

COMMERCIAL BROKERAGE RECENT SUCCESSES

| CLASS OF BUSINESS | COVERAGE WRITTEN | PREMIUM | STATE |
|---|--|-------------|-------|
| 5 Buliding Apartment Complex | Package: TIV of \$5.2M with GL \$1M/\$2M, Excess: \$5MxP | \$54,112 | IL |
| Apples Packager | Product Recall: \$3M | \$18,900 | MI |
| Aerotech Electroplate Manufacturer | Property: TIV \$28M | \$356,445 | MI |
| Commercial and Industrial Construction Firm | Excess Earthquake: \$3MxP Excess: \$5Mx\$3M Excess: \$10Mx\$5M | \$225,322 | KY |
| Convenience Stores | Excess with Liquor Liability: \$5MxP | \$25,000 | IN |
| Event Organizer, Stores Parade Floats | Inland Marine: TIV \$6.5M, GL: \$2M/\$4M, Excess: \$3MxP | \$124,976 | MI |
| Farm Equipment | Inland Marine: Scheduled Equipment \$4,80,411 | \$45,994 | IL |
| Farm Sells Produce to Wholesaler | Excess: \$4MxP | \$10,069 | NE |
| Feed & Seed Store | Property: TIV \$1.4M, GL: \$1M/\$2M | \$25,664 | NE |
| Irrigation Pivots with Claim History | Inland Marine: Scheduled Equipment \$1,050,000 | \$31,185 | NE |
| Large Flour Mill | Package, Property: TIV \$73.6M, Workers Compensation | \$1,741,414 | KY |
| Lessors Risk: Strip Mall & Two Standalone Buildings | Property: TIV \$17.5M | \$77,837 | MI |
| Logging Operations, with Prior Large Fire Loss | Inland Marine: TIV \$1M | \$38,205 | IL |
| Machinery Hauler | Excess Motor-Truck Cargo: \$750KxP | \$5,000 | OH |
| Major Distributor of Process Instrumentation Products, with Large Open Product Liability Loss | Excess: \$5MxP, Excess: \$4Mx\$5M | \$196,348 | IN |

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| Manufactuerer, Automotive, Non-Critical Parts | Product Recall: \$500K | \$22,900 | OH |
| Marina with Slip Rental and Boat Storage, with Apartment on Top of the Marina Boat House | Marine Package: \$1M/\$2M | \$12,754 | MI |
| New Venture - Building Demolition | GL: \$1M/\$2M, Inland Marine: TIV \$1M, Excess: \$1MxP | \$29,543 | TN |
| New Venture - Charcoal Pellets Manufactuerer | Property: TIV \$898K, GL: \$1M/\$2M, Excess, \$5M Enviromental: \$1M | \$47,537 | TN |
| New Venture - Medical Device | Product Liability: \$1M/\$2M | \$3,000 | IN |
| New Venture - Operating Canines for Mold Detection | Enviromental: \$1M/\$2M | \$4,517 | KY |
| New Venture - Installation and Monitoring of Ankle Bracelets for Home Incarceration | GL: \$1M/\$2M | \$25,000 | KY |
| Pressure Testing on Oil & Gas Wells | Excess: \$5Mx\$5M | \$8,309 | OH |
| Restaurants with Prior Loss | Property: TIV \$18.5M | \$66,345 | IN/KY |
| Retailer/Processor of Meat Products (Beef, Pork & Poultry) | Excess: \$5Mx\$5M | \$8,919 | MN |
| School Corporation | Storage Tank: \$1M | \$3,892 | IN |
| Special Event Contractors | GL: \$1M/\$2M, Excess: \$5MxP | \$128,000 | IL |
| Trailer Dealer (Dealers Open Lot) | Excess Inland Marine: \$2MxP, Excess Garage: \$1MxP | \$24,000 | IL |
| Vacant Building For Sale | Property: TIV of \$7.5M | \$23,391 | MI |
| Waterfront Lot Owners Association | Marine - Dock & Hoist: TIV \$1.5M | \$12,367 | IA |