

29 NPAs: How do you stay current on new commercial insurance product offerings and services globally? This edition of Advisen's New Product Announcements contains details from Advisen; AmWINS; Aon Risk Solutions, Global Excess Partners, and Terminix; Beacon Hill Associates; Catlin Re Switzerland; Chartis; Crump; Engle Martin & Associates; Hanover; Lockton; LONMAR Global Risks and Catlin Group; Marsh; Navigators Syndicate 1221; Petersen International Underwriters; PLUS; RMS; SKCG; Starr; Travelers; United Valley; Willis; WKF&C; XL; and Zurich.

### **HOW TO SUBMIT NPA CONTENT**

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**RIMS Benchmark Book "Live Event!" Sponsored by FM Global**  
On Monday, July 18 at 11am EDT, join ERM Strategist **Carol Fox**, Arrow Electronics Risk Manager **Debbie Gramer**, and other senior insurance luminaries on this panel moderated by Advisen's **Dave Bradford**. This "State of the Market" meets "RIMS Benchmark Stats" discussion webinar will be broadcast live from the RIMS office at 1065 Avenue of the Americas. Register for this free, one-hour webinar via <https://www1.gotomeeting.com/register/230447745>

### **Advisen's Q2 Securities Litigation Webinar, Sponsored by Anderson Kill & Olick**

On Tuesday, July 19 at 11am EDT, join Anderson Kill's **Bill Passannante**, Oakbridge/RT Specialty's **Kevin LaCroix**, Navigators' **Scott Misson**, and Willis' **John Connolly** for a free, one-hour webinar. The most recent quarter has been active for followers of Securities litigation. The growth in litigation against Chinese companies has continued unabated. Also, more mergers have created – surprise - more objections! Canada is emerging as a perplexing venue for securities litigation, too. Finally, the Supreme Court has now weighed in on three important cases that bear discussion. Register via <https://www1.gotomeeting.com/register/329683641>

### **29 NPAs**

### **Advisen MSCAd Surpasses 100,000 Large Loss Events for \$5.8 Trillion**

On June 25, 2011, Advisen's research & editorial team crossed the 100,000 threshold in the ongoing build-out of Fear Factors and Pain Points known as Large Losses. These case examples by category (eg professional practices, cyber, employment, securities), cause (eg

explosions, fire), company size (eg for market caps \$1B - \$2B), coverage type (eg D&O, Professional Liability), root cause (eg subprime, stock option grants, market timing, Enron, Contingent Commissions) are sortable by dozens of other filters. Search this database by keyword (eg location, court, defendant) or by SIC code or industry. Track trends within industries and geographical locations to gain a wider understanding of the likely exposure, from which appropriate terms, cover and price can be driven through the underwriting process. For more details, [https://www.advisen.com/pdf\\_files/Advisen\\_MSCAd\\_product\\_sheet.pdf](https://www.advisen.com/pdf_files/Advisen_MSCAd_product_sheet.pdf)

**AmWINS Announces New Automobile Repossession Program:**

AmWINS announced the development of an exclusive program with an A.M. Best rated A+XV carrier to provide coverage for the auto repossession industry. This comprehensive insurance program is designed specifically for the unique needs of the repossession industry and is available in all states except MA and NJ. "This program is specifically structured to meet most lenders' requirements," said Ted Hosterman, Senior Vice President at AmWINS Brokerage of Texas, who specializes in transportation coverage and developed the program. "In addition, it also includes coverage extensions to allow for the unique exposures presented by this class. This program is based on a similar one previously written for a major industry trade group, so we're excited that we're now able to offer this program to all operations that meet our qualification criteria regardless of industry affiliations." Coverages will be written on a non-admitted basis for Commercial General Liability (CGL) and Inland Marine (IM). The Auto Liability (AL), Auto Physical Damage (APD), and Garage Keepers Legal Liability (GKLL), which includes in-tow coverage, will be written using admitted paper. Contact Ted Hosterman at 214.561.6863 or [ted.hosterman@amwins.com](mailto:ted.hosterman@amwins.com)

