



Roger (left), Ambika (center) and Chip Downing (right), Ocean Marine's Chief Underwriting Officer, at the Canadian Board of Marine Underwriters 100th Anniversary dinner in Montreal, Quebec, May 25th 2017

Who are these people?!

Great American Ocean Marine in Canada

In keeping with Great American's long history of writing marine business in Canada, an Ocean Marine Office was established in Toronto in November of 2013 to better serve the needs of our Canadian brokers and clients. Roger Fernandes and Ambika Thakur provide service from coast to coast and have spent the better part of the last four years introducing Great American's extensive suite of marine products to the Canadian marketplace.

In addition to an appetite for traditional cargo, hull and primary & excess liability business, Great American is able to offer a Marine Composite Package (MCP) product to Marina Operators, Yacht Clubs and Boat Dealers. The MCP product provides comprehensive liability cover for those operations along with the ability to provide real property coverage for buildings & structures as well as piers, docks and wharves.

A traditional MGL is also available to meet the needs of ship-repairers, marine contractors and others. The GAIC Craftmaster product provides a simple MGL solution for smaller clients with annual receipts under \$1,000,000. Vessel Owner Pollution and COFR-RITE policies — and the ability to file COFRs with the US Coast Guard — have long been staples of our Ocean Marine coverage and are readily available to our brokers and clients in Canada.

For more information about our Canada business, please contact ...



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Did you know? Canada celebrated its 150th Anniversary as a country this year.



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For more information
about Old Ironsides

The USS Constitution in dry dock at Boston Naval Yard. The caisson (gate) that holds the water while repairs were being made was built by Colonia Shipyard.

The USS Constitution (aka “Old Ironsides”)

Great American’s link to American history is alive and well in the Ocean Marine Division! Recently the USS Constitution, built in 1797 and now the world’s oldest commissioned naval vessel, was returned to sea after 26 months in drydock at the Boston Naval Yard. The vessel received some much needed upgrades and repairs valued at around \$12 million.

The restoration of this historic artifact required the construction of a new caisson (gate) to hold back seawater before work could begin. The graving dock was refitted with a new gate built by Colonna Shipyard in 2015. Great American was a joint coinsurer on this caisson, working with our marine insurance agent Ginger Coco of London & Norfolk (Norfolk, VA).

The USS Constitution was named by George Washington and won three major battles during the War of 1812, where it earned its famous nickname, “Old Ironsides.” Today, it’s based in Charlestown Navy Yard where it is a touring national landmark.

Roll out the red carpet for Rick, Sue and our new Luxury Yacht Program!

We are very pleased to announce that **Rick Salway** and **Sue Cacoilo** have joined the Ocean Marine Division to establish and grow the division’s new Luxury Yacht Program. Rick and Sue have combined experience of over 45 years in the Ocean Marine sector and are widely recognized as leaders in Luxury Yacht insurance. Rick is the current Chairman of the American Institute of Marine Underwriters Pleasure Craft committee.

Our first phase for this program is to work only with selected Luxury Yacht specialist agents and brokers, but our intent in a second phase is to broaden the number of agencies with which we will write Luxury Yachts.



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Power Surge or Flood? (Or, Why Buying Great American's **Equipment Breakdown Endorsement** makes Good Cents)

In October 2016, Hurricane Matthew slammed into the southeast and mid-Atlantic states. Up to 16 inches of rainfall caused widespread flooding in Eastern North Carolina and South Carolina. One of Great American's NC policyholders had floodwater damage to their building and its contents and lost power to their facility. When the clean-up was done and power was restored, the freezer and ice machine on the premises were not working.

This equipment was an integral part of the client's business. They now faced both the out-of-pocket expense to replace it and a loss of income due to business interruption. *Unfortunately*, the Property form contains the typical flood exclusion so coverage did not apply for this equipment. *Fortunately*, this client had also purchased our Equipment Breakdown coverage!

Great American's claims adjuster determined that the loss to the equipment was due to a power surge when the power returned to the premises after a 20-hour disruption. The flood waters had not risen high enough to affect the control panels of the equipment.

So why buy Great American's Equipment Breakdown coverage?

Power Surge is covered by the Equipment Breakdown portion of the policy. Great American paid \$8,850 for the Freezer and Ice Machine and \$14,846 in business income. For this policyholder, it clearly made cents to add. This is another reason for all policyholders to take another look at adding Equipment Breakdown to your current placement with Great American. Certain eligibility requirements must be met but feel free to contact your Great American underwriter.

