: Claims People Magazine, Summer 2000

Year 2000-Coverage for the New Millennium: Claims People Magazine, October 1998

Watercraft Claims-Calming the Rough Waters: Claims People Magazine, June 1998

Computer Animation as a Claim's Tool: Claims People Magazine, September 1997

A Flood Adjuster's Survival Guide: Claims People Magazine, March 1997

Speeches/Presentations/Training:

SDIAA Training - "Fire & Explosion Investigations that Sizzle" – San Diego, CA -Oct 2017

Oregon. Annual IASIU Mtg – "True Lies: An Arson Case Study" - Portland, OR- Oct 2017

Seattle CPCU I-Day – "Hover Boards, E-Cigs, Drones & More" – Seattle, WA - Oct. 2017

SCFIA – "Fire & Explosion Investigations that Sizzle" – Palm Springs, CA - Oct. 2017

CCNC Conference – "The DNA of Fire Investigations" – McClellan Park, CA - Sept. 2017

Roseville Fire Dept. – "Burn & Learn Live Burn & Workshop – Roseville, CA - Sept. 2017

SCCA Summer Classic Seminar – "Another Look at Ethics" – "Ethics & the Claims Adjuster"
"The DNA of Fire Investigations" – Temecula, CA - July 2017

So. Bay Insurance Professionals Assoc. – "Vessel Fire Investigations" & "Vehicle Fire
Investigations" – Torrance, CA - June 2017

PLRB Western Reg. Conf. – "Fire & Explosion Investigations that Sizzle" – Riverside, CA
June 2017

Spokane CPCU Society - "Bad Faith Nightmares: Recent Trends & Themes" – Spokane, WA
June 2017

Servpro Training – "The Seven Deadly Sins of Adjuster Testimony" – Vista, CA May 2017

Oregon CPCU Chapter Mtg. – “Anatomy of an Arson” – Lake Oswego, OR – May 2017

AICA Meeting – “The Seven Deadly Sins of Adjuster Testimony” – AZ – Apr. 2017

NCFIA Conference – “Navigating the SIU Minefield” – Monterey, CA – Apr. 2017

Pacific NW CPCU Chapter Mtg. – “Fire Proofing Your Claim” – Tacoma, WA – Apr. 2017

PLRB Claims Conference – “Adjuster as Witness: Seven Deadly Sins” – Boston – Mar. 2017

National General Training - “Vehicle Fire Investigations” – Berkeley -Mar.. 2017

York Insurance Services Webinar – “Origin & Cause & NFPA 921 Basics” – Mar. 2017

IAIP Regional VII Conference – “Fire Claims Investigation - Subro, Arson & Other Exposures” – Costa Mesa - Mar. 2017

CCC Conference - “Anatomy of an Arson” – Orange County – Mar. 2017

National General Training - “Vehicle Fire Investigations” – Ontario, CA - Feb. 2017

CPCU I-Day – “Another Look at Ethics”- Orange Empire – Oct. 2016

SCFIA 3-Day Training Conference – “Seven Deadly Sins” – Palm Springs – Oct. 2016

PCEA 2016 Fall Meeting – “Seven Deadly Sins & Bad Faith Nightmares” - Riverside, CA – Oct. 2016

SDIAA – “Fire Claim Investigation: Subro, Arson & Other Exposures” - San Diego – Oct. 2016

CDAA 2016 Fraud Symposium – “Auto Arson” – Orange County – Sept. 2016

SCFIA Lunch & Learn Chapter Mtg. – “Anatomy of an Arson” - Downey, CA – Aug. 2016

Red Shield Training Class – “Electrical Systems Training” – Portland, OR – July 2016

SCCA Seminar – Fire Claim Investigation: Subro, Arson & Other Exposures” – Temecula, CA – July 2016

PLRB Regional Conference – “Fire & Arson Investigation Tips for Adjusters” – Sacramento - June 2016

Servpro Presentation – “Fire Claims Investigations” - Vista, CA – May 2016

PLRB Insurance Services Expo – “Bad Faith Nightmares: Recent Trends & Themes” –
San Antonio, TX – April 2016

