

# CHES IN THE PRESS



[ChesSpecialRisk.ca](http://ChesSpecialRisk.ca)



## CHES SPECIAL RISK INC. ANNOUNCES THE RELAUNCH OF ITS CORPORATE WEBSITE AND COMPANY LOGO

“ WE PROVIDE A MORE MODERN APPROACH TO THE WAY WE OFFER AND DELIVER OUR PRODUCT AND SERVICE ”

*Ottawa, Ontario* – CHES Special Risk Inc. today announced the launch of their new and improved on-line presence with the relaunch of their corporate website, and their updated company logo.

“There have been a number of significant product and service developments at CHES over the last few months, where the demand for our Products and unique service delivery, from our supporting brokers in Ontario, has required that we provide a more modern approach to the way we offer and deliver our product and service, with further development and investment to follow, over the coming months”, said Douglas Everett, President of CHES Special Risk Inc.

“Our updated website ensures that brokers are now able to access our underwriting expertise and insurance product offering, along with our RIBO accredited seminars, from our sister company, Insurance Information Consulting Services, through the on line medium, of the internet, with the ease of the click of a button”

To further bring the CHES Special Risk Inc. website up to-date, CHES have partnered with the online music provider, Rdio, to bring streamed music to the offices of our broker clients, which can be accessed through the Rdio icon at the bottom of the home page, allowing brokers and CSR's to chose a selection of current day hits and tunes, from their desks.



## **CHES SPECIAL RISK INC. ANNOUNCES ENTRY INTO THE LONG HAUL, SHORT HAUL, LIVERY AND FLEET AUTO BUSINESS**

*Ottawa, Ontario* – CHES Special Risk Inc. today announced the launch of their AUTO Physical Damage offering for Long Haul, Short Haul, Livery and Fleet AUTO Programme, called AUTO WHEELS.

“In keeping with the Product development that the Brokers have learned to expect from CHES Special Risk Inc. over the years, we have seen a strong demand from our Retail Brokers for our assistance in the AUTO Physical Damage market place, which has seen a large contraction in capacity and players and in light of this demand CHES Special Risk Inc. has responded with our AUTO WHEELS Programme”, said Douglas Everett, President of CHES Special Risk Inc.

“We define LONG HAUL as a truck and trailer

that is delivering goods across Canada or through the USA to as far south as Mexico, or even further if needed, and we are also able to offer coverage for the items being carried in the back of the trailer, through our Cargo offering, which is able to look at refrigerated items, as well as high value or hazardous goods”.

There is no limitation, at present, as to the size of a fleet, CHES Special Risk Inc. is able to consider the singular owner operator, where in fact our Product offering extends to lease payment coverage, in the event that the vehicle is off the road, or the Operator has suffered sickness or injury, and is unable to perform his contracted delivery's, to a large mixed fleet of Delivery vehicles, Trucks and Mobile plant and equipment.

“ **THE CONSTRUCTION INDUSTRY IS ONE OF THE BEDROCKS OF THE CANADIAN ECONOMY, AND IS AN AREA OF EXPERTISE WHERE WE HAVE DEVELOPED ONE OF THE LARGEST PRODUCT OFFERINGS** ”



## **CHES SUPPORTS THE CONSTRUCTION INDUSTRY WITH A WIDE ARRAY OF NEW CAPACITY AND PRODUCT MIX**

*Ottawa, Ontario* – CHES Special Risk Inc. today announced the launch of their Construction and Engineering division, with a unique and innovative product mix.

“The construction Industry is one of the bedrocks of the Canadian economy, and is an area of expertise where we have developed one of the largest product offerings, here at CHES Special Risk Inc., as we fully support the grass roots recovery of the economy”, said Douglas Everett, President of CHES Special Risk Inc.

