



TRAVELERS 

Boiler & Machinery
INDUSTRYEdge[®] | EnergyMax 21SM

EnergyMax 21

EQUIPMENT BREAKDOWN INSURANCE FOR THE 21ST CENTURY



EnergyMax 21SM

Your clients have everything they need to keep their businesses moving forward. They possess the know-how, the human resources and the infrastructure necessary to remain out in front in today's hyper-competitive world. But how well prepared are they for the inevitable – and sometimes literal – monkey wrench, which is breakdown of their equipment?

Travelers *EnergyMax 21* is a broad package of specific coverages for a wide variety of equipment loss scenarios, driven by a singular goal: maintaining the momentum needed to succeed in the 21st century.

Think of it this way: your client's business is an automobile racing team. Management is the driver, infrastructure the car and *EnergyMax 21* the pit crew. No matter how much talent is behind the wheel, no matter how much horsepower the engine makes, it's impossible to take the checkered flag with a couple of flat tires and a broken fuel line. Make Travelers *EnergyMax 21* part of your client's winning team.

Many potential challenges – one effective solution

From air conditioning and refrigeration equipment to computers, production machinery, telecommunications and other business equipment, for every industry from pharmaceutical manufacturers to hotels, Travelers *EnergyMax 21* is the answer to some of the most difficult equipment breakdown questions for businesses of all shapes and sizes, including those that have yet to be asked.

IndustryEdge® – a competitive advantage

Your clients need the kind of great coverage, responsive claim services, risk management, boiler inspection and engineering services that Travelers delivers. They also need the tools to establish and then maintain a competitive advantage.

Under the banner of Travelers **IndustryEdge** – a suite of specialized insurance products and services customized to the particular needs of a broad spectrum of industries – *EnergyMax 21* provides finely tuned coverage for the complexities of doing business in a rapidly changing world.

EnergyMax 21 scalability

Travelers *EnergyMax 21* is completely self-contained. That is to say, your clients won't need to choose from a long, confusing laundry list of coverage options. Customized plans for very specific and high-challenge risks are rarely a problem because just a few tweaks to *EnergyMax 21* can provide your clients the needed coverage.

The key equipment breakdown coverages chart on the far right details a broad range of coverages. Elsewhere in this brochure there is an overview of the value added by *EnergyMax 21*. Still, the only way to completely understand just how well prepared we are to provide security and peace of mind for your specific business is to speak to a Travelers Boiler & Machinery account executive. To find one near you, call 800.253.1304 or visit travelers.com/boiler.

Coverage for tomorrow... today

EnergyMax 21 is to traditional boiler and machinery coverage what an MP3 player is to a phonograph. In this fast-paced, digital age, solutions that worked yesterday were obsolete this morning and almost completely useless this afternoon.

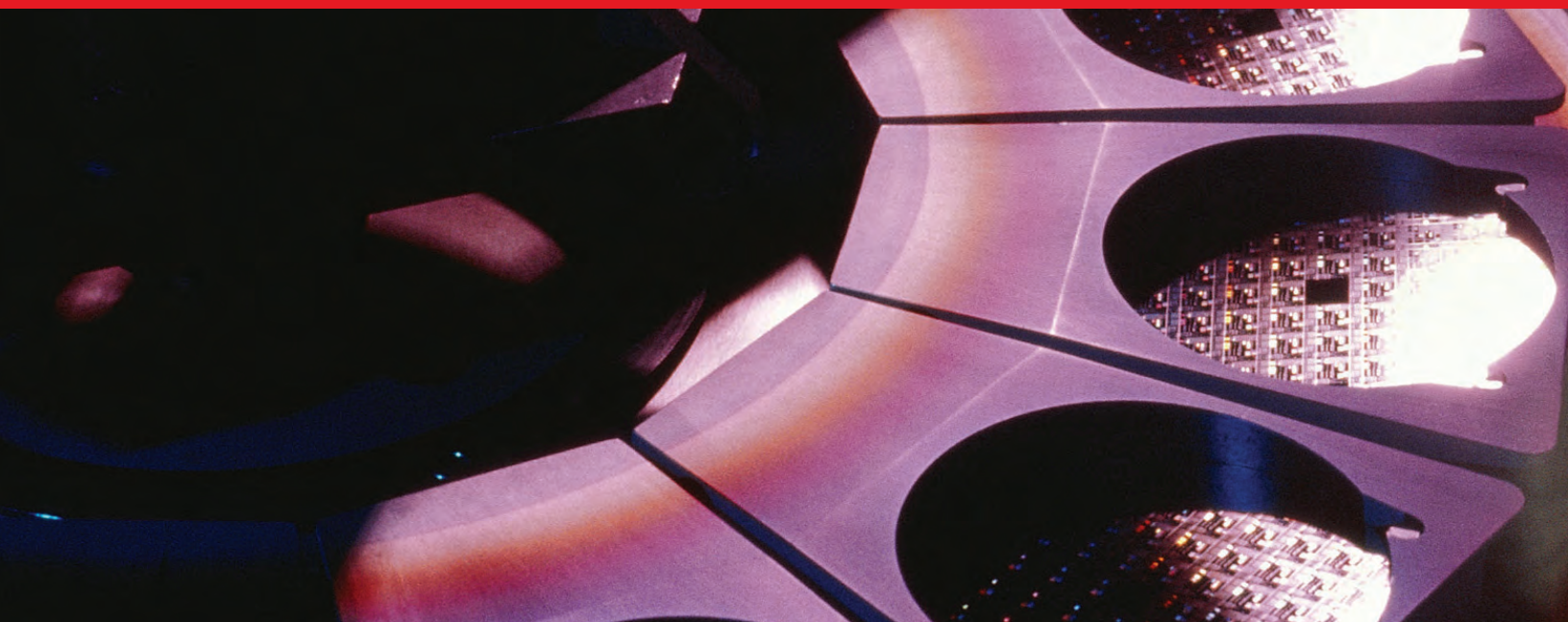
We have the expertise to understand the true scope of your clients' exposures. And – with the combination of **IndustryEdge** and *EnergyMax 21* – the right answers to help you put together a business-specific coverage package loaded with truly innovative features that will protect them today and tomorrow, including:

