

**MARYLAND STATE TREASURER'S OFFICE**

**Louis L. Goldstein Treasury Building  
80 Calvert Street, Room 109  
Annapolis, Maryland 21401**

**REQUEST FOR PROPOSALS FOR INSURANCE BROKER SERVICES  
FOR INLAND MARINE/OCEAN MARINE COVERAGES  
RFP # IM/OM-09042013**

**QUESTIONS AND ANSWERS**

September 23, 2013

Q-1. Who is the current broker on each coverage?

A-1. The current broker for the Contract for Inland Marine/Ocean Marine Coverages is Aon Risk Services, Inc.

Q-2. How long has the broker controlled this business?

A-2. Aon Risk Services, Inc. has been the broker for these coverages since 2003.

Q-3. What is the current broker fee? Is the fee by policy, or does it apply to the three policies as a group?

A-3. The current annual broker services fee for each coverage is:

MPA Cranes	\$24,000
Fine Art on Loan to the State	\$ 1,000
State-owned Vessels	\$ 1,000

Q-4. What is the current premium on each coverage?

A-4. The current annual premium for each coverage is:

MPA Cranes	\$129,614
Fine Art on Loan to the State	\$ 11,943
State-owned Vessels	\$ 44,809

Q-5. Would the State consider splitting up the coverage?

A-5. No. Only one contract will be awarded for this RFP.

- Q-6. Must the brokerage considering a bid have public entity customers?  
*[noted in the RFP- Firm's Insurance Broker Services Experience*  
*A. Provide the name of at least two public entity customer (preferably state),...]*
- A-6. Yes. As referenced to in the question, Section 4.03 Firm's Insurance Broker Services Experience, we are looking for "public entity" experience, *preferably* State.
- Q-7. Is there a specific reason why the State is going out to bid for the Inland Marine/Ocean Marine insurance coverages?
- A-7. These coverages are being procured at this time because the term of the current Contract expires November 24, 2013.
- Q-8. Are there any services not currently being provided or addressed by your broker(s)?
- A-8. No.
- Q-9. Page 8, item 7 - Please advise as to average number of loss control inspections occurring annually.
- A-9. In the past three years the carriers have not requested any loss control inspections on the three policies included in this RFP.
- Q-10. Page 9, Item 10 - Please advise as to annual number of certificates issued.
- A-10. Estimated annual certificates issued are:
- |                               |             |
|-------------------------------|-------------|
| MPA Cranes                    | 5 (or less) |
| Fine Art on Loan to the State | 100         |
| State-owned Vessels           | 10          |
- Q-11. Pages 11-12 - Is it possible to obtain a copy of the Ace America Policy and a description of the losses associated with the \$2.6m in claims?  
 Is it possible to obtain an asset listing that compiles the \$57,351,481?
- A-11. The expiring policy and list of owned cranes will be provided to the selected broker prior to the policy expiration. The crane incurred losses in the 2012-2013 year is all one loss. On December 26, 2012, a ship in berth 8 at the Dundalk Marine Terminal broke loose and its ramp struck one of the Port's cranes causing significant damage. As of September 19, 2013 the claim is still open.

- Q-12. While it doesn't mention this in the specs provided, should the peril of Equipment Breakdown be included on the cranes?
- A-12. Yes, the current crane policy includes Equipment Breakdown coverage.
- Q-13. Pages 12-13 - Is it possible to obtain a copy of the Fine Arts Policy and the supporting schedule of assets?
- A-13. A copy of the expiring policy and a list of the fine art on loan to the State will be provided to the selected broker prior to the policy expiration.
- Q-14. Regarding the Fine Arts coverage, is the peril of Mysterious Disappearance covered?
- A-14. The current fine art on loan coverage is written on a "wall to wall" basis with no specific "mysterious disappearance" exclusion.
- Q-15. Pages 13-14 - Is it possible to obtain a listing of vessels?
- A-15. A list of state-owned vessels will be provided to the selected broker prior to the policy expiration.
- Q-16. Regarding the P&I coverage on the State owned and leased vessels, does the policy include Jones Act - Crew Coverage?
- A-16. No. The current Protection and Indemnity policy does not include Jones Act coverage. This is an RFP for Inland Marine/Ocean Marine Coverage only.
- Q-17. Is there any Excess P&I coverage provided elsewhere?
- A-17. No. We do not currently purchase Excess Protection and Indemnity coverage.