“Our capabilities now extend to both Non-Combustible and Frame Construction Projects, running for periods of up to 48 months, Wrap Up General Liability, either with the Project covers, or stand alone, Contractors

Plant and Machinery, as a Blanket Program, or linked to the Project, offering new for old replacement on certain items of the schedule, our Artisans General Liability Program, again available as part of a Project or stand alone, gives the Contractor GL, E&O, Faulty Workmanship, Fungi and Asbestos, Accidental Seepage and Pollution, and best of all, we now include Cyber Liability coverage, at no extra charge “Construction

The Engineering Department at CHES Special Risk Inc. is also able to offer stand alone and sitespecific Environmental coverage and has arranged for discounted premium financing through their retail brokers, on all items bound through the department, to ease the cost of the insurance placement.



## **LANDLORD INSURANCE PROVIDED BY CHES SPECIAL RISK INC. SUPPORTS THE AIRBNB AND RENTAL MARKET**

*Ottawa, Ontario* – CHES Special Risk Inc. today announced the launch of their market leading Landlord Insurance Program.

“A substantial amount of property is now owned by the Amateur Landlord, hoping to pay their mortgage by renting on Airbnb or to students in a university city, but there are some serious exposures that Landlords take on, and hope that their regular homeowners policy will respond if there is an issue, either with the property, or with a liability issue”, said Douglas Everett, President of CHES Special Risk Inc. landlord

“Professional and amateur landlords alike are sometimes unaware of the exposures when it comes to providing a tenant with a place to

live. What happens if the place burns down, where does the tenant go to live, and who pays for that?, Does the property get rebuilt under a regular homeowners policy, and if there is a slip and fall where the pathway hasn't been cleaned properly by a tenant, who is liable, tenant or landlord?”

The Landlord Department at CHES Special Risk Inc. is also able to offer a comprehensive Buildings and Contents package, which includes fixtures and fittings, liability, loss of rental income coverages, and support with Criminal Record and Credit Referencing Check services, are all part of the services expected from CHES Special Risk Inc..



## **HIGH END HOMEOWNERS INSURANCE PROVIDED BY CHES SPECIAL RISK INC. RESPONDS TO THE INCREASE IN CONSTRUCTION COSTS**

*Ottawa, Ontario* – CHES Special Risk Inc. today announced the launch of their High End Homeowners Insurance Program.

“Canada, and Ontario in particular, is one of the top 10 most sought after places to live on the Planet, according to a recent survey in the UK press, as a result we are seeing a continued increase in the cost of housing, both for new build and reconstruction and renovation”, said Douglas Everett, President of CHES Special Risk Inc.

“We are also seeing an influx of new Canadians, which also brings with it the challenge of not having a credit rating, and as a result a lot of the traditional Insurance avenues open to the High End customer are closed, not at CHES Special Risk Inc.. We have designed our Castle

Policy to respond to clients with no credit rating, or those that have had 2 claims or more and have been non-renewed, or for those High End Clients with a cottage or a seasonal home that is valued higher than their primary residence, we are also able to react to rentals, 2 mortgages or more or for those properties owned by a foreign corporation or numbered company, all either with the primary residence or as a stand-alone”.

The High End Homeowner department at CHES Special Risk Inc. is able to offer a comprehensive range of covers that include stand-alone Personal Articles Floaters, stand-alone Personal Umbrella Liability and our property coverages start at a value of \$500,000, all part of the services expected from CHES Special Risk Inc..



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Rdio plays music wherever you are, through your computer in the office, on your cellphone or handheld device, all Courtesy of the CHES Special Risk Inc. web site, Listen offline, on a plane, the subway, anywhere!



**“ INSURANCE  
INFORMATION  
CONSULTING  
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BASE ”**

## **INSURANCE INFORMATION CONSULTING (IIC) AND SISTER COMPANY CHES SPECIAL RISK INC., COMBINE TO OFFER ON LINE RIBO ACCREDITED SEMINARS**

*Ottawa, Ontario* – IIC and sister Company CHES Special Risk Inc. today announced their co-operation to make available on line courses and on site insurance seminars, fully accredited by RIBO.

“Insurance Information Consulting has developed an extensive library of Seminars, that are available on line or on site, that are designed for Brokers to increase their knowledge base, which may open them to possible new Product lines, and improve their service to Clients in a global market place“, said Douglas Everett, President of CHES Special Risk Inc.