- **New Generation Coverage –**
Up to 125% of replacement value of unrepairable equipment for upgrades to state-of-the-art technologies.
- **Green Coverage Upgrade –**
An extra 5% – up to \$25,000 – above the covered amount of loss to help make the switch to proven environmentally friendly alternatives. Your account executive can help you with requests for increased limits.
- **Property Damage Coverage for Fungus –**
Automatic coverage of \$15,000 per covered location with increased limits available.
- **Selling Price Valuation –**
Expanded to include all property held for sale.

EnergyMax 21 is one of the most progressive and wide-ranging equipment breakdown protection packages available.

Protecting against risks that didn't exist or were not even recognized just a few years ago, *EnergyMax 21* moves equipment breakdown coverage solidly into the 21st century. Our strategy is to do more than help businesses to avoid interruptions; we focus on helping them become better prepared for the future.

And while *EnergyMax 21* covers some very sophisticated equipment and systems, your clients will have no problem understanding the many benefits. To learn more, call 800.253.1304 or visit travelers.com/boiler.



	Risks	Losses	Solutions
Low challenge	Boilers and pressure vessels Nearly all business enterprises, including manufacturing, retail and service, as well as occupancies such as apartments, churches and fraternal organizations, depend on boilers or other fired pressure vessels to provide hot water or steam for comfort heating, domestic hot water or manufacturing operations. Pressure valves are integral to all compressed air systems. Other pressure vessel applications include sterilization equipment in hospitals and cooking apparatus used by food service operations.	<ul style="list-style-type: none"> Boiler damage due to scale buildup inside the tubes Cast iron boiler “burnout” due to malfunction of the low water fuel cutout Air tank damage from cracking due to external vibration Hot water heater overheating and rupture due to control error <p>Example: A water heater at a popular restaurant ruptured due to a control breakdown and malfunctioning relief valve. The building also suffered water damage. Repair cost: \$72,000 Lost business income: \$42,100</p>	<i>EnergyMax 21</i> delivers coverage for boilers and pressure vessels as broad as the range of potentially debilitating problems just waiting to grind these key pieces of equipment – and your clients’ ability to conduct business – to a halt.
	Air conditioning and refrigeration equipment Air conditioning is essential to businesses for the comfort and health of employees, clients and customers, and in many cases, for the trouble-free operation of information technology equipment. For most businesses requiring refrigeration for anything more than keeping the coffee creamer cold, any interruption of service is a big problem.	<ul style="list-style-type: none"> Damage to electric motor due to single phasing Damage to compressor due to liquid slugging or lack of lubrication Heat exchanger tube rupture Damage to system controls caused by voltage surges <p>Example: A 200-ton A/C system servicing an office building froze due to a control breakdown. A rental unit was brought in until the main unit was back in service. Repair cost: \$31,000 Rental expenses: \$11,500</p>	<i>EnergyMax 21</i> insures against the breakdown of air conditioning and refrigeration systems components, including: <ul style="list-style-type: none"> Motors Compressors Coils Pressure valves and controls
	Business and computer equipment Today’s sophisticated business equipment – from computer-controlled communications systems to building management apparatus – allows enterprises of all types to be extraordinarily productive.	<ul style="list-style-type: none"> Circuit board damage caused by voltage spike Damage of control systems due to ground fault Computer system damage due to poor contacts or lack of maintenance <p>Example: At a hydroponics farming operation, an entire crop of cucumbers was lost due to a breakdown of an environmental control computer. Replacement cost: \$1,463 Spoilage damage and lost business income: \$180,000</p>	Simple truth: sooner or later, most business and computer equipment will break down. <i>EnergyMax 21</i> provides a broad spectrum of coverage to make sure those nearly inevitable collisions are nothing more than the equivalent of a minor fender bender.
High challenge	Electrical equipment With near universal use, it’s no surprise that electrical system breakdowns are among the most common and costly types of equipment breakdown losses. And because electricity is the lifeblood of most every other type of equipment, problems often drive other losses and expenses covered by <i>EnergyMax 21</i> .	<ul style="list-style-type: none"> Motor damage due to single-phase operation or loss of lubrication Cable or bus duct damage due to loose connections or insulation deterioration Generator damage due to winding burnout or prolonged overload <p>Example: An emergency generator at a hospital failed during a test. The unit needed to be completely rewound. A rental unit was required until repairs were completed. Repair cost: \$31,000 Rental expenses: \$8,900</p>	<i>EnergyMax 21</i> protects against the breakdown of nearly all of the components of modern electrical systems including: motors, generators, transformers, switchgear and other related equipment.
	Mechanical equipment Most commercial and manufacturing operations rely heavily upon mechanical equipment, and the range of apparatus and systems that fall into this category is truly astonishing. While other coverage forms may struggle to keep up with the pace and complexity of covering the ever-growing range of modern machinery, <i>EnergyMax 21</i> was built for customization to stay one step ahead.	<ul style="list-style-type: none"> Coupling damage due to overload Gear tooth damage due to misalignment or inadequate lubrication Mechanical press frame damage caused by double blanking or overload <p>Example: The tail stock on a large lathe at a mid-size machine shop failed due to fatigue, dropping a turbine rotor while it was being machined. Replacement cost: \$138,900 Extra operating expenses: \$25,000</p>	<i>EnergyMax 21</i> sets the industry standard for the scope of equipment protected against breakdown and loss of income. What’s more, <i>EnergyMax 21</i> was designed with the flexibility to make sure that, when needed, a little fine-tuning doesn’t become a major hassle or big expense.



