



Berkshire Hathaway Specialty Insurance

Inland Marine Appetite Guide

BHSI's Inland Marine team targets industry segments including contractors, equipment dealers and construction, logistics, transportation and trucking and specialty inland marine risks. We specialize in unique inland marine exposures and have the expertise to provide tailored coverage for our customer's needs.

Products	Inland Marine Coverages on an Admitted and Non-Admitted Basis
Carrier	Berkshire Hathaway Specialty Insurance Company (Admitted) National Fire & Marine Insurance Company (Non-Admitted) A++ from AM Best, AA+ from Standard & Poor's
Target Industries	Construction, Transportation and Specialty
Territory	United States and Canada
Capacity	Up to \$10,000,000 - Ground up, Excess or Quota Share Following Form Varies by class and risk conditions
Minimum Premium	\$10,000
Forms	American Association of Insurance Services, Inc. (AAIS) Manuscript Forms available upon request on a Non-Admitted Basis

Preferred Classes

CONSTRUCTION

Builder's Risk
Contractors Equipment
Equipment Sales And Rental
Installation Floater

TRANSPORTATION

Motor Truck Cargo
Inland Transit

- Transportation
- Owner's Cargo
- Trip Transit

Riggers' Coverage
Warehouse Legal Liability

SPECIALTY

Bailee Customers
Commercial Output Policy (COP)
Miscellaneous Floaters

- Scheduled Property
- Miscellaneous Bailee
- Patterns and Dies
- Exhibition
- Mobile Medical Equipment
- Rolling Stock
- Radio And Television Towers And Equipment

Undesirable Classes

CONSTRUCTION

Builder's Risk

- Frame over podium
- Frame renovations

TRANSPORTATION

Auto Physical Damage
Moving & Storage

SPECIALTY

Dealers Open Lot
Railroad Infrastructure

CONTACTS:

Steve Silverman

SVP, Marine
617.902.7145 O
857.210.2698 M
steven.silverman@bhspecialty.com

Kristen Hunter

VP, Marine
617.902.7109 O
617.480.6242 M
kristen.hunter@bhspecialty.com

Ivy Truong

Sr. Underwriter, Marine
857.409.3306 O
617.513.9634 M
ivy.truong@bhspecialty.com

Isabelle Edgecliffe-Johnson

Associate Underwriter, Marine
617.936.2927 O
617.515.9539 M
isabelle.johnson@bhspecialty.com

Sinead O'Shea

Associate Underwriter, Marine
857.409.3336 O
857.210.4485 M
sinead.oshea@bhspecialty.com

Saoirse McNulty

Underwriting Technician, Marine
617.902.7134 O
saoirse.mculty@bhspecialty.com

Berkshire Hathaway Specialty Insurance (www.bhspecialty.com) provides commercial property, casualty, healthcare professional liability, executive and professional lines, transactional liability, surety, marine, travel, programs, accident and health, medical stop loss, homeowners, and multinational insurance. The actual and final terms of coverage for all product lines may vary. It underwrites on the paper of Berkshire Hathaway's National Indemnity group of insurance companies, which hold financial strength ratings of A++ from AM Best and AA+ from Standard & Poor's. Based in Boston, Berkshire Hathaway Specialty Insurance has offices in Atlanta, Boston, Chicago, Houston, Indianapolis, Irvine, Los Angeles, New York, San Francisco, San Ramon, Seattle, Stevens Point, Adelaide, Auckland, Brisbane, Cologne, Dubai, Dublin, Hong Kong, Kuala Lumpur, London, Macau, Madrid, Manchester, Melbourne, Munich, Paris, Perth, Singapore, Sydney and Toronto.

For more information, contact info@bhspecialty.com.

The information contained herein is for general informational purposes only and does not constitute an offer to sell or a solicitation of an offer to buy any product or service. Any description set forth herein does not include all policy terms, conditions and exclusions. Please refer to the actual policy for complete details of coverage and exclusions.