

Underwriting Risk Services Ltd.

Application Form for Canadian Marinas and Associated Business

Name of Insured _____

Address of Insured _____

_____ Postal Code _____

Postal Address (if different from above) _____

_____ Web Address: _____

Telephone _____ Fax No. _____

Contact Name _____ Position _____

Renewal Date of Insured _____

Nature of Risk _____

Who is your present Insurer: _____ Current Premium: C\$ _____

Atlantic Marine Underwriters Inc.

(Acting as Intermediaries only for Underwriting Risk Services Ltd.)

Atlantic Marine Underwriters Inc., Atlantic House, 223 Kent Street West, Lindsay, Ontario K9V 2Z1
Tel: (705) 878-9014 Fax: (705) 878-4387 www.atlanticmarine.net

Producing Broker _____

Broker's Address _____

_____ Postal Code _____

Telephone _____ Fax No. _____

Contact Name _____ E-mail _____

This form is designed to obtain information that will enable Underwriters to offer you the widest cover and most competitive premium and coverage indications.

Completion of this form does not commit you or Underwriters to completing or offering insurance coverage, but the details and information provided shall form the basis of the contract of insurance between you and the Underwriters if a policy is issued.

Please provide as much detail as possible including brochures, photographs, website address and/or plans.

The information provided will be treated as confidential.

You must give truthful and full answers to all questions.

If you do not do so, your insurance cover may not protect you in the event of a claim.

Underwriting Risk Services Ltd acts as agent for the insurers at risk for all purposes including, but not limited to the issue of certificates, endorsements and policy wording, collecting and processing premiums and managing claims. Underwriting Risk Services Ltd. does not act as agent for, or accept liability to, any other party.

PART 'A'

**General & Financial Questions
To Be Completed by all Proposers**

Please provide a full description of your company's business activities:

Please provide details of any associated or subsidiary companies for whom cover is required.

Please provide names of directors, partners and other senior employees with their relevant years experience:

_____	_____
_____	_____
_____	_____

Do you have standard/industry trading conditions? Yes No If Yes, please **attach** a copy.

Do you always make your customers aware of them prior to any transaction? Yes No

Do you waive any rights of recourse for claims against any of your suppliers? Yes No

Do you/your company have any assets in any jurisdiction governed by USA? Yes No

If Yes, details: _____

What year did your company commenced business? _____ Are you registered for G.S.T.? Yes No

Are you or your company a member of a trade, industry or professional association? Yes No

If Yes, which? _____

Did your company trade/operate profitably last year? Yes No

If not, please provide a copy of your audited accounts for the last 2 years.

Do you anticipate that your company will trade/operate in surplus this year? Yes No

Annual Revenue	<u>Last Financial Year:</u>	Estimate for <u>current</u>	Estimate for <u>next</u>
(Gross Receipts)		Financial Year	Financial Year
	C\$_____	C\$_____	C\$_____

Please estimate the percentage of annual revenue generated by each of the activities noted below and the number of staff involved in each activity:

	Turnover	Staff		Turnover	Staff
Berthing/Storage of Craft	_____ %	_____	Goods in Transit	_____ %	_____
Boat Building	_____ %	_____	Income from USA	_____ %	_____
Boat Rental/Hire	_____ %	_____	Lifting/Movement of craft	_____ %	_____
Boat Repair	_____ %	_____	Manufacturing	_____ %	_____
Boat Sales	_____ %	_____	Passenger Carrying	_____ %	_____
Brokerage	_____ %	_____	Tuition/Sailing School	_____ %	_____
Chandlery Sales	_____ %	_____	Other (please specify)	_____ %	_____
Club Fees	_____ %	_____			
Fuel Sales	_____ %	_____	TOTAL	100 %	_____

PROPERTY COVER

Please note the Marina Clauses provide cover for property on an “All Risks” basis (except “Marina Installations”). Underwriters may wish to restrict cover in respect of certain risks. However you may wish to select cover from the Perils noted below: - Please tick as appropriate.

1) All Risks

2) Named Perils

FIRE LIGHTENING EXPLOSION EARTHQUAKE
MALICIOUS DAMAGE THEFT STORM TEMPEST FLOOD
BURST WATER PIPES IMPACT by VEHICLES and WATERCRAFT

Do solely you occupy the premises?

