



TRIDENT

MARINE MANAGERS





WHO WE ARE

Trident Marine Managers is a leading specialty marine and offshore energy Managing General Underwriter (MGU) dedicated to serving the insurance needs of the maritime industry in the United States since 1982.

Trident is a full-service MGU with a consistent track record for growth and profitability. Trident offers coverages throughout the United States with a focus on marine and energy operations in the Gulf of Mexico.

Trident delivers capacity and solid protection for the marine and energy sectors through Marine, Liability and Oil/Gas & Energy products. Additionally, Trident offers a suite of solutions for the non-marine space.

PRODUCT OFFERINGS

MARINE & LIABILITY

- Marine Comprehensive General Liability including, but not limited to:
 - Professional Liability
 - Ship Repairer's
 - Terminal Operator's
 - Stevedores
 - Pollution Liability
- Brown Water Hull and Machinery and Protection & Indemnity
- Maritime Employers Liability (MEL)
- Excess Liabilities, Umbrellas, Excess P&L, Excess Marine Liability / CGL
- Builders Risk and related coverages
- USL&H
- Cargo & Stockthroughput
 - Most Classes of Cargo Eligible
 - Highest Limits Available
 - Stock-only Coverage Available
 - In-House Quoting & Binding
- Research Vessel Program
- General & Subsea Equipment
 - Land / Offshore / Foreign Exposures
 - Specialists Policy Wordings
 - Named Windstorm Coverage
 - In-house Quoting & Binding
- CGL / MEL / H&NO Packages

TARGET CLASSES INCLUDING, BUT NOT LIMITED TO:

- Vessel Operators
- Marine Construction / Dredging
- Shipyards / Fabrication
- Consultants / Surveyors / Engineers
- Terminal Operators / Stevedores / Wharfingers
- Diving
- Offshore Caterers
- Employee Leasing
- Oilfield Service Contractors
- Marine Contractors
- Pipeline Layers
- Surveyors
- Commercial Diving Contractors
- Energy Operators
- Energy Contractors / Well Service Contractors

OIL & GAS / ENERGY

- General Liability, including Professional Liability
- Physical Damage / Removal of Wreck
- Control of Well – Wet and Dry
- Construction All Risks
- Business Interruption / Contingent Business Interruption
- Gulf of Mexico Named Windstorm
- General & Subsea Equipment
- Fracking Operations

TARGET CLASSES INCLUDING, BUT NOT LIMITED TO:

- E&P Upstream Operators / Non-Operators Offshore
- On and Offshore Drilling Contractors
- Service Contractors
- Pipeline Operators / Non-Operators
- Gas Plants

PRODUCT OFFERINGS

(CONT'D)

RECREATIONAL MARINE FACILITIES

- General Liability, including Professional Liability and Protection & Indemnity
- Marina Operators Legal Liability, Yacht Brokers Legal Liability, Regatta Liability
- Excess Liability
- Bumpershoot Liability
- Liquor Liability
- D&O and EPLI
- Sudden & Accidental Pollution
- Worker's Compensation and USL&H
- Business Auto
- Property, including Buildings, Contents, Business Interruption, Piers, Docks & Wharves

TARGET CLASSES INCLUDING, BUT NOT LIMITED TO:

- Marinas, Boat Dealers & Yacht Clubs
- Boat Builders & Manufacturers
- Boat Product Manufacturers
- Boat Rental Facilities
- Sailing Schools
- Charters

PERSONAL VESSELS / YACHTS

We specialize in writing a wide range of vessels including, but not limited to:

- Motor Yachts
- Cruisers
- Motor Sailors
- Trailer Craft
- Sailboats
- Catamaran
- Navigating Houseboats
- Performance vessels and human powered craft

Available to write navigation in the Gulf and Caribbean.



SPECIALTY PROGRAMS

Trident Marine Managers' Specialty Programs can be customized to your clients' needs. We are backed by A.M. Best rated "A" carriers and Lloyd's of London with primary limits up to \$5M on Marine and Liability products, \$15M on Energy products, and \$100M on an excess basis.