NCFIA Conference – “Earth, Wind & Fire” - Monterey, CA – March 2016

AICA Monthly Meeting – “Fire Claims Investigations” - Arizona - March 2016

CCC Conference – “Seven Deadly Sins” - Orange Co. – March 2016

IAIP–2016 Region VIII Conference – “Anatomy of an Arson” – Burbank, CA – March 2016

National General Monthly Training – “Vehicle Fire Investigations” - Ontario, CA – Feb. 2016

South Bay Assoc. of Ins. Professionals – Everest to Arsonist & Earth, Wind & Fire –
Torrance, CA - Jan. 2016

SCFIA Conference – “True Lies – An Arson Case Study” – Palm Springs – Nov. 2015

CDA 2015 Fraud Symposium – “Auto Arson” - Orange County – Oct. 2015

CPCU All Industry Day – “Education – Ring of Power” - Studio City – Oct. 2015

WSATI – “Vehicle Arson Investigation” - So. Lake Tahoe, CA - Oct. 2015

SCFIA Conference – “Seven Deadly Sins” – Palm Springs - November 2015

Mid-Valley Claims Assoc.– UC to present “The DNA of Fire” – - Stockton - Sept. 2015

Central Coast Claims Assoc.- “Fire Claims Subrogation-A Practical Guide” –
San Jose - May 2015

SDIAA Chapter Meeting – “Vessel Fire Investigations” - San Diego – April 2015

NCFIA Conference – “7 Deadly Sins” - Monterey – April 2015

PLRB Claims Conference – Fire Claim Investigation: Subro, Arson & Other Exposures”
- Anaheim, CA – March 2015

CPCU San Gabriel Chapter Mtg. – “Ethics – Insurance & Beyond” – March 2015

CPCU El Camino Chapter Mtg. – “Ethics –Insurance & Beyond – March 2015

CCC Conference – “Vehicle Fire Investigations” – Orange County – March 2015

EBCA Meeting - “The DNA of Fire” – Pleasant Hill, CA - Feb. 2015

AICA – “True Lies – An Arson Case Study” - Scottsdale, AZ – Jan. 2015

Sacramento Claims Assoc. - “Seven Deadly Sins” – Sacramento, CA – Jan. 2015

NASP Chapter Mtg. – “Spoliation & the Claims Adjuster” – Southern CA - Sept. 2014

CCNC Conference - “Seven Deadly Sins” – Sacramento –August 2014

CPCU Golden Gate Chapter Mtg. - “The DNA of Fire” – San Francisco, CA - June 2014

Mid-Valley Claims Assoc. – “Fire Proofing Your Claim” – Stockton, CA - May 2014

CPCU Mtg. – “Fire Proofing your Claim” - Pasadena, CA - May 2014

SDIAA Training Session - “Fire Claims Subrogation”– San Diego, CA – March 2014

CCC Conference- - “Fire Proof Your Claim”– Orange County – March 2014

Sacramento Claims Assoc. – “The DNA of Fire Investigations” - Sacramento – January 2014

Insurance Professionals of Sacramento – “The DNA of Fire Investigations” – Sacramento
January, 2014

SDIAA/CPCU All Industry Day Conference – “Everest to Arsonist” – San Diego, CA
Oct. 2013

SCFIA Conference – “Everest to Arsonist” - Palm Springs – Oct. 2013

SCFIA Monthly Chapter Meeting – “DNA of Fire” – Sept. 2013

Rule Company - “Fire Claims Subrogation” / “Earth, Wind & Fire” / “Fire Claims
Subrogation”- Pasadena, CA – Sept. 2013

CCNC – “Everest to Arsonist” - Sacramento, CA – Sept. 2013

CPCU Golden Empire Chapter Mtg. – “Everest to Arsonist” Bakersfield – Sept. 2013

SCCA Conference – “DNA of Fire” - Temecula - July 2013

Orange Empire CPCU Chapter Meeting - “Everest to Arsonist” - Orange County, CA –
June 2013