Yes No

If “No” give details of other occupants and their business activities _____

Do any commercial craft use your facility?

Yes No

If “Yes”, details please _____

What proportion of your work is performed on commercial craft; _____%

Have your premises or surrounding/local area ever experienced any: Flooding Yes No or
Subsidence, heave, landslip or erosion Yes No or any severe weather/catastrophes Yes No

Distance and location of your nearest fire station: _____

Do you have firefighting equipment throughout your facility?

Yes No

SECURITY

Is a ULC/CSA approved alarm fitted and operational when the premises are left unattended? Yes No

If yes, at which locations; _____

Is this alarm: Central Station, Monitoring Station System or Audible bells or siren only.

Please indicate the make of alarm and Company providing the maintenance agreement (Please enclose a copy)

What security precautions do you take for:

External Doors _____

Windows _____

Rollershutters _____

Are any of the following installed at your facility:

Floodlights Yes No

Secure Fencing Yes No

24hr Manned Security Yes No

Other Security measures, if any? _____

THIRD PARTY LIABILITY

Limit of Indemnity you require in respect of your **Legal Liabilities** C\$ _____

Select from:

C\$1m / C\$2m / C\$5m / Specify other \$ _____

Type and number of Berths: [] Pontoons _____ [] Swing Moorings _____ [] Other _____ []

Do you restrict access to berth holders and guests only? [] Yes [] No

Maximum length of any vessel that can berth at your facility _____

Are there facilities for lifting vessels out of the water? [] Yes [] No

If Yes, please complete section ‘Cranes, Travel Hoists, Fork Lifts etc.’

Do you sub-contract the lifting facilities? [] Yes [] No

If Yes, to whom? _____

Please advise the maximum number of vessels that you can store on land: _____

Do you sell diesel, gas or other fuels? [] Yes [] No

What is the age of the tanks? _____

Is there a separate ‘cut-off’ valve between the tank and pumps? [] Yes [] No

What is the distance from the nearest building, mooring or other pontoon? _____

Do you shrink-wrap craft for winter storage? [] Yes [] No

If Yes, please provide details _____

Do you carry out work away from your premises [] Yes [] No

If Yes, please give details of work undertaken _____

Do you use welding or flame cutting equipment, blowlamps or blowtorches in such work away from your premises? If so, please provide estimated wage roll of those involved. C\$ _____

Do you work overseas [] Yes [] No If Yes, which countries _____

Do you require cover in respect of **Products Liability**? [] Yes [] No

If Yes, please give details of products to be covered _____

Limit of Indemnity required for Products Liability: C\$ _____

Do you require **Waterborne (P&I) Liabilities**? [] Yes [] No

Limit of liability required: C\$ _____

Please provide details of ALL waterborne activities to be covered: _____

BUILDINGS INSURANCE

Location/Description _____ 1 _____ 2 _____ 3 _____

Age: _____
Freehold or Leasehold: _____
Size/Area: _____
Type of Construction: _____

Occupied as: _____

Details of heating used: _____

Are flammable products stored in the building? [] Yes [] No [] Yes [] No [] Yes [] No
If Yes, details please: _____

New replacement/reinstatement value C\$ _____ C\$ _____ C\$ _____

Location/Description _____ 4 _____ 5 _____ 6 _____

Age: _____
Freehold or Leasehold: _____
Size/Area: _____
Type of Construction: _____

Occupied as: _____

Details of heating used: _____

Are flammable products stored in the building? [] Yes [] No [] Yes [] No [] Yes [] No
If Yes, details please: _____

New replacement/reinstatement value C\$ _____ C\$ _____ C\$ _____

Please provide details of all Tenants/Sub-lessees and the nature of their activities: _____

Annual rent receivable C\$ _____ Number of months for which cover is required _____

If you rent your premises, do you require Tenants Legal Liability? If yes, what limit do you require? C\$ _____

