



NAUSCH, HOGAN & MURRAY, INC.

77 WATER STREET, 8TH FLOOR
NEW YORK, N.Y. 10005
(212) 480-4200 • Fax: (212) 480-2920

May 9, 2019

Yonkers Public Schools
One Larkin Center
Yonkers, New York 10701
Attn: Ms. Hershkowitz

Re: Yonkers Public Schools
Automobile Insurance Renewal
Policy Period: July 1, 2019 – July 1, 2020

Dear Ms. Hershkowitz,

In response to your request for proposals of insurance with respect to Yonkers Public Schools' automobile insurance, we have received the most competitive renewal offer from the incumbent carrier, Philadelphia Indemnity Insurance Company (A++, XV by A.M. Best). They are offering the renewal of the primary \$1,000,000 limit of liability at the expiring terms and conditions for an annual premium, inclusive of fees, of \$124,152 based upon the schedule of vehicles provided containing sixty-three units. This represents roughly an 8.9% increase over the expiring inception premium, which was \$114,031.

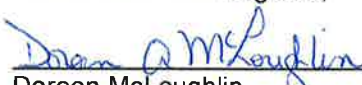
We have also obtained Philadelphia Indemnity Insurance Company's (A++, XV AM Best) agreement to offer excess liability insurance, on an admitted basis, in the amount of \$4,000,000 excess of the \$1,000,000 primary insurance at \$33,500 roughly a 10.5% increase over the expiring annual premium of \$30,317.

Accordingly, the total cost for the \$5,000,000 limit of insurance, 100% with Philadelphia Indemnity Insurance Company on an admitted basis, is \$157,652 (\$124,152 for the primary \$1,000,000 plus \$33,500 for the \$4,000,000 excess of the \$1,000,000 primary). Philadelphia Indemnity Insurance Company has again presented the most competitive offer, affording Yonkers Public Schools' seamless automobile liability coverage for the same limit of \$5,000,000 that has been carried by the district for the past several years.

The Hartford and Hanover Insurance Company declined to put forth a quote. Liberty Insurance Company advised that they are not a market for this class of business. Guard Insurance Company advised that they could not be competitive as their estimated policy total cost without credits and discounts is \$285,034 for the \$1,000,000 Combined Single Limit. While Travelers did take a closer look this year it was ultimately determined that they could not compete with the current pricing.

In conclusion, the offer presented by Philadelphia Indemnity Insurance Company on a primary and excess basis will afford Yonkers Public Schools seamless coverage for the full \$5,000,000 limit of insurance at the most competitive cost.

Thanks and Best Regards,



Doreen McLoughlin
dm/ms
Encl.

INSURANCE BROKERS
REINSURANCE INTERMEDIARIES

NEW YORK / ROTTERDAM / LONDON / ST. THOMAS / RIO DE JANEIRO / SINGAPORE

May 9, 2019

PROPOSAL OF INSURANCE

NAMED INSURED: The Yonkers Board of Education &/or The City of Yonkers &/or Yonkers Public Schools

ADDRESS: One Larkin Center
Yonkers, New York 10701

COVERAGE: Automobile Liability and Physical Damage

SECURITY: Philadelphia Indemnity Insurance Company (A++, XV by A.M. Best)

POLICY TERM: July 1, 2019 – July 1, 2020

COVERAGE:

Liability Coverage	Symbol 10
Auto Medical Payments	Symbol 2
Uninsured/Underinsured Motorists	Symbol 6
Comprehensive/Collision	Symbol 2,19
Personal Injury Protection / Additional PIP	Symbol 5

LIMITS:

\$1,000,000 Combined Single Limit
\$1,000,000 Uninsured/Underinsured Motorist / Hired Non-Owned Liability
\$ 50,000 Personal Injury Protection
\$ 100,000 Additional Personal Injury Protection
\$ 10,000 Auto Medical Payments
\$ 25,000 Optional Basic Economic Loss
\$ 100 Towing & Labor Each Disablement

DEDUCTIBLES: Comprehensive - \$500 each occurrence
Collision - \$1,000 each occurrence

