

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 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 see the table on Page 3 for Underwriter contact details.

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 business opportunities.

8. Do you offer real property solutions?

Yes. We offer the AAIS COP in support of our Inland Marine product offerings.



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, PA (eastern), RI, VT	Brian Crean, AMIM 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	Brian Crean, AMIM E: Brian.Crean@cfins.com T: 732.414.4398
Central IA, IL, IN, KS, KY, MI, MN, MO, ND, NE, OH, PA (western), SD, WI, WY	Keith Colton, CPCU, AIM E: Keith.Colton@cfins.com T: 513.378.7256
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 Builders & Tradesmen's Insurance Services (BTIS) Brown & Riding Burns & Wilcox Crouse GLN RB Jones Risk Placement Services (RPS) RMS Wholesale Trading Worldwide	Brian Crean, AMIM E: Brian.Crean@cfins.com T: 732.414.4398
All Risks CRC IOA JM Wilson Corp. McKee Risk Peachtree RT Specialty Scott Insurance	Brian Crean, AMIM E: Brian.Crean@cfins.com T: 732.414.4398