STOCK -IN-TRADE AND CONTENTS INSURANCE

Nature of your stock: _____

Do you provide retail chandlery or associated retail facilities? Yes No

Maximum value of stock held at any time over all locations: C\$ _____

Maximum value of any one item of stock: C\$ _____

Item	Location No.	Description	Sum to be Insured
Machinery & Plant	_____	_____	C\$ _____
Furniture, fixtures & fittings	_____	_____	C\$ _____
Stock (Ex. Vessels) specify	_____	_____	C\$ _____
Goods held in trust	_____	_____	C\$ _____
Office Equipment	_____	_____	C\$ _____
Computer Equipment	_____	_____	C\$ _____
Chandlery	_____	_____	C\$ _____
Electronic Equipment	_____	_____	C\$ _____
Wines, Spirits & Cigarettes	_____	_____	C\$ _____
All other contents (excluding personal property)	_____	_____	C\$ _____
Other items, please specify	_____	_____	C\$ _____
_____	_____	_____	C\$ _____
Held in plant for which you are responsible	_____	_____	C\$ _____
2 nd Hand items for re-sale	_____	_____	C\$ _____
Total sum insured (over all locations)			C\$ _____

Other than on consignment, will you ever have Care, Custody & Control of a non-owned vessel? If yes, please provide full details: _____

NB: All values declared above are taken to be the new replacement cost unless second-hand value is clearly indicated.

Own Stock of Vessels _____ C\$ _____

If Stock includes any vessels kept afloat at any time, please advise:
 a) normal location, _____ b) maximum number afloat and _____ c) total value afloat: _____
 a) _____ b) _____ C\$ _____

Do you require cover for demonstrating stock vessels? Yes No

***** Debris removal costs and Architectural Fees should be included within your buildings and Stock / Contents sums insured**

BOAT SHOWS / EXHIBITIONS

Do you require cover for any stock at exhibitions? Yes No

If yes, specify which exhibitions and cover required _____
 (attach a separate page with details, if necessary)

Will you ever have Care, Custody & Control of a Non-Owned vessel? Yes No

If yes, please provide FULL details _____
 (attach a separate page with details, if necessary)

BOAT BUILDERS

PLEASE ATTACH BROCHURES AND/OR DETAILS OF CRAFT BUILT

Type of vessels, hull construction, speed and values of the vessels you build:

Number of vessels you have built in the last three years? _____ In the last year? _____

What has been your average annual income from the sale of those vessels? C\$ _____

Have you built any prototype/custom vessels in the last five years? Yes No If Yes, **attach** details

Number of vessels you have sold to buyers resident in USA within the last five years? _____

Materials used in the construction of the vessels: FIBREGLASS/ WOOD / STEEL / ALUMINUM / OTHER

Maximum hull size/type/largest vessel on which you will carry out repairs: _____

Do you carry out work in respect of Osmosis treatments Yes No

Do you require cover in respect of vessels under construction for Strikes, Riot & Terrorism? Yes No

Full Description of vessel(s) including type, hull construction, length, engines.

What is your experience in building this type of vessel(s)?

Who designed this vessel? _____

Completed value: C\$ _____ or value at agreed intervals: _____

Where is the vessel being built? _____

Is construction under cover? Yes No Expected completion date _____

Production boat builders:

Please **attach full details** of the vessels you build.

Materials used _____

Approximate number built per annum? _____

What is the highest **completed value** of any one vessel? C\$ _____

What is the maximum number of vessels you will have under construction at any one time? _____

What is the **maximum value of all** vessels under construction at any one time? C\$ _____

Do you carry out work away from your workshop/boatyard? Yes No

Do you work overseas? Yes No If Yes, specify countries _____

Is cover required for: demonstrations or trials or tests Yes No

BOAT REPAIRERS

Types of repair work you carry out: _____

Do you perform and welding or burning? Yes No

Materials used in repairing vessel: FIBREGLASS/ WOOD / STEEL / ALUMINUM / OTHER

Maximum hull size/type/largest vessel on which you will carry out repairs: _____

Do you carry out work in respect of Osmosis treatments Yes No

Do you carry out work away from your workshop/boatyard? Yes No

Do you work overseas? Yes No If Yes, specify countries _____

Is insurance cover required for: demonstration, trial, tests Yes No

What is the maximum value of any ONE vessel under repair at any ONE TIME? C\$ _____

What is the maximum value of ALL VESSELS under repair at any ONE TIME? C\$ _____

GOODS IN TRANSIT INSURANCE

Description of Goods: _____

Usual method of transit: _____

Canadian destination(s) _____

Total annual value of Canadian shipments last year: C\$ _____

Estimate total value of Canadian shipments for this policy year: C\$ _____

Estimate the maximum value any **one** Canadian shipment: C\$ _____

Do you use one regular freight forwarder/haulier? Yes No

Do you deliver goods using your own vehicle(s) Yes No

Overseas destinations – please indicate whether imports or exports
Countries _____

Total annual value of shipments last year: C\$ _____

Estimate total value of shipments for this policy year: C\$ _____

Maximum value any one shipment: C\$ _____

PIERS, WHARVES, DOCKS AND PONTOONS Etc.

