



XL E&S HOTLIST

JULY 2010

CONTACT

AZ1 (West)

Vickie Sprague

Vice President, Regional Branch Manager
14646 N. Kierland Blvd., Ste. 165
Scottsdale, AZ 85254
480-567-7527

vickie.sprague@xlgroup.com

scottsdale1.eandssubmissions@xlgroup.com

AZ2 (Central)

Jeanne Rondeau, CPCU

Vice President, Regional Branch Manager
14646 N. Kierland Blvd., Ste. 165
Scottsdale, AZ 85254
480-567-7524

jeanne.rondeau@xlgroup.com

scottsdale2@eandssubmissions@xlgroup.com

Exton

David Halm

Vice President, Regional Branch Manager
505 Eagleview Blvd., Ste. 100
Exton, PA 19341-0636
610-968-9147

david.halm@xlgroup.com

exton.eandssubmissions@xlgroup.com

NYC

Dom Anzalone

Vice President, Regional Branch Manager
1 World Financial Center, 21st Floor
200 Liberty Street
New York, NY 10281
212-915-6316

dom.anzalone@xlgroup.com

newyork.eandssubmissions@xlgroup.com

The AAMGA University West runs Friday, August 20th to Sunday, August 22nd. We know a number of you are already signed up to attend classes and others will as well. XL E&S is having a dinner for attending brokers on Friday, August 20th. Please let [Jessi Nowlin](#) know if you would like to join us.

Contractors Pollution Legal Liability Endorsement -

This coverage is now available as an important enhancement to our GL product offerings. It can easily be added for a charge as an attachment to the CGL form for most building construction operations. Coverage includes: \$250,000 Occurrence Pollution Liability and \$25,000 Claims Made Mold Liability. An important benefit of writing this coverage through XL E&S is that claims are handled and overseen by the same claims experts that handle XL's Environmental book of business, which means prompt mitigation and emergency handling is built into the process. Contact your underwriter ASAP to discuss this coverage option. We can arrange to quote this on all eligible risks if you would like.

Questions on monthly accounting broker

statements? If you have questions regarding [remittance procedures](#), etc. please contact: [Joan Jones](#) in XL's Credit Control Department in Exton, PA via email or call her at 610-968-9488. **IMPORTANT:** It is necessary that you quickly turn back to us uncollectable premium audits (within 45 days of billing) so they can be removed from your accounting statement (or else they are due from you) and so we can improve collection efforts. Time matters.

As a recipient of our "HOT LIST" you are one of a small number of exclusive wholesale brokers we work with in a relatively exclusive franchise. This allows us to work together and hand-craft and tailor specific coverages for specific needs. In a market where price clearly is a dominant theme, the ability to respond quickly to the unique coverage needs of your retail broker and to insureds can be a big difference maker. Our underwriters

can help give you the edge on the difficult one-off risk - let them know what you need.

We like to keep our email Contact List current! We appreciate it if you have any changes, please contact Jessica.Nowlin@xlgroup.com Thank you.

General Liability

SOME UNIQUE ACCOUNTS BOUND BY XL E&S

Please note that while we have a broad appetite, all risks are evaluated on specific risk merits and in some cases (e.g., contractors in certain states), individual state or territorial underwriting guidelines and restrictions apply.

To bind business on weekends and holidays, please check out our holiday schedule on our website: www.es.xlinsurance.com.

Manufacturers/Products

\$20,000	Sporting Goods or Athletic Equipment Manufacturing
\$35,000	Door or Window Manufacturing
\$20,000	Automobile, Bus or Truck Parts Manufacturing
\$120,000	Electrical Equipment Manufacturing
\$30,000	Automobile, Bus or Truck Parts Manufacturing - not operating parts
\$20,000	Heating Equipment Manufacturing - fuel oil or kerosene
\$45,000	Plumbing Supplies Manufacturing
\$20,000	Communication or Recording Systems Manufacturing

Contractors

\$20,000	Roofing
\$20,000	Communication Equipment Installation
\$20,000	Construction or Project Managers
\$45,000	Television or Radio Receiving Set Installation or Repair
\$30,000	Wrecking - buildings or structures
\$20,000	Insulation Work
\$50,000	Guniting or Shot-Crete
\$45,000	Masonry
\$35,000	Contractors - executive supervisors or executive superintendents
\$25,000	Door, Window or Assembled Millwork
\$20,000	Garbage, Ash or Refuse Collecting

\$20,000	Drilling
\$20,000	Swimming Pool Servicing

Retail/Office/Mercantile/Premises Risks

\$20,000	Internet Retailers
\$20,000	Building Material Dealers
\$70,000	Buildings or Premises - Lessor's risk only
\$35,000	Contractor's Equipment - rented to others with operators
\$25,000	Vacant Buildings
\$20,000	Restaurants or Taverns selling liquor
\$20,000	Shopping Centers
\$20,000	Warehouses
\$20,000	Hotels and Motels

Habitational Risks

\$560,000	Apartment Buildings
\$85,000	Apartment Buildings

Miscellaneous/One-Off Risks

\$30,000	Picnic Grounds - commercially operated
----------	--

Amusements/Special Events

\$40,000	Amusement Devices - operated in connection with carnivals or fairs
\$20,000	Parades
\$20,000	Amusement Devices
\$30,000	Exhibitions - outside

The information contained herein is intended for informational purposes only. Insurance coverage in any particular case will depend upon the type of policy in effect, the terms, conditions and exclusions in any such policy, and the facts of each unique situation. No representation is made that any specific insurance coverage would apply in the circumstances outlined herein. Please refer to the individual policy forms for specific coverage details. Information accurate as of July 2010.

"XL Insurance" is the global brand used by XL Group plc's (NYSE: XL) insurance companies. Coverages underwritten by Greenwich Insurance Company, Indian Harbor Insurance Company, XL Insurance America, Inc., XL Select Insurance Company, and XL Specialty Insurance Company. Coverages not available in all jurisdictions.

