

BUSINESS INSURANCE®

2016



INSURANCE WHOLESALERS RANKINGS + DIRECTORY



EXCESS & SURPLUS LINES MARKET

Insurers fight hard to win business

BY JUDY GREENWALD

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ATLANTA — The excess and surplus lines insurance market remains highly competitive, particularly in property lines, and there's no sign that market conditions will change any time in 2017. While underwriters are seeking out pockets of the liability market where rate declines are moderating or where increases are being eked out, for the most part insurance buyers are seeing premium savings.

Meanwhile there is a normal ebb and flow between the standard and excess and surplus lines markets (see story page 26).

The market remains competitive and “the important thing is to look at each risk individually” and price it individually, said Drew

Johnson, Hartford, Connecticut-based managing director at Northfield Solutions, a unit of Travelers Cos. Inc.

“I don't consider it a soft market,” said Maureen C. Caviston, Stamford, Connecticut-based president and chief operating offi-

Directory of Insurance Wholesalers

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All Risks Ltd.

10150 York Road, Fifth Floor
Hunt Valley, MD 21030
800-366-5810
www.allrisks.com

	2015	2014
Premium volume	\$1,389,000,000	\$1,250,000,000
Gross revenue	\$131,000,000	\$114,000,000
Wholesale revenue	\$131,000,000	\$114,000,000
Employees	764	672
Wholesale employees	764	672
Commercial lines	95%	95%
Admitted business	33%	33%
Nonadmitted	67%	67%

FOUNDED: 1964

BUSINESS

UNDERWRITING MANAGER: 5%

UNDERWRITING MANAGER FOR: More than 15 companies

MANAGING GENERAL AGENT: 35%

MANAGING GENERAL AGENT FOR: More than 15 companies

WHOLESALE BROKER: 55%

WHOLESALE BROKER FOR: More than 15 companies

LLOYD'S OF LONDON COVERHOLDER: 5%

SUBSIDIARIES: More than 15 companies

CLASSES OF BUSINESS: Auto liability, aviation, commercial auto, commercial property, D&O, earthquake, employment practices liability, energy, flood, general liability, inland marine, ocean marine, product liability, professional liability, umbrella/excess.

ACQUISITIONS: Specialty Risk Underwriters

STATES LICENSED IN: All U.S. states, including District of Columbia.

MEMBERSHIP: NAPSLO, PIA, Professional Liability Underwriting Society, various state-affiliated independent agents and brokers associations and surplus lines associations

OFFICERS: Nicholas Cortezi, CEO; Matthew Nichols, president; Mark Melander, CAO.

CONTACT: Hollie Degutis, assistant vice president of marketing; hdegutis@allrisks.com.

AmRisc L.L.C.

20405 State Highway 249, Suite 430
Houston, TX 77070
281-257-6700
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	2015	2014
Premium volume	\$940,298,702	\$911,840,000
Gross revenue	\$128,300,000	\$131,900,000
Wholesale revenue	\$128,300,000	\$131,900,000
Employees	170	147
Wholesale employees	170	147

Commercial lines	100%	100%
Admitted business	33%	34%
Nonadmitted	67%	66%

FOUNDED: 2000

PARENT: BB&T Corp.

BUSINESS

UNDERWRITING MANAGER: 33%

UNDERWRITING MANAGER FOR: American Coastal Insurance Co.

MANAGING GENERAL AGENT: 45%

MANAGING GENERAL AGENT FOR: QBE the Americas, Steadfast Insurance Co., Princeton Excess & Surplus Lines Insurance Co., XL Group P.L.C., General Security Indemnity Co. of Arizona, International Insurance Co. of Hannover Ltd., Lexington Insurance Co., United Specialty Insurance Co.

LLOYD'S OF LONDON COVERHOLDER: 22%

CLASSES OF BUSINESS: Commercial property, earthquake, energy, flood, general liability, inland marine.

STATES LICENSED IN: Alabama, Colorado, Connecticut, Delaware, Florida, Kansas, Louisiana, Maryland, Minnesota, Mississippi, Nebraska, North Carolina, Pennsylvania, South Carolina, South Dakota, Texas, Utah, Virginia, West Virginia.

