



Britt / Paulk Insider

Britt/Paulk Quarterly Newsletter

March 2009

Better Boat Coverage? You Better Believe It!

Look for our Marine Story in the March Rough Notes Issue! Pg. 66 "Everything Marine"

Our Marine & Yacht Program continues to grow! New additions to Commercial Vessels, greater boat types covered under Pleasure Craft and a new team member in Stuart!



Commercial Vessels (formerly known as Miscellaneous Vessels) now grown to include some Admitted A.M. Best "A+" Rated coverage to include additional vessels, such as: Airboat Excursions, Commercial Fishing Vessels, and Boat Clubs.

We've also expanded types of boats covered under our current Pleasure Craft Program by adding the following classifications of boats available to Quote & Issue online through OPUS:

- **Boat Types Include:** Airboats, Bass / Walleye Boats, Cruisers, Houseboats, Hovercrafts, Pontoons, Runabouts, Sailboats, Ski Boats, Sport Fishing, Trawlers, Mid-Performance (61-70

mph) and High-Performance Boats(80-120mph).

- **Navigation** includes all inland and coastal U.S. and Canadian waters.
- **No Maximum Watercraft Age Restriction**
- **Engine Types-** Unmodified inboard, outboard, inboard/outboard, jet drive, jet/fan drive for Hovercraft, or none.
- **Construction-** Fiberglass, aluminum, or inflatable steel
- **Length-** Up to 125' (max of 64' for all types other than Houseboat).
- **Value-** Up to \$500,000
- **Top Speed-** Up to 120mph
- Number of Engines-** 2 main Engines are permitted for all types other than Spot-Fishing.

NOTE: These coverages apply in ADDITION to our current Pleasure Craft coverages and classes. These types will be available to Quote & Issue Online through OPUS in the near future.



Underwriter Shari Trefil joins the Stuart, FL Marine & Team. Shari has been in the insurance industry for almost 20 years. Most of those years have been in the area of marine insurance. For the past nine years I had been the Marine Department Manager for a National marine program in the Midwest. I have underwritten for two national Marine carriers as well as creating underwriting guidelines,

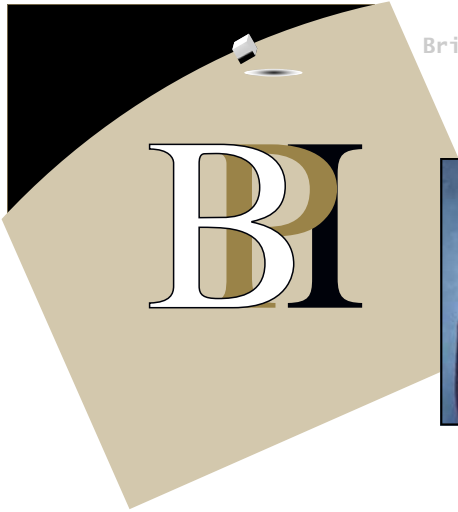


forms and rates.

If you have any questions, regarding the additions to our Marine & Yacht Program, please contact Steve York at 800.842.8917 x 7646 or syork@brittpaulk.com.

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Meet the Local Faces in Your Area..

Northern California



Brad Wall: With over 35 years experience, Brad has been an agency owner, carrier representative; President of the local Independent Insurance Agents Assn.; Past President of CPCU Society - Silicon Valley Chapter; and served as an instructor for CPCU/ARM with Insurance Educational Assn. in California.

Northern Texas

Daniel Fagan: With 40 years in the industry, Dan has a diversified history in the insurance business. He has spent time on the company side in both the field office and home office of Travelers. He has worked as a retail producer and agency owner, as well as managing a commercial underwriting unit for an MGA. Just prior to joining Britt Paulk he spent two years as a sales executive with Zurich Small Business.



Southern Texas



Sandra McCall: has been in the insurance industry for over 30 years in both underwriting and marketing. At Hartford she was a property underwriter and then moved into marketing at Aetna Property & Casualty. She continued the marketing position with Travelers and, just prior to Britt/Paulk, 7 years with Zurich Small Business.

Midwest

Walter Gramiak: Walter has served many roles in his 30 plus years in the insurance industry. He has worked in a home office and branch positions of several national and regional carriers in an Underwriting, Marketing and Management capacity. He possesses an associate degree in underwriting designation and is a member of the Illinois 1752 Club.