**Aon Risk Solutions, Global Excess Partners, and Terminix**

**Unveils Bed Bug Insurance Solution:** In response to the growing bed bug epidemic, Aon Risk Solutions announced its strategic alignment with Global Excess Partners, and Terminix to unveil the first ever bed bug insurance solution for hotels, landlords, student housing, corporate businesses and leisure travelers. This suite of products offers an integrated pest management approach to specifically target bed bugs and combines insurance coverage with Terminix's specialist bed bug elimination resources to deliver cost savings and greater budgetary certainty while successfully treating and protecting premises. "This is the first comprehensive insurance product for bed bug infestation and the first response from the private sector to address a growing national issue," added Aon Risk Solutions' National Property Practice Leader Al Tobin. "We are committed to

helping businesses and individuals stop the spread of this epidemic." This new suite of products delivers the following benefits, subject to policy limits, terms and conditions: (1) Insurance to cover the cost of bed bug elimination; (2) Insurance to recover lost revenue resulting from taking rooms out of service during bed bug elimination; (3) Dramatically reduced need to destroy room contents; in many situations, contents can be successfully treated rather than destroyed and replaced; (4) Multi-faceted, integrated bed bug management approach includes a new, non-toxic elimination treatment that can return a room to service in five days or less; (5) Discounted rates for mattress encasements and bed bug kits for greater peace of mind; (6) Tips to prevent further outbreaks. Contact Kelly Drinkwine at 312.381.2684 or [kelly.drinkwine@aon.com](mailto:kelly.drinkwine@aon.com)

**Beacon Hill Associates Offers Workers Compensation Product To Environmental Contractors & Consultants:** PartnerOne Environmental®, Beacon Hill Associates' underwriting division, offers Workers Compensation coverage to a broader range of environmental contractors and consultants. Coverage is provided by a group of "A" rated insurance carriers with an excellent track record of writing and servicing Workers Compensation policies. "While we have offered workers compensation policies to a limited segment of our book for years, we have had a hard time offering the type of coverage we wanted to our smaller clients. We are very pleased to say that has now changed. We are offering coverage from excellent insurers to a wide range of environmental risks, both large and small," said Bill Pritchard, President of Beacon Hill Associates, Inc. PartnerOne Workers Compensation is available in the following states: AL, AR, CT, DC, GA, IL, IN, KS, LA, MD, MO, MS, NC, NE, NM, NV, OK, PA, SC, TN, and VA. It can only be purchased if the insured is also securing other lines of coverage. Minimum premiums start at \$2,500. Contact Robye Davidson at 800.596.2156 x108 or [rdavidson@b-h-a.com](mailto:rdavidson@b-h-a.com)

**Catlin Re Switzerland Opens Madrid Office:** With effect from 1 July 2011, Catlin Re Switzerland will underwrite treaty reinsurance business from a new office in Madrid. The office will be headed by Julio Sáez, who joined Catlin on June 1, 2011. The Madrid office will complement Catlin's existing Barcelona office, which will continue to offer direct insurance solutions for the Iberian market. Julio Sáez, Branch Manager, will head Catlin's office in Madrid. He previously served as Head of Engineering and Senior Underwriter at Swiss Re for Spain, Portugal and Latin America. Contact James Burcke at 0207.458.5710 or [james.burcke@catlin.com](mailto:james.burcke@catlin.com)

**Chartis Increases Construction Project Capacity to \$250 Million:** Chartis has doubled capacity for construction projects from

the Global Energy Property unit. With this increase in capacity, insureds will now be able to access up to \$250 million of PML (probable maximum loss) capacity for construction projects, complementing Global Energy Property's \$250 million capacity for operational energy and manufacturing risks. George Stratts, President of Global Property, said, "We believe this increased capacity represents yet another component of our industry-leading toolkit, and we are pleased with our enhanced capabilities to provide world-class solutions to our brokers and clients." Contact Marie Ali at 212.458.2536 or [marie.ali@chartisinsurance.com](mailto:marie.ali@chartisinsurance.com)

**Crump International Offers Nationwide Package Facility for Special Events:** Crump International announced a new nationwide package facility for special events targeted to event organizers and sponsors for small to medium size events (not exceeding 3 days). It is written through Lloyds, an A.M. Best A XV rated, non-admitted carrier and offers event cancellation, property damage, spectator GL, and terrorism. This facility covers a broad range of classes from craft fairs and art shows to fundraising dinners and community festivals. Along with our A XV rated carrier and nationwide capabilities, they have the solutions you need for all small to medium size events. Key Points: (1) Offered through Lloyds, rated A XV by A.M. Best; (2) Non-Admitted paper; (3) Targeted to event organizers and sponsors for small to medium size events; (4) Commission to producing Crump broker – 25%; (5) Provides coverage for event cancellation, spectator GL, property damage, and terrorism; (6) Includes in-house underwriting authority; (7) Multi-line coverage available; (8) Available nationwide, except HI, IL, KY, and U.S. Virgin Islands.