“Brokers are required to be fully conversant in a large number of classes of Insurance

risk, and able to explain in detail, and professionally, to their Clients the Risk factors that should be considered when selling or recommending a particular Product or Insurer. Brokers are able to access a particular course, on line and improve their knowledge in a given subject, from the comfort of their office. There are currently 16 of the 50 approved courses published with additional courses to be added covering a wide range of topics.”

IIC Seminars will be advertised in the events schedule of the Canadian Underwriter magazine. Seminars are also available in Brokers offices, and can be arranged directly with IIC.



# CHES SPECIAL RISK INC. OFFERS PRODUCT LIABILITY INSURANCE WITH UMBRELLA FEATURE FOR MULTI-NATIONAL MANUFACTURERS

CHES Special Risk Inc. offers Product liability insurance features including a unique Umbrella Feature for Multi-National manufacturers with the potential for a "Batching" claim, effecting more than one policy.

Product Liability Insurance is designed to protect the end user of a product by giving businesses the ability to quickly provide compensation if a product is defective. Though product liability largely relates to manufacturing firms, your clients business could be held liable for a faulty product wherever they fall into a distribution chain.

## It may be important to have product liability in place if your client is a:

- ▶ Business making products available to the public.
- ▶ Manufacturer or retailer who supplies its own-branded products.
- ▶ Business that repairs, alters or services an existing product.
- ▶ Company who repurposes or rebrands an existing product.
- ▶ Importer of products from places where the safety requirements differ from the country it is sold in.

We provide product liability cover as an extension of a Comprehensive General Liability policy. Because it's different for every business, we do not have set cover; we tailor a policy to suit your Client. If you are looking for public liability insurance, a CHES Special Risk Inc. policy will always offer product liability as part of the cover.

Many Corporations now Manufacture across many Country's and Jurisdictions which ensures their Product is easily delivered to a market, and at a complete price with

reduced delivery costs, which often leaves the Risk Manager with many different Policies, many different limits and many different Self Insured retentions, at CHES Special Risk Inc. we have developed a policy that will recognize multiple bodily injury or property damage claims arising from a single product defect, even though an occurrence might be in several jurisdictions.

**“ PRODUCT LIABILITY INSURANCE IS DESIGNED TO PROTECT THE END USER OF A PRODUCT BY GIVING BUSINESSES THE ABILITY TO QUICKLY PROVIDE COMPENSATION IF A PRODUCT IS DEFECTIVE ”**

These claims, depending upon jurisdiction might be deemed separate occurrences, thus exposing your Client to a number of Self Insured retentions or no umbrella/excess coverage at all.

CHES Special Risk Inc. are able to offer an occurrence-reported excess casualty form that includes a unique feature found in standard occurrence-reported forms, which allows insureds to batch claims into a single occurrence, potentially saving them retention costs.

As a specialist broker we can work with you to understand your Clients products and the markets they operate in. This will help you to decide the correct level of cover for your Clients business, and combine it with the rest of their package.



## **PAWN BROKER AND JEWELLERS BLOCK INSURANCE AS PROVIDED BY CHES SPECIAL RISK INC. COMBINES THEIR PRODUCT OFFERING WITH THEIR ON-LINE RISK MANAGEMENT TOOL**

*Ottawa, Ontario* – CHES Special Risk Inc. today emphasised their Jewellers Block Insurance Program offering.

“Jeweller’s Block Insurance is extremely important to any Jewellery store retailer, manufacturer or distributor handling high value items such as jewellery, fine art, gold, silver and diamonds, as a single loss can have a dramatic impact upon the overall performance of the business, especially at this time of year when stock levels are at their highest”, said Douglas Everett, President of CHES Special Risk Inc.

“CHES Special Risk Inc. has provided, for a number of years, a comprehensive broad form coverage tailored to a variety of business needs, from traditional jewellery stores and pawn brokers to furriers and bureau de change outlets,

our Policy protects against loss or damage to an item in the stock of the Corporation and includes theft, burglary, coverage whilst in transit, or in the possession of a sales representative whilst on the road.

