

Crum & Forster – Inland Marine

FAQs

1. Do you have a minimum premium?

Our filed minimum premiums are \$1,000, but it is our intention as a team to work towards individual risks that generate premiums greater than \$25,000.

2. What is your standard commission?

Our standard commission is 15% however, we can offer higher in individual cases.

3. Can you offer both Agency and Direct Bill pay plans?

Yes. We follow the Enterprise pay plan options.

4. To whom do we send submissions ?

Please send your submissions to Inland.Marine.Submissions@cfins.com and to your assigned Underwriter.

5. To whom do we send an endorsement request ?

All endorsement requests should go to your assigned Underwriter.

6. Who is my assigned underwriter?

Please refer to the table below.

7. We have an Inland Marine program, who should we contact?

Please contact Bob Opitz, Vice President, Inland Marine – Robert.Opitz@cfins.com – to discuss program opportunities.

8. Do you offer real property solutions?

No. Currently, we do not offer a real property solution. We expect to have the AAIS COP product available in 2021.



9. What is your capacity for catastrophe perils?

In low hazard areas we can offer flood, earthquake, and wind up to the policy limits. In moderate hazard areas we will often look to sublimit flood, earthquake, and wind to \$5,000,000 or less. In high hazard areas (Tier 1 Wind, Control Zone EQ) we will have limited, to no capacity, for flood, earthquake, and wind.

10. Will you entertain wood-frame business?

Ideally, we are looking for noncombustible construction types, or better. However, there is limited capacity available for wood-frame projects that meet all underwriting and pricing requirements.

Retail/Regional

Office Location	Underwriter
Northeast (CT, MA, ME, NH, NJ, NY, RI, VT)	Brian Crean E: Brian.Crean@cfins.com T: 732.414.4398
South (AL, AR, AZ, DC, DE, FL, GA, LA, MD, MS, NC, NM, OK, SC, TN, TX, VA, WV)	Pete DiLalla E: Peter.Dilalla@cfins.com T: 201.334.4117
Central (IA, IL, IN, KS, KY, MI, MN, MO, ND, NE, OH, PA, SD, WI, WY)	Brian Crean E: Brian.Crean@cfins.com T: 732.414.4398
West (AK, CA, CO, HI, ID, MT, NV, OR, UT, WA)	Bob Opitz E: Robert.Opitz@cfins.com T: 973.326.7303

Wholesale/National

AmWins Appalachian Burns & Wilcox Crouse GLN RB Jones Risk Placement Services RMS Wholesale Trading Worldwide	Pete DiLalla E: Peter.Dilalla@cfins.com T: 201.334.4117
All Risks CRC IOA JM Wilson Corp. McKee Risk Peachtree RT Specialty Scott Insurance	Brian Crean E: Brian.Crean@cfins.com T: 732.414.4398
Brown & Riding BTIS	Bob Opitz E: Robert.Opitz@cfins.com T: 973.326.7303