



Crum & Forster has been a recognized leader in the Commercial Excess & Umbrella marketplace for over 50 years. We offer you solid technical knowledge, innovative solutions, and quality service backed by years of experience. We don't have to write the underlying to quote your excess. Our broad underwriting appetite is backed up by disciplined yet competitive pricing allowing us to respond intelligently to changing market conditions. We have two solutions to best handle your insurance needs - Admitted and Non-Admitted. Our combined appetite allows us to accommodate a wide spectrum of risks from larger, more complex deals to smaller insureds with challenging exposures.

CAPACITY

Admitted Umbrella/Lead and Excess

Targeted capacity of \$15,000,000. Our capacity may be used on split or ventilated placements and is available on Admitted or Non-Admitted paper. Additional capacity may be deployed on high excess placements depending upon individual risk characteristics and placement dynamics.

Non-Admitted Lead

\$10M Capacity
Claims Made or Occurrence

Non-Admitted Excess

\$15M Capacity in non-lead position
Claims Made or Occurrence

CONTACT INFORMATION

Sarah Nichols

Senior Vice President
213.787.0731
sarah.nichols@coverx.com

Marianne Hawkins

Vice President
407.710.4916
Marianne.Hawkins@cfins.com

Anthony Fick

Vice President
312.660.5905
anthony.fick@cfins.com

Surplus lines products are available in California only through CoverX Specialty Insurance Services, a licensed surplus lines broker (CA license #0573926)

TARGET CLASSES

Admitted and Non-Admitted:

Manufacturing & Distributor Risks

- Apparel & Textiles
- Construction/Farm/Industrial

Wholesale & Retail

- Groceries/Food
- Furniture
- Beverage distributors
- Retail stores

Products

- Commercial/Industrial component parts
- Fabricated metals
- Furniture
- Machinery/Tools
- Non-critical auto parts
- Plastic/Rubber products
- Wood pallets

Real Estate

- Habitational
- OL&T
- Commercial

Service Industries

Hospitality

- Hotels
- Restaurants w/Liquor, etc.

Commercial Contractors

- General contractors, various trade contractors
(Non-Admitted handled by Construction unit)

Non-Admitted Excess additional classes:

Bars

Entertainment

- Shell Corporations and Promoters

Social Services

Special Events

- Fairs
- Races
- Festivals



PRODUCT FEATURES

Umbrella (Defender) Policy - Admitted

- Worldwide coverage
- Pay on behalf of the “insured” provision
- Contractual follow form waiver of subrogation (where available)
- No self-insured retention (except for NY \$10,000)
- Covered pollution cost or expense for auto or mobile equipment related occurrences
- Pollution exclusion does not apply to BI/PD arising out of pollution caused by lightning/explosion
- Broad definitions of bodily injury includes shock, mental anguish, mental injury or humiliation
- Non-employment related discrimination in violation of a civil rights law is covered (where available)
- Double general aggregate is available for contractors, real estate and retail risks
- Per Project/Per Location Aggregate Limits Endorsements available

Excess Policy

- Multiple attachment points to best suit the insured’s needs providing competitive alternatives
- Excess Liability policy has few exclusions to closely follow form controlling underlying insurance
- Ability to participate in quota share layering of excess limits
- Will follow defense inside or outside of limits
- Allows for Additional Insured by Written Contract, Primary Non-Contributory and Waiver of Subrogation in accordance with the controlling underlying insurance
- Per Project/ Per Location Aggregate Limits Endorsements available
- Definition of Event allows follow form over both occurrence or claims made coverages

UL Requirements

- A.M. Best Rating of A-VII of better
- \$1M Automobile CSL
- General Liability Limits: \$1M/ \$2M/ \$2M/ \$1M
- \$500K/\$500K/\$500K Employer’s Liability Limit

Reasons for selecting Crum & Forster

- Financial Strength rating by A.M. Best of A “Excellent”
- Part of Fairfax Financial Holdings with revenue in excess of \$21 billion
- Flexible underwriting approach
- Dedicated and responsive underwriting team
- Customer service-based culture applied to everything we do
- Prompt new business quotes and early renewal indications
- Risk engineering and claims specialization
- Emergency response teams available around the clock to respond to catastrophic/ urgent claim events
- Client-focused risk engineering services



www.cfins.com

This material is provided for information purposes only and is not intended to be a representation of coverage that may exist in any particular situation under a policy issued by one of the companies within Crum & Forster. All conditions of coverage, terms, and limitations are defined and provided for in the policy. The C&F logo, C&F and Crum & Forster are registered trademarks of United States Fire Insurance Company.