Key equipment breakdown coverages

Property damage	For damage to covered property caused by a “breakdown”
Business income	For a decrease in net income as a result of a “breakdown” to covered equipment
Extra expense	For additional operating costs incurred as a direct result of a “breakdown” to covered equipment
Spoilage damage, including utility interruption	For spoilage of covered property resulting from a change in controlled conditions as a direct result of a “breakdown” of the insured’s covered equipment or covered equipment owned by a utility supplier
Utility interruption – time element	Loss of business income or additional extra expenses incurred as a direct result of a “breakdown” to covered equipment owned by a utility supplier, subject to specific requirements
Civil authority	Loss of business income or additional extra expenses incurred because of the inability to access the insured’s covered premises due to a civil authority response as a result of a “breakdown” to covered equipment not located at covered premises
Dependent property	Loss of business income or additional extra expenses incurred as a direct result of a “breakdown” to covered equipment at a non-owned business that supplies, purchases or manufactures products for – or which attracts customers to – the insured’s business
Electronic data or media	Costs incurred because media is damaged or electronic data is lost or corrupted as a direct result of a “breakdown” to covered equipment, provided such media or electronic data is located at a covered premises
Error in description	Unintentional errors in the description of a location
Expediting expense	Costs incurred to expedite the permanent repairs or replacement of covered property directly damaged as the result of a “breakdown” to covered equipment
Fungus, wet rot or dry rot	Physical damage, loss of business income or additional extra expenses due to fungus, wet rot or dry rot, which is the direct result of a “breakdown” to covered equipment
Hazardous substance	Physical damage to covered property, loss of business income or additional extra expenses due to a hazardous substance, which is the direct result of a “breakdown” to covered equipment
Newly acquired locations	Automatically provides coverage for a specified period for new locations purchased or leased by the insured, subject to specific requirements and limitations
Ordinance or law	Protection for increased costs necessitated by enforcement of local ordinances or laws, including certain demolition costs and increased costs of construction, subject to specific limitations
Refrigerant contamination	For physical damage to covered property caused by refrigerant contamination as a direct result of a “breakdown” to covered equipment
Water damage	For physical damage to covered property caused by water as a direct result of a “breakdown” to covered equipment
Green coverage	Additional costs to repair or replace damaged or destroyed portions of covered property utilizing green materials and procedures, including expenses to achieve pre-loss green certifications in accordance with existing standards incurred as a result of a “breakdown” to covered equipment
Brands and labels	Allows for and pays the cost of re-labeling branded or labeled covered property damaged by a “breakdown” to covered equipment
Extended warranty or service contract	Reimbursement for prorated amount of unused portion of an extended warranty or service contract if warranty or contract becomes void or unusable due to a “breakdown” to covered equipment
New generation coverage	If covered equipment is valued at replacement costs and cannot be repaired, pays up to an additional 25% of covered property damage amount to replace unrepairable covered equipment with state-of-the-art technology
Selling price valuation	Values certain covered property held by the insured for sale at selling price, less any discounts offered and expenses that would have otherwise been incurred, subject to specific requirements

The strength of Travelers.

Travelers is known for service, stability and innovation. With more than 150 years of experience and strong financial ratings, Travelers is one of the nation's premier insurance companies.



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