ENERGY AND MARINE CONSULTANTS

- All Types of Consultants
- Specialist wording includes:
 - CGL and Professional
 - Excess up to \$10,000,000

RECREATIONAL MARINE AND MARINE EQUIPMENT PACKAGE BINDING FACILITY

- Buildings and Contents, and BI (property not marine)
- Commercial Automobile
- Equipment Breakdown
- Marine Dealer Inventory
- Owned/rented Watercraft Coverage
- Piers, Wharves and Docks Coverage, including BI, Equipment Breakdown
- General Liability
- Liquor Liability
- Marine Operators Legal Liability
- Watercraft Brokers Legal Liability
- Protection & Indemnity
- Limited Sudden & Accidental Pollution
- Excess
- Crime
- Builder's Risk – Hull
- Worker's Compensation
- Rental Boats

TARGET CLASSES INCLUDING, BUT NOT LIMITED TO:

- Marinas
- Boat Dealers
- Boat Repair facilities
- Yacht Brokers
- Boat Manufacturers/Builders
- Yacht Clubs
- Boat Clubs
- Recreational Marine Distributors

RESEARCH VESSEL

- Academic, Corporate/Non-Profit Entities
- Specialists Wording includes:
 - Hull and Machinery; P&L including Crew; MEL
 - Any Excess Limit required

MARINE ARTISANS MP \$1500 (ADMITTED)

- Vessel Engine Repair
- Vessel Carpentry and Finish Work
- Vessel Electronics and Electrical Work
- Hull Cleaning
- Canvas, Sail and Rigging
- Hull Repair Work, Fiberglass, Painting, Wood Work
- Winterizing of Vessels

SPECIALTY PROGRAMS

(CONT'D)

COMMERCIAL WATERCRAFT (ADMITTED)

- Charter, Tours, and Taxis
- Fishing Charters, Dinner Cruises, Guided Tours, Water Taxis, etc.
- Tug & Barge
- Supply Vessels
- Crew Boats
- Commercial Tournament Fishermen
- Bareboat Charters – Sailboats and Motoryachts
- Timeshares, Boat Clubs and Schools
- Work Boats
- USL&H MP \$10,000
- MEL (\$1,000,000)

Incidental USL&H \$250 (California only)

Marine MGL & PL (professional liability) mp \$1500 for MGL and \$1,500 for PL for Marine Contractors and Marine Professionals.

MARINE CONTRACTORS

- Bottom Painting
- Canvas Repair
- Cleaning
- Commissioning
- Detailing
- Electronics Installation and Service
- Engine Repair and Overhaul
- Fiberglass Repair
- Interior Refurbishing
- Outfitting
- Prop Restoration
- Rigging
- Shrink-Wrapping
- Soda Blasting
- Waxing
- Winterization

MARINE PROFESSIONALS

- Marine surveyors
- Marine consultants
- Naval architects
- P & I club correspondents
- Pilots liability
- Ship agents
- Ship managers
- Ship security consultants
- Ship / yacht brokers
- Trade associations
- Yacht charter brokers
- Lloyd's agents

DESIGNATED PERSONS COVER

- Company security officers
- ISM designated person
- Port facility security officers
- Shore based personnel
- Ship security officer

SPECIALTY PROGRAMS

(CONT'D)

PORTS AND TERMINALS

Trident Port and Terminals Program is an exclusive port insurance program tailored to meet the unique exposures faced by individual ports around the nation. Along with manuscript insurance coverage forms designed to meet a port's unique needs, additional resources such as discount pre-loss valuation appraisals and superior claims service are included. Comprehensive, cost effective and exclusive, Trident Port and Terminals Program is the answer to your clients' insurance and risk management needs.

PROPERTY COVERAGES:

- Comprehensive All Risk Property Coverage
- Docks, Piers & Wharves
- Inland Marine – Port Equipment
- Debris Removal
- Emergency Dredging
- Hull & Machinery
- Property in your Care, Custody & Control
- Business Interruption & Contingent Business Interruption

LIABILITY COVERAGES:

- Comprehensive General Liability
- Protection & Indemnity
- Waiver of Sovereign Immunity
- Terminal Operators Liability
- Wharfingers Liability
- Marina Keepers Liability
- Owned & Non-Owned Watercraft
- Premises Liability
- In Rem
- Removal of Wreck
- Personal Injury Liability

ADDITIONAL LIABILITY COVERAGES

- Public Officials Liability
- Law Enforcement Liability
- Rail Liability

ADDITIONAL RESOURCES

- Dedicated & Experienced Port Claims Advocacy and Adjusting
- Discounted Pre-Loss Valuation Services





OUR CONNECTION TO SMOOTH WATERS

APPROACH:

Our customer-centric approach is anchored around open communication. By working closely with our retail agents and broker clients, we are able to customize solutions around their insured's particular needs and preferences.

OUR SERVICES:

Broad loss control and claim services for: underwriters, vessel operators, shipyards, marine terminals, recreational marine contractors, manufacturers, logistic providers, marinas and energy companies.

LOSS CONTROL:

The professionals at Smooth Waters have over 50 years of combined experience in loss control and risk mitigation. Our loss control services are based on these three core principles:

1. Practical Loss Prevention
2. Responsive Loss Control
3. Continuous Consultation

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