



TRANSPORTATION *Market Overview*

Recent Areas of Success

We have been seeing success with new venture risks as well as distressed risks of any kind.

Cargo has been hot for us as well, specifically monoline cargo and/or physical damage for fleet risks as well as excess cargo.

If you have accounts that are with Progressive and have a year or two under them, we have markets that can compete.

GARAGE & DEALERS

- Broad portfolio for service risk and dealers
- Options for accounts selling/servicing: autos, heavy trucks, equipment, motorcycles, ATVs, RVs & boats
- Monoline garage keepers and dealers open lot (with lot limits up to \$15M)

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NON-FLEET TRUCK (10 or less trucks)

- Preferred, competitive markets available
- Binding authority in-house
- Can write new ventures
- Market that will entertain new and distressed risks with a very broad appetite
- Monoline options for physical damage and cargo

FLEET TRUCK (11+ trucks)

- Super preferred market (3+ years in business and liability and physical damage only)
- All markets require 3+ years in business
- Market for hazmat trucking risks
- Monoline options available
- Cargo and physical damage options available

TOWING RISKS

- Admitted, preferred package option available
- Must be in business at least 4 years
- 3 or more trucks
- Favorable loss ratio
- General freight hauling acceptable up to 20% of operation

BUSINESS AND PUBLIC AUTO

- Multiple markets available (especially for larger accounts)
- If premium is \$25k+ we can consider mono-line auto – contractor fleets, sales fleets, non-emergency medical, etc.
- Also have a market for 5 or less autos