

# OCEAN MARINE

## APPETITE AND ELIGIBILITY GUIDE



### In a World of Risk, Turn to Travelers

When it comes to Business Insurance, we've got the *IndustryEdge*®: We're proudly one of the largest writers of commercial insurance in North America, offering superior breadth and depth of appetite with tailored coverage, sophisticated risk control and exceptional claim services to your middle market customers – a reflection of our commitment to remaining your carrier of choice.

### Feel Confident Placing Your Ocean Marine Business with Us

- Industry leader with 130 years' proven performance in the ocean marine industry; first North American carrier to offer marine general liability package.
- Our Technical Specialists provide insight into key exposures including contractual risk transfer, ocean cargo, warehousing, marina and shipyard surveys and fleet safety assessments.
- Highly experienced Claim professionals with deep expertise of the complex challenges and risks facing your ocean marine customers.
- Risk Control team focused on helping your customers avoid losses in the first place.
- A.M. Best® rating of A++ (Superior) for Travelers Insurance Company of Canada.
- Product breadth: more choice, tailored coverage for specific exposures.

## COVERAGE HIGHLIGHTS

We're proud to offer the protection, expertise and service your ocean marine customers need. Our extensive portfolio includes marine and non-marine coverages.

### Some features include:

- Marine Liability and Marine General Liability, including Excess and Bumbershoot Liability.
- Shipwright policy for mobile specialty boat repairers.
- Commercial Hull and Machinery, Protection and Indemnity, and Builders Risk coverage for marine clients that protects against property damage to the ship and legal liabilities arising from its operations.
- Cargo coverage for new merchandise to more complex shipments, including international transit and overland transit, international and stock coverage, and catastrophes.
- Luxury yacht coverage for premium and custom builds with hull values from \$500k to \$50M.



## Target Segments

Our broad appetite reflects our experience and commitment to making it easier for you to grow your business with us. Target industries include

- ✓ Boat dealers.
- ✓ Boat manufacturing and commercial boat builders.
- ✓ Importers, exporters, manufacturers and freight forwarders.
- ✓ Luxury yachts and yacht brokers.
- ✓ Commercial vessel owners.
- ✓ Marine contractors.
- ✓ Marina operators.
- ✓ Port authorities.
- ✓ Ship repairers.
- ✓ Shipyards.
- ✓ Stevedores.
- ✓ Terminal operators.
- ✓ Vessel charterers.
- ✓ Wharfingers.

## Superior Risk Management

**Industry focused Risk Control consultants** work closely with your customers to help them develop risk management strategies.

**Dedicated marine consultants** provide deeper expertise and knowledge of customer operations.

**Dedicated specialists** with marine industry experience provide deeper expertise and insights in areas such as:

- Construction.
- Inland Marine.
- Property Protection.
- Product Safety.
- Transportation.



**On-site:** Local expertise offering risk assessment, consulting services and training.



**Online:** 24/7 access to 1,000+ risk management resources on MyTravelers® portal.



**On-Demand:** Virtual assessment tools, convenient access.

## Exceptional Claim Service

- **Ocean Marine focused Claim professionals:** Our size and scale enable us to invest in focused industry expertise to better understand your customers' businesses.
- **On-site and virtual** options to help evaluate property and auto claims.
- **Drone fleet** with licensed pilots for property assessments.
- **Dedicated line of business Claim teams**
  - Auto, Property, Specialty Insurance, Bond and GL
- Experienced **Catastrophe Response Team** with CAT response centers across Canada.
- **Large Loss Claim professionals:** A complex-claim team with major case specialists in the field managing the most catastrophic and complex matters.
- **Claim Support**
  - Travelers Investigative Services.
  - Claim Relationship Manager.
  - Breach Recovery Services.
  - TravCare® Nurse Line
  - **24/7 Claim reporting**
  - **400+ Claim professionals**
  - **Travelers nurse professionals**

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