

MARINE CARGO APPETITE GUIDE

We are dedicated to providing a variety of coverages for our partner brokers and their insureds, including cargo/transit, cargo stock throughput (transit plus inventory), project cargo (ex DSU), stray risk single shipments (case by case basis), excess transit (above a primary transit policy) and excess stock (case by case basis).

Carrier	BERKLEY INSURANCE COMPANY A Stock Company / A+ (Superior) XV 100% Domestic Admitted Paper		
Coverage Form & Extensions	Proprietary Marine Cargo Policy Form Stock Throughput (Warehouse), Domestic Inland Transit, Foreign Inland Transit, War, Strikes, Riots and Civil Commotions (S.R.& CC) and Ancillary Liability Coverages Broker Forms Accepted (subject to review & approval)		
Coverage Territory	United States, Canada and their territories		
Geographic Scope	World to World (subject to OFAC / other territory restrictions)		
Capacity	Up to \$25,000,000 Primary (Ground Up) or Quota Share Capacity will vary by risk classification and exposure		
Minimum Premiums	\$2,500		
Targeted Industries	Manufacturers Wholesalers	Distributors Importers	Retailers Exporters
Targeted Classes of Business	New General Merchandise Non-Hazardous Chemicals Machinery-Heavy Industrial Component Parts Textiles/Yarns Books/Printed Materials/Paper Furniture/Fixtures/Sanitary Ware General Consumer Products	Non-perishable Foods Machinery-Industrial Building Materials Plastic and Rubber Industrial Products Clothing & Accessories Instruments/Tools	
Other Acceptable Classes of Business (*subject to restrictions/exclusions)	Bulk Commodities (Dry/Liquid) Perishable Cargoes/Frozen Goods Hazardous Chemicals Non-Perishable Pharmaceuticals Steel Products Retail Stock Throughput (less than 10 locations)	Wood & Timber Machinery-Precision Metals (Semi-Precious) Toiletries & Cosmetics Dried Fruits & Nuts	



Restricted Classes of Business

Fine Jewelry/Rare Stones
Artwork & Antiques
Securities & Documents
Live Animals & Plants
Explosives/Fireworks
Automobiles (open lot)
Retail Stock Throughput

Collectibles (Stamps/Coins)
Currency/Cash/Bullion/Specie
General Valuables
China/Glass/Granite & Marble
HHG / Personal Effects
Tobacco / Cigarette Products

Contacts

Mark Bernas

Vice President - Ocean Cargo

Berkley Offshore Underwriting Managers

1800 Bering Drive, Suite 575

Houston, TX 77057

O: 832-547-2913

M: 832-577-9666

mbernas@berkleyoffshore.com

About W. R. Berkley Corporation

W. R. Berkley Corporation, founded in 1967, is one of the industry's premier commercial lines property casualty insurance providers. Each of the operating units in the Berkley group participates in a niche market requiring specialized knowledge about a territory or product. Our competitive advantage lies in our long-term strategy of decentralized operations, allowing each of our units to identify and respond quickly and effectively to changing market conditions and local customer needs.

About Berkley Offshore

Berkley Offshore Underwriting Managers started operations on January 1, 2009 writing an Upstream Energy book of business. During 2012, operations were expanded to include the Marine and Energy Liability Divisions. Our marine division provides a full suite of marine products including hull, liability, excess liability, marine license programs, cargo in transit and cargo stock throughput and much more. The Underwriters at Berkley Offshore are committed to providing best in class underwriting expertise, specialized marine specific products, and outstanding claims service to our valued partners.

For more information, please visit www.berkleyoffshore.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.

Berkley Offshore – Canadian Marine Division Snapshot

<p style="text-align: center;"><u>Security</u></p> <p>Berkley Offshore underwrites on behalf of StarNet Insurance Company for U.S. based insureds and Berkley Insurance Company (BIC) for Canadian domiciled business.</p> <p style="text-align: center;"><u>StarNet Insurance Company</u></p> <table style="width: 100%; border: none;"> <tr> <td style="width: 50%;">A.M. Best Rating</td> <td style="width: 50%;">A+ (Superior)</td> </tr> <tr> <td>Financial Size Category</td> <td>XV</td> </tr> <tr> <td>Standard & Poor's Rating</td> <td>A+ (Strong)</td> </tr> </table> <p style="text-align: center;"><u>Berkley Insurance Company</u></p> <table style="width: 100%; border: none;"> <tr> <td style="width: 50%;">A.M. Best Rating</td> <td style="width: 50%;">A+ (Superior)</td> </tr> <tr> <td>Financial Size Category</td> <td>XV</td> </tr> <tr> <td>Standard & Poor's Rating</td> <td>A+ (Strong)</td> </tr> </table>	A.M. Best Rating	A+ (Superior)	Financial Size Category	XV	Standard & Poor's Rating	A+ (Strong)	A.M. Best Rating	A+ (Superior)	Financial Size Category	XV	Standard & Poor's Rating	A+ (Strong)	<p style="text-align: center;"><u>Targeted Classes</u></p> <p style="text-align: center;"><u>Hull</u></p> <table style="width: 100%; border: none;"> <tr> <td style="width: 50%;">Hull & Machinery Primary P&I</td> <td style="width: 50%;">Builder's Risk</td> </tr> </table> <p style="text-align: center;"><u>Liabilities</u></p> <table style="width: 100%; border: none;"> <tr> <td style="width: 50%;">Marine General Liability Marine Terminal Operator's Wharfinger's Stevedore's</td> <td style="width: 50%;">Ship Repairer's Charterer's Liability Excess Marine Liabilities Bumbershoots</td> </tr> </table> <p style="text-align: center;"><u>Ocean Cargo</u></p>	Hull & Machinery Primary P&I	Builder's Risk	Marine General Liability Marine Terminal Operator's Wharfinger's Stevedore's	Ship Repairer's Charterer's Liability Excess Marine Liabilities Bumbershoots
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<p style="text-align: center;"><u>Contact Information</u></p> <p style="text-align: center;"><u>Address</u></p> <p style="text-align: center;">Berkley Offshore Underwriting Managers 145 King Street West, Suite 1000 Toronto, Ontario, M5H 1J8</p> <p style="text-align: center;">Brian Murphy Senior Vice President Phone: 212-618-2953 E-mail: bmurphy@berkleyoffshore.com</p> <p style="text-align: center;">Bryan Benson Marine Underwriting Manager - Canada Phone: 416-594-5016 E-mail: bwbenson@berkleyoffshore.com</p>																	