

Insurance Conundrums, Terms & Requests

Presented by
Mark Yunker, Vice President
Ahmann Martin Co.

Transportation & Logistics Council 42nd Annual Conference

Insurance Conundrums, Terms, & Requests

Liability Insurance Limits

- Combined Single Limits Introduced Before 1986
- General Liability Limits
 - \$1,000,000 per Occurrence
 - \$1,000,000 Personal & Advertising Injury
 - \$300,000 Damage to Rented Premises
 - \$5,000 Medical Payments
 - \$2,000,000 Products Comp Op'n. Aggregate
 - \$2,000,000 General Aggregate

- Examples – What We Can't Do
 - \$1,000,000 for injuries & \$1,000,000 for property damage
 - \$1,000,000 per occurrence for bodily injury / \$3,000,000 aggregate
 - \$2,000,000 Gen'l. Agg. & Per Location Box Checked
 - \$2,000,000 Gen'l. Agg. & Per Project Box Checked

Insurance Conundrums, Terms, & Requests

- Auto Liability Limits
 - \$1,000,000 Per Accident

 - Examples – What We Can't Do
 - \$1,000,000 per Occurrence / \$2,000,000 Aggregate
 - \$1,000,000 bodily injury and \$1,000,000 property damage

Insurance Conundrums, Terms, & Requests

- Workers Compensation – EL Limits
 - \$100,000 EL Each Accident
 - \$100,000 EL Disease Each Employee
 - \$500,000 EL Disease Policy Limit

 - What We Can't Do
 - \$1,000,000 CSL
 - \$1,000,000 Each Occurrence / \$2,000,000 Aggregate

Insurance Conundrums, Terms, & Requests

- WC Quiz – Which Policy Pays What Amount?
 - Serious Accident - \$500,000 Medical + \$475,000 Disability + \$350,000 Income Loss
 - \$100,000 / \$100,000 / \$500,000
 - \$500,000 / \$500,000 / \$500,000
 - \$1,000,000 / \$1,000,000 / \$1,000,000

Insurance Conundrums, Terms, & Requests

Additional Insured Requests

- CGL – Only Policy Where It Makes Sense
- Auto – Coverage Trigger is Cover Auto
- Umbrella – Impossible, But...
- Cargo – Impossible & Non-Sensical
- Workers Compensation
 - Impossible in all states
 - Illegal in many states

Insurance Conundrums, Terms, & Requests

Forms & Endorsements

- CG 25 04 – Designated Locations Aggregate
- CG 25 03 – Designated Projects Aggregate
- CG 20 10 – Owners Lessees or Contractors
 - Which Edition & Does It Matter
 - Add to Auto Policy
- CA 20 48 – Designated Insured
- CA 99 48 – Pollution Endorsement
- Cargo – Loss Payee

Insurance Conundrums, Terms, & Requests

More Forms & Endorsements

- MCS-90 Endorsement on Broker's Auto Insurance
- Cargo Insurance With No Employee Dishonesty Exclusions
- Cargo Insurance With BMC-32 Endorsement
- Cargo Insurance With No Exclusions
- Employee Dishonesty Insurance
 - Broker & Carrier

Insurance Conundrums, Terms, & Requests

Certificate Verbiage

- Broker's Insurance Must be Primary
- “Should any of the above captioned policies be cancelled before the expiration date thereof, or should there be any material change in any policy the issuing insurer shall provide not less than 30 days written notice to {shipper} prior to any change or cancellation.”
- Certificate Holder (et al) are included as additional insureds and loss payee.

Insurance Conundrums, Terms, & Requests

Requests Certain to Cause Trouble

Additional Insured on the Wrong Policy

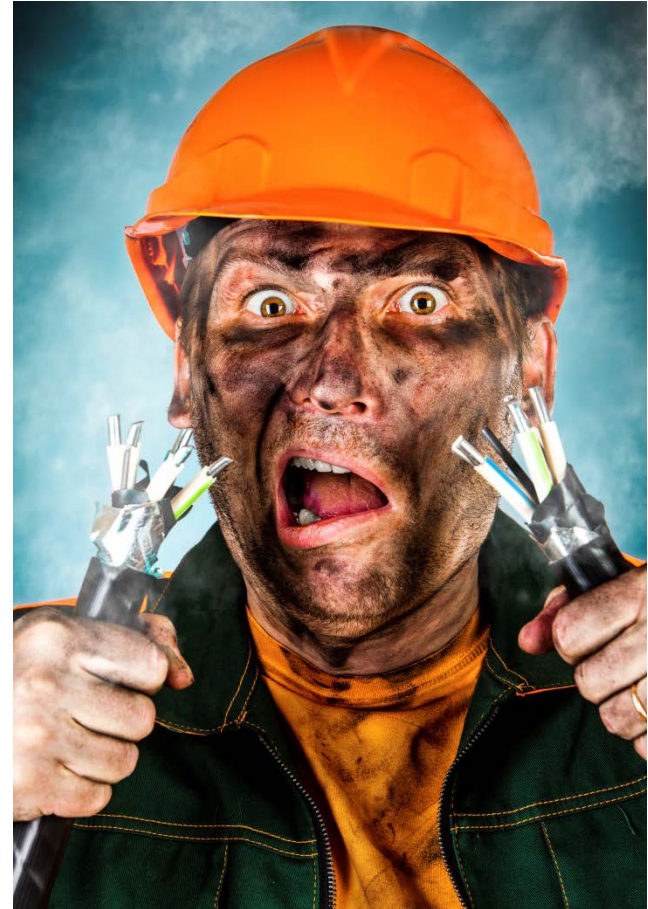
Applies to GL Only

Inappropriate Status

Loss Payee on Cargo

Cancellation Language

The old Language is Gone!



THANK YOU

