

MARINE: QUOTE MARINE®

BUILD YOUR MARINE BUSINESS WITH A TOOL THAT HELPS YOU QUOTE AND BIND COVERAGE FASTER.



HOW QUOTE MARINE CAN BENEFIT YOUR BUSINESS

Faster binding ability. Give your clients a real-time quote and bind coverage while they're in your office or on the phone. Print or email a policy binder with one click.

Time savings. With up to five screens to complete, online quoting goes faster. Edit and review your accounts any time.

More business potential. Submit and place business in minutes instead of days and use the saved time to grow your business.

To succeed, you need quoting tools that make the most of your time. When a prospect is on the phone or in your office, so much depends on how quickly you can deliver a quote and bind coverage from your computer.

The Hartford helps you land more business with the innovative, time-saving features of Quote Marine®. And, just as important, we offer coverage options that appeal to a broad audience.

QUOTE ON THREE LINES OF BUSINESS AT ONCE

Use Quote Marine together with our broad online underwriting guidelines to quote and submit three lines of business at once for your small to large commercial clients:

Ocean Cargo Choice® protects goods shipped internationally by air or sea. Key coverages, such as inland transit, warehousing and installation, are automatically included:

- Up to \$25,000,000 annual values shipped
- Up to \$1,000,000 per vessel limit

Contractor's Equipment protects scheduled and unscheduled equipment:

- Up to \$4,000,000 scheduled equipment and up to \$350,000 unscheduled equipment
- Up to \$500,000 limit per item

Builder's Risk provides protection for damage or loss to new commercial and residential construction projects:

- Up to \$1,500,000 residential frame construction and \$2,500,000 commercial frame construction
- Up to \$20,000,000 non-frame construction, subject to best construction and protection class

Prepare. Protect. Prevail.®

continued



GET ON BOARD WITH QUOTE MARINE

When your customers need marine coverage, trust The Hartford and use Quote Marine for ease of doing business.

Quote Marine is available to agents of The Hartford registered for the EBC and with quoting authorization. For assistance with the EBC or Quote Marine, call our agency interface services team toll free at **877-322-4833**.

A DEDICATED MARINE SALES TEAM
 We're committed to your success. So if risks can't be quoted online and are referred for underwriting review, your Marine underwriter typically responds within 48 hours.

ONLINE QUOTING REQUIREMENTS FOR INLAND AND OCEAN MARINE PRODUCTS

	BUILDER'S RISK	CONTRACTOR'S EQUIPMENT	OCEAN CARGO
COVERAGES:	Provides protection for damage or loss to new construction projects for commercial and residential frame and non-frame structures <ul style="list-style-type: none"> Optional coverages: flood, earthquake, soft cost, rental income, testing coverage, transit sublimit, off premises storage 	Protects scheduled and unscheduled equipment	Protects goods shipped internationally by air or sea <ul style="list-style-type: none"> Key coverages, such as inland transit, warehousing and processing, installation and exhibitions are available Higher limits are available on the following: <ul style="list-style-type: none"> \$100,000 of Foreign and Domestic Warehouse coverage included/higher Domestic Warehouse limits available <ul style="list-style-type: none"> Overland transit Installation Processing Exhibition Expediting expense Not available for countries under OFAC sanction
ELIGIBILITY:*	<ul style="list-style-type: none"> New business only New construction only up to \$20M in completed value for non-frame, subject to best construction and protection class Homebuilders frame construction up to \$1.5M Commercial frame construction up to \$2.5M Minimum premium is \$1,500 in all states except CA No earthquake coverage in CA Job sites located in AK, FL, HI aren't eligible for online quote 	<ul style="list-style-type: none"> New business only Equipment schedules up to \$4M in total value Unscheduled equipment up to \$350K Up to \$500K limit per piece of equipment Minimum premium \$1,500 all states except CA Businesses located in AK and HI aren't eligible for online quote 	<ul style="list-style-type: none"> New business only Coverage provided for ocean shipments and international air, along with all connecting conveyances Up to \$25M in annual values shipped and \$1M per vessel limit At least one year experience shipping internationally Minimum premium of \$1,500

*Risks outside these parameters can still be submitted online for underwriter review.

ONLINE QUOTING REQUIREMENTS FOR INLAND AND OCEAN MARINE PRODUCTS continued

	BUILDER'S RISK	CONTRACTOR'S EQUIPMENT	OCEAN CARGO
INFORMATION NEEDED TO QUOTE:	<ul style="list-style-type: none"> • Job site location • Construction class (frame, joisted masonry, etc.) • Protection class code • Intended occupancy • Type of construction (ground up, additions, etc.) 	<ul style="list-style-type: none"> • Loss history for last three years • Primary operation • Estimated annual rental expenditures • Risk management activities (theft protection, etc.) • Current list of all equipment at 100% valuation is required for issue (list may be faxed); All pieces over \$5K must be scheduled 	<ul style="list-style-type: none"> • Loss history for last three years • Shipping origins and destinations • Higher hazard commodities shipped

LAND MORE BUSINESS WITH THE HARTFORD'S MARINE PRACTICE

Through our commitment to you and to your clients' marine insurance needs, The Hartford wants to help you land more marine business.

You can count on our Marine Practice for specialized products, knowledge and experience in underwriting, risk management and claims service. Helping you place the inland, ocean and associated property coverage for your clients in manufacturing, transportation, construction, renewable energy, equipment rental and sales sectors.

To submit a Marine account, access Quote Marine through the **EBC**. If you have questions, please contact your local Marine underwriter at The Hartford or email us at **commercialmarine@thehartford.com**.

LEARN MORE ABOUT OUR APPETITE AND CAPABILITIES.

Visit us at thehartford.com/marine.



THE HARTFORD

- Business Insurance
- Employee Benefits
- Auto
- Home

This document outlines in general terms the coverages that may be afforded under a policy from The Hartford. All policies must be examined carefully to determine suitability for your needs and to identify any exclusions, limitations or any other terms and conditions that may specifically affect coverage. In the event of a conflict, the terms and conditions of the policy prevail. All coverages described in this document may be offered by one or more of the property and casualty insurance company subsidiaries of The Hartford Financial Services Group, Inc. Coverage may not be available in all states or to all businesses. Possession of these materials by a licensed insurance producer does not mean that such producer is an authorized agent of The Hartford. To ascertain such information, please contact your state Department of Insurance or The Hartford at 1-888-203-3823. All information and representations herein are as of July 2016.

In Texas, the insurance is underwritten by Hartford Accident and Indemnity Company, Hartford Fire Insurance Company, Hartford Casualty Insurance Company, Hartford Lloyd's Insurance Company, Hartford Insurance Company of the Midwest, Trumbull Insurance Company, Twin City Fire Insurance Company, Hartford Underwriters Insurance Company, Property and Casualty Insurance Company of Hartford and Sentinel Insurance Company, Ltd.

The Hartford® is The Hartford Financial Services Group, Inc. and its subsidiaries, including Hartford Fire Insurance Company. Its headquarters is in Hartford, CT.