

24 SOUTH BROADWAY

TARRYTOWN, NEW YORK 10591

PHONE 914 631-4353

Fax 914 631-4311 OR 2930

E-Mail: [sales@AllanBlockinsurance.com](mailto:sales@AllanBlockinsurance.com)

[www.AllanBlockinsurance.com](http://www.AllanBlockinsurance.com)

## Considering Offering a Company Car?

New crash data from the Insurance Institute for Highway Safety indicate that SUVs are improving in safety ratings. IIHS says that mid-sized SUVs have much lower death rates than small, mid-sized and large cars and slightly better rates than very large cars. The vehicles have been redesigned to change the center of gravity, thereby reducing rollovers and other loss-of-control problems. Suspension systems have also been improved.

These data are supported by a separate report by SUV Owners of America, which says that SUVs are 5% to 7% better than passenger

cars in reducing the risk of fatality. The group says that the characterization of SUVs as bad performers is not supported by crash data.



With the improvements in safety performance, businesses may find the SUV a suitable alternative to the sedan as the company car. The IIHS Web site, [www.iihs.org](http://www.iihs.org), offers safety comparisons that might interest you, and your insurance agent can give you a cost comparison on insuring the different types of vehicles.

Call us about insuring the company car before you make your purchase. We can help! ■

## Looking to Expand?

**F**or those business owners who are thinking about constructing a new building or performing a major renovation on an existing structure, now is a good time to look into builders risk insurance. A builders risk policy covers property while it is being constructed or renovated, including stored materials to be used in the new building, such as pipes, HVAC equipment and doors.

Buildings under construction are especially vulnerable to many different losses, particularly theft and vandalism.

Thieves often stake out construction projects to determine the best opportunity to walk away with valuable and unprotected materials kept on the property. But other damage can occur that makes the materials unusable, even if they remain on the site.

A builders risk policy may be the piece of the insurance puzzle that closes major gaps in your existing commercial property policy. As you make your expansion plans, give us a call to find out more about how a builders risk policy may suit your needs. ■

## Don't Let 'Hold Harmless' Harm You



**M**ost businesses work with other businesses to provide a product, either selling or buying. The product might be a material or a service. In any case, the relationship with your business partners carries with it risk. Most likely, that risk is addressed in your contracts.

Sophisticated contracts often contain insurance requirements, including hold harmless language and waiver-of-subrogation rights. These requirements can be complicated and can leave one party bearing a great deal of risk. In some cases, if a claim is made against you and you have a contract that relieves your business partner of liability, you might end up paying for another's mistake.

It is imperative that you understand the insurance implications in every contract, especially where either your company or your business partner is being held harmless or waiving rights. A contract you sign with a business partner does not change the terms of your insurance policy.

You can consult with us to make sure your insurance coverage matches your contractual obligations. Take a look at your contracts and your policies and give us a call if you have any questions. ■

## Good Planning Mitigates Catastrophic Losses

Remember Y2K, the date on which all computers would shut down and all businesses would be crippled? Many businesses prepared for that possibility by reprogramming computers, backing up data banks and filling orders early. All that preparation paid off: Y2K floated past without cataclysm.

While Y2K was merely a blip on the radar of technological history, real catastrophes do happen, and they occur often. Just as preparation eviscerated that threatening New Year's dragon, good planning can overcome the otherwise crippling effects of a major property loss or liability claim.

Business owners seeking assistance with creating a disaster management/recovery plan now have access to an excellent, free, online resource. Visit [www.ready.gov](http://www.ready.gov) for an extensive library of resources you can use to prepare your company for the unexpected.

As part of your planning process, review your business insurance policies and see if they cover your assets against catastrophic property and liability losses. If you have any questions as you go through your review and catastrophe plan development, please call us. We can find answers to your insurance needs. ■

## Do You Need to Cover 'Property Not Covered'?

Take a look around your business property. Are you someone who takes pride in the way your property looks? Do you like to make the appearance of your building more attractive or accessible for customers and workers?

It is not uncommon for places of business to upgrade their property's utility and value by adding additional parking spaces or perimeter fencing. Additions such as walkways, bridges or drinking fountains may be both attractive and necessary for your business property.

What do all of these items have in common? They are all considered 'property not covered' under many standard commercial property policies. Damage to other items such as building foundations, underground piping and many other items are also commonly excluded from property loss protection.



In addition to the lack of coverage for the property itself, many commercial property policies further restrict coverage by limiting the cost to remove debris resulting from a loss to covered property only.

It may be possible to cover 'property not covered' by adding an endorsement to your policy. For more information on how to get your improvements insured, give one of our agents a call. We will be glad to help you. ■

## You May Need to Cover Your Volunteer Representatives

Because your firm has a community spirit and a sense of civic duty, you participate in local events. You and your community are lucky to have the active assistance of your employees, who volunteer to serve as representatives of your company. They are not obligated, nor do they get any pay or benefits.

In such a scenario, questions to consider include: Are these employees covered if injured? What if they injure someone else? Who bears liability if a claim is filed?

You may be surprised to learn that off-site and after-hours activities that include representa-

tives of your firm may expose your company to claims. If you are the event sponsor, your liabilities will likely be greater.

**You may be surprised to learn that off-site and after-hours activities that include representatives of your firm may expose your company to claims.**

You have to consider property, injury, management and fairness claims, among others. Beyond insurance coverage, event

sponsors (including minor ones) certainly have a requirement to provide for attendee safety. Conducting good risk management means planning ahead and heeding the advice of experts.

The agents on our team are well prepared to assist you in obtaining the right coverage for all your needs. We can also help you with risk management. If you intend to sponsor or participate in a community event that includes volunteers from your firm, please contact us to make sure your insurance will protect your company against possible claims. ■

## The Company Picnic May Be a Special Event

**S**hut down early and break out the BBQ; it's time to party! Company picnics are a tried-and-true method of building camaraderie and rewarding hardworking employees with a little rest and relaxation. But, whether it's the volleyball pit or the pony rides, the rare hamburgers, the provision of alcohol or the warm potato salad, there are risks associated with your special event.

Your common business insurance policy may not cover injuries and property damage that occur during an employer-provided special event. You may want to consider

purchasing special event coverage. This is a limited time and location policy that mitigates risk associated with parties, concerts,



field trips and other events that are outside the normal, daily operations of your business. You

need to consider that persons other than your employees will likely attend these events and that you may be dealing with expensive property that isn't yours.

When planning your next big employee shindig, keep in mind the property and liability risks associated with company-offered events. Whether you choose to go all-out or take it easy, our service team can help you determine how your current policy applies and what additional steps should be taken to assure your special event has the coverage it needs. ■

**Thank you for  
your referrals.**

If you're pleased with us, spread the word! We'll be happy to give the same great service to all of your friends and business associates.

## **Don't Let Your Capital Flow Dry Up**

**E**ver look at your business capital accounts to figure out how many weeks of shutdown you could incur before your reserves were wiped out? It might be worth a review. It's common to evaluate the cost to replace property or to protect against injury claims, but have you insured the mainstay of your business—capital inflow?

Business income coverage can pay loss of net income and normal continuing expenses for a specified period to keep you afloat until operations restart. Some policies include extra expense coverage that also pays those expenses necessary to minimize the overall loss, such as costs to rent a temporary facility.

More than 40% of businesses that suffer a major loss never recover. Business income insurance alleviates some of the obstacles on the road to recovery. Contact our service team for more information about this valuable coverage. ■

---