



## Heatstroke Can Kill

Rising summer temperatures mean more daylight to finish projects, increased work opportunities, and more time in the fresh air. Working up a good sweat in the warmth of a friendly sun can add immeasurably to the pleasure of a job well done.

Just be careful that the sun's warm glow doesn't turn into heatstroke.

Heatstroke is a serious threat in summer and is made worse by such factors as high temperature combined with high humidity, lack of breeze, low liquid intake, heavy physical labor, waterproof clothing or the simple fact that employees may be unprepared for a hot workplace.

The Occupational Safety and Health Administration has developed a free brochure available on this specific issue

at [www.osha.gov/Publications/osha3154.pdf](http://www.osha.gov/Publications/osha3154.pdf). Among other key points, OSHA recommends that employers train employees with a two-pronged approach:

1. Quickly recognize the symptoms: headache, dizziness, or fainting; weakness and wet skin; irritability or confusion; and thirst, nausea or vomiting.

2. Have an established response plan: Call a supervisor for help or 911 in an emergency; have someone stay with the worker until help arrives; move the worker to a cooler/shaded area; remove outer clothing;

fan and mist the worker with water; apply ice bags or ice towels; provide cool drinking water if the worker is able to drink.

Planning ahead for hot-weather incidents can prevent heatstroke and save a life.



## Paying Employees During Shutdown

Businesses almost always have insurance to cover physical damage to their property and inventory, but do you have coverage that will assist you in retaining your highly skilled staff during your rebuilding time?

That requires business interruption, or time element, insurance. This product replaces income that is interrupted due to a covered accident or event and allows a business to pay its continuing expenses, including payroll, while it rebuilds or replaces lost contents. Coverage lasts for a period of time that is based on how long

it takes to get the business back up and running.

As part of your planning process, you will need to decide which employees you want to keep on the payroll and to maintain employee benefits for during cessation of operations. If you have employees whom you'd like to keep on the payroll past the "ordinary payroll" allotment that your insurer provides, you will need to exempt them from the "ordinary" classification, so take a serious look at your staffing needs and determine who must be kept on the rolls.

## The Digital Worksite



Highly complex software, once bound to the office by hardware limitations, is now available at the job site on the latest mobile devices, particularly tablets. While the convenience and client service possibilities are obvious, it also means that you now have at least one more valuable tool exposed to job site hazards, including theft.

Have you taken steps to be certain the mobile devices you bring to worksites are tough enough to withstand your working conditions? And are the devices enabled with theft-protective devices, such as lockouts and LoJack®-style recovery technology?

Electronic devices may fall under your business insurance coverage, but not all policies are the same and not all businesses avail themselves of the full line of coverage available. Additionally, loss of data usually requires a separate policy or endorsement to a current policy.

If your business has fully embraced the digital age, contact us to discover your options for insuring both hardware and data at your job sites.

## Offloading Materials

A truckload of needed materials has arrived at a job site from the building supply dealer. The truck driver hops out and says, “Where do you want this?” Your own employees are already moving towards the vehicle with a hand truck. From an insurance point of view, does it matter who unloads the materials or whether they unload by hand, use the truck winch or bring in a front-end loader? Does it matter who owns the front-end loader?

Depending upon the specific facts that lead to damage or injury, a claim arising from unloading could fall

under the building supplier’s auto policy, his general liability policy, your auto policy, your general liability policy, or a combination thereof. Each situation has its own risks and requires a response based on your insurance.

Common situations can often create complex coverage questions. It is wise to understand who and what activities are covered by your insurance before allowing any employees to undertake work. It’s in everyone’s best interest that all stipulations of your insurance contracts be followed so that, should an accident happen, full coverage will come to your aid.

## Protect Workers’ Skin

As summer approaches, many employees happily greet the warmer weather and increased chance to work in the open air and sunshine. The Occupational Safety and Health Administration (OSHA) is reminding outdoor workers and their employers that increased time in the shining sun also means added exposure to its damaging rays.

Exposure to the sun’s ultraviolet radiation (UV) has long been known to significantly increase the risk of cataracts and skin cancer. When it

comes to UV exposure, there is no such thing as a “safe” suntan. While UV exposure can cause skin cancer at any age and is a risk for all ethnic groups, employees who burn easily, spend a lot of time outdoors, and/or have fair skin are particularly at risk.

Risk management is the key, and OSHA recommends you make the following part of your safety guidelines and training, especially during the summer season when lengthy exposure to sunshine is commonplace:

- Cover up: Always wear clothing that blocks out light.
- Use sunscreen with an SPF of at least 15 that blocks both UVA and UVB radiation.
- Wear a hat; a wide brim protects far more of the body than a baseball cap.
- Wear UV-absorbent sunglasses with lenses that block 99%-100% of UVA and UVB radiation.
- Limit exposure: UV radiation is most intense between 10:00 a.m. and 4:00 p.m.



# Flood Preparedness

Hurricane season officially begins June 1, but that doesn't mean that flooding rains wait until then to cause trouble for contractors.

Residential and commercial construction companies, as well as subcontractors, need to take steps to prepare for the possibility of flood damage.

The Federal Emergency Management Agency (FEMA) and the National Flood Insurance Program suggest a few basic steps for contractors who might be exposed to floodwaters. The first is to check your local flood maps. These maps will tell you if you are working in a high-risk area. It's not enough to glance around and see if there is a river nearby. Flood risks can be related to other factors as well, so check those maps (available online at [www.fema.gov/hazard/map/firm.shtm](http://www.fema.gov/hazard/map/firm.shtm), click on left-hand tab labeled Map Service Center to enter your site address). Sections labeled as A or V are high-risk areas. Those with B, C or X indicators are low or



moderate risk. Your agent can help you understand your search results.

The second step is to design and train employees on a response plan should floodwaters rise—even in low-risk areas. FEMA offers planning and preparation suggestions at [www.fema.gov/plan/index.shtm](http://www.fema.gov/plan/index.shtm), which include having a safe place to go when waters rise and recognizing when it's time for employees

to head out of your worksite.

Keep in mind that floodwaters rise quickly and usually have strong currents. They can also conduct electricity if live wires fall, and they can quickly destroy property and take lives. Know your worksite and all its hazards and establish a prevention and response plan before the rains come down and the floods come up.

## Planning to Sell, Merge or Acquire?

If your business is in planning mode to sell, merge or acquire, you need to be aware that there are many pitfalls, not the least of which is finding—after the transaction is complete—that representations made by a seller or a target company were inaccurate or incomplete. Such misrepresentations or undisclosed liabilities can cost either or both parties a significant part of the transaction price. Worse, sometimes buyers can't recover losses stemming from inaccurate representations or guarantees by the seller.

Examples of misrepresentations include overvaluing inventory; under-reporting liabilities; overstating future

contracts in the works; presenting faulty information on accounts receivable, employee benefits, intellectual property, environmental exposures, taxes—basically anything

**Representations made by a seller or a target company may be inaccurate or incomplete.**

that misrepresents assets, liabilities or future business capacity.

Representations and warranties insurance is a product specifically designed to insure parties involved

in the sale, acquisition or merger of companies. A policy can be used in standard transactions or in auction bids, partial asset purchases, and corporate or individual sales of companies. Transaction values vary depending on the insurer, and each policy is tailored to the situation it covers.

If a buyer discovers misrepresentations after a sale closes, it can sue for losses it incurs from the faulty information. Some insurers offer coverage just for sellers. Some offer it on both the buy side and the sell side. If your company plans to participate in a sale, purchase or merger, consider this transactional protection as part of your process.