

TUMI QUICK MARKET GUIDE

MARKET	PRODUCT LINE	COMMISSION	NOTES GUIDELINES APPETITE
Old Republic BINDING	Towing & Recovery	10%	Nationwide package program for towing and recovery operators with or without ancillary garage or storage operations.
Old Republic BINDING	Auto Repossession	10%	Nationwide package program for professional repo firms that are associated with banks and credit unions. Offering wrongful repo language and GKDP.
Old Republic BINDING	Auto Transport	10%	Nationwide package program for firms that transport vehicles for dealers, auctions and snowbirds. No dually operators.
National Specialty BINDING	Intermodal Trucking	10%	Nationwide package program designed for intermodal accounts. Offering Monthly Reporting Forms and UIIA endorsement.
National Specialty BINDING	Dump Truck	10%	Nationwide package program for aggregate haulers and roll-off containers.
United Specialty BINDING	Local & Intermediate Trucking	10%	Non-admitted package program for a wide array of trucking and commercial auto risks that operate within a 300 mile radius.
Lloyds BINDING	MTC, APD, NTL, GL, Contingent Cargo	10%	Very competitive, 1-25 units, 1MM/2MM. Also NTL and owner operators physical damage.
Sompo Canopus BINDING	MTC, APD, NTL, GL	10%	Very competitive. Targeting accounts with 1-25 power units.
National Indemnity BROKERAGE	AL, GL, MTC, APD, Garage	10%	Mainly for tougher to place trucking risks. Minimum 10 units. Garage minimum premium \$7,500.
AIG - The Truck Group BROKERAGE	AL, GL, APD	10%	All states except LA, MA, NH, ME; 1+ power units, 5+ in TX; Most classes including S&G.
Allianz BROKERAGE	MTC, APD, WLL, IM, Property	10%	Very competitive. Targeting risks with 25+ power units.
Lloyds BROKERAGE	MTC, APD, WLL, GKLL	10%	Targeting larger, E&S type exposures with 25+ power units.
New Hampshire BROKERAGE	MTC, WLL, Builders Risk, Mobile Equipment	10%	Shippers interest, MTC, WLL, builders risk (non-cat), installation including rigging, contractor equipment, mobile equipment. MP is \$10,000 per risk, forms are AAIS.
Lexington BROKERAGE	Excess Liability, MTC, APD	10%	Good on tougher risks.
Travelers BROKERAGE	MTC & APD	10%	Very competitive on smaller to medium size risks. Great physical damage rates when written in tandem with cargo.
Arch BROKERAGE	HazMat Package Program	10%	Max radius 300 miles; Appetite includes propane dealers/distributors, petroleum distributors, fuel oil dealers/distributorships.
Hallmark BROKERAGE	Excess Liability	10%	Very competitive
Scottsdale BROKERAGE	AL, GL, MTC, APD	10%	Competitive on sand and gravel, fuel haulers, taxis, ambulances, delivery, cement mixers, garbage haulers. Minimum premium \$250,000 all states.