

MR. CLAUS, RISK MANAGER, NORTH POLE INC.

Giving gifts and spreading joy was actually Santa's second career choice

Santa Claus, industrialist and international commodity trader, was thrust into the role he now 'owns' more by chance than by choice. After extensive research on Workopolis, he determined that no one individual could fill out the role (or the suit for that matter) as he envisioned it. However, as Risk Manager for North Pole Inc., his existing plate was already quite full:

CAPITAL IMPROVEMENTS

With a centuries-old manufacturing facility spread over hundreds of hectares, the 'sticks and bricks' construction had to go. The property insurance carrier sent in several engineers and determined that the premises had to be 100% sprinklered. Not surprisingly, the costs of retrofitting 1,000,000,000 sq ft of manufacturing space was not in the budget for 2009.

CASUALTY RISK CONTROL

The last Emergency Preparedness Plan, written in 1674, is finally being updated. Much of the parchment is crumbling, so a complete re-write is being contemplated. Slip and fall frequency is down 30% over last year due to improved sanding and salting of exterior walkways. Twitter is being utilized to broadcast weather conditions when ice can be expected.

ENVIRONMENTAL LIABILITY

With several hundred years of reindeers wandering the North Pole, remediation efforts are now underway to bring the North Pole back to snow 'whitefield' conditions.

MARINE TRANSIT & HULL COVERAGE

Since he had to jettison part of his cargo over the North Atlantic during Hurricane Hazel, rates have finally started to drop. Unfortunately, every child in Argentina had to make do with gift cards. Aviation markets, after years of increasing rates, have 'landed softly'.

FLEET SAFETY AND LONG-HAUL SLEDDING

The eight tiny reindeer have been well cared for, especially since the Humane Society set up a field office on-site following the 'hazing incident'. Human Resources have taken steps to ensure no one is excluded from training for the Reindeer Games. The addition of a red running light at the front of the sleigh team has reduced near-miss incidents with civilian aircraft by 80%.

HKMB HUB'S CLIENT EXPERIENCE

North Pole Inc. can benefit from the extensive resources HKMB HUB International offers through our newest office, managed by F.T. von Snomann. 'Frosty', as his friends call him, would audit Santa's *Total Cost of Risk* through a review of his existing program structure, markets, claims retrospective and implementation of risk control techniques to improve his overall exposures.

HAPPY HOLIDAYS FROM THE REAL ESTATE PRACTICE!

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