Please give full description and provide sketch plan:

Age: _____

Total Length: _____

Number of Sections: _____

What is the construction type? _____

Supplier/Manufacturer? _____

What services do you supply? _____

Do you have covered slips, dock, pontoons or boathouses ashore or afloat? Yes No

If Yes, please provide on separate sheet, full details of these structures including Size, Capacity, Age, Construction and Re-Building value including debris removal costs.

If you have a report / valuation which has been prepared during the past 3 years a copy of this should be attached.

How are the pontoons secured to the lakebed/seabed? _____ Number of piles? _____

Are the pontoons subject to tidal conditions? Yes No

Do you haul pontoons / docks up onto the shore during the winter months? Yes No

If Yes, over what period? _____

Have they been surveyed within the last 3 years? Yes No If Yes, please **attach** copy.

Minimum depth of water _____ **Maximum** depth of water _____

What is the largest size and type of vessel that can be berthed? _____

What are your budgeted annual maintenance costs? C\$ _____

**What is the replacement/reinstatement value
(including installation costs, piles and services provided)** C\$ _____

VESSEL INSURANCE

Please complete this section if the vessel(s) is/are considered part of and/or ancillary to your business and for which cover is required. If more than one vessel is to be insured, please take additional copies of this page and attach hereto.

Name and Type of Vessel: _____

Class or Manufacturers Title: _____

Please tick applicable: Sail Power Monohull Multihull

Date of Purchase: ____ / ____ / ____ Purchase Price: C\$ _____

Current Market Value of the Vessel: C\$ _____

If the value includes the following: Trailer [] Outboard [] Additional Equipment []
 Please specify for each item: a) value _____
 b) make/model _____
 c) serial number _____

Is the trailer fitted with a wheel clamp when left unattended? [] Yes [] No
 If not, please detail other forms of security? _____

Hull construction material: _____ Year built: _____
 Length _____ Beam _____ Draft _____

Engine make and model _____ Engine HP _____
 Fuel Type: Diesel [] Gas []
 Maximum designed speed of the vessel: _____ If over 17 knots, please complete a, b, c:

- a) [] Inboard [] Outboard [] Stern Drive [] Jet
- b) Is the outboard fitted with an anti-theft device? [] Yes [] No
- c) Is the boat used for towing water-skiers or similar activities? [] Yes [] No

Use: [] Private Pleasure Only [] Skipper Charter [] Bareboat Charter [] Commercial

If Commercial work and/or charter work is undertaken please provide full details: _____

If passenger Vessels, please give license details: _____
 Cruising Range required: _____
 If moored afloat – where? _____
 Mooring Type: [] Swing* [] Piles [] Marina [] Anchor* [] Fore & Aft* [] Jetty
 *when was the mooring last surveyed? ____ / ____ / ____ By Whom? _____

Is the vessel used for racing? [] Yes [] No Full Details: _____

Date of last out of water survey: ____ / ____ / ____
 If the last survey is within the last 3 years, a copy should be **attached**.
 A survey report will normally be required for vessels over 15 years of age.

Please provide any additional information: _____

BOAT HIRE – CHARTER HIRE – RENTAL

- Please tick the relevant box(es) and describe the activity in detail:
- [] Bareboat Charter
 - [] Skipper charter
 - [] Day trips
 - [] Other

Usual Hire/Charter period? _____

Usual cruising area: _____

Are there any chartered navigational hazards? Yes No
If yes, details please: _____

Do you take a deposit from your customers? Yes No
If yes, amount \$ _____

Please **attach** the following if used: - Hire agreements, Questionnaire customers complete; details of crew you may supply; details of the vessel/craft you operate and indicate any craft that can exceed 17 knots.

