

Workshop W11

Wednesday, October 31, 1:30–3:00 p.m. and 3:30–5:00 p.m.

ENVIRONMENTAL SNAKES IN THE GRASS— IS PERCEPTION REALITY?

Presented by

Diana Eichfeld
Assistant Vice President
ACE USA

Most construction risk professionals acknowledge a gap between contractors' perception of their environmental exposures and the reality of that exposure based on past claims, legislative initiatives, and looming threats, such as silicosis. This workshop examines contractors' awareness of environmental risks as revealed in an informal survey of a sample of nonenvironmental contractors. Find out how to bridge this gap between perception and reality and how well current insurance programs cover these risks.

- Examines perceived and actual environmental risks across regions and types of contractors.
- Outlines external factors that can impact a contractor's environmental exposure, including new legislation and acquisition of other firms.
- Examines how well contractors understand environmental terminology, rules, and requirements, which directly impacts compliance.

© 2006 ACE USA is the U.S.-based retail operating division of the ACE Group of Companies, headed by ACE Limited. ACE USA, through its underwriting companies, provides insurance products and services throughout the U.S.



SOME SAY THE BRIDGE WILL TAKE TOO LONG TO FINISH.
SOME SAY THE BRIDGE COULD JOIN TWO CULTURES.
WE SAY POUR THE CONCRETE.

We don't back down from risk, we embrace it. We insure vision. We insure Construction. Contact Fred Lapointe at 972-465-7854 or visit us at www.ace-ina.com for more information on the ACE USA Construction Industry Practice.



ace usa

INSURING PROGRESS™

Diana Eichfeld
Assistant Vice President
ACE USA

Ms. Eichfeld is presenting Workshop W11, "Environmental Snakes in the Grass—Is Perception Reality?" on Wednesday afternoon. As assistant vice president and National Construction Practice leader at ACE USA, ACE Environmental Risk, Ms. Eichfeld underwrites professional and pollution exposures for nonenvironmental contractors as well as acts as liaison between the company's regional offices and its Construction division. Previously, she was senior underwriter at Zurich ZENPRO, where she was responsible for evaluating pollution, professional, and combined package policies for consultants, engineers, and contractors.

Prior to joining Zurich, Ms. Eichfeld was an assistant vice president at XL Insurance and a senior consultant with ECS Risk Control, Inc. She developed and implemented numerous projects including a specialized training program for the construction industry, which was recognized as one of the top 10 risk management services of 1996 by *Risk & Insurance* magazine. Ms. Eichfeld has been an instructor on the USEPA's Hazardous Materials Incident Response Team and has taught Hazardous Waste Operations and Emergency Response, and Treatment Technologies for Superfund Sites. In addition, she managed leaking underground storage tank projects for the State of Minnesota and was a member of the Technical Assistance Team to USEPA where she performed emergency response and site investigation for Superfund sites in Region II.

A graduate of Allegheny College, Ms. Eichfeld holds a bachelor of science degree in environmental science and is certified by OSHA to teach 10-hour construction safety outreach programs. She is a member of the Associated General Contractors of America (AGC) and was formerly the chairperson of the AGC's national Environmental Resource Committee.

Notes

This file is set up for duplexed printing. Therefore, there are pages that are intentionally left blank. If you print this file, we suggest that you set your printer to duplex.



Environmental Snakes in the Grass— Is Perception Reality?

**Presented By:
Diana Eichfeld
Assistant Vice President
ACE USA
Philadelphia, PA**

DEFINITIONS

- ***Perception***
- ***Environmental Exposure***
- ***Risk***



2

PERCEPTION



- ***The faculty of perceiving...***
- ***To achieve understanding of***

3

IMAGINATION



- ***The process for forming new images which have not been previously experienced or at least only partially or in different combinations***

4



- ***ENVIRONMENTAL EXPOSURES can be imagined but if not framed with reality, remain perceived and not believed.***

5



SURVEY RESULTS

6

PERCEPTUAL INFORMATION



- ***Critical for action***

7

ENVIRONMENTAL



- ***Relating or being concerned with “ecological” impact of altering the environment***

8



***ENVIRONMENT =
SURROUNDINGS***

9



ECOLOGICAL/ECOLOGY

10



ECOLOGY

- ***Detrimental effects of modern civilization on the environment***

11



EXPOSURE

12



ENVIRONMENTAL EXPOSURE

US EPA

13

ENVIRONMENTAL EXPOSURE



- ***Human exposure to pollutants, threshold limits are not necessarily surpassed but low-level chronic pollutant exposure is a common environmental exposure***

14



RISK

15



CERCLA

16



RISK

INSURANCE DEFINITION

17



RISK

- ***The amount that an insurance company stands to lose***

18



***EXPOSURE + RISK (+/-)
INSURANCE =***

19



***OSHA
EPA***

20

TRENDS



21



IDENTIFIED
QUANTIFIED
REMIEDIATED

22



PEL CLEAN UP LEVELS

23



HAZWOPER

24



ACQUISITION & OPPORTUNITY

25



SILICA

26



SPCC

27



SWPP

28



PROJECTS

29



QUESTIONS

30