Grotefeld Law Firm – “30 Under 30” – Chicago, Ill. – May 2013

Pacific Northwest CPCU Chapter - “Anatomy of an Arson” - Seattle, WA – May 2013

El Camino CPCU Chapter Meeting- “DNA of Fire” – April 2013

PLRB – “Fire Scenes: Environmental Risks-The Hidden Menace” - Boston, MA – Mar. 2013

CCAI Training Seminar - “The DNA of Fire” - San Luis Obispo – Mar. 2013

NCFIA – “From Everest to Arsonist – A Case Study”- Monterey, CA – Mar. 2013

CCC Combined Claims Conference – “Everest to Arsonist” - Long Beach, CA – Mar. 2013

Central Coast Claims Assoc. Monthly Meeting – “Everest to Arsonist” – Feb. 2013

State Farm – “The DNA of Fire Investigations” – Costa Mesa, CA – December 2012

Rule Company – “The DNA of Fire Investigations” / “From Everest to Arsonist” - Pasadena, CA November 2012

CAIIA Convention – “Earth, Wind & Fire” – Temecula, CA – October 2012

CCNC Conference – “Ethics and the Claims Adjuster” – Sacramento, CA – August 2012

PLRB/LIRB Claims Conference – “SIU Claims: Successfully Navigating the Minefield” – April 2012

2012 Combined Claims Conference – “Ethics and the Claim Adjuster” – March 2012

El Camino Chapter CPCU – “Ethics – Insurance & Beyond” – Woodland Hills, CA – March 2012

SCFIA 34th Training Conference – “DNA of an Arson Investigation”– November 2011

PCAP – “Fire Claims Subrogation” – San Francisco, CA – November 2011

San Diego Chapter CPCU – “Earth, Wind & Fire” – San Diego, CA – November 2011

SCCA – “The DNA of Fire Investigations” – Rancho Mirage, CA – October 2011

NAIIA Conference – “Earth, Wind & Fire” – San Diego, CA – September 2011

CCNC Conference – “Ethics – Insurance & Beyond” – Sacramento, CA – September 2011

SCCA Conference – “Earth, Wind & Fire” – Temecula, CA – July 2011

PCAP – “Another Look at Ethics” – Emeryville, CA – May 2011

NCFIA 22nd Annual Anti-Fraud Training Conference – “The Anatomy of an Arson Claim – Investigation, Evaluation and Resolution – DON’T GET BURNED!” – April 2011

Property Loss Research Bureau National Conference - (Co-presented with Doug Wood of Morris Polich & Purdy LLP) – “SIU Claims: Navigating the Minefield” – April 2011

CAIIA – “Another Look at Ethics” – Sacramento, CA – April 2011

Combined Claims Conference – (Co-presented with Doug Wood of Morris Polich & Purdy LLP) – “Navigating the SIU Minefield: Strategies for Success” – March 2011

San Gabriel Chapter CPCU – Ethics and the Claims Adjuster – Pasadena, CA – March 2011

El Camino Chapter CPCU – The DNA of Fire Investigations – Simi Valley, CA - Feb. 2011

San Diego CPCU I-Day – Anatomy of an Arson – San Diego, CA – October 2010

Pacific Specialty – Ethics & the Claims Adjuster – Menlo Park, CA – May 2010

Sacramento Valley CPCU I-Day – Daubert Challenge and Beyond/ Earth, Wind & Fire – Rancho Cordova, CA – May 2010

Pacific Specialty – Spoliation and the Claims Adjuster / The DNA of Fire Investigations – Menlo Park, CA - May 2010

So. California Combined Claims Conference – Anatomy of an Arson – Sex, Drugs & Rock n Roll – April 2010

Pacific Specialty – Daubert Challenge and Beyond / Anatomy of an Arson / Earth, Wind & Fire – Menlo Park, CA – April 2010