CHES Special Risk Inc. supplements the Store owners Risk Management, with access to our on- line criminal record and credit referencing checks that the Jewellery Store owners can access when hiring store attendants, the cost of which can be waived.

CHES Special Risk Inc. is able to offer a comprehensive range of covers that include such losses as shoplifting, Grab and Run, Trick Loss, Substitution, and accidental damage, all part of the services expected from CHES Special Risk Inc..

# CHES SPECIAL RISK INC. LAUNCHED THEIR AQUACULTURAL FISHERIES PROGRAM OFFERING

In keeping with their innovation in emerging markets, and supporting fledgling economic growth here in Canada, CHES Special Risk Inc. responds to the growing fish farming Industry here in Ontario.

“Aquaculture, or farmed seafood, is today among the fastest food producing sectors in the world. It’s healthy and nutritious and accounts for nearly half of all the seafood in the world”, states a recent press release from the Canadian Aquaculture Industry Alliance, “Few jurisdictions can match Canada’s natural advantages when it comes to aquaculture – an enormous coastal geography, an abundance of cold, clean water, a favourable Climate, a rich marine and fishery tradition, established trade partners and a commitment to protect our environment”, the release went on to say.

Aquaculture occurs in every Province in Canada and accounts for \$3.1 billion in economic activity and employs over 15,000 workers and generates over one-third of the total value of Canada’s seafood production, thats a lot of fish!

In response to demand CHES Special Risk Inc. has developed a Stock Mortality Insurance Package for Companies or individuals rearing aquatic animals (vertebrates or invertebrates) for commercial purposes.

## **Our target appetite is as follows:**

- ▶ Edible and ornamental fish.
- ▶ Bivalve molluscs such as mussels, scallops and oysters.
- ▶ Gastropod molluscs such as abalone.
- ▶ Crustaceans such as shrimp, crayfish and lobsters.
- ▶ Higher vertebrates such as frogs and turtles.

Coverage is available for stock mortality either as a result of nominated perils or on an “all risks” basis according to the nature of the risk and preferred premium spend of the insured, for risks that are both land based, or off shore in Lakes or other large body’s of water.

Indemnity is agreed at the outset with an “agreed value” established in the policy and is calculated using the production cost of fish or shellfish of less than market size and then market value of larger stock. This may be reviewed during currency of the insurance.

Mortality cover indemnifies the insured against mortality or physical loss of stock, which can include drowning and normally includes cover for total loss of market value of stock.

Associated with the Production of a food source is the potential for Product Recall as a result of pollution and coverage may also be offered against Accidental Product contamination during processing, Malicious Product tampering during processing and Product extortion demand.

CHES Special Risk Inc. are able to offer coverage associated with the costs of recall including pre-recall costs, increased cost of working, product rehabilitation costs, incident response costs and loss of income may be covered.

Buildings Machinery and Equipment and General Liability associated with the farms are also available from our experienced team of Underwriters.





# CHES SPECIAL RISK INC. LAUNCHES THEIR BUSINESS OVERHEADS PROGRAM OFFERING

Many professionals will have some form of insurance to cover loss of personal income in the event of injury or illness but what about the cost of your business overheads?

Almost every firm will have key personnel whose absence would have a direct impact on the income of the business. Smaller companies in particular may be significantly affected by the long term absence of one of their key individuals.

Business overheads insurance could help you to meet your ongoing business expenses if you are unable to work due to sickness or injury.

**The annual policy provides a weekly benefit to help with cash flow and fixed expenses such as:**

- ▶ rent
- ▶ utility bills
- ▶ vehicle leases
- ▶ staff costs
- ▶ equipment leases
- ▶ insurance premiums

Alternatively the money can be used to cover the cost of a locum to generate the income necessary to keep the business going. Business overheads insurance also provides cover for those out of the blue scenarios such as a family bereavement or jury service.



# CHES SPECIAL RISK INC. ANNOUNCES THE LAUNCH OF THEIR MARKET-LEADING COMPREHENSIVE GENERAL LIABILITY PROGRAM

Comprehensive General Liability Insurance as provided by CHES Special Risk Inc. supports their Commercial Property coverages.

