



Environmental Marketplace

Carrier Service

There has been a lot of turbulence and shake-up among the larger carriers over the past year or so. Of particular concern is the level of service being offered on submissions. Many underwriters seem to be moving companies, and it can be difficult at times to find out who is working on your accounts.

UCPM has continued to enjoy good service from most of the carriers, but we are closely monitoring turnaround and response time. It also appears that several carriers are planning to open new Environmental Divisions and become active in the marketplace with talent recruited from other carriers. UCPM will seek



appointments with these carriers as needed so that we can continue to represent the entire marketplace for our agents.

Restoration Contractors

More of the franchise companies have new requirements and restrictions on carrier selection when it comes to this class. They often have an approved list of carriers that your clients can select from. UCPM continues to represent all of the approved carriers for the franchise operations.

Alternative Energy

Environmental insurance is not just about cleaning up spills. UCPM can also help with more friendly "green" risks. There has been significant growth recently in this area - particularly in the bio diesel industry as fossil fuel pricing has soared. Many of these production facilities have an obvious pollution exposure, but UCPM can help with traditional P&C lines for these accounts as well - including GL & Excess. For example:

- Solar Photovoltaic Plants
- Wind Power Facilities
- Geothermal Facilities
- Bio Fuel Operations

Professional Marketplace

IT Professionals & Rogue Employees

Most professional policies related to IT security offer coverage for 3rd party virus and data security - even going so far as to provide coverage for "wireless signal interception".

However, many policies fail to extend 1st party coverage for disgruntled "rogue" employees that intentionally introduce code, or use their privileged position to access customer's personal data and either sell it or commit identity theft. UCPM can help structure a professional liability policy to address 1st party data security coverage.

Worldwide Coverage?

Carrier marketing materials often boast that they offer worldwide coverage. Some even provide "universal" coverage that could theoretically apply anywhere - even outer space. However, many of these endorsements include language that requires that suits be filed in the US, or settled in US dollars.



There are other carriers who have the loss control systems in place to work you case in any country and/or currency. If your client does work outside the US, ask about an E&O carrier with true worldwide coverage.

Coverage for Punitive Damages

Call it a symptom of the soft market, but many professional markets are now willing to write coverage for punitive damages. Historically, the carriers rationalized that punitive damage awards were designed to punish the insured - not the insurance company. Now several E&O markets can consider coverage for punitive damages (where insurable by law - contact UCPM for a list of states) with the most favorable venue provisions.