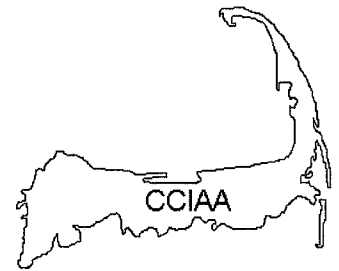


Cape Cod  
Insurance Agents Association, Inc.



**What:** SEMINAR – “BOILER & MACHINERY – IT’S NOT WHAT IT USED TO BE”

**Date:** Tuesday, April 5, 2011

**Time:** 9:00 AM to 12:00 Noon.

**Place:** Yarmouth Police Station, One Erickson Way, West Yarmouth MA 02673

**Costs:** Members: \$25.00 Non-Members: \$50.00

**Event:** Ann Roemer, Client Manager for Hartford Steam Boiler Inspection & Insurance Co., will present a 3 hour seminar on what’s new in equipment breakdown insurance. Learn how to fill those common coverage gaps and protect your agency from potential E&O claims. EARN 3 CEU’S (Producer License# Required)

**RESERVATION DEADLINE:** Tuesday, March 29, 2011

**(Please send check with reservation)**

**Please make check payable to:** Cape Cod Insurance Agents Association, Inc. (or “CCIAA”)

**Mail to:** CCIAA, Inc  
c/o Scott Kerry  
Kerry Insurance Agency.  
PO Box 1945  
North Eastham MA 02651 Ph. 508-255-8000 Email: Kerry@c4.net

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**Agency or Company Name:** \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

## **Boiler & Machinery – “It’s Not What It Used To Be”**

- I. Housekeeping
- II. Introduction and overview of equipment breakdown coverage.
  - A. Outline and brief description of what to expect from the course.
  - B. Boiler definition
    - 1. Why they shouldn’t be the sole focus of your mechanical breakdown concerns.
    - 2. Technology advancements beyond the boiler in typical occupancies.
  - C. Define forms to be used in discussion
- III. Why do you need to cover your insureds for equipment breakdown coverage?
  - A. Benefits
    - 1. Why it is important for you.
    - 2. Why it is imperative for your clients.
      - a. Percentage of losses resulting from mechanical failure.
      - b. Business income issues related to mechanical failure.

- B. Exclusions in property forms
  - a. Filling the gaps
- C. Inspection needs in your state (BREAK)

#### IV. What?

- A. What is an accident?
  - 1. An accident is not just direct damage but business income and other indirect potential.
- B. What is covered?
  - 1. Object definitions
  - 2. Five areas of equipment exposures
    - a. Typical insurable equipment.
      - Electrical
      - A/C, Refrigeration
      - Mechanical
      - Boilers & Pressure Vessels
      - Business Equipment
    - b. Frequent losses and examples.

c. Common causes of mechanical failure.

- Supply line surges
- Excessive moisture
- Insulation deterioration
- Poor workmanship
- Operator error
- Poor contacts
- Control Failures
- Vibration
- Slugging
- Wear and tear
- Scale
- Overload conditions

C. Occupancies and their exposure

D. Additional equipment not frequently found at typical exposures.

V. How to cover the insured.

A. ISO and independent forms

B. Coverages

1. Property
2. Direct Damage

3. Covered Cause of Loss

C. Sublimits of the policy defined

1. Expediting
2. Water Damage
3. Ammonia
4. Hazardous Substance

(BREAK)

D. Indirect Coverages

1. Business Interruption
2. Extra Expense
3. Consequential (Spoilage potential)
4. Utility Interruption

E. Exclusions

1. Standard Property Exclusions
2. Equipment Breakdown exclusions

F. Deductibles

VI. Flexibility (Selective vs Comprehensive)

- A. Why you shouldn't adversely select equipment.

## VII. Close

- A. Insured benefits
  - a. Fills open gaps in policy form
  - b. Protects for indirect losses caused by an equipment failure
  
- B. Agent benefits
  - a. Protects the agent against potential errors and omissions exposures by covering exposed equipment.
  - b. Gives the competitive advantage during bid process when all exposures are covered and insured.
  
- C. What clients have you left exposed?
  
- D. Summary