So. Cal. CPCU – Daubert Challenge and Beyond – Ventura, CA – April 2010

SDIAA – Anatomy of an Arson – San Diego, CA – November 2009

CPCU I-Day – Earth, Wind & Fire – Orange, CA - October 2009

CPCU I-Day – Daubert Challenge and Beyond & Earth, Wind & Fire! – Woodland Hills, CA October 2009

Fire Cause Analysis & CCAI – NFPA 921 Update – Fire Investigation and Litigation – July 2009

CPCU – Orange Empire – Anatomy of an Arson – Orange, CA – June 2009

CPCU – Anatomy of an Arson – San Gabriel, CA – April 2009

Insurance Adjusters Workshop – Fire and Explosions Perils – NFPA 921 – Scottsdale, AZ – June 2008

All Industry Day – Trial of an Arson Case – May 2008

Central Arizona CPCU Educational Seminar - "Sex, Drugs and Rock and Roll - Anatomy of an Arson Claim!" - October 2007

Claims Conference of Northern California – “Ethics and the Claim’s Adjuster – A “Crime Scene Investigation” – September 2007

Insurance Institute of America – Semester Class Instructor

CPCU 530 - Legal Environment of Insurance – Spring 2006

East Bay Adjusters Association – Your Claim File on Trial – May 2006

Tokio Marine Insurance Company
Independent Adjuster License Workshop – May 2006

Insurance Institute of America – Semester Class Instructor
AIC 35 – “The Property Claims Adjuster” – Spring 2004

Property Loss Research Bureau [PLRB]
“Litigating the Fire Claim” - March 2004

Inland Marine Underwrites Assn [IMUA]
“Large Loss Fires” – March 2004

Farmers Insurance Group
Panelist- “Vehicle Fraud Investigation” – January 2004

Property Claims Forum
Panelist – “Effective Subrogation” – January 2004

Southern California Fraud Investigators Annual Conference
Managing the Fire Case – November 2003

Insurance Institute of America – Semester Class Instructor
AIC 33 – “The Claims Environment” – Spring 2003

Property Loss Research Bureau [PLRB] - “Litigating the Arson Case” - April 2003

Insurance Institute of America – Semester Class Instructor
AIC 36 – “Liability Claims Adjusting” – Fall 2002

Northern California Claims Conference
Panelist – “Creative Casualty Settlements” September 2000

California State University, Sacramento
Workshop – “Claims Issues” June 2000

Property Loss Research Bureau [PLRB] - Panelist
“Your Claim File on Trial”. March 2000

Insurance Education Association – Semester Class Instructor
CPCU 7 “Management in Insurance”. Fall 1999

State Farm Insurance – Mock Trial
Witness Testimony – “Arson Claim File”- October 1998

Northern California Property Forum Annual Seminar Presentation – “Building Claims Scoping Skills” – October 1998.

Claims Conference of Northern California – Seminar Presentation – “Arson and Fraud Claims Handling” September 1998.

Insurance School of the Pacific –Japanese Insurance Professionals Workshop - “Insurance Fraud in the United States” August 1998.

Farmers Insurance Group– Claims Training Presentation – “Effective Claim Handling”
July 1998.

California State University, Sacramento Presentation – “Insurance Fraud” June 1998.

Claims Conference of Nevada – Seminar Joint Presentation - “Your Claim File on Trial”
May 1998.

Insurance Education Association – Semester Class Instructor
CPCU 6 “The Legal Environment of Insurance” Spring 1998.

State Farm Insurance – SIU Claims Training. Presentation - “Managing the Claims Expert”
January 1998.

State Farm Insurance – Claim Manager’s Conference Joint Presentation. “The Impact of Technology on Insurance” December 1997

East-Bay Adjusters and Mt. Diablo Adjusters – Joint Training Meeting
Mock Deposition – “Your Claim File on Trial” November 1997

International Order of the Blue Goose - Sacramento Pond Annual Training Program
Mock Deposition. “Theft Claims Handling” November 1997.

Insurance Education Assn. – Claims Training.
Arson and Fraud Workshop. October 1997.

California Casualty Insurance Co. – Manager’s Workshop.
Presentation – Managing the Fire Claim. September 1997.

