



Save BIG on your Boat Insurance by NOT bundling

## Your Boat is not a Car. Why Insure it Like One?

We know you've heard it, by bundling your boat with your car or home; you've been told you will save a boat load. But what happens if you have a claim? What if bundling costs you a boat load?

Below are a few situations that could leave you high and dry. The comparison outlines differences between Markel Helmsman Yacht Coverage\* and a Bundler.

\*\*Markel Helmsman Yacht is available for most boats and yachts 26' and larger.

### Situation #1 - the Fallen Captain

*A boat owner who does not normally have a captain, had to go out of town as his yacht was slated for repair work; so, he hired a local Captain to deliver his yacht to the boat yard. The Captain fell on a loose companionway step, hurt his back and sued the owner for remedy under Jones Act law, including "maintenance and cure", meaning the cost to treat the captain's injuries and a daily stipend until he reaches full recovery.*

- The **Markel Helmsman Yacht** policy would respond to the legal responsibility the boat owner incurred under the Jones Act law under the Protection and Indemnity section. Coverage is also provided should an owner become legally liable under the Longshoremen's and Harbor Workers Compensation Act. **Other policies may exclude coverage and defense for bodily injury, or any other obligation claimed by any person eligible to receive any benefits required to be provided by you under the Jones Act or Federal Longshoremen's and Harbor Workers Compensation Act.**

### Situation #2 - Borrowed Time

*A boat owner is visiting a friend and is offered the use of his yacht for the afternoon. Coming into dock, the boat owner hits a shoal causing significant damage to the running gear. The boat owner finds out later that his friend forgot to make his insurance payment and his policy was cancelled the week before.*

- The **Markel Helmsman Yacht** policy provides coverage for bodily injury or property damage for which an insured becomes legally liable through the use of a non-owned yacht being operated by the insured with the owner's permission and also includes coverage for the property damage to the non-owned yacht. **Other policies may exclude property damage to any property owned by, rented to, being transported by, used by, or in the charge of the insured person.**

### Situation #3 - the Problem Client

*A boat owner from St. Louis is the President of a large auto parts distributorship. Each year he invites his top ten customers to cruise with him on the Mississippi river to thank them for their business. While heading out, a fire erupts in the engine room. Thankfully everybody got off the yacht with only minor injuries, but the yacht burned to the waterline.*

- The **Markel Helmsman Yacht** policy allows recreational entertaining of the insured's business clients. **Other policies generally do not have an exception to the business exclusion for entertaining business clients.** Their policies usually exclude loss or damage to the insured watercraft, and exclude liability coverage for bodily injury or property damage arising out of the ownership, maintenance, or use of any watercraft or trailer while being used in any business or occupation.

### Situation #4 - Don't Leave Me Cold

*A boat owner on Lake Champlain meticulously maintains his yacht. He enjoys doing things himself, but knows when to call in the pros. Each fall he hires the local marina to winterize his yacht systems and engine. This past spring when he started the yacht, he noticed water spraying out of one side of the engine. It was later determined that the anti-freeze in the engine was not strong enough to protect the engine from the prolonged sub-zero temperatures.*

- The **Markel Helmsman Yacht** policy responds to freezing damage provided that the winterization was performed by a commercial marina or repair facility. **Other policies may exclude loss or damage to the insured watercraft caused directly or indirectly by smog, humidity, mildew, mold, freezing, thawing, or extremes of temperature.**

### Situation #5 - Dirty Mess

*On a hot night an air conditioner pump seizes on the boat owner's yacht that he had attempted to fix earlier that day. When the pump seized, the wires overheated and a fire resulted. When the fire was extinguished, it had not only destroyed the boat owner's yacht but also the dock and three yachts that were docked nearby. The \$300,000 liability limit was quickly exhausted by the property damage. The cost to clean up the pollution was over \$50,000.*

- The **Markel Helmsman Yacht** policy includes separate coverage for Oil Pollution Liability with a limit of \$854,400. The boat owner will have Protection and Indemnity limits to satisfy his legal liability, but also, a stand alone Pollution limit. This limit is required under the Oil Pollution Act (OPA 90). **With other policies, if Pollution is covered, it may be contained within the liability limits which may not provide sufficient limits to satisfy the owners legal liability and pollution clean up costs.** The owner will also not have the appropriate limit required under OPA 90.

### Situation #6 - Muskrat Love

*A boat owner keeps his yacht docked in front of his cottage in northern Minnesota. This past spring, a muskrat decided that the large exhaust ports at the stern of the yacht would be a great place to build a nest of cattail reeds and mud. When the boat owner started his engine exhaust gas and water built up in the exhaust hose until the pressure caused water to enter the engine. The engine suddenly hydro-locked causing catastrophic damage*

- The **Markel Helmsman Yacht** policy covers sudden accidental direct physical loss or damage to the insured yacht. The policy does not exclude loss or damage caused directly or indirectly by Muskrats (vermin or other animals). **Other policies may exclude loss or damage to the insured watercraft caused directly or indirectly by insects, birds or other animals, including rodents and other types of vermin.**

### Situation #7 - the No Gas Routine

*A boat owner, his wife and another couple were out for an evening cruise. They were having such a good time, they didn't realize they were low on fuel and needed to be towed in by a commercial tow boat.*

- The **Markel Helmsman Yacht** policy would provide coverage under the Emergency Towing and Assistance feature. **Other policies may not provide assistance while on the water, although they may provide Emergency Roadside Assistance if the covered watercraft is being towed by or carried by a land motor vehicle or being loaded or unloaded from its trailer.**

### Situation #9 - When the Wind Blows

*When a major hurricane targeted the eastern seaboard, boat owners wanted to know if they had coverage to haul their yacht to protect it from damage.*

- **Markel Helmsman Yacht** Under the Windstorm Extra Expense coverage feature, coverage is available for certain expenses incurred once a watch or warning is issued for the mooring location or if a watch or warning is subsequently issued within 24 hours. **Other policies may not provide any coverage to offset the cost a boat owner may incur to protect their property before a windstorm event.**

## Get Specialized Coverage Tailored for your Yacht

- **EXPERT CLAIMS SERVICE** - Markel Claim Examiners are focused on marine only, allowing them to resolve simple losses quickly and efficiently and use industry experts if merited on complex matters. Our claim experience is measured through post loss response cards with **94% customer satisfaction rating.**
- **LIMITS** - Markel offers high Protection and Indemnity limits to ensure a well protected Boat owner as compared to a maximum limit of \$500,000 through some other carriers. Boat owners with yachts valued at \$250,000 and above automatically receive \$25,000 Medical Payments, \$10,000 Personal Effects, and \$2,500 Towing coverage at no additional charge with the purchase of P&I and Hull coverage.
- **USAGE** - Markel offers flexibility to address boat owners' unique usage needs with coverage for occasional charter of the yacht, live aboard or simply entertaining business clients.
- **PLUS MARKEL WILL SAVE YOU MONEY**- Markel includes additional savings for mature operators, diesel fuel, safety equipment and multiple yachts under the same policy. Financially responsible yacht owners can save even more.