“Our CGL Product range covers the costs your Client may need to pay to third parties if they are injured or have had their property damaged as a result of your Clients negligence. Our team of experts will work with you to ensure your Clients have the right CGL insurance in place to help protect their business”, said Douglas Everett, President of CHES Special Risk Inc.

Despite all best intentions, accidents do happen. If an accident occurs and your Clients business is at fault – whether on their premises, when they or their employees are out and about or as a result of a product they have sold – a client, contractor, or member of the public could claim for compensation. That’s why many organisations insist on their suppliers having public and products liability insurance in place.

Coverages, in some cases, are designed to protect the end user of a product by giving businesses the ability to quickly provide compensation if a product is defective. Though product liability largely relates to manufacturing firms, your Clients business could be held liable for a faulty product wherever they fall into a distribution chain.

**It may be important to have product liability in place if they are a:**

- ▶ Business making products available to the public.
- ▶ Manufacturer or retailer who supplies its own-branded products.
- ▶ Business that repairs, alters or services an existing product.
- ▶ Company who repurposes or rebrands an existing product.
- ▶ Importer of products from places where the safety requirements differ from the country it is sold.

Working with you to understand your Clients risks, our team will source the most suitable public and products liability insurance for your business, either combined with a Commercial Property placement or standalone, coverages would also include Employers Liability.

As a specialist MGA we can work with you to understand your Clients products and the markets they operate in. This will help you to decide the correct level of cover for your Clients business, and combine it with the rest of their package.

# HIGH NETWORTH PROVIDER CHES SPECIAL RISK INC. LOOKS FORWARD INTO 2016 – REMINDING BROKERS TO REVIEW CONTENTS REGULARLY TO AVOID UNDERINSURANCE

## WHAT'S HOT FOR 2016

### ART DECO JEWELLERY

The 'Downton Abbey' effect has led to a year-on-year increase in demand since the TV drama series began. Any vintage examples signed by Cartier, Van Cleef or Arpels are particularly sought after.

### ORIENTAL RUGS

the popularity of investing in rugs has grown considerably in recent years.

### ORIENTAL CERAMICS

Over the next decade their value is predicted to increase from between 50% to 80+%.

### SILVER

While its value has declined over the past few years, 20th Century and more contemporary pieces remain popular.

## THE BEST OF THE REST

### JEWELLERY

Coloured stones, especially diamonds, are worth investing in after a dramatic rise in popularity among the top-end jewellery collectors.

### WATCHES

Move over Rolex and even Patek Philippe, today's top time pieces are bespoke – Bremont or RW Smith are seen as great investments.

### FURNITURE

Sought-after styles range from small 18th Century French classics, to 1950s design icons to futuristic design trendsetters.

### PAINTINGS

Expressionist art, especially by the 'top six' (Amedeo Modigliani, Francis Bacon, Pablo Picasso, Edvard Munch, Andy Warhol and Alberto Giacometti) is the most sought-after.

### SCULPTURE

Bronze garden sculptures are highly sought after, with contemporary pieces often commissioned.

### TAXIDERM Y

The popularity of this art form has seen a recent resurgence, thanks to the influence of artists such as Damian Hirst.

### CLOTHES

Vintage pieces, especially high-end evening dresses, have increased dramatically in popularity over the last few years.

### HANDBAGS/SCARVES

New and vintage Hermes and Chanel bags and Hermes scarves are very popular and are often not used by the client but are purchased purely as investment pieces.

### CARS

Classic cars are still popular with the HNW client. Investments over the past decade have seen returns of up to 450%.

### WINE

A new record for the most expensive lot of wine sold at auction was set in 2015, with 114 bottles of Burgundy (Romanee-Conti) selling for £1m at Sotheby's in Hong Kong. More HNW clients are laying down wine; especially popular is wine 'in bond', stored in a UK bonded warehouse, where no tax is payable.

### FILM MEMORABILIA

The anniversary of Back to the Future and the new Star Wars film has meant a phenomenal interest in such items.



