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## Spring Cleaning...

Spring has arrived and with it thoughts of spring cleaning. We usually think of the house and the yard for spring cleaning efforts. But what about using the same approach with your wholesale contacts?

Start by taking a look at the wholesalers with whom you work, and decide if the list can be cleaned up. When you're consolidating your wholesale placements, it may seem natural to try to move business to the wholesaler that currently has most of your business. However, when you spring clean you scour the closets and toss old and rarely used items, keeping only those things that make your life easier and more efficient. I encourage you to do the same when evaluating your wholesale relationships: Do they have the best product for your clients and prospects? Are they experienced? Do they meet your service standards? Can they assist with marketing materials? Do they provide continuing education opportunities? Do you know the person you're dealing with?

AMW is staffed with experienced brokers who are dedicated to *YOU*. Our goal is to make your job easier by providing the best service and the best product using reputable carriers. We offer customized marketing materials for your agency, continuing education for you and your staff and joint marketing calls (we may even bring a company underwriter with us if you'd like!). AMW thrives on our relationships with our agents and we want to meet each of you personally. We want to make doing business with AMW as easy as possible. If you don't succeed, then we don't succeed. As you spring clean now and throughout the year, I hope that AMW will continually earn a top place in your broker list. We are excited to earn and keep your business!



**Susan Kutz**

### Heard it thru the pipeline...

AMW has several markets for your clients in the Oil and Gas industry. Classes include but are not limited to roustabouts, pipeline construction, well drilling, site prep contractors, pumpers, welders, gas processing, oil refineries, equipment dealers and manufacturers.

**We would like to help you place your next Oil & Gas account!!**

Contact Cal Rogers, Susan Kutz, Tina Reed or Wendy Kroutil to discuss your surplus lines needs.

### Recent Successes ...

<b>Cave/Tourist Attraction</b> \$1mil/2mil	<b>GL</b> \$15,000.
<b>Flooring Distributor</b> \$1mil limit; 3 year policy	<b>Site Pollution Liability</b> \$17,000.
<b>Companion Care</b> <b>Professional &amp; Sexual/Phys Abuse</b> \$1mil/2mil; Occurrence Form	<b>GL/ including</b> \$5,200.
<b>Anti Freeze Reclaiming Operation-GL/Pollution</b> \$1mil/2mil	<b>GL/Pollution</b> \$10,013.
<b>Bio Diesel Fuel Mfg</b> \$2,047,575 TIV	<b>Property</b> \$17,500.
<b>Restaurant- New Venture- Package/incl Property Extension Endorsement; Equipment Breakdown; Burglary &amp; Robbery; Hired &amp; Non-Owned Auto</b> \$500,000 TIV; \$1mil/2mil GL Hired & Non-Owned Auto \$1mil	<b>\$5,100.</b>
<b>Clinical Trial</b> \$1mil/3mil	<b>Professional Liability</b> \$52,000.
<b>Contractor</b> \$2mil/6mil	<b>Railroad Protective</b> \$5,050.
<b>Gas Station Equipment Sales &amp; Installation-GL/ Contractors Pollution Liability</b> \$1mil/2mil GL; \$1mil Contractors PL	<b>\$48,500.</b>
<b>Home Inspector</b> \$1mil/2 mil	<b>GL /incl Professional</b> \$2,450.
<b>Lubricant Mfg</b> \$1mil/2mil	<b>GL/incl Hired &amp; Non-Owned Auto</b> \$7,250.
<b>Boiler Contractor</b> \$1mil/2mil	<b>GL</b> \$5,000.



### Roofers- we want them!!

AMW is looking for submissions for these roofers and more...

Steep roofing-shingle, slate & tile; cold built-up; specialty such as metal, polyurethane foam, single ply roofing, and hot built-up.

Acceptable Risks: housing or apartment projects, low rise commercial buildings, industrial buildings, office, retail/wholesale & professional buildings, new construction or re-roofing.

**We've got a policy for that!**