



KEYS INSURANCE SERVICES, INC.

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April 27, 2012

Albert Tropea
c/o Key West Sailing Adventure
PO Box 4165
Key West, FL 33041

RE: Excess Liability Request

Dear Albert,


In response to your recent inquiry about securing Excess Liability above your current limit of \$1 million...I offer you some concerns I have relative to that request.

You advised me that the carrier for the City of Key West Bight Marina on William Street is requesting of each boat owner limits over and above the \$1 million each one moored there is required to provide.

While I feel that in some cases Excess Liability is warranted and needed, I question the reason for that in this situation. Is it because of past losses exceeding the underlying limit at the marina? Is it due to the current insurance carrier's excessive losses in this line of business? Or is it because of some other concern that they have and what is that concern?

In the current marketplace I am seeing annual premiums upwards of \$1,500 for each \$1 million over and above the basic underlying limit. Considering the fact that none of my insured's have experienced a loss of over \$1 million in the last 45 years that I have been in this business, I feel this pricing is excessive and unnecessary. Unless there are extenuating circumstances that the insurance company is requiring those limits I would try to negotiate with the company to hold the line at the current \$1 million limit.

Sincerely,



Larry Hager
Office Manager
Commercial Lines Agent

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