California Conference of Arson Investigators – Training Conference
Mock Deposition – Spoliation of Evidence. July 1997.

The Dentist’s Insurance Company – Claims Effectiveness Presentation.
Video Presentation – Property Claims [Forms and Letters]. July 1997.

CSE Insurance Company - Claims Training Presentation.
Workshop – Property Arson Claims. April 1997.

Fire Retardant Chemicals Assn. International –Conference and Training Seminar.
Panelist – Product Liability Workshop. March 1997.

Cigna Insurance Company - Claims Effectiveness Presentation.
Workshop – Fire Claim Handling. January 1997.

Farmers Insurance Group - Claims Effectiveness Presentation.
Workshop – Subrogation Claim Handling. January 1997.

Chartered Property and Casualty Underwriters – Sacramento Valley Industry Day.
Mock Trial Judge – “Fill the Potholes of the Telecommuting Highway” November 1996.

National Association of Insurance Women – California State Convention.
Debate Panelist – “Examination Under Oath – A Tool or a Weapon?” July 1996.

LITIGATION MANAGEMENT/DEPOSITION/TRIAL EXPERIENCE

CASE

Grayfer v. Wawanesa
LA County Superior Court,
California
BC 533 792

INVOLVEMENT/RESULTS

Deposition Testimony
Trial Testimony

Maris v. Nevada Capital
Clark County District Court,
Nevada
A-12-666139-C

Deposition Testimony

Combs v Schmidt et al
17th Judicial Court for Winnebago
County Illinois

Deposition Testimony

Keystone v Nevada Capitol
Insurance

Deposition Testimony

Harris v Republic Indemnity
US District Court–
Eastern District

Deposition & Trial Testimony

Superior Court
El Dorado County

- Propane/Explosion
- Subrogation

Case Management
Deposition
Trial Testimony

Superior Court
San Francisco County

- Bad Faith Action
- Riot Claim

Claim Management
Defense Judgment via Motion
Summary Judgment

Superior Court
Sonoma County

- Arson/Fraud
- Cancellation
- Bad Faith

Case Management
Deposition Testimony

Superior Court
Contra Costa County

- Concurrent Causation

Deposition Testimony

Superior Court
Alameda County

- Policy Cancellation
- Fraud
- Application
- Lien Holder

Claim Management
Deposition Testimony

Superior Court
Sacramento County

- Fire Loss
- Bad Faith
- Spoliation of Evidence

Case Management
Deposition and Trial Testimony
Defense Verdict

Superior Court
Sacramento County

- Arson/Fraud
- Breach of Contract
- Bad Faith

Case Management
Deposition Testimony
Arbitration Testimony
Defense Verdict

Superior Court Sacramento County	<ul style="list-style-type: none"> – Bad Faith – Theft Claim 	Claim Management Deposition Testimony
Eastern District Court	<ul style="list-style-type: none"> – Bad Faith – Fire Loss 	Case Management Trial Testimony Defense Verdict
Superior Court San Francisco County	<ul style="list-style-type: none"> – Bad Faith – Arson 	Case Management Defense Verdict
<i>West v. State Farm</i> (9 th Cir. 1989) 868 F.2d 349	<ul style="list-style-type: none"> – Bad Faith – Theft Loss – Duties After Loss 	Case Management Motion for Summary Judgment Granted Appeal Upheld
Eastern District Court	<ul style="list-style-type: none"> – Arson/Fraud – Bad Faith 	Case Management Trial Testimony Defense Verdict
Superior Court Lake County	<ul style="list-style-type: none"> – Arson/Fraud – Bad Faith 	Case Management Bankruptcy Dismissal by Trustee
Superior Court Sacramento County	<ul style="list-style-type: none"> – Arson/Fraud – Bad Faith 	Case Management Dismissal of Case by Plaintiff with Prejudice, for Waiver of Costs
<i>State Farm v. Lewis</i> (236 Cal.Rptr. 807 (1987))	<ul style="list-style-type: none"> – Household Exclusion 	Case Management Motion for Summary Judgment Granted Appeal Upheld