## **ROOFING CONTRACTORS INSURANCE AS PROVIDED BY CHES SPECIAL RISK INC. SUPPORTS CANADIAN CONSTRUCTIONS INDUSTRY**

*Ottawa, Ontario* – CHES Special Risk Inc. today emphasized their capabilities of their Marketing leading Roofing Contractors Insurance Program.

“There are a substantial number of different roofing systems that have been developed by the Roofing Contractor to respond to the needs of the Architects and Engineers that design and Build many of today’s structures, whether they are Commercial, Residential or Sporting facilities”, said Douglas Everett, President of CHES Special Risk Inc.

“Many applications are done at extreme height, and often on existing buildings where there are not only considerable risks involved in the construction of these roofs, but also with the surrounding risks of Property damage and Bodily Injury”

Here are just some of the different Roofing Applications that we can consider at CHES Special Risk Inc:

Shingle, Wood shingle, Shake (shingle), Slate, Asphalt shingle, Solar shingle, Solar Panel Roof installations, Ceramic tile, Membrane roofing, Thermoset membrane (e.g. EPDM rubber),

Thermoplastics (e.g. PVC, TPO, CSPE), Liquid roofing, Grass Roofing, Asphalt roll roofing including single and double coverage types, Bituminous waterproofing including Modified bitumen – heat-welded, asphalt-adhered or installed with adhesive, Hot and cold applications, Built-up roof, Fabric, polyester, Metal roofing, Corrugated galvanized iron, Copper roofs, Standing-seam metal with concealed fasteners, Mechanically seamed metal with concealed fasteners, Flat-seam metal with or without soldered seams, Steel coated with a coloured alloy of zinc and aluminium, Stone-coated metal roofing, Concrete or fibre cement, usually reinforced with fibres of some sort, Structural concrete.

The Construction Department at CHES Special Risk Inc. is also able to offer a comprehensive Physical damage and Comprehensive Liability package, either for Project Specific, or on a Blanket basis, with further coverage available for Contractors Mobile Plant and Equipment, all part of the services expected from CHES Special Risk Inc.

# PEOPLE ARE OFTEN THE MOST OVERLOOKED AND UNDERESTIMATED WEAKNESS IN A COMPANY'S CYBER SECURITY

## CHES SPECIAL RISK INC. EXPLORES THE RISKS

### HOW IT PLAYS OUT...

It's morning, and a woman walks into your company's head office. She tells the receptionist she's the Real Estate Agent selling the building next door. She's supposed to be showing around prospective Buyers. But in her rush from home she forgot to bring the planning documents to show the Purchasers. She asks if she can quickly plug in her laptop, download the plans and print them off. The receptionist understands her predicament and agrees. Five minutes later the 'Real Estate Agent' has infected your computer systems with malware. And you know nothing about it. Sound far-fetched? Think again.

What this scenario clearly illustrates is that while a company can spend thousands of dollars on IT systems to safeguard its business, it can't prevent employees undermining all that investment. Whether it's by mistake, they're under duress, or most commonly, through a simple lack of awareness.

### IGNORANCE ISN'T BLISS

In fact, ignorance is one of the biggest threats to a company's defences against cyber crime. There's a worrying perception, particularly among SMEs, that the cost of securing a business is not always equal to the risk of attack. This goes some way to explaining why so many companies are attracted by the IT vendors' pitch of an automated solution – a one-stop shop for all their cyber security issues. This magical panacea does not exist. Yes, you need the robust technical defence, but you also need to invest time and effort to make sure your people aren't going to subvert it by the most basic of errors. In this context, basic errors include clicking on a phishing email, weak passwords, and indiscreet conversations in the pub or on social media. All can open up a world of opportunity to the seasoned cyber criminal.

### BEING COMPLIANT DOESN'T MEAN BEING SECURE

While tough to eradicate, companies can substantially reduce these errors by working towards being secure, rather than just being compliant with regulatory regimes. Instead of asking 'have we ticked all the boxes?', management should be aiming to embed a culture of security.

