

AAIS Inland Marine and Output Programs



Products and people you can rely on

For decades, AAIS has been a recognized leader in the development and maintenance of inland marine and output coverage programs.

That's why--

- Eight of the top 10 inland marine carriers (14 of the top 25); and
- 75% of the IMUA's primary insurer members are affiliated with AAIS for its inland marine or output programs.

In all, **nearly 350 insurers** are affiliated with AAIS for the *Inland Marine Guide*, and more than 100 use the Commercial Output Program (COP). These companies include ACGS, Bituminous, CNA, Essex, Harleysville, Hiscox, XL Insurance, Max USA, Liberty Mutual Group, Navigators, RLI, Selective, The Hanover, and Zurich.

1. The Inland Marine Guide

is the industry's premier resource for forms, rating procedures, underwriting guidelines, and other information for the nonfiled classes.

The *Guide* provides a **range of coverage** forms not seen elsewhere. For most classes, the *Guide* provides numerous base forms and endorsements that give you structured options for each risk, saving time and avoiding costly errors.

The *Guide* is **continually revised** to address new or emerging exposures for underwriters.

Recent enhancements include:

- The first form generally available to insurers for insuring renewable energy generating equipment;
- A new form for insuring railroad rolling stock;
- A new delay in completion form for the Installation Floater class; and
- A new Builders' Risk form for insuring for the loss of historic preservation tax credits on renovation and rehabilitation projects.

The *Guide* is **recognized as a leading resource** for the traditionally nonfiled classes. Recently, the Property Loss Research Bureau chose the *Guide*'s Builders' Risk forms as the basis of its first annotations of inland marine forms. The PLRB says it acted in response to demand for more information on AAIS inland marine forms.

What does the Inland Marine Guide provide?

- More than 350 countrywide forms, endorsements, and schedules, plus all required state-specific endorsements . . . **filed** in states that subject them to filing requirements
- Underwriting guidelines for risk selection, hazards, optional coverages, and loss control
- Rating procedures with detailed guidelines for selecting loads and factors and applying IRPMs

The *Guide* classes include:

- **Construction:** Builders' Risk, Contractors' Combination, Contractors' Equipment, Installation Floater
- **Communications:** Radio and TV Towers and Equipment

- **Electronic Data Processing:** Coverage for hardware, software, mainframes, PCs, and websites
- **Fine Arts:** Fine Art Dealers, Fine Arts Floater
- **"Floaters":** Bailee, Exhibition, Processing Risks, Sales Representatives' Floaters, Scheduled Property, Mobile Equipment
- **Legal Liability:** Riggers', Warehouse Operators
- **Trucking:** Motor Truck Cargo, Trip Transit, Owner's Cargo, Contingent Cargo
- **Watercraft:** Yachts
- **Other:** Difference in Conditions, Equipment Sales and Rental

2. The Commercial Output Program (COP)

and its offshoots: the Developers Output Program for construction operations and the Agricultural Output Program for agribusinesses.

For decades, AAIS has led the industry in developing output coverage, the practice of providing **broad coverage in a single form** for commercial property and inland marine exposures, and using a flexible rating procedure to rate each risk as a single entity.

For the right risks, the COP is like **an entire property program in one policy**. Its key features include:

- Open perils building and personal property coverage
- Coverage for buildings newly-acquired and under construction
- A choice between blanket or scheduled coverage, or a combination of the two
- Business income and equipment breakdown options
- Coverage for mobile equipment throughout the coverage territory
- Built-in supplemental coverages for arson, reward, brands/labels, consequential loss, foundations, and inventory/appraisals
- Built-in inland marine coverages for accounts receivable, property in transit, property on exhibit, sales rep samples, fine arts, and valuable papers/records
- Built-in inland marine computer coverages for virus and hacking and for software storage
- "Discovery" and "loss sustained" crime coverage options

3. Product support

AAIS's product specialists have the skills and resources needed to **develop custom forms** that meet the needs of your risks, and our filings specialists can **file your custom products** in jurisdictions that require it.

All AAIS forms, manuals, bulletins, and other information--including automated rating worksheets for the nonfiled inland marine classes and cause of loss reports--are **available online** through the *AAISdirect* Internet service.

Every AAIS member company receives the **Compliance Guide**, a comprehensive guide to state filing requirements, including those for traditionally "nonfiled" classes of inland marine insurance.

To learn more contact Rick Maka, director of marketing, at rickm@AAISonline.com, or by calling 800-564-AAIS, ext. 222.





Robert Guevara, your partner for inland marine products

“If you want to know the value of AAIS’s inland marine and output programs, ask the **companies that come looking for us.**”

“It happens a lot. Someone will work with our forms and rating procedures at one company, get hired to direct an inland marine operation at another company, and come back to us because they know our **forms are clear and our rating steps are easy to follow.**”

“The forms are also well-received by agents, brokers, and claims adjusters; in fact, many agents and brokers **insist that AAIS forms be used** when placing inland marine business with an insurer.

“Most importantly, whether it’s a general question about a program or a class, or a specific question about a rating procedure, companies quickly learn that they can **ask by name for someone who can help** them.

“My role is to make sure our inland marine products have the most **comprehensive and up-to-date features** carriers and buyers expect.

“Sometimes, that calls for us to make a determination on behalf of our members, as we demonstrated when the *Guide* instituted an authoritative distinction between delay in completion coverage and soft cost coverage in builders’ risk insurance.

“There is simply **no more cost-effective way** to maintain an inland marine product line than to use AAIS.”

Bob has been with AAIS since 1992, and has 18 years of experience as an inland marine manager at the branch, regional, and home office level for CNA and Zurich American. During his years at AAIS, he has been the principal developer of the AAIS Commercial Output Program and the Inland Marine Guide. Bob is also a member of the legislative and regulatory affairs committee of the Inland Marine Underwriters Association (IMUA). He is a graduate of Hillsdale College in Michigan.

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