EXPOSURE: 63 vehicles as per schedule on file

CONDITIONS: Commercial Automobile Elite Endorsement
Glass breakage (Windshields and Windows) No deductible applies for autos which carry Comprehensive coverage
Hired Auto Physical Damage- Actual Cash Value or the cost for repair or replacement of the vehicle, whichever is less subject to deductible.
Symbol "2" means only those "autos" you own (and for Liability Coverage any "trailers" you don't own while attached to power units you own). This includes those "autos" you acquire ownership of after the policy begins.
Symbol "5" means owned "autos" subject to no-fault. Any "auto" owned by an insured that is garaged or licensed in a state where no-fault benefit laws exists. This symbol also applies to any "auto" acquired after the policy begins.
Symbol "6" means only those "autos" you own that because of the law in the state where they are licensed or principally garaged are required to have and cannot reject Uninsured Motorists Coverage. This includes those "autos" you acquire ownership of after the policy begins provided they are subject to the same state uninsured motorists requirement.
Symbol "10" means any auto, except vehicles owned, hired or borrowed used to transport students/children.
Symbol "19" means only those "autos" that are land vehicles and that would qualify under the definition of "mobile equipment" under this policy if they were not subject to a compulsory or financial responsibility law or other motor vehicle insurance law where they are licensed or principally garaged.

SUBJECT TO: Signed UM/UIM Selection Form is required at binding.
Any taxes, fees or surcharges included in the total premium shown on the proposal are not subject to installment billing.
Signed/completed selection/rejection forms are required at binding.
Risk management Contact Name, Phone Number and E-Mail Address at the Insured's Location.

PREMIUM: \$124,152 (includes New York Motor Vehicle Fee of \$620)

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Insurance Brokers • Average Adjusters

Reinsurance Intermediaries

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May 9, 2019

EXCESS AUTOMOBILE LIABILITY

LIMITS: \$4,000,000 Combined Single Limit excess of Philadelphia Indemnity Insurance Company \$1,000,000 Combined Single Limit Underlying (Defense in Addition to Limits)
In Excess of Primary Occurrence Form

SECURITY: Philadelphia Indemnity Insurance Company- ADMITTED (A++, XV by AM Best)

CONDITIONS: 62 Power Units
Exclusion- Asbestos
Anti-Stacking Endorsement
Exclusion-Access or Disclosure of Confidential or Personal Information
Exclusion- Punitive Damages
Cap on Losses from Certified Acts of Terrorism or Exclusion of Certified Acts of Terrorism (depending on option chosen)
Commercial Excess Liability Policy
Minimum Earned Premium Endorsement
Uninsured/Underinsured Motorist Exclusion

SUBJECT TO: All Underlying carriers have minimum AM Best rating of A- VII or better
Signed Applications and Acord 131
Receipt and favorable review/approval of any/all manuscript forms and/or restrictions of coverage prior to binding.
Within 30 days of effective date, copy of GL, lead umbrella and intervening policies, Auto and WC Dec Pages.
Within 30 days of the effective date, review of excess quote on layers above us and Philadelphia Indemnity Insurance Company reserving the right to adjust pricing accordingly. **If no layer(s) above ours, so advise in writing.**
This is issued upon the reliance of information submitted to Philadelphia Indemnity Insurance Company by the applicant. By accepting this, the applicant accepts the terms and conditions contained and verifies that all information is accurate, true and complete and that no pertinent or material information has been withheld or omitted.
If TRIA is accepted, it must be included on all underlying policies.

PREMIUM: \$33,500 Minimum & Deposit Premium
Flat Rate
Premium due 30 days from effective date