**Engle Martin & Associates Launches National Specialty Loss Group:** Engle Martin & Associates has announced the launch of its Specialty Loss Group (SLG), dedicated to managing high-value, complex losses from a variety of commercial and industrial business segments. The SLG is comprised of Engle Martin's elite nationwide team of highly credentialed and experienced Executive General Adjusters. "The creation of the Specialty Loss Group was a natural evolution for Engle Martin. They have hand-selected a highly experienced team, equipped with the technical capabilities needed for complex claims," said John Quinn, President and Chief Executive Officer. "We are quickly moving forward with the goal of advancing Engle Martin's standard of claims excellence in the industry." The group will be led by Joe Slane, Vice President and Executive General Adjuster with more than 23 years of commercial claims experience, including 10 years with Engle Martin. Contact Christie Claud at [cclaud@englemartin.com](mailto:cclaud@englemartin.com)

**Hanover Designs a Complete Solution for Architects and Engineers:** Hanover unveiled Hanover Architects & Engineers Advantage, a broad set of professional liability coverages for architects and engineers. “We estimate that there are more than 100,000 architectural and engineering firms in the US and half may not have professional liability coverage,” said Gerald Merritt, president of Hanover Professional Portfolio. “These professional product capabilities will help our agent partners tap into this growing industry as we continue to build-out our already distinctive product suite with more specialized solutions.” Hanover Architects & Engineers Advantage is offered on an admitted basis and targets a variety of disciplines for design professionals in full-time private practice with annual gross billings up to \$10 million. These include firms that focus on: Architecture; Electrical Engineering; Mechanical Engineering; Heating, Ventilation, and Air Conditioning Engineering; Civil Engineering; Interior Design; Land Surveying; Aerial Mapping; and Landscape Architecture. A Policy Designed and Engineered for Success Hanover Architects & Engineers Advantage offers more than three-dozen innovative coverages. These include: Design/build coverage for professional services; Time delays caused by professional services; Automatic 30 days of coverage for newly acquired entities; Pollution coverage for professional services; Consent to settle; Coverage for ADA/FHA/OSHA claims: \$25,000 defense costs plus up to \$250/day for salaries and expenses; Punitive damages unless prohibited by law; and Free pre-claims assistance.

**Lockton Expands Insurance Operations to Memphis:** Lockton has opened a Memphis risk management and employee benefits operation. The Lockton Memphis team will provide commercial insurance, risk management, and employee benefits services for clients regionally, nationally, and internationally. “We see a rare opportunity in Memphis to assemble a high caliber group of professionals. As they become part of Lockton’s entrepreneurial culture, they will deliver an uncommon level of advice and work product to businesses in Memphis and the surrounding market,” said Kevin McDaniel, President of Lockton St. Louis. “We are thrilled to have a respected industry leader like Joe Lammel lead this exciting effort. Joe shares Lockton’s passion for community involvement and fits our culture extremely well.” Lockton expects to add several professionals to its staff in Memphis with expertise in property-casualty insurance and employee benefits in the coming months. Contact Dean Davison at 0816.960.9309 or [ddavison@lockton.com](mailto:ddavison@lockton.com)

**LONMAR Global Risks and Catlin Group Limited Announces New MediCare Facility:** LONMAR GLOBAL RISKS (LONMAR) and the Catlin Group Limited (Catlin) announced that they have

negotiated a new facility for LONMAR's specialist MediCare International division. The initial three-year contract provides each organisation with access to the other's respective global network and will expand MediCare's product range to include complementary non-medical Catlin products. MediCare has traditionally provided international medical and health insurance for expatriates and their families. David Pexton, managing director of LONMAR's Non-Marine division commented: "This is an important and growing business sector for LONMAR. MediCare has more than 25 years' experience of providing healthcare cover to expatriates. This new relationship provides us with access to Catlin's extensive global distribution network, with 50 offices worldwide, combined with significant support from an acknowledged industry leader. Medicare will also have the opportunity to offer a broader range of products as a result of the Catlin partnership..." MediCare ([www.medicare.co.uk](http://www.medicare.co.uk)) will issue all policy documentation and be responsible for the settlement of all claims on behalf of Catlin ([www.catlin.com](http://www.catlin.com)) direct with their clients and intermediaries under a binding authority provided by Catlin. Contact David Pexton at 0207.204 3700 or [david.pexton@lonmar.com](mailto:david.pexton@lonmar.com)

