SPRAYFOAM 2015
CONVENTION AND EXPO
Albuquerque, NM
JANUARY 26 - 29
2015

INSURANCE FOR SPF BUSINESSES
Craig Campbell/Kirk Campbell

(888) 893-6787
www.spfinsurancegroup.com
Protect Your SPF Business
Commercial General Liability Insurance

- Premises and Operations
  - Jobsite Location
    - Per Project
- Products and Completed Operations
  - Make sure you have it!!!
  - Double your Aggregate
    - $1,000,000 Per Occurrence
    - $2,000,000 Aggregate
- Blanket Additional Insured
- Blanket Waiver of Subrogation
- Hired and Non-Owned Auto
Protect Your SPF Business
Watch Out For These Exclusions

EXCLUSION – DESIGNATED ONGOING OPERATIONS

This endorsement modifies insurance provided under the following:
COMMERCIAL GENERAL LIABILITY COVERAGE PART

SCHEDULE

Description of Designated Ongoing Operation(s):
All Operations conducted involving spray foam insulation containing carcinogens or irritants, including but not limited to polyurethane, formaldehyde, isocyanate, methylene diphenyl disocyanate or chlorinated triis, whether performed by you or on your behalf, or under your supervision or management.

Specified Location (If Applicable):

Unless a "location" is specified in the Schedule, this exclusion applies to any location.

For the purpose of this endorsement, "location" means premises involving the Same or connecting lots or premises whose connection is interrupted only by a street, roadway, waterway or right-of-way of a railroad.
PROTECT YOUR SPF BUSINESS
COMMERCIAL GENERAL LIABILITY INSURANCE

COMMERCIAL GENERAL LIABILITY
CG 20 33 04 13

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

ADDITIONAL INSURED - OWNERS, LESSEES OR CONTRACTORS - AUTOMATIC STATUS WHEN REQUIRED IN CONSTRUCTION AGREEMENT WITH YOU

The endorsement modifies insurance provided under the following:

COMMERCIAL GENERAL LIABILITY COVERAGE PART
A. Section II - Who Is An Insured is amended to include as an additional insured any person or organization for whom you are performing operations when you and such person or organization have agreed in writing in a contract or agreement that each person or organization be added as an additional insured on your policy. Each person or organization is an additional insured only with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" caused, in whole or in part by:

1. Your acts or omissions; or
2. The acts or omissions of those acting on your behalf in the performance of your ongoing operations for the additional insured.

However, the insurance afforded to such additional insured:
1. Only applies to the extent permitted by law; and
2. Will not be broader than that which you are required by the contract or agreement to provide for such additional insured.

A person's or organization's status as an additional insured under this endorsement ends when your operations for that additional insured are completed.

B. With respect to the insurance afforded to these additional insureds, the following additional exclusions apply:

This insurance does not apply to:
1. "Bodily injury", "property damage" or "personal and advertising injury" arising out of the rendering of, or the failure to render, any professional architectural, engineering or surveying services, including:
   a. The preparing, approving, or failing to prepare or approve, maps, shop drawings, opinions, reports, surveys, field orders, change orders or drawings and specifications or
   b. Supervising, inspection, architectural or engineering activities.

This exclusion applies even if the claims against any insured allege negligence or other wrongdoing in the supervision, hiring, employment, training or monitoring of others by that insured. If the occurrence which caused the "bodily injury" or "property damage", or the offense which caused the "personal and advertising injury", involved the rendering of or the failure to render any professional architectural, engineering or surveying services.
Protect Your SPF Business
Inland Marine/Equipment Floater

- Protects your SPF equipment
- Coverage applies to trailer and equipment while in transit, at the warehouse, or the job site
- All-Risk/Special Form
  - All damage from direct physical loss
- Schedule only for items over $5,000
- Blanket Miscellaneous Floater for items less than $5,000 and chemicals on board as cargo
- Debris Removal
- Rental Reimbursement
National Equipment Register (NER)

Loss prevention and security techniques available upon request from NER.

www.ner.net
Protect Your SPF Business
Pollution

- Pollution coverage is typically excluded from general liability and business auto policies.
- Protects you from pollution claims caused by your operations while either in transit or stationary at a jobsite.
- Coverage follows the “All Risk” form of insurance and pays to extract pollutants from land or water.
Protect Your SPF Business Umbrella

- An extra layer of protection in case a lawsuit exceeds your underlying limits of insurance
- Coverage comes over and above your...
  - General Liability
  - Commercial Auto
  - Workers Compensation
- Umbrella vs. Excess
Protect Your SPF Business
Commercial Auto

- Protects your business from bodily injury and property damage to the public caused by your vehicle
- Protects your vehicle investment from damage caused by a collision, or other calamities
- Personal Auto vs. Commercial Auto
  - Who is Named Insured?
- Blanket Additional Insured and Blanket Waiver of Subrogation
Protect Your SPF Business

Business Auto

Automobile Policy Declarations

1. Named Insured

2008

2011

3. Your Vehicles

4. Coverages, Limits of Liability and Premiums

5. While employed or otherwise engaged in the business of:
   a. selling;
   b. storing;
   c. repairing;
   d. servicing;

6. Maintaining or using any vehicle while that person is employed or otherwise engaged in any business other than farming or ranching not covered in Sections A & B.

This exclusion (A.3) does not apply to damage to a residence or garage. This exclusion (A.4) does not apply to "bodily injury" to an employee of that person during the course of employment. This exclusion (A.5) does not apply to "bodily injury" to a domestic employee unless workers' compensation benefits are required or available for that domestic employee.

For that person's liability arising out of the ownership or operation of a vehicle while it is being used to carry persons or property for hire. This exclusion (A.5) does not apply in a state where that is prohibited.

While employed or otherwise engaged in the business of:

1. Any unoccupied vehicle having fewer than four wheels.
2. Any vehicle, other than "your covered auto," which is:
   a. owned by you;
   b. furnished or available for your regular use;
3. Any vehicle, other than "your covered auto," which is:
   a. owned by a "family member;
   b. furnished or available for the regular use of any "family member.

LIMIT OF LIABILITY

A. Single Limit Liability

1. If the Declarations show a single limit of liability for Coverage A and Coverage B combined, this limit is our maximum limit of liability for all damages for "bodily injury" and "property damage" resulting from any one auto accident. This is the most we will pay regardless of the number of:
   a. "bodied";
   b. Claims made;
   c. Uninsured or underinsured shown in the Declarations.
Protect Your SPF Business
Workers Compensation

- Mandated by state law
- Protects employees from injury on the job, such as “blue haze”
- Multi-state SPF contractors need special endorsements
- Raise employers liability coverage to $1,000,000
- Develop and protect your experience modification factor
Protect Your SPF Business Property

- Building or business personal property at your office or warehouse

- Choose the “All Risk” Special Form of Insurance
  - All damage from direct physical loss

- Replacement Cost building and contents vs. Actual Cash Value

- Homeowners policy vs. Commercial Property policy
Protect Your SPF Business Property