



Britt / Paulk Insider

Quarterly Newsletter

June 2010

Britt/Paulk launches New Aviation Insurance Program

Our Aviation Department entered into a new relationship with an Admitted, A.M. Best "A-" rated carrier, and is now offering Aircraft Hull & Liability and Airport General Liability insurance coverages.



- Standard, Experimental & Light Sport Aircraft
- Fixed Base Operators
- Airports
- Commercial Aircraft risks including Aerial Photography, Pipeline/Powerline Patrol
- Scenic Flights

Britt/Paulk's Aviation Dept. presently offers coverage in 21 states and will be adding additional states (as approvals are received from remaining State Insurance regulators). See map below.

The Aviation Department anticipates online Quoting & Binding functionality in OPUS for Aviation Risks in the near future. Presently, submissions may be sent to the Aviation Department by e-mail to: aviation@brittpaulk.com or by fax to: 770.836.8563.

Our Aviation Property Department continues to offer Airport related Property, Inland Marine, Commercial Auto, Crime and Workers' Compensation coverages for airport based aviation businesses. Submissions can be e-mailed to aviationproperty@brittpaulk.com or faxed: 770.836.8563

Coverage Limits:

- Aircraft Physical Damage – Hull Values up to \$1 million
- Aircraft Liability – Limits up to \$1 Million with Passenger Liability \$100,000 Per Passenger
- Airport GL - \$1 Million each Occurrence / \$2 Million Ann. Aggregate

Targeted Risks Include:

- Pleasure & Business Aircraft
- Flight Schools / Flying Clubs

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Yellow: States Approved Gray: States Awaiting Approval



Admitted Directors & Officers Coverage

For more information, please contact our team: CustomerService@brittpaulk.com or 800.842.8917.

Britt/Paulk's Director's & Officers Program offers Admitted, A.M. Best "A" or better coverage on a national basis on For-Profit and Not-for-Profit Risk. The Britt/Paulk team can provide a quote within 48 hours. Britt/Paulk offers instant quotes for Not-For-Profit Risk via its Online Policy Underwriting System (OPUS).

A Quick look at the program:

- Broad Appetite
- Modular Policies including D&O, EPL, Fiduciary, Crime, Fidelity, Kidnap & Ransom
- Additional Defense limits for Not-for-Profits option
- Customized Terms & Pricing
- \$10Million in Limits Option
- Crisis Fund Insurance included with some policies

Some of the classes covered include but are not limited to:

- Financial Institutions
- Banks
- Investment Advisors
- Insurance Companies
- Non-Bank Financial Institutions (Credit Unions)
- Partnerships
- Not-For-Profit Organizations & Associations
- For Profit Companies & Organizations
 - Financial Institutions
 - Public or Private



Some accounts we've recently written include:

- Foundation or Grant Making Association, D&O Limit: \$1M EPLI: Shared with \$1K retention for \$687 premium.
- Medical Services, Hospitals, Clinics and Nursing Homes Account with over \$7M in annual salary/wages, over \$6M in assets. \$3M D&O Limit and separate \$3M EPLI Limit, \$10K retention for \$16,500 premium.

Britt/Paulk's Forestry Team Grows!

Craig has 34 years of experience in the insurance business. He began his career as a CSR in the family's agency when he was 16-years-old.

Craig worked as a Professional Liability Underwriter, Transportation Underwriter, and as an Umbrella Underwriter for a wholesaler in Michigan for several years.

After graduating from Michigan State University, in 1978 Craig spent 16 years as a retail agent selling Professional Liability and Transportation Lines.

In 2007, he landed in Alpharetta, Ga. as a Long Haul Truck Underwriter. Now at the Britt/Paulk Atlanta office, Craig is an Underwriter in the Forest Products Division.



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Richard R. Brandstetter
 Commercial Ag Department
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Welcome Britt/Paulk's new AG Underwriter

Britt/Paulk welcomes its newest Commercial Agribusiness underwriter, Richard Brandstetter. He has 20+ years of experience insuring commercial agribusinesses. Richard's previous positions include field representative and supervisor, marketing representative, and underwriter and underwriting manager. He is familiar with all types of commercial agribusinesses including: grain elevators; feed manufacturers; fertilizer dealers; cotton gins; cattle feed yards; hog confinement facilities; seed plants, flour mills; rice mills; and

grower-packer-shippers and farmer's cooperatives in the Midwest, Mid-south and Pacific Northwest. Richard's continuing insurance education includes the CPCU, CIC, and AAI designations. He is a Nebraska native and received a Bachelor of Science Degree in Business from the University of Alabama, in Birmingham. Richard works in the agribusiness office in Boise, Idaho. There, he is primarily responsible for the Midwest territory between the Mississippi River and the Rocky Mountains.

See some of our Agents Recent Successes

Risk Type	Coverage	State	Premium
Healthcare Products Importer	Ocean Marine Cargo	TX	\$2K
Marina	CGL, MOLL, P&I	FL	\$42K
Shopping Center-Excess Flood	\$3M over NFIP \$500K Primary	GA	\$8K
Rental Boat Fleet	PD, Watercraft & Excess Liability, Watersports Liability	MN	\$12K
Seed Manufacturer	Property, GL, BA, Umbrella	GA	\$35K
Self Storage Facility	Property, Liability, CGLL & SDLL	CA	\$12K
Forestry Fleet	Business Auto	AL	\$45K
Boat Fleet	Hull & Machinery, Protection & Indemnity, Pollution	WA, ID	\$21K
Logging Contractor	Package including WC	AZ	\$106K
Residential Dwelling	Builder's Risk-Frame with WIND	AL	\$23K
Personal Property	Wind Deductible Buy Back from 3% to 2% Named Storm Deductible	Coastal LA	\$43K



Return Service Requested

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AJ Brown

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Aircraft coverage now available

Shows We'll Be at this Quarter. Come See Us

July 12-13	Agribusiness Conference	Las Vegas, NV
July 25-28	PIA GA/AL	Greensboro, GA
Sept. 1-3	Self Storage Association	Las Vegas, NV
Sept. 15-16	IIA New Mexico	
Sept. 17-18	Mid South Equipment Show	Starkville, MS
Sept	PA Self Storage Association	Allentown, PA
Sept. 20-21	Agribusiness Conference	Richmond, VA
Sept. 20	IIA VT	Burlington, VT
Sept. 22-24	IIA CO	Beaver Creek, CO
Sept. 30	IIA AZ	Phoenix, AZ



ALL the Continuing ED you want for **\$35**

How to get started:

1. Log into **OPUS**
2. Click Continuing ED link
3. Choose ALL the classes you would like to take over the course of a year or shorter
4. Checkout and receive all the classes you choose for **\$35!**

For more information on CE Classes
contact our team:
CustomerService@brittpaulk.com or 800.842.8917

www.brittpaulk.com