FINAL PREMIUM: \$124,152 Primary Auto
\$ 33,500 Excess Auto Liability
\$157,652

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NEW YORK / ROTTERDAM / LONDON / ST. THOMAS / RIO DE JANEIRO

VEH #	YEAR	MAKE	MODEL	VIN #	ODOM. 12.4.14	ORIGINAL COST	LOCATION	COND.
1	2007	FORD	EXPLORER	1FMEU73E07UA67447	115,123	\$27,074.00	CARR, JOHN	GOOD
2	2006	FORD	ECONOLINE	1FTSE34L06DB06403	67,665	\$15,124.00	MAINT. DEPT. - VITULLI, NICK	GOOD
3	2006	FORD	ECONOLINE	1FTSE34L26DB06404	36,843	\$15,124.00	MAINT. DEPT. - MOORE, ROBERT	GOOD
4	2006	FORD	ECONOLINE	1FTSE34L46DB06405	30,616	\$15,124.00	MAINT. DEPT. - FITZPATRICK, JAMES	GOOD
5	2006	FORD	ECONOLINE	1FTSE34L66DB06406	82,305	\$15,124.00	MAINT. DEPT. - HILLMAN, ROBERT	GOOD
6	2001	CHEVR.	ECONOLINE	1GCHG39R211214775	87,203	\$18,490.00	MAINT. DEPT. - PREGON, MICHAEL	GOOD
7	2002	ARSEN	TRAILER	1A9CK162X2G527371		\$4,160.00	MAINT. DEPT. - GROUNDS FOR GRASS CUTTER	GOOD
8	2004	GMC	SAVANNA	1GTHG35U341116532	83,276	\$18,487.00	MAINT. DEPT. - PIACENTE, ANDREW	GOOD
9	2004	GMC	SAVANNA	1GTHG35U241115453	82,018	\$18,487.00	MAINT. DEPT. - FATONE, JOHN	GOOD
10	2001	FORD	TRUCK	1FDWF37F21ED15970	10,413	\$34,544.00	MAINT. DEPT. - GROUNDS/SALT ER	GOOD
11	1999	FORD	SUBURBAN	1FMRE11L3XHC17511	74,357	\$19,465.50	MAINT. DEPT. - EIGHT PASSANGER VAN	POOR
12	2004	GMC	VAN	1GTHG35U841114436	79,087	\$18,487.00	MAINT. DEPT. - PETILLI, RONALD	GOOD
13	2004	GMC	VAN	1GTHG35U541116676	117,650	\$18,477.00	MAINT. DEPT. - VERDAGUER, HENRY	GOOD
14	2000	CHEVR	VAN	1GCHG39R4Y1222581	7,163	\$20,954.00	MAINT. DEPT. - PRESSURE WASHER (GRAFFITI)	GOOD
15	2000	CHEVR	VAN	1GCHG39R9Y1223080	53,712	\$20,954.00	MAINT. DEPT. - YURCHO, DERRICK	POOR
16	2000	CHEVR	VAN	1GCHG39R1Y1223087	52,737	\$20,954.00	MAINT. DEPT. - GARCIA, RAMON	POOR
17	2009	FORD	PICKUP	1FTYR15E59PA22213	98,727	\$16,918.63	MAINT. DEPT. - KHOURY, FAEZ	GOOD

18	2009	FORD	PICKUP	1FTYR15E79PA22214	74,039	\$16,918.63	MAINT. DEPT. - SAYEGH, EDDIE	GOOD
19	2000	GMC	REFRIG.	1GDG6H1C2YJ518598	70,637	\$54,100.00	MAINT. DEPT. - CAFETERIA DEL. - DIMARCO, R.	FAIR
20	2002	FORD	REFRIG.	1FDXF46F62ED15385	93,300	\$43,803.00	MAINT. DEPT. - CAFETERIA DEL. - KERSON, GILBERT	GOOD
21	2002	GMC	BUCKET TRUCK	1GDM7H1C82J500050	8,798	\$111,782.00	MAINT. DEPT. - GROUNDS	GOOD
22	1997	FORD	DUMP TRUCK	1FDKF38F9VEB17261	32,420	\$28,179.00	MAINT. DEPT. - GROUNDS	GOOD
23	2006	GMC	TRUCK	1GDJK34D76E183417	8,493	\$34,749.00	MAINT. DEPT. - GROUNDS	GOOD
24	1995	INTER	DUMP TRUCK	1HTSCAAP9SH628146	10,352	\$39,875.00	MAINT. DEPT. - GROUNDS/SALTER	GOOD
25	2006	FORD	F250	1FTNF21576EB19203	45,770	\$18,047.00	MAINT. DEPT. - GROUNDS - GONZALEZ, JOE	FAIR
26	2001	PARKER	TRAILER	13ZHS101811003990		\$2,620.00	MAINT. DEPT. - FOR GRASS CUTTER	GOOD
27	2001	CHEVR	UTILITY	3GBKC34G31M112660	17,069	\$33,540.00	MAINT. DEPT. - GROUNDS	GOOD
28	2009	DODGE	UTILITY	3D6WG46T19G524257	19,401		MAINT. DEPT. LAROSA	GOOD
29	2009	DODGE	STAKE BODY	3D6WG46T39G524258	77,749		MAINT. DEPT	GOOD
30	2009	DODGE	UTILITY WH	3D6WC66L29G526977	28,046		CAFETERIA - TRUCK REFRIGERATOR - WALSH, TOM	GOOD
31	2011	FORD	VAN	1FTNE2EW6BDA60974	19,917	\$16,225.87	MAINT. DEPT. - DEDVUKAJ, PJETER	GOOD
32	2011	FORD	VAN	1FTNE2EW2BDA60972	38,253	\$15,225.87	MAINT. DEPT. - DELBENE, JOE	GOOD
33	2011	FORD	VAN	1FTNE2EW4BDA60973	33,256	\$16,225.87	MAINT. DEPT. - PLUMBER (CURRENTLY OPEN POSITION)	GOOD
34	2012	FORD	CAF. TRUCK	1FDUF5GT9CEA41324	13,065	\$53,369.00	MAINT. DEPT. CAFETERIA - BASSI, JOE	GOOD

