

SPECIALIZATION – IT'S MORE THAN A WORD, IT'S A PROMISE.

From construction and manufacturing to real estate, technology and more, our deep specialization in a variety of industries allows us to really be there for you and your clients. And we're using that knowledge to help you create customized solutions for clients of all sizes.

While you may be most familiar with our core offering for large and complex accounts, our new model lets you quickly and easily quote accounts in the low to mid-range of middle market.

TAKE A LOOK AT SOME OF OUR MOST RECENT SUCCESSES

PREMIUM RANGE \$50K-\$250K			
INDUSTRY SECTOR	TYPE OF ACCOUNT	LINES WRITTEN	TOTAL PREMIUM
Education	Charter School	General Liability, Property, Auto, Umbrella, Workers' Compensation	\$148K
Financial Services	Private Equity Firm	General Liability, Property, Auto, Umbrella, Workers' Compensation, Inland Marine, Ocean Cargo	\$91K
Manufacturing	Machinery	General Liability, Property, Auto, Umbrella, Errors & Omissions, Cyber, Ocean Marine, Multinational, Management Liability	\$240K

PREMIUM RANGE \$250K-\$500K			
INDUSTRY SECTOR	TYPE OF ACCOUNT	LINES WRITTEN	TOTAL PREMIUM
Health Care	Closed Door Pharmacy and Specialty Med Management	General Liability, Property, Auto, Workers' Compensation, Errors & Omissions, Excess	\$300K
Life Sciences	Medical Device Manufacturer	General Liability, Property, Auto, Umbrella, Workers' Compensation, Multinational	\$280K

PREMIUM RANGE \$250K-\$500K (cont'd)

INDUSTRY SECTOR	TYPE OF ACCOUNT	LINES WRITTEN	TOTAL PREMIUM
Manufacturing	Electric Heaters and Fans	General Liability, Property, Excess, Multinational	\$299K
Real Estate	Commercial Real Estate	Environmental Site Pollution	\$427K
Wholesale & Distribution	Personal Care Products Retailer	General Liability, Property, Auto, Workers' Compensation, Excess, Business Travel Accident, Kidnap Ransom Extorsion	\$447K

PREMIUM RANGE \$500K+

INDUSTRY SECTOR	TYPE OF ACCOUNT	LINES WRITTEN	TOTAL PREMIUM
Construction	Water Cooling Tower Contractor	General Liability, Auto, Umbrella, Errors & Omissions, Professional Liability, Job Site Pollution	\$890K
Large Property	Contact Center	Property, Multinational	\$2M
Programs	Private Security	General Liability, Property, Auto, Umbrella, Workers' Compensation, Inland Marine, Errors & Omissions	\$1.1M
Retail	Clothing or Apparel Stores, Not for Profit	General Liability (Complex Liability Solutions), Auto (National Accounts), Workers' Compensation (National Accounts)	\$1.6M
Technology	Systems Integration and Controls Contractor	General Liability, Property, Auto, Umbrella, Workers' Compensation, Tech Errors & Omissions, Inland Marine	\$1.1M

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The above listings are a sample of policies recently issued by Hartford Fire Insurance Company and/or its property and casualty insurance company affiliates. All policies are individually underwritten and must meet all applicable underwriting guidelines to be eligible for any requested coverages.

In Arizona, California, New Hampshire, Texas and Washington the insurance may be underwritten by Hartford Accident and Indemnity Company, Hartford Fire Insurance Company, Hartford Casualty Insurance Company, Hartford Lloyd's Insurance Company, Hartford Insurance Company of the Midwest, Navigators Insurance Company, Navigators Specialty Insurance Company, Maxum Casualty Insurance Company, Maxum Indemnity Company, Trumbull Insurance Company, Twin City Fire Insurance Company, Hartford Underwriters Insurance Company, Pacific Insurance Company Ltd., Property and Casualty Insurance Company of Hartford and Sentinel Insurance Company, Ltd.

About Surplus Lines Coverage: The coverage(s) identified in this general product description may be written on a surplus lines basis. Eligibility for surplus lines insurance coverage is subject to state regulations and requires the use of a surplus lines broker. Surplus lines insurance policies are generally not protected by state guaranty funds. Surplus lines coverage is underwritten by Navigators Specialty Insurance Company, Maxum Indemnity Company, Pacific Insurance Company Ltd. (except in CT and HI) and Hartford of Illinois Insurance Company in CT and HI.

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