



ALEXANDER MORFORD & WOO, INC.

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Word on the Street

Casualty Brokerage Team:

Stuck between a hard placement & a soft market? Here is how we can help!

EXCLUSIVE Access to VIP Markets

Hot New Berkley Specialty products brought to you by the AMW Casualty Brokerage Team:

Berkley Specialty offered AMW one of two exclusive appointments in the Northwest to write tough Products Liability on either a claims made or occurrence policy form. They have the ability to convert your current claims made placed with any carrier to an occurrence form by providing NOSE coverage. The conversion provides coverage for prior years back to the retroactive date and occurrence coverage to respond to claims going forward. This approach eliminates the need to purchase an ERP which typically costs 100%-200% of expiring claims made premium.

- **Program Highlights:** ISO CGL form, including Products or ISO Products Only. Defense in addition to the limits. Claims Made or Occurrence form. Deductible or SIR. World Wide coverage.
- **Acceptable Classes:** Amusement Devices, Auto/Truck Parts, Boats/Marine Products, Consumer Products, Contractors Equipment, Agricultural, Lawn & Garden Equipment, Machinery & Industrial Products, Medical & Diagnostic (non-invasive) Products, Toys & Sporting Goods, Tanks and Valves, Trailers and MORE!
- **Minimum Premiums:** Claims Made \$15,000 or Occurrence \$25,000
- **A+ AM Best Rated Carrier**

Not only is Berkley Specialty willing to quote a full CGL policy but they can also offer Stand Alone Products, Discontinued Products and IBNR (Incurred but Not Reported) policies!

WRAP IT UP - Wrap up your Liability with AMW

Haven't thought of us for wraps?

TRUE, we do focus on placing General Contractors and Subcontractors involved with custom homes, large-scale tracts, commercial and industrial projects... HOWEVER, we can also assist you with WRAPs! Appropriate for any large construction project, wraps are generally purchased in lieu of conventional coverage for projects involving condominiums, townhouses, mixed use, and tract homes.

- **Collaborating Markets:** Gemini, Interstate Specialty, American Safety, National Fire & Marine, Ace, and Lexington (Commercial markets are available as well).
- **Premium Range** (minimums): \$200k - \$500k
- **Limits:** \$1M to \$25M

Think of us for your next Wrap or other construction related risk!

OFF THE WALL - Not Your STANDARD Market Placements

- **Excess:** \$2,500 minimum premiums, sky is the LIMIT: \$5M, \$10M & \$25M with one carrier or \$50M and more with various carriers.
- **Hired & Non-Owned Auto Excess:** Food Delivery, Courier Services, and Home Health Care Services Limits up to \$5M.
- **Environmental Liability:** Site Pollution, Underground Storage Tanks, Hazardous Waste Haulers, Contractors Pollution, Mold & Asbestos Abatement. Minimum Premiums \$500 for UST and \$5,000 for CPL.
- **EIFS Contractors:** Claims Made, \$5k Minimum Premium with \$10K SIR, Residential (limitations) & Commercial.
- **Multi-State Large Schedule Apartments, Offices & Retail:** General Liability premiums start at \$5,000 and Excess starts at \$2,500.
- **Products Recall:** Coverage can include Accidental Product Contamination, Recall Cost, Malicious Product Tampering, Rehabilitation Costs, Up to \$5M Limit, \$25,00 Minimum Premium, Beef / Poultry, Beverages, Cosmetics, Auto Parts, etc.
- **Entertainment:** Health Clubs, Campgrounds, Sporting Events & Teams, Water Parks, Fun Centers & Casinos, \$10k Minimum Premium.

AMW CASUALTY BROKERAGE: Bringing you seasoned markets to provide creative solutions!

Casualty Department Contacts

Brokerage Team

Rachel Boehm: 206-816-6715
Peggy Leinas: 206-816-6739
Jessica Kim: 206-816-6734

Underwriting Team

Cristi Carrington: 206-816-6712
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Professional Team

Shannon Beric: 206-816-6710
Stan Rice: 206-816-6764
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Casualty Manager - Craig Day: 206-816-6740

Send your submissions to submit@amwcorp.com !!!

Visit us on the web at www.amwcorp.com

AMW Casualty Dept.
September 2007

Our Casualty Brokerage Team



Rachel



Peggy



Jessica

Recent Successes

Casualty Brokerage Team

Nightclub (GL & Liquor w/ Assault & Battery): \$45,000

Sports Equipment Manufacturer: \$75,000

Owner's Contractors Protective: \$24,500

Tract Home Builder (40 homes): \$87,500

\$5M Excess Commercial Contractor: \$17,000

Underwriting Team

Tree Trimmers (CGL): \$750

Painter (CGL): \$1,600

Condo Association: \$3,300

Café / Mini Mart: \$10,000 (GL & Liquor)

Roof Cleaning (CGL): \$1,500

Professional / E&O Team

Real Estate Agent/Broker (Residential/Land): \$4,350

Geotechnical Engineer: \$7,000

IT Consultant / Programmer: \$14,500

Construction Management / Civil Engineering: \$17,000

Architectural Design: \$33,000