



IAT Excess & Surplus is a leading and trusted provider of commercial insurance for General Liability and Property coverage. E&S policies are issued through IAT Insurance Group companies, including: Acceptance Casualty, Acceptance Indemnity Insurance Company, and Wilshire Insurance Company.

IAT's Primary Casualty team specializes in offering tailored solutions for Surplus Lines Risks for Primary, General Liability accounts. With an experienced group of underwriters, our goal is to provide unique solutions. Our focus is on the commercial middle-market segment, but we also offer flexibility to cover both smaller and larger accounts.

FEATURES & CAPABILITIES

- Surplus Lines Market in all 50 States and D.C.
- Limits of \$1M/\$2M/\$2M for most risks
- Higher limits available for select risks
- Occurrence and Claims-Made forms available
- Deductible options ranging from \$2,500 - \$25,000
- Targeting risks averaging \$50,000 in premium
- Minimum premium of \$15,000 for *new business* dependent on class.

TARGET CLASSES OF BUSINESS

Primary Casualty is targeting Casualty risks with low exposure to frequency and a moderate exposure to severity. Classes of business we entertain include, but are not limited to the following:

PRODUCTS	HOSPITALITY
Consumer Goods	Bars/Taverns
Farm Machinery and Related Equipment	Catering Hall
Household Appliances Manufacturers and Distributors	Hotel/Motel
Machinery, Construction Equipment and Tool Mfg.	Restaurants
Medical Goods - Non Invasive	CONTRACTORS <i>(excluding new residential construction)</i>
Sporting Goods Manufacturers <i>(excluding helmet manufacturers)</i>	Commercial General Contractor
PREMISES/OPERATIONS RISK	General Contractor Project - Specific
Commercial OL&T Including Vacant Building and Warehouses	Installation/Service/Repair Operations
Mercantile Exposures	Service Contractors - Janitorial Services, Security Services
Shopping Center	Trade/Artisan

TOUGHER CLASSES WE DO NOT ACCEPT

Critical Auto and Aircraft Parts
Nursing Homes
Tobacco and Cannabis Products

Come in, we're OPEN

FORMS

We utilize the latest versions of ISO General Liability forms (including Additional Insured forms) along with company specific forms. Coverage is provided on a non-admitted basis.

SUBMISSION DETAILS

Please provide the following: Standard ACORD application, Relevant supplemental application, 5 years of loss history, and Premium target. We accept submissions within 90 days of the renewal date.

quotes.primary@iatinsurance.com

Send a copy of the submission to your underwriter.

RESPONSIVE CLAIMS UNIT

Our quick response teams provide quality and efficient service to keep your business running smoothly.

- 24/7 claims reporting
- Dedicated and specialized adjusters
- National network of heavy equipment appraisers
- Internal Special Investigations Unit (SIU)
- Centralized recovery focus and single point of contact
- Diligent, timely pursuit against responsible parties in Subrogation claims

ABOUT IAT

IAT Insurance Group (IAT) is a privately held specialty insurance company headquartered in Raleigh, North Carolina, providing a wide range of property and casualty insurance products to meet the needs of individuals and businesses. As an organization, we leverage our experienced leadership, sound analytics, proven operating platforms and extensive risk capabilities across the entire enterprise to deliver specialized, sustainable solutions for our customers.

MEET THE UNDERWRITING TEAM

MATT LOVE <i>Underwriting Director</i> david.love@iatinsurance.com	JOHN V. PUCCIO, CPCU, ASLI, AIS, AU <i>Underwriting Director</i> john.puccio@iatinsurance.com
K. PIERSON JONES, CRIS <i>Underwriting Specialist</i> pierson.jones@iatinsurance.com	SEAN WILLIAMS, CPCU <i>Underwriting Director</i> sean.williams@iatinsurance.com
GWEN HALL, AU, CIW <i>Underwriting Specialist</i> gwen.hall@iatinsurance.com	STEPHEN PARKER, CPCU, ARe, RPLU <i>Underwriting Specialist</i> stephen.parker@iatinsurance.com



TO LEARN MORE ABOUT IAT, VISIT
www.iatinsurance.com