Hanover Marine

Building a strong foundation in construction.
All the tools you need to win in construction.

With an improving economy, the construction industry is on a fast rebound, creating a billion-dollar opportunity for agents. As a leader with decades of experience in the construction industry, we know this business well and have a strong commitment to providing a wide range of solutions. We have invested in product development and underwriter talent to give our agents a true competitive edge and enable us to be your “go-to” carrier.

We offer industry-leading products and services to help protect businesses with a financial interest in property under construction, renovation, repair or maintenance. We have a proven track record of finding creative ways to address even the toughest situations for all types of construction businesses and contractors.

Our unique advantage? Comprehensive solutions that give agents a competitive edge to help capture more construction business, enhance your relationship with existing ones, and build agency value and expertise. Our expert, dedicated underwriters, claims professionals, and loss control specialists fully understand the complex risks construction businesses face.

Custom-built coverages for every need

We offer contractors, subcontractors, property owners, and real estate developers coverage, including:

- Builders Risk
- Contractor’s Equipment
- Installation Floaters
- Riggers Liability
Why Hanover Marine?

- **Top 10 Marine writer** — a leader in Commercial Inland and Ocean Marine products and solutions. (Marine is one of The Hanover’s fastest-growing lines.)

- **Ongoing Marine investment** — allows expansion into new marketplaces, development of new products, advanced underwriting training, ability to attract top talent

- **Dedicated Marine team** — fast response to rapid product development needs; quick implementation coupled with superior service

- **National reach** — local Marine experts nationwide with significant authority, focused on helping you win business with quick, intelligent, thorough solutions

- **Full spectrum of coverages** — customizable products, capabilities, and services for Inland, Ocean, and Specialty Programs (the best products and services available in the marketplace)

- **Expansive appetite** — Builders Risk, Contractors Equipment, Transportation, Telecommunications/Communications, Special Properties, Special Programs

- **Pioneering solutions** — open to creating uniquely-tailored coverages and programs to keep pace with evolving Marine risks

- **Proactive Loss Control and Risk Management** — specialists with deep Marine knowledge and technical skills who can identify trends and potential problems, and recommend solutions

- **World-class claims services** — dedicated Marine claims staff with proven record of successful claims handling, earning high marks from customers; 24-hour claims response and quick turnaround on payments

- **Indisputable proof** — high ratings for financial strength and claim-paying ability from A.M. Best Company, Standard and Poor’s, and Moody’s

- **Strong agent partnerships** — committed to nurturing solid partnerships with key agencies that contribute to our Marine success
Builders Risk—the foundation of a great product

Hanover Builders Risk is designed to be completely customizable to meet a wide range of customer needs and budgets to enable your agency to be more customer-focused and differentiated, whether residential, commercial, new, remodel, or rehab. Our comprehensive solutions is backed by experienced construction underwriters, expert loss control services, and a superior claims team.

Who we target

- Residential Buildings
- Commercial Buildings (single projects or reporting policies) such as:
  - Industrial Structures
  - Municipal Buildings
  - Offices
  - Sewer Treatment and Water Distribution Plants
  - High-rise Offices
  - Warehouses
  - Institutional Property (schools, colleges, etc.)
  - Roads and Bridges

Unique coverage features

Our Builders Risk Policy lets you easily add extended coverage to expertly tailor your client’s policy to meet their needs, without burying you in forms and paperwork. Most have already been combined into a single form.

Some of the added coverages that are built-in include:

- Emergency Removal to Protect Property—pays the expense to remove covered property if there is the threat of a “loss” from a Covered Cause of Loss as well as pay the storage fees for up to 90 days (included within the limit)
- Fire Suppression Recharging Expense—will pay not only recharge fees as a result of a discharge from a Covered Cause of Loss, but will also pay if the system discharges as a result of an accident, plus pay for repairs to faulty valves or controls
- Insufficiency of Limit—provides up to 10% of the Limit of Insurance (up to $1MM) following a total loss to covered property
- Replacement Cost Valuation
- No Co-insurance
• Equipment Breakdown/Testing
• Delay in Completion Including Loss of Soft Cost, Business Income, Rental Income and Extra Expense, Equipment Breakdown
• Police Department Service Charges—included, along with Fire Department charges
• Ordinance or Law Coverage
• Pollution Clean-Up and Removal
• Sewerage and Drain Backup
• Debris Removal
• Expediting Expense

Our coverage form has no coinsurance provisions, and property is covered at the described location, in transit or in storage, in addition to offering coverage at a fabrication site.

