

Directory of Insurance Wholesalers Sample

W. Brown & Associates Insurance Services and W. Brown & Associates Property & Casualty Insurance Services

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	2010	2009
Premium volume	..\$157,060,000	..\$162,000,000
Gross revenues	...\$35,742,219	...\$34,415,038
Wholesale revenues	\$35,742,219	..\$34,415,038
Employees	.....63	.....66
Wholesale employees	.....63	.....66
Commercial lines	.....100%	.....100%
Admitted business	.....87%	.....85%
Nonadmitted	.....13%	.....15%

Founded: 1987.

Business: Managing general agent, 82%; whole-

sale broker, 18%.

Managing general agent for: Catlin Insurance Co., Markel Southwest Underwriters Inc., Northfield Insurance Co., Scottsdale Insurance Co.

Wholesale broker for: Admiral Insurance Co., Great American Insurance Co., Mt. Hawley Insurance Co., Navigator's Insurance Co.

Classes of business: Auto liability, aviation, commercial auto, commercial property, D&O, earthquake, employment practices liability, flood, general liability, product liability, professional liability, umbrella/excess.

Acquisitions: Vulcan Excess & Surplus, Riverdale, Calif., May 2010.

States licensed in: All states for aviation; Western states for other property/casualty surplus lines.

Membership: AAMGA, NAPSLO, Aviation Insurance Assn.

Officers: Scott Brown, president-aviation; John W. Krebs, president-property/casualty.

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Directory explanation box

Business Insurance's directory of wholesale marketers lists underwriting managers, managing general agents and surplus lines brokers that responded to a *BI* questionnaire.

The directory is published as an editorial service; there is no charge for companies to be listed. Each listing begins with the company's name, address, telephone number, fax number and website address, if applicable.

Companies were required to report information on premium volume to be included, and this information is provided in the listing for 2010 and 2009. Also included are gross revenues (defined as commissions and fees after commissions to producers, including investment income and contingent commissions) for both years. Wholesale revenues (defined as net commissions and fees for brokering insurance for other agents/brokers, serving as a managing general agent and providing underwriting management services, as well as revenues from serving as a Lloyd's of London coverholder) for both years is also provided. The number of employees; and the percentage of premium volume related to commercial lines. A percentage breakout of premium volume placed with admitted vs. nonadmitted insurers is also provided.

The year founded and the parent company, if any, are noted next, followed by the names of any subsidiaries.

The business section provides a breakout of the percentage of business conducted as an underwriting manager, an

MGA, a wholesale broker and/or a Lloyd's of London coverholder. Listings also include the names of the companies for which these services are provided.

BI defines an underwriting manager as a company that handles all the affairs of an insurance company—including underwriting, reinsurance and claims—with the possible exception of investments.

A managing general agent is a company that has underwriting authority for an insurer, including the ability to determine rates on individual risks. An MGA can bind and issue policies on behalf of the insurer; it may or may not have reinsurance and claims authority related to the insurance it has written.

A company, listed as a coverholder for Lloyd's of London can bind and/or issue insurance documents on behalf of a Lloyd's underwriter.

A broker places business with markets but has no underwriting authority or binding authority without the approval of the insurer.

A list of states in which the company is licensed to do business as an excess/surplus lines broker also is provided. Noted next is membership in the American Assn. of Managing General Agents, the National Assn. of Professional Surplus Lines Offices and other related professional organizations. Principal officers and a contact name complete each listing.

Although *BI* makes every effort to publish complete and accurate information, we are unable to verify all information provided.

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