**Marsh Risk Consulting Launches New Intellectual Property and Critical Information Protection Offering:** The protection of critical information and intellectual property (IP) can determine the success or failure of even the most established firms. The advent of cloud computing, social networking, outsourcing, and other modern business innovations have only increased the exposures of many organizations to security breaches and theft. To address these growing risks, Marsh Risk Consulting has launched a new Intellectual Property and Critical Information Protection offering, combining process and qualitative and quantitative analyses that help organizations identify, value, prioritize, label, and secure intellectual property and critical information. "Competitors, sovereign governments, criminal organizations, and individuals with financial, political, social, or destructive motivations threaten the competitive advantages that organizations derive from formulas, patents, trade secrets, and other intellectual property," said Karen Avery, Marsh Risk Consulting's Resiliency Consulting Practice Leader. "Marsh's new offering enables protection of such intellectual property throughout its lifecycle—from origination, to transfer, to usage, and finally to destruction." Marsh's new service enables organizations to gain a more comprehensive understanding of how information and intellectual property flows through their organization. Users can map which key resources—people, technology, or physical assets—use, manipulate, and access such information, and determine what its quantitative and qualitative value is to their organizations. Working with Marsh Risk Consulting specialists, organizations can develop risk

mitigation and/or transfer solutions to close any gaps in existing controls. Contact Sally Roberts at 303.952.9453 or [sally.roberts@marsh.com](mailto:sally.roberts@marsh.com)

**Marsh Launches Country Weighted Industry Loss (CWIL™) Solution For Earthquake And Windstorm Risks:** Organizations with significant earthquake and/or windstorm exposures that are unable to purchase enough insurance to adequately protect their assets now have access to dedicated capital available through Marsh via the Country Weighted Industry Loss (CWIL™) solution. Originally developed in 2010 by Guy Carpenter & Company, LLC as an index-based reinsurance contract issued by Bermuda-based hedge fund Nephila Capital Ltd., CWIL is now available to Marsh's corporate clients with exposures in the US and Europe. "Earthquake and windstorm insurance coverage has traditionally been difficult and expensive to obtain for organizations with significant exposures, and that is only being exacerbated in today's transitioning property catastrophe market," said Quentin Hills, global head of Marsh's Financial Risk Products Practice. "Working with Nephila and Guy Carpenter, Marsh has adapted the CWIL index-based solution to provide clients with access to dedicated capital that previously had only been available to insurers and reinsurers." Unlike other index-based insurance instruments that use total industry or state-wide loss figures to calculate loss payments, CWIL uses loss data calculated from Property Claims Services broken down to a country level. This enables companies to hedge their earthquake and windstorm risks at a more granular level allowing for a better match with their actual losses. CWIL may be structured as a standalone solution or as a complement to an existing property program and provides meaningful capacity. Contact Anand Poola at 212.345.4292 or [anand.poola@marsh.com](mailto:anand.poola@marsh.com)

**Navigators Launches Life Sciences Products Addressing Emerging Risks:** The Navigators Group announced that its principal underwriting agency subsidiary, Navigators Management Company, Inc., has introduced a new Global Life Sciences suite of products, Navigators LS Elite, a set of property & casualty products addressing the complex needs of the life sciences industry. These products are available for companies in North America, Europe and select countries in Central and South America. "The new Navigators LS Elite suite of products provides an enhanced insurance solution for the life sciences industry, offering tailored coverage for a diverse range of risks ranging from products and professional liability to general liability and property," said Lyn Rossano, Senior Vice President and Head of Navigators Global Life Sciences. "LS Elite, coupled with the service capabilities of our global organization, provides a superior risk

transfer solution for life science companies." The Navigators LS Elite suite of products addresses unique property casualty exposures including emerging risks related to environmental and information technology exposures that have developed from rapid advancement in the development of new technologies and research methods. Included in this suite of new products are enhancements to the innovative Product Liability and Research Related Professional Liability products that originally positioned Navigators Global Life Sciences as a leading insurance provider for this industry sector. Lastly, the release also includes newly designed commercial package, auto liability and umbrella products. The Navigators LS Elite suite of policies are underwritten for U.S.-based companies by Navigators Insurance Company and Navigators Specialty Insurance Company, which are both rated "A" (Excellent) by A.M. Best, and for international companies through Navigators' Lloyd's platform, Syndicate 1221. Please consult your insurance broker and review the policy for coverage limitations, restrictions, exclusions, terms and conditions. Contact Taha Ebrahimi at 914.933.6209 or [tebrahimi@navg.com](mailto:tebrahimi@navg.com)

**Navigators Syndicate 1221 is the New Official Brand of Millennium Syndicate 1221:** Navigators Syndicate 1221 remains under the same management that has brought you consistent service through the years. They remain dedicated to serving customers and insuring a world in motion. Navigators Syndicate 1221 is managed by, with all capital provided by, wholly-owned subsidiaries of The Navigators Group, Inc., an international holding company celebrating 25 years since the their Initial Public Offering. Contact Taha Ebrahimi at 914.933.6209 or [tebrahimi@navg.com](mailto:tebrahimi@navg.com)