Contractor’s Equipment—protecting the tools of the trade
Construction businesses rely heavily on their tools and equipment. When they’re stolen, damaged by vandals, or destroyed by fire, business suffers. In some cases, additional costs may be incurred as a result of repairs or delays. In others, a project may not be completed, damaging reputations and the bottom line. Our Contractor’s Equipment Policy covers tools and equipment that may be owned, rented, leased, or borrowed—and keeps contractors on the job.

Who we target
Potential eligible customers include:
• Contractors (all types)
• Municipalities
• Manufacturers
• Wholesalers
• Distributors
• Terminal Operators

Unique coverage features
Hanover Marine’s Contractor’s Equipment forms provide broad coverage options for machinery and equipment:
• Equipment leased or rented from others
• Equipment loaned, leased or rented to others
• Equipment borrowed from others
• Waterborne Equipment Coverage available
• Income Coverage

Installation Floaters—built-in peace of mind
Installation contractors who perform electrical, plumbing, HVAC and other types of work on new or existing structures, need specialized protection from a variety of risks. Effectively managing that risk is what Hanover Marine’s Installation Coverage is all about, giving contractors the peace of mind that their work will go on.

Who we target
• Electricians
• Plumbers
• Heating & Air-Conditioning Contractors
• General Contractors
• Roofers
• Manufacturers & Distributors (who install heavy machinery)

Unique coverage features
Hanover Marine’s Installation Coverage form provides broad coverage for materials, supplies, machinery, fixtures, and equipment that will be part of the installation project:
• Storage in association with your installation project
• Transit
• Equipment Breakdown and Testing
• Delay in Completion/Soft Cost Coverage
Riggers Liability—protecting the ups and downs of construction

Riggers and Millwrights lift, move, load, unload and, sometimes store, heavy, expensive equipment on a construction site. As a result, they face serious exposures when it comes to property of others. They require specialized protection to keep their business in business. Hanover Marine’s Riggers Liability Coverage lets them perform their important function without worrying about an accident destroying their business and reputation.

Who we target

Riggers Liability covers the legal liability of contractors or Millwrights acting as riggers for the property of others in their care, custody and control. It provides protection for:

- Moving
- Erecting
- Hoisting
- Lowering
- Transporting

Hanover Marine’s Riggers Coverage forms provide broad coverage with various options:

- Defense Costs
- Earned Charges
- Transit Coverage

Services constructed to provide extra value

Dedicated Claims Services

The Hanover’s experienced and dedicated claims professionals are among the best in the business and include field adjusters, appraisers, administrative personnel, and special investigators. These high-caliber people are dedicated to resolving claims quickly, accurately, and fairly.

Loss Control

The mark of an exceptional insurance company is its ability to help clients prevent a loss in the first place. The Hanover offers a comprehensive Loss Control program designed to help your clients learn how to minimize their risks, which can have a positive effect on their premiums.

One more reason to consider Hanover Marine

Hanover Marine offerings compliment many package policies you may already write with The Hanover, so you can easily use our Marine products to cross sell or round out an existing account or coverage from other carriers (stand-alone policy). Our flexibility means you can grow your business faster with existing customers.
A complete portfolio of Marine solutions.

Construction is just one part of a comprehensive portfolio of Marine products and services designed to help meet virtually every Marine insurance need—Inland, Ocean, and Special Programs. We offer specialized products and knowledge in construction, transportation, energy, communication, healthcare, nonprofits, and more. Whether you need a Monoline Policy for an individual exposure or a complex, multiline program spanning the United States, The Hanover can help.
Why The Hanover?

The Hanover is a leading property and casualty insurance company dedicated to achieving world-class performance. Our commitment is to deliver the products, services, and technology offered by the best national companies with the responsiveness, market focus, and local decision making of the best regional companies. This powerful combination has been a proven success since our founding in 1852, and all insurance company subsidiaries are rated “A” (Excellent) by A.M. Best Company.

Let’s put something together

Build up your construction business with Hanover Marine! No insurer knows more about providing the right coverage for today’s construction businesses. Contact us today to get started, and visit us online at hanover.com/marine