



Presented to:
Great Lakes Captains Assoc.
January 26, 2007
Traverse City, MI

Presented by:
Randy O'Neill, Manager
MOPS License Insurance



Outline

- About Lancer
- MOPS Organizational Structure
- Clients
- Legal Network
- Major Exposures
- Coverages & Limits
- Historical Overview – Masters
- Historical Overview – Tug Masters
- Major Claims Types
- Group/Assoc. Coverage
- Q & A





About Lancer

- Started in 1982 by two KP Grads.
- Licensed in All 50 States.
- Rated "Excellent" (A-) by A. M. Best.
- 8 Product Groups, including MOPS.
- 6 Offices/475 Employees.
- \$240 Million of DWP in 2006.





Organizational Structure

Long Beach, NY

- Administrative/Claims Management
- Policy Issuance/Renewal
- Legal Databank
- Legal Support





Clients

- U.S.C.G. Licensed Deck Officers
- U.S.C.G. Licensed Engineering Officers
- Federal & State Pilots
- Certified Tankermen





Legal Network

- 75 Primary U.S. Maritime Firms
- Over 250 Active Attorneys
- Legal Coordinator
- Claims Databank
- Annual Meeting
- Regular Correspondence





Major Exposures Captains

- Suspension & Revocation
- Civil Suits





Coverages & Limits

- Unlimited Legal Representation
- Monthly Income
- Civil Legal Defense
- Professional/Civil Liability
- Civil Penalty Legal Defense
- Criminal Defense





Historical Overview

Masters Only – 1/1/05-12/31/06

Average Salary Insured/Month	\$4,123
Average Cost Per Claim	\$9,130





Historical Overview

Tug Masters Only – 1/1/05-12/31/06

Average Salary Insured/Month \$3650

Average Cost Per Claim \$3,950





Major Claims Types Captains & Tug Captains

- Allision
- Collision
- Grounding





Group/Association Coverage

Structure

- Common Anniversary Dates

Benefits

- Automatic 10%
Administrative Discount





PROTECTING
PROFESSIONAL
MARINERS
SINCE 1935