Hire Fees

Do you require cover for loss of hire fees if any Vessel is unfit for hire following an Insured loss or damage to Vessels declared to underwriters. Yes No
If yes, state:

- A) Indemnity period required (Max. 12 weeks): _____
- B) Excess period (Min. 15 days): _____

MONEY INSURANCE

Please estimate total annual carryings to/from bank or post office: \$ _____

If money is carried to or from places other than the Bank or Post Office please give details:

Please specify the limit for any one loss:

During business hours, transit or night safe \$ _____
In locked safe outside business hours \$ _____
Any other loss \$ _____
Limit at Directors/Principals private residence \$ _____

Details of any safe:

Manufacturer/Model: _____ Age: _____ Location: _____

NB The policy warrants that keys and combination are to be removed from the insured premises outside working hours.

**CLAIMS HISTORY
TO BE COMPLETED BY ALL APPLICANTS**

It is fundamental to the assessment of your insurance that a **five-year claims history is declared**. This should include any circumstances or notifications that may not have led to any payments being made. In addition, details of any settlements reached within the last five years for claims prior to five years should also be included.

Date(s)	Circumstances	Amount Claimed	Amount Paid
_____	_____	C\$ _____	C\$ _____
_____	_____	C\$ _____	C\$ _____
_____	_____	C\$ _____	C\$ _____
_____	_____	C\$ _____	C\$ _____
_____	_____	C\$ _____	C\$ _____

Has the business, you or any of your directors/partners of your company ever been placed in any form of liquidation, declared bankrupt or made any arrangements with creditors? Yes No

Have you, your partner(s)/your director(s) ever been charged with or convicted of any offense involving dishonesty of any kind? Yes No

If Yes, please provide full details: _____

Have you ever been declined insurance, or had any special terms imposed? Yes No

If Yes, full details: _____

The Parties are free to choose the law applicable to our Insurance Contract. Unless specifically agreed to the contrary the Certificate of Insurance relating to our contract shall be subject to the exclusive jurisdiction of the English Courts.

Any inquiry or complaint should be addressed in the first instance to Talbot Underwriting Risk Services Ltd. Our address will be found in the insurance policy. If you are not satisfied with the way a complaint has been dealt with you may ask the Complaints and Advisory Department at Lloyd's to review your case without prejudice to your rights in law. The address is: Complaints and Advisory Department, Lloyd's, One Lime Street, London EC3M 7HA
Telephone 020 7327 1000

All material facts must be disclosed to Underwriters whether or not the subject of a specific question above. A material fact is one that a prudent Underwriter would regard as likely to influence the acceptance or assessment of the proposal. Non-disclosure or misrepresentation of material facts may result in the insurance being void. If you are in any doubt about whether facts would be considered material, you should disclose them.

DECLARATION

I declare that the particulars and answers are correct and complete in every aspect to my knowledge and belief. I agree that this proposal and declaration shall form the basis of the contract of insurance between me and the Underwriters if a policy is issued.

I further declare and agree that if the statement and particulars above have been completed in the handwriting of any other person other than the undersigned, such person is deemed to be the agent of the proposer for the purpose of completion purposes.

Signed _____ Date _____

Name (please print) _____ Position with Company _____

The signing of this form does not bind the proposer to complete the insurance.

DATA PROTECTION STATEMENT

Underwriting Risk Services Ltd. (URS) will use the information that you supply to administer your policy and deal with any claims. In addition, your information will be used for the purposes of business development and trend, business and market analysis. Your information will be kept for as long as is required by the business for these purposes.

Where appropriate URS will make checks with a licensed credit referencing agency and a record of any search will be made. Your details may be shared with insurance companies, member of the Lloyd's market and experts that may be appointed for the purposes of administering your policy and for dealing with any claims. URS also exchange information with other approved organizations for underwriting and fraud prevention purposes. URS will only reveal your personal data to other third parties if it is necessary for the performance of your agreement with them, you have given your consent or it is required or permitted by law. You can request a copy of the details that URS hold about you.

In the course of providing you with the services you have requested your data may be transferred to countries outside the European Economic Area. Although the data protection laws in some of these countries may not be as rigorous as those of the UK, URS always take steps to ensure the security of your data.

URS will not supply your personal information to any third party for the purposes of marketing and URS will not contact you with details of any services or special offers that might be of interest to you.