MEMBERSHIP: AAMGA, NAPSLO, Target Markets, Texas Surplus Lines Association, Florida Surplus Lines Association, North Carolina Surplus Lines Association, NC, SC, GA, VA Big I.

OFFICERS: Dan Peed, CEO/president.

CONTACT: Lisa Norwood, marketing project manager; 281-257-5178; lnorwood@amrisc.com.

AmWINS Group Inc.

4725 Piedmont Row Drive, Suite 600
Charlotte, NC 28210
704-749-2700
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	2015	2014
Premium volume	\$13,165,437,212	\$11,101,001,100
Gross revenue	\$805,000,000	\$736,900,000
Employees	3,632	3,382
Wholesale employees	3,632	3,382
Commercial lines	96.5%	96.5%
Admitted business	35%	34%
Nonadmitted	65%	66%

FOUNDED: 1998

BUSINESS

MANAGING GENERAL AGENT: 16.5%

MANAGING GENERAL AGENT FOR: Ace Westchester Specialty Group, American International Group Inc., Chubb Ltd., Fireman's Fund Insurance Co., Lloyd's of London, Markel Corp., Scottsdale Insurance Co., Travelers Cos. Inc., United National Insurance Co., Zurich Insurance Group Ltd., CNA, Great American E&S, W.R. Berkley Corp.

WHOLESALE BROKER: 78.6%

WHOLESALE BROKER FOR: More than 800 companies

LLOYD'S OF LONDON COVERHOLDER: 4.9%

SUBSIDIARIES: More than 50 companies

CLASSES OF BUSINESS: Auto liability, aviation, commercial auto, commercial property, D&O, earthquake, employment practices liability, energy, flood, general liability, inland marine, ocean marine, product liability, professional liability, umbrella/excess.

ACQUISITIONS: Group Benefit Services, Private Client Insurance Group.

STATES LICENSED IN: All U.S. states

MEMBERSHIP: AAMGA, NAPSLO, Professional Liability Underwriting Society.

OFFICERS: M. Steven DeCarlo, CEO; W.H. Cooper, president; Scott Purviance, CFO/COO.

CONTACT: Nate Mathis; 704-749-2830; nate.mathis@amwins.com.

Appalachian Underwriters Inc.

800 Oak Ridge Turnpike, A-1000
Oak Ridge, TN 37830
888-376-9633
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	2015	2014
Premium volume	\$445,000,000	\$425,000,000
Gross revenue	\$43,400,000	\$42,300,000
Wholesale revenue	\$43,400,000	\$42,300,000
Employees	380	375
Wholesale employees	380	375
Commercial lines	80%	80%
Admitted business	75%	80%
Nonadmitted	25%	20%

FOUNDED: 1998

BUSINESS

UNDERWRITING MANAGER: 5%

UNDERWRITING MANAGER FOR: Accident Insurance Co., Madison Insurance Co., Republic Insurance Co.

MANAGING GENERAL AGENT: 80%

MANAGING GENERAL AGENT FOR: Accident Insurance Co., American International Group Inc., AmTrust Insurance Co., W.R. Berkley Corp., Insurance Co., Burlington Insurance, Endurance Insurance, Glencar Underwriting, Lexington Insurance Co., Lloyd's of London, Meadowbrook Insurance Group, National Liability & Fire, RTW Insurance, United States Liability Insurance Group, Western Heritage Insurance.

WHOLESALE BROKER: 10%

WHOLESALE BROKER FOR: American International Group Inc., American Safety Indemnity Co., AmRisc L.P., Arch Insurance Co., Century Surety Co., Chubb Custom Insurance Co., Essex Insurance Co., Everest Indemnity Insurance Co., First Mercury Insurance Co., Gemini Insurance Co., James River Insurance Co., Lexington Insurance Co., Safeco Insurance Co., Star Insurance Co., United National Insurance Co.

LLOYD'S OF LONDON COVERHOLDER: 5%

CLASSES OF BUSINESS: Auto liability, aviation, commercial auto, commercial property, D&O, earthquake, employment practices liability, energy, flood, general liability, inland marine, ocean marine, product liability, professional liability, umbrella/excess.

STATES LICENSED IN: All U.S. states