

# *“Letter of Security”*

## SPECIAL BULLETIN

TO SECURITY AGENTS

DECEMBER, 2001

We are pleased to introduce our new **Motel BusinessOwners Program** effective January 1, 2002 for new business and February 1, 2002 for renewals. While we have written numerous motels in the past through our SMP program, this program offers the competitive convenience of a BOP composite rating approach. In addition, a **Motel Extender Endorsement (Form SF-520)** has been specifically designed to augment the portfolio of coverages available.

### Underwriting Guidelines:

- Targeted to family-run, year-round or seasonal, operators
- Chain/franchise operations are ineligible
- Most cottage-unit type operations are eligible
- Properly fenced pools without diving boards will be considered
- Small gift shop exposures are acceptable
- Risks with separately rated restaurants can be accommodated

### Coverages (subject to form terms and conditions):

- **Motel Extender Endorsement (Form SF-520)**
  - \$2,500 sewer and/or water drain back-up
  - \$5,000 computer, hardware, software and media
  - \$5,000 fine arts
  - Money & securities: \$5,000 within place of business; \$5,000 at banking premises; \$2,000 away from place of business
  - \$5,000 personal property of guests in care, custody and control
  - \$5,000 food spoilage due to temperature change or contamination from refrigerants

[In most cases additional limits of protection may also be purchased].

- **Other coverages** also available include:
  - Hired and non-owned automobile
  - Demolition/debris removal
  - Increased cost of construction

We trust you will find this Motel BusinessOwners Program to be coverage and price competitive. We ask that you notify the sales and company placement staff in your agency of this new Program roll out. **A new Security Mutual BusinessOwners Policy Program Manual, that includes our Motel Program, is enclosed.** If you have any questions please contact our Underwriting Department at 1-800-822-1232.

Sincerely,

Tom Randall  
Director of Marketing

**SECURITY MUTUAL  
INSURANCE COMPANY**  
ITHACA, NEW YORK 14850