This has to come from the top of the organisation – from the CEO and CIO – right down to the security guards and receptionists. You need a well-trained, well-aware workforce looked after by a management clearly interested in the issue.

### PRIORITIZE YOUR VULNERABILITIES

One problem is that many companies think they have nothing of interest to hackers. This is a monumental misjudgement. SMEs – particularly suppliers – are often used as a back-door route into the more juicy prey of larger corporations. An example of this is Target Corp, where hackers stole 40 million credit card numbers. Security and compliance can be a major drain on cash and resources but it's about priorities. Reduce the amount you're trying to make secure, and spend more time making that secure. Client data, how you pay money, how money is moved around – this is information always worth defending.

### EDUCATION, EDUCATION, EDUCATION

One of those priorities should be people and their education, but management often plump for the online compliance packages that keep employees at their desk while satisfying the regulators (box ticked). But imagine if you got your employees in a room and talked about information security for a day. It's all about keeping the idea of security front of mind. There's also more chance of it sinking in and reappearing later when they might really need it – like that receptionist. Training is often seen as dead money. But if you think compliance is expensive, try non-compliance. Research suggests that up to 80% of unprepared businesses that suffer a serious cyber-breach and have no decent crisis management plan in place go out of business within 18 months.

### IN SUMMARY

No one and no company can be 100% secure. If someone promises you that, show them the door! Building a resilient defence means having the right culture. One that comes from proactive engagement from the top of an organization with the right priorities and a well-crafted governance regime. Do that and you'll have a much better chance of weathering a breach, and of course, Purchasing the correct coverage.



# HIGH PROFIT IN A HIGH RISK SECTOR, MANY OPERATORS GO UN-INSURED IN THE MEDICAL MARIJUANA INDUSTRY

**Ottawa, Ontario** – CHES Special Risk Inc. today announce their CGL, E&O, Med Mal and Property Program for the Medical Marijuana Industry.

At a recent Hempfest in the US, a local Police Department was an unlikely benefactor handing out bags of potato chips to pot enthusiasts. Attached to the bags were public safety notices detailing the dos and don'ts of marijuana use. Not long ago, the only message would have been don't use marijuana, but the times—and laws—are changing not just in the US but also in Canada.

The Canadian Marijuana Medical Access Program, in supplying treatments to patients in need, allows for medical marijuana producers and dispensaries to supply treatments, creating a niche industry—albeit a high risk one.

The medical marijuana industry has the same risks as any other industry; fire, flood, vandalism and theft, but it is the nature of the medical marijuana operations that changes their risk profile, in Underwriters eyes, enough to make the specialist at CHES Special Risk Inc., offering the specialist lines necessary to properly cover the risks at hand.

Many businesses are a major target for robbery not only because of the large amounts of cash they hold on their premises, (this is usually as a result of the difficulties experienced in obtaining loans and setting up accounts with major banks), but also the attraction to thieves to the product itself.

The infrastructure required to cultivate the crop includes the installation of high-powered hydroponic lights that require an industrial level of electrical setup that can increase the risk of fire or shorts if not properly installed. The sensitivity of the hydroponic systems can mean the loss of a crop, which can have a devastating effect on cash flow.

Policies provided by CHES Special Risk Inc. provide the certainty that in the event of any of these eventualities, a robust policy can keep the business afloat. It is a common mistake made by Clients that coverage for medical marijuana businesses is expensive and hard to find. On the contrary, coverage is easily attained for businesses such as dispensaries, nurseries, bakeries and even building and leasing facilities. Policies are also usually reasonably priced, as a result of the specialized knowledge of the risks by the Underwriters at CHES Special Risk Inc.

A comprehensive placement for a client in the medical marijuana industry should include general liability, as well as property coverage.

General liability is available with limits of up to \$5 million per occurrence, as standard, with higher amounts available upon request, in addition property coverage for theft or damage of product, equipment including furniture fixtures.

The experienced Underwriters in the Commercial Risks Department at CHES Special Risk Inc. is also able to offer a comprehensive approach to insuring this evolving Industry.



# MAKE YOUR MOVE

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