**Petersen International Underwriters Announces Redevelopment And Improvement Of Lloyd's Business Contingent Lines Of Coverage:** Petersen International Underwriters announced the redevelopment and improvement of their Business Contingent lines of coverage. Contingent Bank Loan Protection, Contingent Key Person Protection, Contingent Buy Sell Protection, and Contingent "Confidential" Asset Protection are all designed for business uses in providing high limits of coverage with exceptionally fast underwriting. Perils covered may include both death and disability when third party situations demand swift underwriting. "We are able to insure a person under any one of our Business Contingent Plans for from \$100,000 to \$100,000,000, with most cases approved and bound within 24-48 hours," stated Mark Petersen, VP of Marketing for Petersen International Underwriters. "These programs solve unique problems, especially for the corporate world," he continued. "Mergers and acquisitions, bank loans, difficult to place cases, short term needs, and venture capital investments are some of the regular uses for

which we can provide fast solutions.” Examples include: A key person portfolio manager may need to be insured for many millions of dollars, and the long wait for traditional underwriting may not be acceptable; a private equity firm is close to closing a deal involving the purchase of a firm whose principal asset is a research doctor; a medical group preparing to purchase a new piece of diagnostic equipment for \$2,000,000 and their bank has asked for death and disability coverage to be in place prior to funding. “Millions could be at risk. These are typical examples of the daily needs for Business Contingent Plans,” comments Kurt Petersen, Special Contingent Underwriter for Petersen International Underwriters. Contact Thomas Petersen at 800.345.8816 or [thomas@piu.org](mailto:thomas@piu.org)

**PLUS Supports The Next Generation Of Professional Liability Leaders Through Future PLUS:**

The Professional Liability Underwriting Society (PLUS) announced the Future PLUS initiative. Future PLUS seeks to attract, educate and retain the next generation of professional liability insurance specialists to ensure a bright future for the industry and its flagship educational and networking association. A key component of the Future PLUS initiative is the establishment of a new membership level for professionals who are 35 years old or younger. The Future PLUS membership level allows professionals who are newer to the industry to join PLUS for just \$50 annually and includes the full benefits of a membership in PLUS, including member rates for the industry-leading PLUS curriculum, national and chapter events, member access to [www.plusweb.org](http://www.plusweb.org), and receipt of the monthly PLUS Journal. In addition to the new membership level, the newly-created Future PLUS Committee will elect a member to participate in all PLUS Board meetings and represent the viewpoint of the group in debate and discussion. By including the perspective of the next generation of professional liability leadership, PLUS hopes to ensure that the viewpoints of this important segment of the industry are taken into account in charting the organization for continued success. The Future PLUS membership tier is available to anyone interested in professional liability and age 35 or younger. Contact Derek Hazeltine at 952.746.2580 or [dhazeltine@plusweb.org](mailto:dhazeltine@plusweb.org)

**RMS Releases New Model Covering China and Hong Kong**

**Typhoon:** Risk Management Solutions (RMS) has announced the release of the RMS® China Typhoon Model, covering both mainland China and Hong Kong, which delivers significant advancements in quantifying typhoon-related flood risk. Flood is a key driver of loss in typhoon events, and some of China’s most economically developed areas along its east coast are at risk from both typhoon wind and flood impacts. With the release of this model, companies are now able to

quantify the risk from both typhoon and earthquake events, following the release of the RMS® China Earthquake Model in 2007. According to the China Meteorological Administration (CMA), there have been approximately nine typhoon landfalls on average each year since 1950. Quantifying the risk of wind and related flood loss is a key concern for insurers and reinsurers looking to increase market penetration in China, where these losses are both covered by fire policies. "Although wind and flood damage are driven by the same typhoon events, the new model allows companies to quantify the losses independently," said Matthew Grant, global head of client development at RMS. "By gaining a stronger grasp of what's driving the loss from typhoons, companies will be able to select risks more confidently and capitalize on opportunities in this rapidly emerging market." Contact Jackie Barber at 0207.444 7723 or [jackie.barber@rms.com](mailto:jackie.barber@rms.com)

**SKCG Group Launches Hedge Fund Start-Up Kit:** SKCG Group has designed a comprehensive program for hedge funds that includes a 'Start-Up Kit' for emerging managers. The program grows in sophistication as the fund's assets under management and the number of employees increase. It is based on SKCG's detailed analysis of the hedge fund industry's insurance needs, from launch to their becoming multi-billion dollar asset funds. Some pre-launch concerns among hedge fund managers include purchasing property/casualty and liability insurance, workers' compensation, medical coverage, as well other basics such as payroll administration. According to SKCG, more start-ups are also acquiring Directors and Officers and Errors and Omissions (D&O/E&O) Professional Liability coverage. SKCG's program then points more established hedge funds toward key person life insurance as an important component in the management of risk, alongside business succession planning and sophisticated pension and non-qualified deferred compensation programs. SKCG plays an important advisory role through each stage of growth, and provides hedge fund managers with "benchmark reports" showing the coverage and services that other hedge funds are buying. Especially in the current regulatory environment, making the right choices is more important than ever. Contact Will Thompson at 267.221.6056 or [will@hedgefundpr.net](mailto:will@hedgefundpr.net)

