



# MASTER INSURANCE MECHANIC

STRATEGIES FOR MANAGING YOUR BUSINESS INSURANCE

## Common Exclusions Resulting in Coverage Problems

### Waterborne Equipment

#### Insurance Coverage Lake Management Contractors Need to Look Out For

It is very common to cover contractor's equipment (i.e. back hoes, bulldozers, generators, forklifts, etc.) on a type of coverage called "Inland Marine".

This is usually written on a "Contractors Equipment Floater" and offers coverage on equipment that is normally moved quite often.

The coverage is usually "all risk" with some exclusions.

Normal exclusions include flood and earthquake.

Another very common to have a "boom" exclusion.

This is when the operator overloads the boom, and as a result there is damage. This is considered operator error, normally not covered.

You can get boom coverage back... but only if you ask...and only for an additional premium.

One common exclusion that most insured's and agents don't catch...

The waterborne exclusion.

This means that if the piece of equipment is on or above water, it is excluded.

Most of the time, that is fine.

But if you put a crane on a barge, now you have a coverage problem.



What about the machinery that you use to take care of erosion control?

On water?

On land?

Are you sure you're covered?



**Is Your  
Swamp  
Buggy or  
Weedoo  
Covered?**

**Tricky Coverage an Agent May Miss on Aquatic Contractors**

Is the conveyor system on land only?

Do you have “swamp buggies” that are on land and water?

What do you do with the aquatic weed harvester (like a Weedoo) type machine?

What about airboats?



**Conclusion**

The details matter. Make sure you have all the nuts and bolts of proper coverage, and when you have a loss, you won’t be losing sleep at night.

**Cage the beast.**

Insurance costs are typically the 2<sup>nd</sup> highest expense behind payroll.

***Are you and your agent doing absolutely everything you can to contain them?***

If you would like to discuss more creative ways to reduce your business insurance costs without reducing your coverages, feel free to contact me.

Have you ever met a car mechanic that is so good he could take your car apart piece by piece and put it back together again? That is what I do with risk and insurance programs. Find the weaknesses, close the gaps, and do my level best to lower your insurance costs.

I would like the opportunity to be your Master Insurance Mechanic.

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**Turn to a Lake Management Insurance Expert**

This is why you need to turn to an expert on this type of risk.

There are dozens of pitfalls in coverage if you aren’t experienced with this type of account.

Sometimes the only way you discover them is an uncovered claim.