

The AON Advantage

Aon provides all of the contractor friendly coverage's that one would find in a policy designed by an insurance broker that specializes in construction globally in addition to the following:

-Contractor's Rework and contractor's errors and omissions coverage for \$250,000. There is a misconception by many that this coverage is the same as "Rip and Tear" coverage. This coverage is far from the same as "Rip and Tear" coverage and the terms of this form are far less restrictive than the "Rip and Tear" form. This coverage will cover for the labour of taking out and replacing anything you put in incorrectly (faulty workmanship) or anything that you put in correctly but because of a design error, has to be removed. The design error can be your own design or that of a third party consultant

-\$250,000 mould coverage - This will pay in the event that your work causes mould damage to a structure. The costs of remediation and reconstruction would be covered up to 250K. This coverage would also respond to a third party person claiming for damages because the mould caused them a respiratory problem.

-\$1,000,000 sudden and accidental pollution coverage - There are a number of different forms of coverage for Pollution ranging from total pollution exclusion which can be found in many General Liability policies to full Environmental Impairment Liability for owned and non owned sites. In today's market place, most General Liability policies will exclude pollution but will provide an exception for "Hostile Fire" (pollution resulting from a fire that breaks out of it's normal containment). Aon is offering coverage for pollution events that are discovered and reported to the insurer within 120 hours (coverage is based on actual policy terms and conditions). For a mechanical contractor, this is the bare minimum that should be considered, anything less exposes the company balance sheet to potential losses.

-Coverage for Difference in Conditions, Difference in limits and Difference in Deductibles for work covered by a project specific Wrap-up insurance policy. Without this coverage (and most sub contractors don't have this) in the event that the project wrap-up was missing something or the limit of insurance wasn't high enough to cover a large claim or the deductible that the owner decided to take out was substantially higher then what the sub carries under his General Liability policy then this coverage would step in to protect the sub. Without this coverage the subs General Liability policy would not respond.

-Aon offers a return of premium under the MCA program on renewal for good loss experience (does not include auto) 0 to 30% loss experience would receive 10% return premium, 31 to 50% would get 5% and 51% and over would get none

-Aon pays a 2% admin fee to MCAC and the provincial MCA's that recommends Aon. The 2% is a minimum that could go to 5%!!! Aon also pays 2% on bonding premiums paid by our members.

-Aon provides sponsorship dollars to MCAC and MCAS on top of the admin fees mentioned something the local broker probably doesn't

-MCA members get a 10% discount vs. non members This has brought us new members to MCA thus increasing industry participation