

Inland Marine Brokerage Markets (02/15/2013)

AIG: AIRisk – Lexington Paper , Non Admitted

They write: Builders Risks (Large Lines only- \$100K MP), Equipment Floaters

**They will quote on logging equipment but not competitive (rate is \$5-\$7)

Chad Zomek: chad.zomek@chartisinsurance.net

Phone: 617-443-4620

Britt Paulk: Represent few markets: Praetorian, Beazley , AIG, AXA, Ohio Casualty,
Many of these are admitted.

They write: Builders Risks, Equipment policies including logging equipment
many other misc,

Home office: 100 Glen Eagles Court
Carrollton, GA 30117
Phone: 800-842-8917
Fax; 770-836-8563

BUILDERS RISK: Neysa Kelley D: (770) 214-7637 | TF: (800) 842-8917 | F: (770) 836-8563
nkelley@brittpaulk.com OR Sandy McMillan- sandy.mcmillan@brittpaulk.com
They can include flood & quake if needed

Equipment Dept: Jennifer Rudisel 770-214-7604 jennifer.rudisel@brittpaulk.com
Crystal Valdez cvaldez@brittpaulk.com
Forest products underwriter- Marsha Smith marsha.smith@brittpaulk.com

They have ONLINE rating (OPUS) for some small equipment floaters,
builder risks, equipment breakdown (min prem on equip break down is \$250)
and cargo quotes all on ONLINE:
www.brittpaulk.com look for **OPUS** online rating login. The username and
password is username = surplex
password = surplexuw

Daigle Associates Inc.: They use Argonaut Ins- Admitted paper

They write : Equipment Floaters only, including logging equipment.
competitive and fairly low min premiums.

Located: Po Box 17
Clinton, MS 39060

Phone: 800-647-7660
Fax: 601-924-4659
Belle Buckley bbuckley@daigleins.com or Laura Towne ltowne@daigleins.com

Allianz: Admitted paper (formerly firemans fund)

They write : Equipment Floaters, including logging equipment if schedule is large and includes other items as well.,
Builder Risk, Cargo, other misc lines

Located: 260 Franklin St
Boston, MA. 02110

Phone: 617- 973-6311
Fax: 617 -973-1499

New business underwriter:

Nathaniel Johnson Nathaniel.johnson@AGCS.allianz.com
P.O. Box 4642, Middletown, RI 1-857-366-7670

Lisa Frazer lisa.frazer@agcs.allianz.com

OnPoint: Represent few markets: Lexington, Praetorian, QBE most are Admitted.

They write: 1) Builders Risks (exclusive AIG program can handle very large values)
2)Equipment policies including logging equipment- done with Praetorian (admitted) different product than Britt Paulk's
3) EDP mono line quotes available

* Will quote existing structure and reno with conditions (fenced/lighted during construction etc..)

2002 Summit Boulevard
Suite 900
Atlanta, GA 303, Phone: 678-651-220/ Fax: 678-651-2290
www.onpointunderwriting.com

- * Jeff Vaughn-Underwriting Manager- Contact for IM Contractor's Equip New Biz
Phone = 678-651-2205, Jvaughn@OnPointUnderwriting.com
- * Bob Storey- rstorey@onpointunderwriting.com – Builder's Risk Contact
- * Rachel Beck- rbeck@onpointunderwriting.com – Renewal Contact
- * Tommy Boardman- tboardman@onpointunderwriting.com Contact for Endt's/Loss Runs etc.

Lloyds: this is accessed by using our Lloyds broker Dennis Clayton

Oliver Pidgeon is the contact. oliver.pidgeon@towersperrin.com

Seneca Insurance: SC&F Specialty Underwriters
160 Water St. 16th Flr
New York, NY 10038

Admitted Paper and Non Admitted, 15-20%commission

Builders Risks: will entertain fire damaged bldgs, partially vacant
And/or partially occupied bldgs.

Contractors equipment: RCV available. Will entertain incidental
Crane exposure; can provide property along with other IM cvgs

Auto Physical Damage: Cvg for both yard & over the road. Can
Quote schedules from one up to large fleets- ie: sanitation vehicles,
ambulette services, limousine, truckers, buses, ride vans/airport shuttles

Sports & Recreational/Multipurpose bubbles: tennis, ice rinks, golf
courses etc.

Commercial Fine Arts: Art galleries, small museums, corp collections

Electronic Data Processing Equipment: Cvg for equipement,
media/software, Extra Expense & Loss of income- off-site locs or in trailer

Other Misc Floaters: trip transit, salesman samples, atm's/vending
machines, portable toilets, mobile phone charging stations,
antenna/mobile phone towers.

John Parker jparker@sencainsurance.com

Phone: 212-277-3516

Fax: 212-277-1934

United National Property Brokerage: Competitive Builders Risk- Non Admitted

Located: Diamond State Group
Three Bala Plaza East, Suite 300
Bala Cynwyd, PA 19004

Phone: 610-664-1500

Fax: 610-660-8882

Submission email: ppbiz@diamondstategroup.com

Thomas Whelan twhelan@diamondstategroup.com

Phone: 610-538-2421

Philp April papril@diamondstategroup.com

Phone: 610-668-6995

FAX (ALL) : 610-668-3385

\$5,000 MIN PREMIUM

20% COMMISSION

WKF&C: ***RENEWALS ONLY**

The company is ~~Praetorian or Chubb both Admitted~~

~~*****This is done out of the New York office~~

They write: Builders risk, contractors equipment, edp, equipment breakdown
****no logging equipment

~~Located: One Huntington Quadrangle, Suite 4N20
Melville, NY11747~~

~~PHONE (631) 756-3000~~

~~FAX (631) 756-2500~~

~~Contact: Bill Doran Ext 125, bdoran@wkfc.com~~