35	2009	FORD	PICKUP	1FTSX21R39EB28861	88,820	\$30,388.62	MAINT. DEPT. - SANCHEZ, RAFAEL	GOOD
36	2013	FORD	EXPLORER	1FM5K8D85DGB71284	25,038	\$39,522.00	SUPERINTENDENT	NEW
37	2012	FORD	CAF. TRUCK	1FDUF5GT4CEB79580			MAINT. DEPT. CAFETERIA - TURNER, JAMES	GOOD
38	2014	FORD	F450	1FDUF4HT2EEA98198		\$50,400.00	MAINT. DEPT. - GROUNDS/SALTER	NEW
39	2014	FORD	F450	1FDUF4HT4EEA98199		\$50,400.00	MAINT. DEPT. - GROUNDS/SALTER	NEW
40	2013	CASE	BACKHOE	JJGN59SNEDC591279		\$111,837.00	MAINT. DEPT. - GROUNDS	NEW
41	2014	FORD	VAN	1FTSE3EL1EDA35158	3,139	\$21,615.47	MAINT. DEPT. - CARO, ANTHONY	NEW
42	2014	FORD	VAN	1FTSE3EL8EDA35156	3,764	\$21,615.47	MAINT. DEPT. - MIRO, TOMMASO	NEW
43	2014	FORD	VAN	1FTSE3ELXEDA35157	3,886	\$21,615.47	MAINT. DEPT. - BOX, BILLY	NEW
44	2014	FORD	VAN	1FTSE3EL6EDA35155	3,810	\$21,615.47	MAINT. DEPT. - MARJI, ELIAS	NEW
45	1992	JOHN-DEERE	BACKHOE	T0310DA782299		\$27,250.00	MAINT. DEPT. - GROUNDS	POOR
46	2014	FORD	ESCAPE	1FMCU9GX4EUE28559	2,613	\$23,268.00	SAFETY & SECURITY - SCHULDER, BRIAN	NEW
47	2014	FORD	ESCAPE	1FMCU9GX0EUE28560	4,245	\$23,268.00	HUBBARD, JENNIFER	NEW
48	2014	FORD	ESCAPE	1FMCU9GX2EUE28561	4,193	\$23,268.00	TRANSPORTATION	NEW
49	2014	FORD	ESCAPE	1FMCU9GX4EUE28562	7,896	\$23,268.00	CODDETT, ANDREA - DEPUTY SUPER.	NEW
50	2014	FORD	ESCAPE	1FMCU9GX6EUE28563	1,955	\$23,268.00	ANNUNZIATA, TOM	NEW
51	2016	FORD	F450	1FDUF4HT6GEC17194	28	\$59,959.09	MAINT. DEPT.	NEW
52	2016	FORD	F450	1FDUF4HT8GEC17195	28	\$59,959.09	MAINT. DEPT.	NEW
53	2014	JACOB	TRACTOR	70539-1797		\$76,731.00	MAINT. DEPT. - GROUNDS	NEW
54	2016	FORD	F150	1FTFX1EF1GFD00615		\$33,737.98	B & G - DILELLO, AL	
55	2016	FORD	F150	1FTFX1EFXGFD00614		\$33,737.98	B & G - VELAZQUEZ, EDDIE	