**Starr Aviation Offers Personal Non-Owned Coverage:** Starr Aviation Agency, a member of Starr Companies, recently launched a personal non-owned offering for both renter pilots and flight instructors: The personal non-owned offering is a unique product, offered exclusively online through Starr Aviation's StarrLink system that will provide coverage available for single engine and multi-engine piston aircraft, in addition to piston rotorcraft. The offering includes

personal and non-commercial coverage, in addition to coverage for flight instructors and examiners, and may be underwritten to extend coverage for negligent instruction. Light sport and experimental aircraft are also included in the non-owned product offering. The non-owned policy form is inclusive of many enhancements, such as medical payments up to \$10,000 each person, with the option of (but not limited to) baggage, search and rescue coverage and runway foaming. The limits of liability extend up to \$1,000,000/\$200,000 per passenger and \$200,000 non-owned physical damage liability. Additionally, discounts are available through merits such as a claims free experience, completion of any level of wings in the last 12 months (basic, master or advanced) or for the Master Flight Instructors. Finally, to make payments for the non-owned offering efficient, Starr Aviation provides the option of paying directly through PayPal upon binding. Contact Jim Anderson at 480.586. 3601 or [jim.anderson@cvstarr.com](mailto:jim.anderson@cvstarr.com)

**Starr International Expands Presence In China Through Investment In Dazhong Insurance Company:** Starr Companies has announced that Starr International Company, Inc. (Starr International) has been approved by the China Insurance Regulatory Commission as a strategic equity investor of Dazhong Insurance Company Limited of China (Dazhong Insurance). This approval allows Starr International, through its subsidiary, Starr Insurance & Reinsurance Limited, to take a significant equity position in Dazhong Insurance and become its largest single shareholder. In a statement, Maurice R. Greenberg, Chairman and CEO of C.V. Starr & Co., Inc. and Starr International shared: "China is experiencing incredible growth, creating an increasing need for insurance products and services. We recognize Dazhong as a company with great potential – one that is positioned to emerge as one of the most significant insurance organizations in the region." Together, the companies are expected to leverage Starr International's product and distribution expertise to broaden the companies' offerings and expand within China. Contact Rebecca Nairn at 646.227.6544 or [rebecca.nairn@starrcompanies.com](mailto:rebecca.nairn@starrcompanies.com)

**Travelers Tees Off Newly Improved Eagle 3SM Insurance Protection for Golf Facilities:** Travelers is pleased to tee off its newly improved Eagle 3SM insurance protection for golf facilities. Golf course owners and operators recognize that their greatest golf-related hazards extend beyond a bunker or fast-approaching summer storm. "In today's economy, golf facilities need more flexibility and broader coverage to manage key exposures," said Ric Sirmans, Underwriting Manager, Travelers National Programs. "Travelers newly improved Eagle 3 product helps better protect golf facilities

against potential losses and keeps our policyholders out of the rough." Golf facilities face insurance risks unique to their industry, since they may have several businesses operating within one facility, such as restaurants, recreation (swimming and tennis), retail and landscaping. Each of these has unique exposures - including fires, alcohol-related accidents, pool safety, golf cart accidents, lightning strikes, floods, or slips, trips and falls. Travelers' improved Eagle 3 product offers new increased liability limits and flexible, customized coverage options. In addition to its existing liability coverages, including general liability, umbrella policies and commercial auto, Eagle 3 has expanded its errant ball coverage from auto to property coverage and now offers an endorsement for food contamination cost reimbursement at restaurants and snack bars located at the facility. Contact Jennifer Bagdade at 651.310.2883 or [jbagdade@travelers.com](mailto:jbagdade@travelers.com)

