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FBO SERVICES

- Fueling
- Aircraft storage (tie-down or hangar)
- Sales, service, repair, and maintenance of aircraft
- Line services for general aviation aircraft
- Scheduled/nonscheduled air carrier services and support
- Air taxi/charter operations, aircraft rental
- Pilot training
- Sightseeing, advertising, surveying
- Crop dusting and aerial applications
- Food, showers, lavs, ground transport

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WHAT IS AN MRO?

A Maintenance, Repair, and Overhaul facility is a company providing aircraft maintenance, overhaul, inspections, replacements, modifications, etc. An MRO performs specialized work necessary to ensure airworthiness.

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MRO SERVICES

- May perform base maintenance (large operations) or line maintenance (minor operations)
- Part 145 defines the scope:
 - A – Aircraft
 - B – Engines
 - C – Components
 - D – Specialized Services (often non-destructive testing)

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TYPES OF COVERAGES

- CGL
- Hanger-Keepers Liability
- Products/Completed Operations
- FBO Liability
- Pollution
- WC
- Non-Owned Aircraft Liability
- War & Allied Perils vs. TRIA
- Employee Practices Liability
- Professional Liability
- Family Assistance
- Medical Payments

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COMMON ENDORSEMENTS

- Named Pilot vs. Pilot Qualifications
- Fellow Employee
- Contractual Liability – Insured Contract
- Loading/Unloading
- Transporting Mobile Equipment
- Property Damage (to personal property in the CCC of the insured)
- Property Damage to **your product**
- Property Damage to **your work**
- Loss of Use
- HKLL (loss to **your work**)
- HKLL (loss to aircraft while in flight)
- Restaurants operated by the NI
- Pollution event accidental discharge

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COMMON RISKS GL: PREMISES

- Slips, Trips, Falls
- TP service crews
- TP Businesses located within the operation

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COMMON RISKS
GL: PRODUCTS AND COMPLETED OPERATIONS

Services Performed:

- Lav Dumps
- Air Carts
- Air Stairs
- GPU Hookups
- Aircraft Cleaning
- Catering

- Fueling (Full Serve/Self-Serve)
- MX

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COMMON RISKS:
GL: HANGAR KEEPERS LEGAL LIABILITY

- Aircraft Movement
- Hangar Stacking

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COMMON RISKS:
PROPERTY

- Building
 - Structure/Roof/Foundation
 - "Studs In"
 - Tenant Improvements
 - Tenant's Negligence
 - Indemnification of Landlord
- Contents
- Inland Marine

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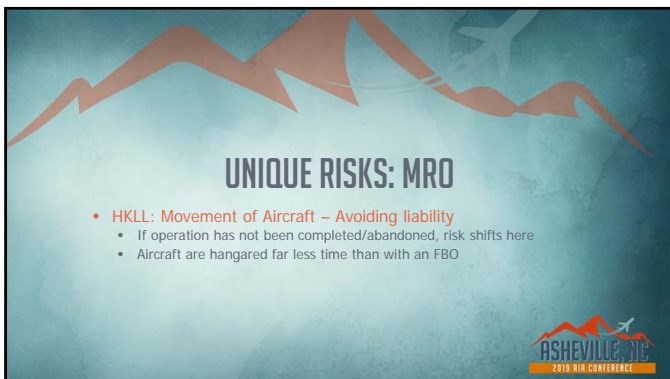
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COVERAGES DRIVING THE GL PREMIUM

- **Premises**
 - More important for FBO: More people
- **PCO**
 - More important for MRO: Operations are main focus
- **HKLL**
 - More important for FBO: Longer times hangared
 - The middle ground for exposure between Premises and PCO

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AVOIDING GAPS IN COVERAGE

- **EPL Coverage**
 - Wrongful dismissal
 - Sexual harassment
- **Pollution Coverage**
 - Insure sites, not just tank liability
- **Cyber Coverage**
 - Phishing scams are not covered by crime, CGL, etc.

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SPECIAL SITUATIONS

Contract Labor
Failure to Tighten Hydraulic Lines
Hangar Rash

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CONTRACTS AND INSURANCE

Things to check for your FBO/MRO clients:

- Do the indemnification and waiver of subrogation agree?
- Are the coverages and limits suitable?
- If a lease – who is responsible for what, and is it insured?
- Is there a liability shift on something that isn't insurable?
- Does this meet the definition of "insured contract"?
- Does it need to be scheduled with the carrier?

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QUESTIONS

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