56	2017	FORD	F350 XLT	1FT8X3B62HEE05678		\$40,547.30	MAINT. - ED MAHER	Brand New
57	2017	JEEP	PATRIOT	1C4NJRBB9HD208601		\$22,900.00	CARNEY, PAUL	Brand New
58	2017	JEEP	PATRIOT	1C4NJRBB7HD208600		\$22,900.00	PAVONE, LEE	Brand New
59	2018	Ford	Transit	1FTYR1ZM5JKA48068		\$27,732.34	MAINT. DEPT. - MASON, TYRONE	Brand New
60	2018	Ford	Transit	1FTYR1ZM7JKA48069		\$28,233.34	MAINT. DEPT. - MINIER, GEREMIAS	Brand New
61	2018	Ford	Transit	1FTYR1ZM5JKA48071		\$28,233.34	MAINT. DEPT. - BAKER, ROB	Brand New
62	2018	Ford	Transit	1FTYR1ZM3JKA48070		\$28,233.34	MAINT. DEPT. - FARERI, GEORGE	Brand New
63	2019	Ford	F550	1FD0X5GT5KED39847		\$74,644.00	CAFETERIA - TRUCK REFRIGERATOR-	Brand New

Doreen McLoughlin

From: Todd Hallett <todd@djcolby.com>
Sent: Thursday, April 25, 2019 11:12 AM
To: Doreen McLoughlin
Subject: FW: Yonkers Public Schools Automobile Renewal July 1, 2019

Doreen,

I do not think we are going to get anywhere with Guard. See below.

1. Are these written as commercial vehicles or non-for profit?
2. Can you confirm that the target for \$1,000,000 CSL is about \$110,000 in premium? The estimated policy total cost without credits and discounts is \$285,034. If that is their "realistic" premium to get to then we should drop this one. Philly's price to beat seems too good to be true.

Don't forget Cyber Liability coverage for your clients!

It is a real threat and more common than you think.

[Click here for more information](#)

Todd Hallett
Director of Marketing

D.J. Colby Co., Inc.
45 Broadway, Mezzanine Level
New York, NY 10006

Phone: 212-962-6555
Direct: 212-937-0024
www.djcolby.com

Doreen McLoughlin

From: Doreen McLoughlin
Sent: Wednesday, May 1, 2019 1:01 PM
To: Doreen McLoughlin
Subject: Yonkers Public Schools Automobile Renewal July 1, 2019

On Apr 18, 2019, at 3:33 PM, Todd Hallett <todd@djcolby.com> wrote:

My regular markets won't Hanover and Hartford will not consider. I have a contact for Liberty and maybe Guard if you would like me to try them.

Hope you are well!

Support Diabetes Research - Hike for a cure Fundraiser

Todd Hallett
Director of Marketing

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New York, NY 10006

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Doreen McLoughlin

From: Doreen McLoughlin
Sent: Wednesday, May 1, 2019 2:35 PM
To: Doreen McLoughlin
Subject: FW: Yonkers Public Schools Automobile Renewal July 1, 2019

From: Todd Hallett <todd@djcolby.com>
Sent: Wednesday, May 1, 2019 2:10 PM
To: Doreen McLoughlin <dmcloughlin@nhmurray.com>
Subject: RE: Yonkers Public Schools Automobile Renewal July 1, 2019

Doreen

Liberty says they are not a market for the this class of business. They declined.

Best,
Todd

[Support Diabetes Research - Hike for a cure Fundraiser](#)

Todd Hallett
Director of Marketing

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Doreen McLoughlin

From: Doreen McLoughlin
Sent: Friday, May 3, 2019 10:41 AM
To: Doreen McLoughlin
Subject: FW: Yonkers Public Schools Automobile Renewal July 1, 2019

From: Green, Mike E <MGREEN7@travelers.com>
Sent: Friday, May 3, 2019 10:38 AM
To: Doreen McLoughlin <dmcloughlin@nhmurray.com>
Cc: Alex Jaroslowsky <ajaroslowsky@nhmurray.com>; Cindy Davis <cdavis@nhmurray.com>; Robert Volpe <rvolpe@nhmurray.com>
Subject: RE: Yonkers Public Schools Automobile Renewal July 1, 2019

Hi Doreen,

Sorry for the late reply per our discussion yesterday we would not be able to compete with the current price point as although we write the property out of our national property group we would still have to consider pricing on a monoline basis for our group. If the outlook changes next year we can certainly take a look.

Let me know if you have any questions or want to discuss further.

Have a good weekend,

Michael Green | Account Executive | Commercial Accounts Group Middle Market
Travelers

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Mobile: 929-246-3243
Fax: 844-825-7072
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