**Travelers Launches CyberRisk to Protect Against Increasing Threat of Cyber Exposures:** Travelers unveiled CyberRisk, a new product from Travelers Bond & Financial Products dedicated to limiting client cyber exposures and managing associated risks. Travelers' CyberRisk policy was designed to provide a comprehensive solution with both the flexibility and scalability to meet the needs of companies of all sizes across all industries. CyberRisk will be offered through Travelers' suite of management liability products including Wrap+(R) for Private & Non-Profit Organizations, Executive Choice+(R) for Public Companies and SelectOne+(R) for Financial Institutions. Insureds can build a custom CyberRisk policy that fits their business needs based on 10 coverage options. These options address exposures and the ripple effects associated with a cyber-related event including: Third Party Liability coverage: (1) Network and Information; (2) Security Liability; (3) Communications and Media Liability; (4) Regulatory Defense Expenses. First Party coverage: (1) Crisis Management Event Expenses; (2) Security Breach Remediation and Notification Expenses; (3) Computer Program and Electronic Data Restoration. Expenses: (1) Computer Fraud; (2) Funds Transfer Fraud; (3) E-Commerce Extortion; (4) Business Interruption and Additional Expenses. Travelers has provided cyber coverages for more than 25 years and understands the importance of assisting companies and organizations with the full cycle of an incident, from coping with the breach to expenses related to potential lawsuits. In addition to this new product, Travelers offers cyber liability coverage tailored to the needs of Technology and Public Sector customers, among others. Contact Jennifer Bagdade at 651.310.2883 or [jbagdade@travelers.com](mailto:jbagdade@travelers.com)

**United Valley Insurance Services Launches Payroll Processing:** United Valley Insurance Services and its 72 independent agency

members now offer payroll processing. United Valley recognizes that businesses owners have less time to spend shopping for insurance and payroll services. United Valley Payroll Data Processing has programs designed to streamline the payroll process, tax admittance and workers' compensation premium payments so that business owners can focus on building their business instead of worrying about administrative functions. "The technology platform is more than payroll; it is a fully integrated Human Resources Information System, designed for companies with the tools and resources they need to effectively and economically manage their businesses," David Volpi, President and Managing Member of United Valley Payroll Data Processing, LLC said. Contact Jessica Holt at 800.549.4242 x2573 or [jessicah@unitedvalley.com](mailto:jessicah@unitedvalley.com)

**Willis North America Announces Bed Bug Infestation Recovery Insurance™ (BBIR) For Hotel and Residential Industries:** To meet the growing demand from hotel, hospitality and residential property owners, Willis announced Bed Bug Infestation Recovery Insurance™ (BBIR). This innovative product developed in collaboration with Lago Vista, Texas-based Professional Liability Insurance Services offers a comprehensive risk management and insurance solution that extends coverage beyond what is generally available under standard property and liability policies. The BBIR product delivers a range of solutions, including: (1) Insurance to cover the cost of decontamination services; (2) Insurance to cover the cost of rehabilitation expenses; (3) Insurance to cover the loss of profit due to business interruption; (4) Crisis management services including a 24/7 crisis hotline, and expert operating teams to coordinate with regulatory authorities, public health authorities, customers, employees, and media; (5) Risk control techniques, including a bed bug prevention guide, customized action plans and training material for staff education; (6) Decontamination services provided by locally and nationally recognized pest control specialists including Orkin, LLC, a wholly owned subsidiary of Rollins Inc. Willis North America's National Real Estate and Hotel Practice Leader said. "This program offers organizations a comprehensive approach to addressing the risks involved with this exposure - from tools to help prevent an infestation, to coverage for the economic consequences, through crisis management and remediation. The Program is intended to close a critical gap in most insurance policies." Contact John Lafakis at 212.915.8274 or [john.lafakis@willis.com](mailto:john.lafakis@willis.com)

**WKF&C PRO Adds New Assisted Living Facilities Program:** WKF&C PRO Vice President Thomas Nash announced the addition of a new assisted living facilities program. "Assisted Living is a rapidly expanding class of business. WKF&C PRO is now positioned to target

facilities that traditionally could not afford to buy insurance due to the high minimum premiums in the marketplace.” The new program is available on non-admitted paper in all states except Alaska and certain counties in Florida (Miami-Dade, Broward, Duval, Hillsborough, Manatee, Palm Beach, Pinellas and Orange Counties.). The program offers limits up to \$2 million/\$4 million. Minimum premium starts at \$1,800 for professional liability on a claims-made basis. General liability minimum premium is \$450 for claims-made and \$600 on an occurrence basis. Optional coverage for defense outside (full separate limit), full-limit punitive damages, employers benefit liability and sexual abuse/molestation is available. This program is not available for nursing homes. AVP Carolyn Worster explained that “in response to market demand, we were able to secure this timely program which we are confident will become a valuable asset to our brokers. With competitive pricing, generous terms, and our fast turnaround, our program is poised to become a market leader.” Contact Carolyn Worster at [cworster@wkfc.com](mailto:cworster@wkfc.com)