Southeast



John Paulk III: John has worked in the Insurance Industry for the past four years and has focused his attention to the development of Sales and Marketing within Britt/Paulk. Prior to joining Britt/Paulk, John worked as a senior planning analyst for a large regulated utility where he administered negotiations for long-term power purchase and worked with the state public service commissions to meet long-term objectives. John holds an MBA from Mercer University in finance, as well as his Georgia P&C license.

Florida

Bill Martin: Began his insurance career over 20 years ago, working for a retail agent on Long Island. He relocated to Florida in 1988, and has since been in the Florida market working for retail operations, as well as other Florida carriers. He has designations of CIC and AAI. His experience in Florida gives him great understanding in the complexities of the Florida marketplace, as well as a keen understanding of the priorities of independent retail agents.





“A” Rated Excess Property Coverage Now Available

Britt Paulk has now added an A.M. Best “A” Rated Excess Property Program Nationally (excluding FL). With a unique approach to underwriting risk, we understand the challenges of excess property.

Property Risks include (but not limited to):
 Apartments/
 Condominiums, Builder’s
 Risk, Hospitals, Machine

Shops, Manufacturing-
 Light, Milk / Dairy Prod-
 ucts Processing Plant,
 Municipalities/Cities,
 Museums Nursing
 Homes / Assisted Living,
 Office Buildings, Poul-
 try / Meat / Fish Process-
 ing Plant, Real Estate,
 Schools, Shopping Cen-
 ters, Theaters,
 and Wastewater
 & Sewage Treat-
 ment Plants.

For more information re-
 garding our new Excess
 Property Program, please
 contact Elizabeth Pittman
 at 800.842.8917 x 6023 ,
 or Lucretia Jenkins at ext
 6050, [ExcessProperty
 @brittpaulk.com](mailto:ExcessProperty@brittpaulk.com).



Get Hooked!



Equipment Breaks Out...and Gets BETTER

Due to the need to better
 serve our clients, re-
 structuring of our Equip-
 ment department and
 Submissions have been
 changed to the follow-
 ing:

-AG Equipment Submissions:

Email: agequipment@brittpaulk.com

Available on OPUS

Contact: Jon Solberg

Email: jon.solberg@brittpaulk.com

Direct: 770-214-7608

industry directly and quoting as
 so.

All submissions will still be
 accepted by general fax at
 770.836.8563.

We hope these changes will
 better serve our clients needs.

For questions regarding these
 changes, please contact us at
 800.842.8917 or
CustomerService@brittpaulk.com.

-Contractors Equipment Submissions:

Email: [contractorsequipment
 @brittpaulk.com](mailto:contractorsequipment@brittpaulk.com)

Available on OPUS

Contact: Lisa Finch

Email: lisa.finch@brittpaulk.com

Direct: 770-214-7628



-Forestry & Miscellaneous Equipment

Submissions:

Email: forestryequipment@brittpaulk.com
equipment@brittpaulk.com

Contact: Marsha Smith

Email: marsha.smith@brittpaulk.com

Direct: 770-214-7626

Each underwriting department will
 now be taking Equipment Apps in their



Address Service Requested

Britt / Paulk

100 Glen Eagles Court
Carrollton, GA 30117

Phone: 800-842-8917

Fax: 770-836-8563

web: www.brittpaulk.com

AJ Brown

Marketing Manager

ajbrown@brittpaulk.com

**NEW Programs! NEW Products on
OPUS! Employee Changes**

Hope to See YA There!

April 23	Pittsburgh 1 Day	Pittsburgh, PA
May 6-7	Independent Ins Agents of WI	Middleton, WI
May 7-8	Independent Ins Agents of OK	Oklahoma City, OK
May 12	IBA of San Diego	San Diego, CA
June 4-5	Independent Ins Agents of TX	San Antonio, TX
June 7-9	Prof Ins Agents of NY/NJ	Atlantic City, NJ
June 9-11	Independent Ins Agents of DE	Rehoboth, DE
June 11-13	Independent Ins Agents of UT	Midway, UT
June 14-17	Independent Ins Agents of VA	Williamsburg, VA
June 14-17	Independent Ins Agents of MS	Destin, FL
June 18-20	Independent Ins Agents of AL	Destin, FL
June 18-20	Florida Independent Ins Agents	Orlando, FL
June 21-24	Independent Ins Agents of LA	Destin, FL

Coming to OPUS...

Aviation
Self Storage
Personal Watercraft
Vacant Dwellings

Register For



800.842.8917



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