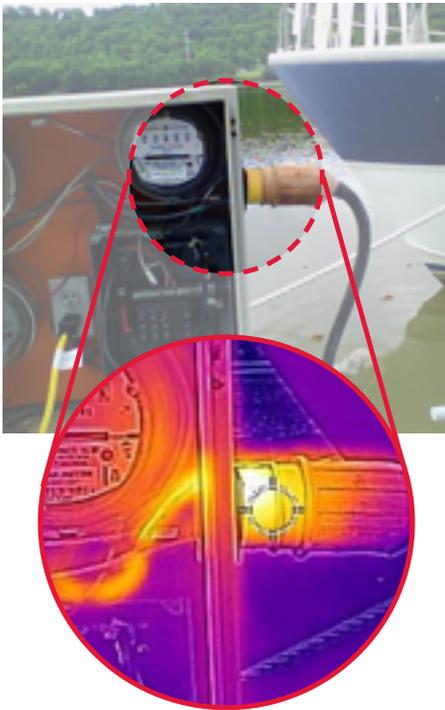
property policies don't cover everything

✘ Property Coverage Standard Exclusions

- Excludes:** Mechanical Breakdown
- Excludes:** Electrical Arcing
- Excludes:** Explosions of Steam Boilers, Piping, Engines, Turbines
- Excludes:** Loss or damage to Steam Boilers
- Excludes:** Loss or damage to Hot Water Boilers

✚ Equipment Breakdown Insurance

- Covers:** Mechanical Breakdown, including rupture or bursting by centrifugal force.
- Covers:** Artificially generated electrical current that disturbs electrical devices, appliances or wires.
- Covers:** Explosions of Steam Boilers, Piping, Engines, Turbines caused by or resulting from any condition or event inside such equipment.
- Covers:** Loss or damage to Steam Boilers caused by or resulting from any condition or event inside such equipment.
- Covers:** Loss or damage to Hot Water Boilers, or other water heating equipment caused by or resulting from any condition or event inside such boilers or equipment.



To the naked eye, this dock panel and cord appear normal, but the FLIR infrared camera reveals dangerous hot spots.

Infrared Cameras Detect Hot Spots Before They Burn

\$389 million were lost in 2015 due to electrical malfunction fires. Electrical fires are one of the leaders of lost dollars for nonresidential building fires.

To help prevent these fires, Great American's Loss Prevention consultants are armed with FLIR C2 infrared cameras. The lightweight, pocket-sized cameras are used for quick checks of electrical panels during customer-loss prevention meetings.

Recently, Great American helped a marina owner detect an issue. During the meeting, a loss prevention consultant scanned an electrical pedestal and shore power cord. To the naked eye, there appeared to be nothing wrong. However, with the FLIR camera, you can see the elevated temperature inside the connection.

The ambient temperature on that day was approximately 70 degrees Fahrenheit. Typically, when the temperature readings are more than 20 degrees above ambient, we recommend a licensed electrician inspect the panel.

Within hours, the marina owner had an electrician onsite to rewire the box, replace the bad wiring as well as the male and female plugs on the customer's cord. They tested the power consumption and found the two hot legs to be reasonably balanced in draw. Their conclusion was that the plug connection was worn, dirty or corroded and was increasing resistance causing the heat to build in the connection when large loads, such as an air conditioner, came on.

Because of the quick action, the marina owner avoided a potentially serious and life threatening loss for both the marina and his boat owner customers.

[Click here](#)

For more information
about our use of FLIR
infrared cameras

Source for 2015 fire data: Nonresidential Building Fire Trends (2006-2015), U.S. Fire Administration. The information presented in this publication is intended to provide guidance and is not intended as a legal interpretation of any federal, state or local laws, rules or regulations applicable to your business. The loss prevention information provided is intended only to assist policyholders in the management of potential loss producing conditions involving their premises and/or operations based on generally accepted safe practices. In providing such information, Great American does not warrant that all potential hazards or conditions have been evaluated or can be controlled. It is not intended as an offer to write insurance for such conditions or exposures. The liability of Great American Insurance Company and its affiliated insurers is limited to the terms, limits and conditions of the insurance policies underwritten by any of them.

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