**XL Insurance’s Environmental Group Unveils New Contractor’s Protective Indemnity Coverage For Mid-Sized Contractors:** XL Insurance announced new Contractor’s Protective Indemnity (CPI) coverage for the construction industry. This new coverage provides an additional layer of insurance protection to contractors working on design/build projects when their architect/engineer’s limits are inadequate or eroded. Laura Wagner, XL Insurance’s Environmental Construction Practice Leader explained that: “Reputation and protection of profit are critical to contractors. We believe that this new coverage rounds out our current breadth of pollution and professional liability coverage for mid-sized contractors.” “This enhanced product is delivered with a full complement of claim attorneys, claim consultants, risk control consultants and underwriters to provide a comprehensive and integrated solution for contractors,” added Ms. Wagner. According to Rich Corbett, President of XL Insurance’s Environmental Unit, “XL Insurance’s environmental group continues a 25-year tradition of offering expertise and service to the construction industry. With the recent launch of XL Insurance’s North America Construction unit, XL continues to enhance and expand our underwriting, risk consulting and claims capabilities specifically to serve the constantly changing risk management needs of the construction industry.” XL Insurance’s Professional and Pollution Liability policies are underwritten by XL’s Indian Harbor Insurance Company and Greenwich Insurance Company in the US and XL Insurance Company Limited in Canada. Contact Christine Weirsky at 610.968.9395 or [christine.weirsky@xlgroup.com](mailto:christine.weirsky@xlgroup.com)

**Zurich's Construction Business In North America Offers Insurance Solutions For Public And Private Operational Civil Works:** Zurich has announced that its Construction business in North America introduced an insurance product to protect operational civil works exposures from direct physical loss and damage as well as loss of revenue for both public and private projects. "As an industry thought leader, Zurich recognized that there are risks and exposures on civil works projects that occur after construction is complete," said Scott Rasor, head of Construction for Zurich North America Commercial. "By combining our builders risk product with our new civil works solution, we are able to provide a seamless transition between the construction and operational phases of civil works projects." The Zurich Operational Civil Works Policy offers the following limits, features and coverages: (1) Capacity with limits up to \$150 million; (2) Flexible deductibles with an option for an aggregate; (3) Improvements and betterments to real and personal property; (4) Loss of use and revenue; (5) Coverage for natural catastrophes; (6) Interruption by civil or military authority; (7) Loss to surveillance equipment. In addition to core coverage options, extensions include: (1) Ingress and egress cover; (2) Pollution clean-up and decontamination; (3) Transit \*Extra expense; (4) Ordinance or Law/Increased Cost of Construction; (5) Loss adjustment expense; (6) Fire brigade charges and extinguishing expenses. Contact Jennifer Nowacki at 847.605.6511 or [jennifer.nowacki@zurichna.com](mailto:jennifer.nowacki@zurichna.com)

**Zurich and RISC Form New Demolition Select Insurance Program For Demolition And Wrecking Contractors:** Zurich announced that it is working with nationally known wholesaler and program administrator RISC, Inc. to offer a new program for demolition and wrecking contractors called Demolition Select. This new program is designed to help protect debris removal businesses, salvage operations, wrecking companies, and businesses specializing in underpinning buildings from the unique risks they face on a daily basis. Zurich and RISC's new Demolition Select program offers coverages for general and excess liability, property and inland marine, as well as commercial auto. The following extensions are also available through this program: (1) Blanket additional insured; (2) Per job aggregate; (3) Blanket waiver of rights; (4) Employee benefits liability; (5) Direct billing available. The Demolition Select program is available nationwide and written on an admitted basis. RISC will distributed this new program, underwritten by Zurich American Insurance Company, through retail agents and wholesale brokers. Contact Jennifer Nowacki at 847.605.6511 or [jennifer.nowacki@zurichna.com](mailto:jennifer.nowacki@zurichna.com)

**ADVISEN IS TWEETING**

Advisen's editorial team is now tweeting away on [www.twitter.com](http://www.twitter.com) as **@advisen** and as of April 1, 2011 we have almost 500 followers. Charlie Sheen has more, but everyone needs to start somewhere.

**ARE YOU ON LINKEDIN?** Join these groups

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E&O Commercial Insurance: <http://linkd.in/g8pwTZ>

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Healthcare/MedMal Commercial Insurance:  
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Property Insurance: <http://linkd.in/fzVv2W>

Environmental Commercial Insurance: <http://linkd.in/e0tLOg>

Life Sciences / Biotech Commercial Insurance:  
<http://linkd.in/eR9GjA>

Casualty Clash & Catastrophe Insurance: <http://linkd.in/dXLHYc>

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**NPA's NEXT DEADLINE**

The next NPA deadline is day 28 of the month. There is no charge to submit NPA content. NPA content is global.

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Do you have a new program or a new policy? Send a note about your new products, offerings, acquisitions, or services to [editors@advisen.com](mailto:editors@advisen.com) with NPA in the subject line. We'll include that item in our next New Products Announcements. Advisen's NPA column is distributed via our Front Page News e-mail to 95,000 commercial insurance professionals.

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